

# THE PRODUCER'S PERSPECTIVE

A BROADWAY PRODUCER'S OPINION ON EVERYTHING BROADWAY AND BEYOND

PRO

## GUIDE TO EQUITY CONTRACTS

### 29 Hour Reading

AEA Members only? **No**

Number of Performances: **Maximum of 3 for Invited Audiences only**

Salary: **Stipend of \$100, plus basic transportation reimbursement.**

AEA dues deducted: **No**

Benefits paid by Producer: **None**

Conversion Rights: **None**

Other notes:

**No sets, props, wigs, make-up, costumes. Book in hand, no memorization, minimal staging with no choreography**

### Showcase Code (Theaters of 99 seats or less)

AEA Members only: **No**

Number of Performances: **12 maximum; 16 allowed with pay. Performances must take place within 4 consecutive weeks**

Salary: **Basic transportation reimbursement. If more than 12 perfs, \$10 for each additional performance (max of 4)**

AEA Dues Deducted: **No**

Benefits paid by Producer: **None**

Conversion Rights: **Yes, if converted to a contract production, all AEA members must be offered role or buyout**

## **Developmental Lab**

AEA Members only: **Yes**

Number of Performances: **Maximum of 4 for invited audiences**

Salary: **\$1,000 per week**

AEA dues deducted: **Yes**

Benefits paid by Producer: **Pension/ Health**

Conversion Rights: **Yes**

Other notes:

**Labs are considered "rehearsals" so agent commissions limited to 5% only**

## **Mini Contract (Theaters of 99 seats or less)**

AEA Members only: **Yes**

Number of Performances: **Limited to 7 per week. For Holiday periods consecutive 2-week performance schedule of 6 performances in one week and 8 performances in other week.**

Salary:

- **0-50 seats: \$425/week**
- **51-75 seats: \$460/week**
- **76-99 seats: \$500/week**
- **\*Increases based on Box Office grosses**

AEA dues deducted: **Yes**

Benefits paid by Producer: **Pension/ Health**

Conversion Rights: **Yes**

Other notes:

- **After 18 performance weeks, minimum salaries are Off-Broadway "A" Category**
- **Understudies required**
- **Actor can accept More Ruminative Employment as unpaid leave of absence**
- **Anything not covered by Mini Rulebook is covered by Off-Broadway Rulebook**

## **Off-Broadway Contract (Theaters of 100 - 499 seats)**

AEA Members only: **Yes**

Number of Performances: **8 per week. For Holiday periods consecutive 2-week performance schedule of 6 performances in one week and 8 performances in other week.**

Salary:

For 8/1/17 - 7/31/18:

- **"A" 100-199 seats: \$621/week**
- **"B" 200-250 seats: \$727/week**
- **"C" 251-299 seats: \$839/week**
- **"D" 300-350 seats: \$985/week**

AEA dues deducted: **Yes**

Benefits paid by Producer: **Pension/ Health**

Conversion Rights: **Yes**

Other notes:

- **Understudies Required to be contracted no later than 2 weeks after 1st public performance (limited to 3 principal roles for performing actor and 5 principal roles for a General u/s)**
- **Media Fee payment of 1.5% of Category minimum**
- **Actor can accept More Remunitive Employment (as unpaid leave of absence)**
- **Term contracts of 13 weeks or 26 weeks may be done with additional payments**

## **Production Contract (Broadway / "First Class" Productions & National Tours)**

AEA Members only: **Yes**

Number of Performances: **8 per week. For Holiday periods consecutive 2-week performance schedule of 6 performances in one week and 8 performances in other week.**

Salary:

For 10/2/17 - 9/30/18:

- **\$2,095/week**

AEA dues deducted: **Yes**

Benefits paid by Producer: **Pension/ Health, 401(k)**

Conversion Rights: **Yes**

Other notes:

- **Understudies Required to be contracted no later than 2 weeks after 1st public performance (1 week for tours)**
- **Media Fee payment of 2% of minimum (except for Actors in musicals making more than \$4,000/week)**
- **Term contracts of 1 year or 6 months may be done with additional payments**

### **Production Contract TIERED TOURS**

AEA Members only: **Yes**

Number of Performances: **8 per week. Consecutive 2-week performance schedule of 7 performances in one week and 9 performances in other week so long as "Golden Day" between the 2 weeks and "Golden Day" following 9 perf week**

Salary:

For 10/2/17 - 9/30/18:

- **Tier B: \$1,325/wk (post recoup: \$1,550/wk)**
- **Tier C: \$1,199/wk (post recoup: \$1,402/wk)**
- **Tier D: \$1,073/wk (post recoup: \$1,255/wk)**
- **Qualifying Actors participate in Producer's share of "Overage" in addition to weekly salary (0.25%; 0.325% post-recoup)**

AEA dues deducted: **Yes**

Benefits paid by Producer: **Pension/ Health, 401(k)**

Conversion Rights: **Yes**

Other notes:

- **Understudies Required to be contracted no later than 1 week after 1st public performance (limited to 3 principal roles for performing actor and 5 principal roles for a General u/s)**
- **Media Fee payment of 2% of minimum (except for Actors in musicals making more than \$4,000/week)**
- **Term contracts of 1 year or 6 months may be done with additional payments**

## **LORT (League of Resident Theatres)**

AEA Members only: **Yes, but Non-Professionals may also be employed**

Number of Performances: **8 per week. 9th and 10th performances/week may be scheduled with additional compensation paid**

Salary:

For 2/15/16 - 2/12/17:

VARIES by Category- A, B+, B, C, D,

**Lincoln Center - Beaumont & Newhouse; Manhattan Theatre Club - Friedman & City Center; Roundabout - American Airlines & Studio 54 & Sondheim & Pels; Center Theatre Group - Ahmanson; Ford's Theatre/**

AEA dues deducted: **Yes**

Benefits paid by Producer: **Pension/ Health**

Conversion Rights: **Yes**

Other notes:

- **Understudies Required under varying rules Media Fee payment of 2% of minimum (except for Actors in musicals making more than \$4,000/week)  
Media Fee payment (varies by Category)**