

Broadway Minimum Basic Agreement Rate Schedule

September 1, 2010-August 31, 2011

Fees:

| <u>Category</u> | <u>Director</u> | <u>Choreographer</u> | <u>Director-Choreographer</u> |
|----------------------------|-----------------|----------------------|-------------------------------|
| <i>Musical</i> | | | |
| Fee | \$24,915 | \$20,630 | \$ 45,545 |
| Advance | <u>\$37,365</u> | <u>\$31,140</u> | <u>\$ 68,505</u> |
| Total | \$62,280 | \$51,770 | \$114,050 |
| <i>Dramatic Production</i> | | | |
| Fee | \$30,105 | n/a | n/a |
| Advance | <u>\$23,515</u> | | |
| Total | \$53,620 | | |

Royalties:

Musical

| | | |
|--|---|--|
| Gross: .75% (Grey Zone: \$975 min +4% NOP between 100- 120% breakeven) | Gross: .5% (Grey Zone: \$490 min +2.5% NOP between 100- 120% breakeven) | Gross: 1.25% (Grey Zone: \$1,465 min +6.5% NOP between 100-120% breakeven) |
| NOP: 2.5% \$1,300 wkly Min (2.75% @ 125% recoup; Cap til recoup \$4,645) | NOP: 1% \$650 wkly Min (1.1% @ 125% recoup; Cap til recoup \$2,325) | NOP: 3.5% \$1,950 wkly Min (3.85% @ 125% recoup; Cap til recoup \$6,970) |

Dramatic Production

| |
|--|
| Gross: 1.5% (Grey Zone: \$650 min +7.5% NOP between 100- 110% breakeven) |
| NOP: 3.5% \$950 wkly Min (3.85% @ 125% recoup; Cap til recoup \$3,470) |

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| <u>Category</u> | <u>Director</u> | <u>Choreographer</u> | <u>Director-Choreographer</u> |
|--|-----------------|----------------------|-------------------------------|
| <u>Pension:</u> | | | |
| Initial | \$2,030 | \$2,030 | \$4,060 |
| Weekly | \$ 195 | \$ 195 | \$ 390 |
| <u>Health:</u> | | | |
| Initial | \$1,400 | \$1,400 | \$1,400 |
| Weekly | \$ 150 | \$ 150 | \$ 150 |
| <u>Per Diem:</u> | | | |
| | \$250 | \$250 | \$250 |
| (In NY, LA, Boston, SF, Chicago, Washington D.C.) | \$300 | \$300 | \$300 |

Other information:

Please see separate rates sheets for Tours, Tiered Tours and SET Tours

First Class Tours Minimum Basic Agreement Rate Schedule

September 1, 2010-August 31, 2011

Tours longer than 12 weeks:

| <u>Category</u> | <u>Director</u> | <u>Choreographer</u> | <u>Director-Choreographer</u> |
|-----------------|-----------------|----------------------|-------------------------------|
|-----------------|-----------------|----------------------|-------------------------------|

Musical

| | | | |
|------------|----------|----------|-----------|
| Fee | \$24,915 | \$20,630 | \$ 45,545 |
| Total | \$24,915 | \$20,630 | \$ 45,545 |

Dramatic Production

| | | | |
|------------|----------|-----|-----|
| Fee | \$21,790 | n/a | n/a |
| Total | \$21,790 | | |

Musical

| | | | |
|------------------|--|---|--|
| Royalties | Weekly: \$1,595 + 2.5% Overage (Credit against overage \$798) | Weekly: \$1,275+ 1% Overage (Credit against overage \$638) | Weekly: \$2,870 + 3.5% Overage (Credit against overage \$1,436) |
|------------------|--|---|--|

Dramatic Production

| | |
|------------------|--|
| Royalties | Weekly: \$1,595 + 3.5% Overage (Credit against overage \$798) |
|------------------|--|

Pension:

| | | | |
|---------|---------|---------|---------|
| Initial | \$1,025 | \$1,025 | \$2,050 |
| Weekly | \$ 105 | \$ 105 | \$ 210 |

Health:

| | | | |
|---------|--------|--------|--------|
| Initial | \$ 750 | \$ 750 | \$ 750 |
| Weekly | \$ 135 | \$ 135 | \$ 135 |

Per Diem:

| | | | |
|--|-------|-------|-------|
| | \$250 | \$250 | \$250 |
| (In NY, LA, Boston, SF, Chicago, Washington D.C.) | \$300 | \$300 | \$300 |

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First Class Tours
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September 1, 2010-August 31, 2011

Limited Run Tour—Up to 12 weeks:

| <u>Category</u> | <u>Director</u> | <u>Choreographer</u> | <u>Director-Choreographer</u> |
|----------------------------|------------------------|-----------------------------|--------------------------------------|
| <i>Musical</i> | | | |
| <u>Fee</u> | <u>\$17,060</u> | <u>\$14,240</u> | <u>\$31,300</u> |
| Total | \$17,060 | \$14,240 | \$31,300 |
| <i>Dramatic Production</i> | | | |
| <u>Fee</u> | <u>\$14,475</u> | n/a | n/a |
| Total | \$14,475 | | |

Musical

| | | | |
|-------------------------|--|--|--|
| <u>Royalties</u> | Weekly: \$1,535 + 2.5% Overage (Credit against overage \$768) | Weekly: \$1,245 + 1% Overage (Credit against overage \$623) | Weekly: \$2,870 + 3.5% Overage (Credit against overage \$1,435) |
|-------------------------|--|--|--|

Dramatic Production

| | |
|-------------------------|--|
| <u>Royalties</u> | Weekly: \$1,535 + 3.5% Overage (Credit against overage \$768) |
|-------------------------|--|

Pension:

| | | | |
|---------|---------|---------|---------|
| Initial | \$1,025 | \$1,025 | \$2,050 |
| Weekly | \$ 105 | \$ 105 | \$ 210 |

Health:

| | | | |
|---------|--------|--------|--------|
| Initial | \$ 750 | \$ 750 | \$ 750 |
| Weekly | \$ 135 | \$ 135 | \$ 135 |

Per Diem:

| | | | |
|--|-------|-------|-------|
| | \$250 | \$250 | \$250 |
| (In NY, LA, Boston, SF, Chicago, Washington D.C.) | \$300 | \$300 | \$300 |

Other information:

Please see separate rates sheets for Broadway, Tiered Tours and SET Tours

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Tiered Tours Minimum Basic Agreement Rate Schedule

September 1, 2010-August 31, 2011

Tiered Tours longer than 12 weeks:

| <u>Category</u> | <u>Director</u> | <u>Choreographer</u> | <u>Director-Choreographer</u> |
|----------------------------|-----------------|----------------------|-------------------------------|
| <i>Musical</i> | | | |
| Fee | \$19,930 | \$16,505 | \$ 36,435 |
| Total | \$19,930 | \$16,505 | \$ 36,435 |
| <i>Dramatic Production</i> | | | |
| Fee | \$17,435 | n/a | n/a |
| Total | \$17,435 | | |

Musical

| <u>Royalties</u> | <u>Weekly: \$1,275 + 2.5% Overage (Credit against overage \$638)</u> | <u>Weekly: \$1,020 + 1% Overage (Credit against overage \$510)</u> | <u>Weekly: \$2,295 + 3.5% Overage (Credit against overage \$1,148)</u> |
|------------------|--|--|--|
| | | | |

Dramatic Production

| <u>Royalties</u> | <u>Weekly: \$1,275 + 3.5% Overage (Credit against overage \$638)</u> |
|------------------|--|
| | |

Pension:

| | <u>Director</u> | <u>Choreographer</u> | <u>Director-Choreographer</u> |
|---------|-----------------|----------------------|-------------------------------|
| Initial | \$1,025 | \$1,025 | \$2,050 |
| Weekly | \$ 105 | \$ 105 | \$ 210 |

Health:

| | <u>Director</u> | <u>Choreographer</u> | <u>Director-Choreographer</u> |
|---------|-----------------|----------------------|-------------------------------|
| Initial | \$ 710 | \$ 710 | \$ 710 |
| Weekly | \$ 130 | \$ 130 | \$ 130 |

Per Diem:

| | <u>Director</u> | <u>Choreographer</u> | <u>Director-Choreographer</u> |
|--|-----------------|----------------------|-------------------------------|
| | \$250 | \$250 | \$250 |
| (In NY, LA, Boston, SF, Chicago, Washington D.C.) | \$300 | \$300 | \$300 |

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Tiered Tours
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September 1, 2010-August 31, 2011

Tiered Tour—Up to 12 weeks:

| <u>Category</u> | <u>Director</u> | <u>Choreographer</u> | <u>Director-Choreographer</u> |
|----------------------------|-----------------|----------------------|-------------------------------|
| <i>Musical</i> | | | |
| <u>Fee</u> | \$13,315 | \$11,115 | \$24,430 |
| Total | \$13,315 | \$11,115 | \$24,430 |
| <i>Dramatic Production</i> | | | |
| <u>Fee</u> | \$11,295 | n/a | n/a |
| Total | \$11,295 | | |

Musical

| | | | |
|------------------|---|--|--|
| <u>Royalties</u> | Weekly: \$1,225+ 2.5% Overage (Credit against overage \$613) | Weekly: \$1,000 + 1% Overage (Credit against overage \$500) | Weekly: \$2,225 + 3.5% Overage (Credit against overage \$1,113) |
|------------------|---|--|--|

Dramatic Production

| | |
|------------------|--|
| <u>Royalties</u> | Weekly: \$1,225 + 3.5% Overage (Credit against overage \$613) |
|------------------|--|

Pension:

| | | | |
|---------|---------|---------|---------|
| Initial | \$1,025 | \$1,025 | \$2,050 |
| Weekly | \$ 102 | \$ 102 | \$ 210 |

Health:

| | | | |
|---------|--------|--------|--------|
| Initial | \$ 710 | \$ 710 | \$ 710 |
| Weekly | \$ 130 | \$ 130 | \$ 130 |

Per Diem:

| | | | |
|--|-------|-------|-------|
| | \$250 | \$250 | \$250 |
| (In NY, LA, Boston, SF, Chicago, Washington D.C.) | \$300 | \$300 | \$300 |

Other information:

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SET Tours

Minimum Basic Agreement Rate Schedule

September 1, 2010-August 31, 2011

SET Tours:

| <u>Category</u> | <u>Director</u> | <u>Choreographer</u> | <u>Director-Choreographer</u> |
|----------------------------|-----------------------------|-----------------------------|-------------------------------|
| <i>Musical</i> | | | |
| <u>Fee</u> | \$17,000 | \$13,600 | \$ 30,600 |
| Total | \$17,000 | \$13,600 | \$ 30,600 |
| | [\$17,425 effective 1/1/11] | [\$13,940 effective 1/1/11] | [\$31,365 effective 1/1/11] |
| <i>Dramatic Production</i> | | | |
| | | n/a | n/a |
| <u>Fee</u> | \$14,800 | | |
| Total | \$14,800 | | |
| | [\$15,170 effective 1/1/11] | | |

Musical

| <u>Royalties</u> | <u>Weekly: \$1,200 + 2.5% Overage</u> | <u>Weekly: \$950 + 1% Overage</u> | <u>Weekly: \$2,150 + 3.5% Overage</u> |
|------------------|---|---|---|
| | [\$1,235 effective 1/1/11] (Credit against overage \$600; \$618 effective 1/1/11) | [\$980 effective 1/1/11] (Credit against overage \$475; \$490 effective 1/1/11) | [\$2,215 effective 1/1/11] (Credit against overage \$1,395; \$1,108 effective 1/1/11) |

Dramatic Production

| <u>Royalties</u> | <u>Weekly: \$1,200 + 3.5% Overage</u> |
|------------------|---|
| | [\$1,235 effective 1/1/11] (Credit against overage \$600; \$618 effective 1/1/11) |

Pension:

| | | | |
|---------|---------|---------|---------|
| Initial | \$1,025 | \$1,025 | \$2,050 |
| Weekly | \$ 105 | \$ 105 | \$ 210 |

Health:

| | | | |
|---------|--------|--------|--------|
| Initial | \$ 710 | \$ 710 | \$ 710 |
| Weekly | \$ 130 | \$ 130 | \$ 130 |

Per Diem:

| | | | |
|--|-------|-------|-------|
| | \$250 | \$250 | \$250 |
| (In NY, LA, Boston, SF, Chicago, Washington D.C.) | \$300 | \$300 | \$300 |

Other information:

Please see separate rates sheets for Broadway, First Class Tours and Tiered Tours

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