



Standard Design Agreement – Dance – 2012-2014

Rate Sheet • Ver. A; Rev. 10/5/2011

COMPANY SIZE – As per Dance/USA categories. Rates are by individual negotiation for companies whose annual budget is less than \$300K.

COMPANY SIZE DESIGNATION = ANNUAL BUDGET

LARGE = Over \$4.5M

MEDIUM = Between \$1M and \$4.5M

SMALL = Between \$350K and \$1M

| LARGE COMPANY RATES FOR... | 2012 | 2013 | 2014 |
|---|--|----------|----------|
| Scenic Design: 1 st Set | \$ 8,156 | \$ 8,319 | \$ 8,486 |
| Scenic Design: 2 nd Set | 2,718 | 2,772 | 2,828 |
| Scenic Design: Thereafter (each) | 1,631 | 1,664 | 1,697 |
| Scenic Design: Unit Set | 8,428 | 8,597 | 8,768 |
| Scenic Design: Each Phase in addition to Basic Unit | 1,631 | 1,664 | 1,697 |
| Lighting Design: Full Length Ballet | \$ 4,893 | \$ 4,991 | \$ 5,091 |
| Lighting Design: Over 1/3 rd of Evening | 3,263 | 3,328 | 3,395 |
| Lighting Design: 1/3 rd of Evening | 1,631 | 1,664 | 1,697 |
| Lighting Design: Under 1/3 rd of Evening | 1,196 | 1,220 | 1,244 |
| Lighting Design: Season/Festival Light Plot Fee | 7,068 | 7,209 | 7,354 |
| Lighting Design: Resident Designer (per week) | 1,903 | 1,941 | 1,980 |
| Lighting Design: Unit Set (Full Length Ballet) | <i>Applicable rate, or 1/2 of Scenic Design fee: whichever is higher</i> | | |
| Costume Design: 1 - 3 Costumes | \$ 4,077 | \$ 4,159 | \$ 4,242 |
| Costume Design: 4 and Above Original Costumes | 479 | 489 | 498 |
| Costume Design: Repeat Costumes | 82 | 84 | 85 |
| Projection Design | <i>By individual negotiation</i> | | |
| Sound Design | <i>By individual negotiation</i> | | |
| MEDIUM COMPANY RATES FOR... | 2012 | 2013 | 2014 |
| Scenic Design: 1 st Set | \$ 6,660 | \$ 6,793 | \$ 6,929 |
| Scenic Design: 2 nd Set | 2,175 | 2,219 | 2,263 |
| Scenic Design: Thereafter (each) | 1,359 | 1,386 | 1,414 |
| Scenic Design: Unit Set | 6,932 | 7,071 | 7,212 |
| Scenic Design: Each Phase in addition to Basic Unit | 1,359 | 1,386 | 1,414 |
| Lighting Design: Full Length Ballet | \$ 3,263 | \$ 3,328 | \$ 3,395 |
| Lighting Design: Over 1/3 rd of Evening | 2,175 | 2,219 | 2,263 |
| Lighting Design: 1/3 rd of Evening | 1,088 | 1,110 | 1,132 |
| Lighting Design: Under 1/3 rd of Evening | 870 | 887 | 905 |
| Lighting Design: Season/Festival Light Plot Fee | 5,438 | 5,547 | 5,658 |
| Lighting Design: Resident Designer (per week) | 1,713 | 1,747 | 1,782 |
| Lighting Design: Unit Set (Full Length Ballet) | <i>Applicable rate, or 1/2 of Scenic Design fee: whichever is higher</i> | | |
| Costume Design: 1 - 3 Costumes | \$ 2,855 | \$ 2,912 | \$ 2,970 |
| Costume Design: 4 and Above Original Costumes | 408 | 416 | 424 |
| Costume Design: Repeat Costumes | 66 | 67 | 69 |
| Projection Design | <i>By individual negotiation</i> | | |
| Sound Design | <i>By individual negotiation</i> | | |
| SMALL COMPANY RATES FOR... | 2012 | 2013 | 2014 |
| Scenic Design: 1 st Set | \$ 5,165 | \$ 5,268 | \$ 5,374 |
| Scenic Design: 2 nd Set | 1,631 | 1,664 | 1,697 |
| Scenic Design: Thereafter (each) | 1,088 | 1,110 | 1,132 |
| Scenic Design: Unit Set | 5,438 | 5,547 | 5,658 |
| Scenic Design: Each Phase in addition to Basic Unit | 1,088 | 1,110 | 1,132 |
| Lighting Design: Full Length Ballet | \$ 2,447 | \$ 2,496 | \$ 2,546 |
| Lighting Design: Over 1/3 rd of Evening | 1,631 | 1,664 | 1,697 |
| Lighting Design: 1/3 rd of Evening | 816 | 832 | 849 |
| Lighting Design: Under 1/3 rd of Evening | 653 | 666 | 679 |
| Lighting Design: Season/Festival Light Plot Fee | 3,263 | 3,328 | 3,395 |
| Lighting Design: Resident Designer (per week) | <i>By individual negotiation</i> | | |
| Lighting Design: Unit Set (Full Length Ballet) | <i>Applicable rate, or 1/2 of Scenic Design fee: whichever is higher</i> | | |
| Costume Design: 1 - 3 Costumes | \$ 1,631 | \$ 1,664 | \$ 1,697 |
| Costume Design: 4 and Above Original Costumes | 326 | 333 | 339 |
| Costume Design: Repeat Costumes | 43 | 44 | 45 |
| Projection Design | <i>By individual negotiation</i> | | |
| Sound Design | <i>By individual negotiation</i> | | |



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| | 2012 | 2013 | 2014 |
|--|----------------------------------|----------|----------|
| DAILY RATES – For adaptation and/or additional work | | | |
| LARGE Company | \$ 408 | \$ 416 | \$ 424 |
| MEDIUM Company | 354 | 361 | 368 |
| SMALL Company | 299 | 305 | 311 |
| DESIGN ASSISTANTS | | | |
| LARGE Company | \$ 1,088 | \$ 1,110 | \$ 1,132 |
| MEDIUM Company | 979 | 999 | 1019 |
| SMALL Company | <i>By individual negotiation</i> | | |
| PER DIEM - <i>Does not include hotel and transportation</i> | | | |
| LARGE Company | \$ 82 | \$ 84 | \$ 85 |
| MEDIUM Company | 66 | 67 | 69 |
| SMALL Company | 54 | 55 | 56 |
| PENSION & WELFARE CONTRIBUTIONS | | | |
| LARGE Company | + 20% | + 20% | + 20% |
| MEDIUM Company | + 20% | + 20% | + 20% |
| SMALL Company | + 20% | + 20% | + 20% |

The annual royalty fee shall be no less than ten percent (10%) of the original fee.

The Company shall not assign, sell, lease, license or give any designs or concepts to another Company
 Unless terms are negotiated and agreed to with the designers as per the **Subsequent Use Addendum** to the
Standard Design Agreement: Dance (2012-2014)