



2019 COMMERCIALS CONTRACTS

**UPFRONT USE PAYMENT &
AUDIO FLEX MODELS
TOOLKIT**

A User-friendly Guide to the 2019 Alternate Compensation Structure

The terms of these new landmark agreements introduce innovative and flexible alternative compensation models that specifically address the realities of the modern advertising business while preserving and enhancing work opportunities for actors.

Highlights of the new contracts include:

- New Upfront Use Packages that simplify compensation payments to performers;
- New alternative compensation structure for the Audio Contract features improved session rate and radically simplified use fees;
- Protections against unlawful harassment;
- Coverage of stunt coordinators;
- Outsized gains to group dancers; and
- Streamlined renegotiation process for commercial agents.

These new contracts, which became effective April 1, 2019 and will remain in force through March 31, 2022, offer real solutions to the challenges facing the advertising industry and makes it more relevant now and into the future.

For additional information, please contact the Commercials Department in Los Angeles at (323) 549-6858 or New York at (212) 827-1454.

You may also email questions to comm.coedinfo@sagaftra.org.

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UPFRONT USE PACKAGES

Effective June 1, 2019 there are three available alternative compensation models: Upfront Plus, Upfront Flex and Upfront Digital.

- The following terms are the same for all three packages:
 - › Only advertising agencies and advertisers bound to our contract may use the Upfront Use Packages
 - › A one-year maximum period of use (MPU), based on first use or 13-weeks following the first production day, whichever is earlier
 - › Producer may not pre-negotiate for additional 1-year use terms at the time of original hire
 - › Session fee shall not be credited and is due 15 business days after the workday
 - › Performers must be informed at the time of audition and at the time of hire which use payment structure the producer will be using
 - › Upfront Use payments are due within 60 calendar days of the first production day or 15 business days after first use, whichever is earlier
- Exclusivity: Applies only to Upfront Plus and Upfront Flex (The Producer may negotiate for exclusivity in Upfront Digital by obtaining performer consent and paying 4 session fees upfront).
 - › The first non-competitive product requires an additional 25% of all compensation (scale plus 25%)
 - › The second non-competitive product requires an additional 15% of all compensation (scale plus 40%)
 - › The third non-competitive product requires an additional 10% of all compensation (scale plus 50%)
 - › If there are over three non-competitive products then 200% of all compensation is due
 - › Upfront Plus – Exclusivity is added to the session and use payments
 - › Upfront Flex – Exclusivity applies to the session and 13-week use payments, not the guarantee

Upfront Plus

- For a one-year maximum period of use (MPU), a one-time payment to principal performers covers up to 10 Class A uses and unlimited use in all other media.
 - › On-Camera = \$20,000.00
 - › Off-Camera = \$15,000.00
- Beginning with the 11th Class A use, on-camera performers receive \$100.00 per use, and off-camera performers receive \$75.00 per use for the remainder of the MPU.
- New editing rules apply.
- Exclusivity example: If a performer is booked with two non-competitive conflicts, they receive \$28,000.00 for upfront use payment plus Class A uses beyond the first 10 paid at the rate of \$140.00 per use for the remainder of the year. (i.e. scale plus 40% of all compensation).

Upfront Flex

- For a one-year maximum period of use (MPU), principal performers are paid an upfront guarantee.
 - › On-camera = \$8,000.00
 - › Off-camera = \$6,000.00
- Each use type (ex: Cable, Wild Spot, etc.) has a set rate for each 13-week use. The rates for an on-camera performer are:

- › All Cable and Local Cable: \$3,400.00
 - › All Wild Spot and Local Cable: \$2,000.00
 - › All Digital (includes Internet, New Media, OTT such as Hulu): \$1,300.00
 - › All Spanish Language: \$2,000.00
 - › All Other Domestic Use (includes Industrial, Dealer, Unwired, Diginets, Class B and Class C): \$1,000.00
 - › Class A: \$100.00
 - › Foreign Use for English and Spanish regions are each paid at 60% of the traditional contract rate
- Use rates are deducted from the guarantee. Once the guarantee has been exhausted, the performer shall be paid for all use from that point forward.
 - New editing rules apply.
 - Exclusivity increases are applied to the use but not to the guarantee. For example, a commercial holding one non-competitive product that is used in “All Cable,” the guarantee is still \$8,000.00, but 125% of \$3,400.00 (or \$4,250.00) shall be applied against the \$8,000.00 guarantee.

Upfront Digital

- For a one-year maximum period of use (MPU), principal performers shall receive payment for Internet, Over-the-Top (OTT) and New Media as follows:
 - › On-camera = \$3,825.00
 - › Off-camera = \$2,868.00
- Foreign use and Industrial use are each paid at 60% of the traditional contract rates.
- To move the commercial to television, producer must obtain prior consent from the principal performers and may use either the traditional contract rates or an Upfront Use Package.
- A producer may either freely bargain for edits per the traditional contract or pay one additional session fee to use the new editing provisions.

2019 Commercials Contract: TV Upfront Use Payment Packages

	PRINCIPALS		ON CAMERA GROUPS			OFF CAMERA GROUPS		
	ON	OFF	3-5 / 3+ D	6-8	9+	3-5	6-8	9+
Sessions	\$712.00	\$535.40	\$521.20	\$461.50	\$381.60	\$301.90	\$262.10	\$213.70
Upfront Use Plus								
All Use	\$20,000.00	\$15,000.00	\$14,640.45	\$12,963.48	\$10,719.10	\$8,458.16	\$7,343.11	\$5,987.11
Class A Uses 1-10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Class A Uses 11+ (per use)	\$100.00	\$75.00	\$73.20	\$64.82	\$53.60	\$42.29	\$36.72	\$29.94
Upfront Use Flex								
Guarantee	\$8,000.00	\$6,000.00	\$5,856.18	\$5,185.39	\$4,287.64	\$3,383.26	\$2,937.24	\$2,394.84
Class A (per use)	\$100.00	\$75.00	\$73.20	\$64.82	\$53.60	\$42.29	\$36.72	\$29.94
Cable (incl. Local Cable)	\$3,400.00	\$2,550.00	\$2,488.88	\$2,203.79	\$1,822.25	\$1,437.89	\$1,248.33	\$1,017.81
Wild Spot & Local Cable	\$2,000.00	\$1,500.00	\$1,464.04	\$1,296.35	\$1,071.91	\$845.82	\$734.31	\$598.71
Digital	\$1,300.00	\$975.00	\$951.63	\$842.63	\$696.74	\$549.78	\$477.30	\$389.16
Spanish Language	\$2,000.00	\$1,500.00	\$1,464.04	\$1,296.35	\$1,071.91	\$845.82	\$734.31	\$598.71
All Other North American Use	\$1,000.00	\$750.00	\$732.02	\$648.17	\$535.96	\$422.91	\$367.16	\$299.36
Foreign Use	See Below							
Upfront Use Digital	\$3,825.00	\$2,868.75	\$2,799.99	\$2,479.27	\$2,050.03	\$1,617.62	\$1,404.37	\$1,145.04
Spanish Language Foreign Use	Americas	2.4	Caribbean	1.8	Americas and Caribbean			
Foreign Use	U.K.	1.8	Europe	1.2	Asia/Pacific	1.2		
	Japan	0.6	Rest/World	0.6	Worldwide	5.4		
Pension & Health Contribution Rate	19.00%				<i>Discounted P&H Rate: 18.5%</i>			

EDITING RULES FOR UPFRONT PAYMENT PACKAGES

There are three main types of edits under Upfront Packages:

- 1) **UNPERMITTED**
- 2) **PERMITTED**
- 3) **PAID**

UNPERMITTED is the easiest – it’s considered a new spot and is paid as such. If the commercial as edited is not an exception under Permitted Edits or it doesn’t fit under the guidelines for Paid Edits, it is an Unpermitted Edit.

PERMITTED EDITS include most of what is already allowed under the editing section of the traditional contract, with a few tweaks:

- Longer/Shorter Versions
- Legal/Network Requirement/Dealer ID/Tag Changes
- Rearrangement of On-Camera Material
- Changes to Off-Camera Message
- Foreign Language Voiceovers
- Special Offers & Promotions

Changes:

- › Longer/Shorter Versions: was 2, now 5; no more than 2 of the same length
- › Rearrangement of On-Camera Material: can run both at same time and/or in same market
- › Changes to Off-Camera Message: can run both at same time and/or in same market
- › Special Offers & Promotions: went from 2-week use limit to 6-week use limit

Shorter/Longer Versions: a :30 commercial for beer is created to show a pool party featuring only a portion of the cast. Later, a :60 is finished that features the entire cast.

OCP in :30 & :60

Session	\$ 712.00
Upfront Plus	\$ 20,000.00
Class A (12)	\$ 200.00 (2 x \$100.00)
	\$ 20,912.00

Changes to Off-Camera Message: the end tag and VO describe Kim’s Sassy BBQ Sauce as “hot and spicy” for the West Coast and “tangy” for the Midwest. The VO makes the changes; on-camera talent footage remains the same.

Session OCP	\$ 712.00	Session VO	\$ 535.30 (session + first tag covered by session)
Upfront Flex	\$ 8,000.00	Upfront Flex	\$ 6,000.00
Cable	\$ 3,400.00 †	Cable	\$ 2,550.00 †
Digital	\$ 1,300.00 †	Digital	\$ 975.00 †
	\$ 8,712.00		\$ 6,535.30

PAID EDITS allow a producer slightly more editing abilities as long as they pay principal performers an additional fee per edit.

What's allowed?

- A different product in the same product line beyond a tag change
- A different variant of the same product beyond a tag change
- Change the setting or add additional setting via CGI/green screen

For these types of edits, the performer would be paid as follows:

First Edit	1 session fee
Second Edit	75% of a session fee
Third Edit	50% of a session fee
Fourth Edit +	30% of a session fee

EXAMPLES:

Another Product in Same Product Line: a commercial features a Ford F-150 driving down a dirt road with a stack of wood in the truck bed is replaced with a Ford F-250 driving down a dirt road with no cargo. The end tags reflect different deals for each model. Same OCP driver in both. VO records original and tag change.

Session OCP	\$ 1,424.00 (\$712.00 x 2)	Session VO	\$ 535.50 (session + first tag covered by session)
Upfront Flex	\$ 8,000.00	Upfront Flex	\$ 6,000.00
Paid Edit	\$ 712.00 †	Paid Edit	\$ 535.50 †
Cable 2 cycles	\$ 6,800.00 †	Cable 2 cycles	\$ 5,100.00 †
Digital 2 cycles	\$ 2,600.00 †	Digital 2 cycles	\$ 1,950.00 †
(overage)	\$ 2,112.00	(overage)	\$ 1,585.50
	\$ 11,536.00		\$ 8,121.00

Different Variant of Same Product: a :45 spot for Armand's Curiously Strong Cat Litter features a cat (Mr. Baggins) doing his business in regular litter and when Cat Dad walks into the room he faints from the smell. Cat Dad immediately runs to the supermarket and purchases Armand's Curiously Strong Cat Litter and after Mr. Baggins uses it, Cat Dad inhales deeply and smiles. So fresh. A second :45 spot is created and in this edit, after Cat Dad inhales deeply and smiles, Mr. Baggins says "Now available in Mango Kiwi Scent!" A third :30 spot is created and in this edit, Mr. Baggins says, "Now available with CBD oil!"

Session OCP	\$ 712.00	Session Mr. Baggins	\$ Catnip
Upfront Digital	\$ 3,825.00		
1-Yr Exclusivity	\$ 2,848.00 (\$712.00 x 4)		
Paid Edits	\$ 1,246.00 (\$712.00 + \$534.00)		
	\$ 8,631.00		

Now let's talk about ADDRESSABLE, which is a type of editing rule but is really its own thing.

ADDRESSABLE EDITS are commercials specifically produced with multiple variations, which will then be dynamically inserted at the level of the individual or individual household. Footage/soundtrack used to make the edit(s) must be from the original production, and the edit(s) may not change the concept or message.

<u>On-Camera Principal</u>	One-time fee equal to 200% of the on-camera session rate.
<u>Off-Camera Principal</u>	50% of the off-camera session rate for every Addressable Edit created if the off-camera principal renders services for the edit. If the off-camera principal does not render services, then they receive a one-time fee equal to 200% of the off-camera session rate. If the off-camera principal renders services on some, but not all, of the Addressable Edits, they shall receive both a one-time fee equal to 200% of the off-camera session rate and 50% of the off-camera session rate for every Addressable Edit created for which the off-camera principal renders services.
<u>Extra</u>	One-time fee equal to 50% of the unlimited use extra session rate.

What kind of changes can a producer make using footage from the same production?

- Different setting
- Different product, same product line
- Different variant of the same product beyond a tag change
- Wardrobe changes
- Prop changes
- Same scene, different take
- Principals swapping roles
- Principal replaced by principal
- Extra replaced by extra

Different product, same product line + principal replaced by principal:

Edit 1: a red Ford F-150 drives from one end of a small town to the other and the female driver waves at two townspeople as she drives through. The first townspeople is young girl at the beginning of town, sitting on a bench, holding an ice cream cone in front of an ice cream parlor. The second female townspeople is at the end of town, putting up a sign for her fruit stand. VO tag: sales offer. (3 on-camera principals, 1 VO, 25 extras as random townspeople shot from a distance.)

Edit 2: a blue Ford F-150 drives from one end of a small town to the other and the male driver waves at two townspeople as he drives through. The first townspeople is young girl at the beginning of town, sitting on a bench, holding an ice cream cone in front of an ice cream parlor. The second female townspeople is at the end of town, putting up a sign for her fruit stand. VO tag: sales offer. (3 on-camera principals, 1 VO, 25 extras as random townspeople shot from a distance.)

Edit 3: a white Ford F-250 drives from one end of a small town to the other and the male driver (same principal in Edit 2) waves at a male townspeople at the edge of town putting up a sign for his fruit stand. VO tag: lease offer. (2 on-camera principals, 1 VO, 10 extras as random townspeople shot from a distance.)

How are people paid under the above ADDRESSABLE EDITS?

	OCP Male Driver	OCP Ice Cream Eater	OCP Fruit Stand Male
Session	\$ 1,424.00 (\$712.00 x 2)	\$ 1,424.00 (\$712.00 x 2)	\$ 712.00
Upfront Flex	\$ 8,000.00	\$ 8,000.00	\$ 8,000.00
Cable	\$ 3,400.00 †	\$ 3,400.00 †	\$ 3,400.00 †
Class A (20)	\$ 2,000.00 †	\$ 2,000.00 †	\$ 2,000.00 †
Edit Fee	\$ 1,424.00 † (200%)	\$ 1,424.00 † (200%)	
	\$ 9,424.00	\$ 9,424.00	\$ 8,712.00

VO

Session	\$ 1,071.00 (\$535.50 x 2)
Upfront Flex	\$ 6,000.00
Cable	\$ 2,550.00 †
Class A (20)	\$ 1,500.00 †
Edit Fee	\$ 1,338.75 † (50% + 200%)
	\$ 7,071.00

Extra in Edit 1, 2 & 3

Session	\$ 1,165.20 (\$388.40 x 3)
Edit Fee	\$ 194.20 (\$388.40 x 50% = \$194.20)
	\$ 1,359.40

EXCLUSIVITY FOR UPFRONT PAYMENT PACKAGES

How is exclusivity calculated and paid under the Upfront Packages?

Upfront Plus

Original Conflict Area	Included in session, edits and guarantee (as it has always been under traditional contract)
1st Non-Competitive	additional 25% of all compensation (scale plus 25%)
2nd Non-Competitive	additional 15% of all compensation (scale plus 40%)
3rd Non-Competitive	additional 10% of all compensation (scale plus 50%)
4 or more Non-Competitive	200% of all compensation

Upfront Flex

Original Conflict Area	Included in session, edits and applied use rates (as it has always been under traditional contract)
1st Non-Competitive	25% of session, edits, applied use (but not the guarantee)
2nd Non-Competitive	15% of session, edits, applied use (but not the guarantee) 40% total
3rd Non-Competitive	10% of session, edits, applied use (but not the guarantee) 50% total
4 or more Non-Competitive	200% of session, edits, applied use (but not the guarantee)

Upfront Digital

The Producer may negotiate for exclusivity in Upfront Digital by obtaining performer consent and paying 4 session fees upfront.

Let's use examples from above.

PAID EDIT. Another Product in Same Product Line: a commercial features a Ford F-150 driving down a dirt road with a stack of wood in the truck bed is replaced with a Ford F-250 driving down a dirt road with no cargo. The end tags reflect different deals for each model. Same OCP driver in both. VO records original and tag change.

Producer wants to hold "new auto sales/leasing" and "preowned auto sales." Auto sales/leasing is the original conflict area and preowned auto sales is the first non-competitive product conflict.

Session OCP	\$ 1,780.00 ($\$712.00 \times 25\% = \$178.00 + \$712.00 = \890.00×2)
Upfront Flex	\$ 8,000.00
Paid Edit	\$ 890.00 † ($\$712.00 \times 25\%$ of session = $\$178.00 + \$712.00 = \$890.00$)
Cable 2 cycles	\$ 8,500.00 † ($\$3,400.00 \times 25\%$ of applied use = $\$4,250.00 \times 2$)
Digital 2 cycles	\$ 3,250.00 † ($\$1,300.00 \times 25\%$ of applied use = $\$1,625.00 \times 2$)
(overage)	\$ 4,640.00 ($\$890.00 + \$8,500.00 + \$3,250.00 - \$8,000.00$)
	\$ 14,420.00

Session VO	\$ 669.12 (session + first tag covered by session, $\$535.30 \times 25\% = \$133.82 + \$535.30$)
Upfront Flex	\$ 6,000.00
Paid Edit	\$ 669.12 † ($\$535.30 \times 25\%$ of session = $\$133.82 + \535.30)
Cable 2 cycles	\$ 6,375.00 † ($\$2,550.00 \times 25\%$ of applied use = $\$3,187.50 \times 2$)
Digital 2 cycles	\$ 2,437.50 † ($\$975.00 \times 25\%$ of applied use = $\$1,218.75 \times 2$)
(overage)	\$ 3,481.62 ($\$669.12 + \$6,375.00 + \$2,437.50 - \$6,000.00$)
	\$ 10,150.74

PERMISSABLE EDIT. Shorter/Longer Versions: a :30 commercial for beer is created to show a pool party featuring only a portion of the cast. Later, a :60 is finished that features the entire cast.

Producer wants to hold “beer,” “soda” and “energy drinks.” Beer is the original conflict area, soda is the 1st non-competitive product conflict, and energy drinks is the 2nd non-competitive product conflict.

OCP in :30 & :60

Session \$ **996.80** (\$712.00 x 40% of session = \$284.80 + \$712.00)
 Upfront Plus \$ **28,000.00** (\$20,000.00 x 40% of guarantee = \$8,000.00 + \$20,000.00)
 Class A (12) \$ **280.00** (\$100.00 x 40% of use = \$40.00 + \$100.00 = \$140.00 x 2)
 \$ 29,276.80

2019 Commercials Contract: Edits & Exclusivity Rates for Upfront Use

	PRINCIPALS		ON CAMERA GROUPS			OFF CAMERA GROUPS		
	ON	OFF	3-5 / 3+ D	6-8	9+	3-5	6-8	9+
Sessions	\$712.00	\$535.40	\$521.20	\$461.50	\$381.60	\$301.90	\$262.10	\$213.70
Paid Edits								
First Edit	\$712.00	\$535.40	\$521.20	\$461.50	\$381.60	\$301.90	\$262.10	\$213.70
Second Edit	\$534.00	\$401.55	\$390.90	\$346.13	\$286.20	\$226.43	\$196.58	\$160.28
Third Edit	\$356.00	\$267.70	\$260.60	\$230.75	\$190.80	\$150.95	\$131.05	\$106.85
Fourth (and all subsequent edits)	\$213.60	\$160.62	\$156.36	\$138.45	\$114.48	\$90.57	\$78.63	\$64.11
Addressable Edits								
On-Camera Principal - 200% flat	\$1,424.00		\$1,042.40	\$923.00	\$763.20			
Off-Camera Principal - Session -50% per edit		\$267.70				\$150.95	\$131.05	\$106.85
Off-Camera Principal - No session -200% flat		\$1,070.80				\$603.80	\$524.20	\$427.40
Extra (One time 50% of session)					\$194.20			
Exclusivity for Upfront Use Payments								
Upfront Plus								
Compensation (Included in session & use)	\$20,000.00	\$15,000.00	\$14,640.45	\$12,963.48	\$10,719.10	\$8,458.16	\$7,343.11	\$5,987.11
1st non-competitive - 25% of all compensation	\$25,000.00	\$18,750.00	\$18,300.56	\$16,204.35	\$13,398.88	\$10,572.70	\$9,178.89	\$7,483.89
2nd non-competitive - 15% of all compensation (40% total)	\$28,000.00	\$26,250.00	\$25,620.79	\$22,686.09	\$18,758.43	\$11,841.42	\$10,280.35	\$8,381.95
3rd non-competitive - 10% of all compensation (50% total)	\$30,000.00	\$39,375.00	\$38,431.18	\$34,029.14	\$28,137.64	\$12,687.24	\$11,014.67	\$8,980.67
4+ non-competitive - 200% of all compensation	\$40,000.00	\$30,000.00	\$29,280.90	\$25,926.96	\$21,438.20	\$16,916.32	\$14,686.22	\$11,974.22
Upfront Flex								
Guarantee (Exclusivity applies to session, edits & use)	\$8,000.00	\$6,000.00	\$5,856.18	\$5,185.39	\$4,287.64	\$3,383.90	\$2,937.79	\$2,395.29
1st non-competitive - 25% of session, edits, applied use								
2nd non-competitive - 40% of session, edits, applied use								
3rd non-competitive - 50% of session, edits, applied use								
4+ non-competitive - 200% of session, edits, applied use								
Upfront Digital			No Exclusivity (Unless bargained for under traditional contract)					

2019 Commercials Contract: TV Main Rates

	PRINCIPALS		ON CAMERA GROUPS			OFF CAMERA GROUPS		
	ON	OFF	3-5/3+ D	6-8	9+	3-5	6-8	9+
Sessions	\$712.00	\$535.40	\$521.20	\$461.50	\$381.60	\$301.90	\$262.10	\$213.70
Program Class A								
1st Use	\$712.00	\$535.40	\$521.20	\$461.50	\$381.60	\$301.90	\$262.10	\$213.70
2nd Use	\$166.54	\$130.33	\$154.33	\$132.12	\$108.17	\$83.76	\$72.77	\$59.70
3rd Use	\$132.12	\$103.66	\$120.84	\$109.50	\$89.54	\$78.26	\$66.98	\$54.72
4-13 ea Use	\$132.12	\$103.66	\$114.07	\$102.74	\$84.10	\$71.43	\$62.36	\$51.08
14- ea Use	\$63.34	\$47.09	\$39.39	\$33.50	\$27.19	\$28.51	\$26.79	\$22.21
13 Use Guar.	\$2,038.60	\$1,577.24	\$1,687.44	\$1,507.08	\$1,237.92	\$1,025.75	\$892.71	\$730.34
14-18 ea Use	\$124.89	\$94.85	\$91.30	\$79.89	\$65.25	\$60.32	\$54.38	\$44.82
:10 & :15 Second Commercials								
Uses 5&6, 10&11, ea	\$66.06	\$51.83	\$57.04	\$51.37	\$42.05	\$35.72	\$31.18	\$25.54
Uses 15,16,& ea 4th&5th adtl	\$31.67	\$23.55	\$19.70	\$16.75	\$13.60	\$14.26	\$13.40	\$11.11
Program Class B								
with NY	\$1,347.14	\$963.44	\$857.96	\$758.66	\$620.24	\$316.16	\$263.53	\$215.38
w/o NY	\$1,098.75	\$763.15	\$857.96	\$758.66	\$620.24	\$316.16	\$263.53	\$215.38
Program Class C	\$654.77	\$436.55	\$567.44	\$504.33	\$412.39	\$251.45	\$209.32	\$171.66
Unwired Network Use (13-Weeks)	\$855.42	\$641.30	\$626.17	\$554.31	\$457.65	\$361.68	\$314.00	\$256.02
Diginets & ION								
Per Use	\$26.66	\$19.96	\$16.62	\$14.12	\$11.40	\$12.08	\$11.23	\$9.36
Dealer								
6-month Option								
A w/ NY	\$2,671.95	\$1,861.05	\$2,006.28	\$1,768.50	\$1,374.48	\$820.20	\$718.29	\$512.83
A w/o NY	\$2,363.05	\$1,706.63	\$2,006.28	\$1,768.50	\$1,374.48	\$820.20	\$718.29	\$512.83
B w/ NY	\$4,108.24	\$2,795.52	\$3,050.32	\$2,688.97	\$2,092.72	\$1,249.50	\$1,093.59	\$780.04
B w/o NY	\$3,544.60	\$2,556.03	\$3,050.32	\$2,688.97	\$2,092.72	\$1,249.50	\$1,093.59	\$780.04
8-week Option								
A w/ NY	\$1,335.98	\$930.53	\$1,003.14	\$884.25	\$687.24	\$410.10	\$359.15	\$256.42
A w/o NY	\$1,181.53	\$853.32	\$1,003.14	\$884.25	\$687.24	\$410.10	\$359.15	\$256.42
B w/ NY	\$2,054.15	\$1,397.80	\$1,525.20	\$1,344.50	\$1,046.40	\$624.75	\$546.80	\$390.05
B w/o NY	\$1,772.30	\$1,278.05	\$1,525.20	\$1,344.50	\$1,046.40	\$624.75	\$546.80	\$390.05
Wild Spot								
1st Unit	\$712.00	\$535.40	\$521.20	\$461.50	\$381.60	\$301.90	\$262.10	\$213.70
Units 2-25 ea	\$24.37	\$16.67	\$19.00	\$16.39	\$13.38	\$6.73	\$5.31	\$4.42
Units 26-60 ea	\$9.04	\$7.09	\$9.79	\$8.30	\$6.88	\$2.84	\$1.95	\$1.78
Units 61-125 ea	\$9.04	\$7.09	\$9.79	\$8.30	\$6.88	\$2.84	\$1.95	\$1.78
Units 126+ ea	\$9.04	\$7.09	\$3.51	\$2.84	\$2.48	\$1.72	\$0.98	\$0.98
One of NY, Chi, LA			\$896.02	\$795.92	\$652.17	\$359.49	\$297.84	\$243.85
Units 1-35 ea			\$9.79	\$8.30	\$6.88	\$2.84	\$1.95	\$1.78
Units 36-100 ea			\$7.09	\$5.54	\$4.64	\$1.72	\$0.98	\$0.98
Units 101+ ea			\$3.51	\$2.84	\$2.48	\$1.72	\$0.98	\$0.98
NY Alone	\$1,399.21	\$988.51						
Ea Addtl Unit	\$9.04	\$7.09						
Chi or LA Alone	\$1,219.60	\$860.18						
Ea Addtl Unit	\$9.04	\$7.09						
Two of NY,Chi,LA	\$1,925.53	\$1,296.51	\$1,378.68	\$1,139.92	\$931.97	\$475.01	\$382.62	\$313.26
Ea Addtl Unit	\$9.04	\$7.09	\$3.51	\$2.84	\$2.48	\$1.72	\$0.98	\$0.98
All Three-NY,Chi,LA	\$2,322.56	\$1,649.64	\$1,739.30	\$1,488.53	\$1,216.66	\$572.72	\$461.84	\$377.40
Ea Addtl Unit	\$9.26	\$7.26	\$3.59	\$2.90	\$2.53	\$1.78	\$1.06	\$1.06
Cable								
Minimum	\$712.00	\$535.40	\$521.20	\$461.50	\$381.60	\$301.90	\$262.10	\$213.70
Units 1-50 ea	\$12.68	\$8.41	\$9.31	\$8.20	\$6.81	\$5.37	\$4.64	\$3.81
Units 51-100 ea	\$11.01	\$7.34	\$8.06	\$7.14	\$5.86	\$4.64	\$4.05	\$3.30
Units 101-150 ea	\$9.35	\$6.22	\$6.86	\$6.04	\$5.02	\$3.98	\$3.45	\$2.80
Units 151-200 ea	\$7.69	\$5.12	\$5.65	\$4.99	\$4.14	\$3.29	\$2.83	\$2.31
Units 201 to 1,000 ea	\$0.90	\$0.60	\$0.68	\$0.60	\$0.50	\$0.39	\$0.34	\$0.25
Units 1,001 to 2,500 ea	\$0.86	\$0.58	\$0.63	\$0.55	\$0.46	\$0.37	\$0.31	\$0.25
Units 2,501 to 3,000 ea	\$0.19	\$0.13	\$0.15	\$0.12	\$0.11	\$0.08	\$0.07	\$0.06
Maximum (3,000 Units)	\$4,141.50	\$2,769.50	\$3,058.00	\$2,683.50	\$2,236.50	\$1,771.00	\$1,520.50	\$1,216.00
Made-for-Internet (including OTT Video)								
4-week option	\$890.00	\$669.25	\$651.50	\$576.88	\$477.00	\$377.38	\$327.63	\$267.13
8-week option	\$1,068.00	\$803.10	\$781.80	\$692.25	\$572.40	\$452.85	\$393.15	\$320.55
1-year option	\$2,670.00	\$2,007.75	\$1,954.50	\$1,730.63	\$1,431.00	\$1,132.13	\$982.88	\$801.38
Move-Over-Internet (including OTT Video)								
4-week option	\$890.00	\$669.25	\$651.50	\$576.88	\$477.00	\$377.38	\$327.63	\$267.13
8-week option	\$1,246.00	\$936.95	\$912.10	\$807.63	\$667.80	\$528.33	\$458.68	\$373.98
1-year option	\$3,026.00	\$2,275.45	\$2,215.10	\$1,961.38	\$1,621.80	\$1,283.08	\$1,113.93	\$908.23
Made-for-New Media								
4-week option	\$890.00	\$669.25	\$651.50	\$576.88	\$477.00	\$377.38	\$327.63	\$267.13
8-week option	\$1,068.00	\$803.10	\$781.80	\$692.25	\$572.40	\$452.85	\$393.15	\$320.55
1-year option	\$2,670.00	\$2,007.75	\$1,954.50	\$1,730.63	\$1,431.00	\$1,132.13	\$982.88	\$801.38
Move-Over-New Media								
4-week option	\$890.00	\$669.25	\$651.50	\$576.88	\$477.00	\$377.38	\$327.63	\$267.13
8-week option	\$1,246.00	\$936.95	\$912.10	\$807.63	\$667.80	\$528.33	\$458.68	\$373.98
1-year option	\$3,026.00	\$2,275.45	\$2,215.10	\$1,961.38	\$1,621.80	\$1,283.08	\$1,113.93	\$908.23
Social Media								
30-day cycle	\$106.80	\$80.31	\$78.18	\$69.23	\$57.24	\$45.29	\$39.32	\$32.06
YouTube Use	\$106.80	\$80.31	\$78.18	\$69.23	\$57.24	\$45.29	\$39.32	\$32.06
Spanish Language Program Fee	\$2,828.24	\$2,126.85	\$2,070.49	\$1,832.70	\$1,515.80	\$1,201.51	\$1,040.86	\$848.55
Add Spot Units w/ Prgm at	\$6.82	\$4.95	\$4.83	\$4.47	\$3.48	\$2.86	\$2.59	\$1.84
Spanish Language Wild Spot								
1st Unit	\$747.55	\$562.11	\$547.31	\$484.59	\$400.66	\$317.07	\$275.15	\$224.40
Units 2-25 ea	\$25.59	\$17.51	\$19.95	\$17.20	\$14.06	\$7.07	\$5.58	\$4.65
Units 26-60 ea	\$9.50	\$7.45	\$10.28	\$8.71	\$7.23	\$2.98	\$2.05	\$1.88
Units 61-125 ea	\$9.50	\$7.45	\$7.45	\$5.82	\$4.88	\$1.80	\$1.02	\$1.02
Units 126+ ea	\$9.50	\$7.45	\$3.69	\$2.98	\$2.60	\$1.80	\$1.02	\$1.02
Spanish Language Foreign Use	Americas	4	Caribbean	3	Americas and Caribbean	4		
Foreign Use	Multiple of		U. K.	3	Europe	2	Asia/Pacific	2
Session	Japan	1	Rest/World	1	Worldwide	9		
Pension & Health Contribution Rate	19.00%					Discounted P&H Rate: 18.5%		

2019 Commercials Contract: TV Miscellaneous Rates

	PRINCIPALS		ON CAMERA GROUPS			OFF CAMERA GROUPS		
	ON	OFF	3-5/3+ D	6-8	9+	3-5	6-8	9+
THEATRICAL/INDUST'L Exhib. Up to 30 days use	\$712.00	\$535.40	\$521.20	\$461.50	\$381.60	\$301.90	\$262.10	\$213.70
Add'l use after 30th day	\$427.20	\$321.24	\$312.72	\$276.90	\$228.96	\$181.14	\$157.26	\$128.22
Distribution on physical media (i.e. CD, DVD)	\$2,278.40	\$1,713.28	\$1,667.84	\$1,476.80	\$1,221.12	\$966.08	\$838.72	\$683.84
TAGS - 2nd through 25th, each	\$210.11	\$159.24						
26th through 50th each	\$117.28	\$88.35						
51st and each additional	\$64.19	\$48.15						
NON-AIR COMMERCIALS (Demos)								
	\$534.00	\$267.70	\$390.90	\$346.15	\$286.20			
Solo/Duo		\$206.93				\$135.26	\$135.26	\$135.26
Session, 2hrs/4comm'l's		\$51.73				\$33.82	\$33.82	\$33.82
Add per Comm'l or ½ Hr.								
SIGNATURES-OFF CAMERA								
Solo/Duo		\$1,582.33						
Groups						\$1,246.03	\$1,246.03	\$1,077.88
PILOTS' SESSIONS			Studio: \$843.22		Location: \$1,096.65			
CASTING & AUDITIONS b, 1st/2nd Aud. after 1 Hr.			LATE PAY DAMAGES Up to 25 Days: Per Day \$4.08 Maximum \$102.00 Plus, on non-payment notice: \$102.00 Following 25 Days with non-payment notice Per Day \$11.34		MILEAGE Per Mile (Current IRS Rate) \$0.58			
Per ½ Hour Unit \$44.50					TOURS & PERSONAL APPEARANCES Per Diem \$92.00			
c, 3rd Aud. up to 2 Hrs per Role* \$178.01					LOCATION MEAL ALLOWANCES Breakfast \$17.00 Lunch \$29.00 Dinner \$46.00			
Add'l ½ Hr Units, ea \$44.50					GROUP CONTRACTOR'S FEE Group of 3 to 8 \$114.20 Group of 9 or more \$225.10			
d, 4th or add'l Aud. -4 Hrs per Role* \$356.00					WARDROBE ALLOWANCES Non-evening Wear \$20.36 Evening Wear \$33.91			
Add'l ½ Hr Units, ea \$44.50					MEAL PERIOD VIOLATIONS 1st & 2nd ½ Hours, each \$27.00 3rd, and ea. add'l ½ Hour \$53.00			
*No pymt due for 1st 2 hrs of 3rd or 4th audition if 3 or fewer performers called back and no performers on 1st audition								
CREATIVE SESSION AT AUDITION: First Hour \$284.80 Add'l ½ Hr Units, ea \$142.40			STUNT ADJUSTMENT \$712.00					
AT SESSION: additional 50% of Session Rate								
DANCERS' HAZARD First Day \$215.76 Each Add'l Day \$140.24			FLIGHT INSURANCE \$13.39					
DANCERS' FOOTWEAR \$13.41								

TRAVEL TIME

TO LOCATION	FROM LOCATION	Note
--NO SERVICES RENDERED DAY-- \$712.00	--NO SERVICES RENDERED DAY-- \$712.00	Travel Time on Saturdays, Sundays and Holidays is paid at the otherwise appropriate rate Plus 50%.
--SERVICES RENDERED DAY-- Beyond 8-hours, per ¼ Hr \$22.25	--SERVICES RENDERED DAY-- Beyond 8-hours, per ¼ Hr \$22.25	
	Overtime past Midnight per ¼ Hour, (Time+½) \$33.38	

EXTRAS

	MAIN RATES			CABLE		INTEGRATION	
	Unlimited	13-Week	Extension	1st Cml w/ 1-yr use	Add'l Cmls in a day	Standard	Cable (1-yr)
HAND MODELS	\$592.60	\$394.10	\$427.10	\$592.60	\$148.24	\$592.60	\$437.90
GENERAL EXTRAS	\$388.40	\$225.40	\$290.70	\$388.40	\$97.15	\$388.40	\$288.50
STAND-INS	\$427.20	\$248.00	\$319.80	\$427.20	\$106.87		
STANDARD OPENING OR CLOSING \$124.25							
WET, SNOW, SMOKE, & DUST WORK \$53.25							
BODY MAKE-UP; SKULL CAP; HAIR GOODS AND HAIRCUTS \$41.85							
WARDROBE AND WARDROBE MAINTENANCE ALLOWANCE Specified Wardrobe \$20.36 Evening / Period Wardrobe \$33.91							
MILEAGE ALLOWANCE Inside Studio Zone - R/T \$8.00 Outside Studio Zone - Per Mile \$0.58							
CROWD SCENES Registered Extras Requirement 45							
LATE PAY DAMAGES Up to 25 Days: Per Day \$4.08 Maximum \$102.00 Plus, on non-payment notice: \$102.00 Following 25 Days with non-payment notice Per Day \$11.34							
ALLOWANCES FOR VEHICLES, SKATES AND PROPS (Sched.D, Sect.17-I) Automobile, Trailer or Motorcycle \$42.71 Skates and Skate Boards \$10.72 Bicycle \$14.29 Moped \$21.38 Camera \$6.52 Pet \$27.22 Luggage (each piece) \$6.52 Golf Clubs & Bag \$14.24 Tennis Racquet \$6.52 Skis \$14.24 Binoculars or Opera Glasses \$6.52 Large Portable Radios \$6.52 Books (each) \$2.95 Laptop, Cell Phone/PDA, iPod/MP3 Player \$6.52							

2019 Commercials Contract: Audio Session Rates

	ACTOR, ANNOUNCER	SOLO/DUO	GROUP SINGER/SPEAKER				
			3-5	6-8	9+		
Sessions	\$316.00	\$316.00	\$232.80	\$206.00	\$182.70		
Sessions with multi-tracking (solo/duo rate if multi-tracking with group)		\$474.00	\$349.20	\$309.00	\$274.05		
Sessions with sweetening		add 100% session per track	\$349.20	\$309.00	\$274.05		
13-week Wild Spot	No "Majors" - 1st Unit Units 2-25 ea Units 26-60 ea Unit 61 and thereafter	\$316.00 \$4.65 \$3.50 \$3.50	\$316.00 \$4.65 \$3.50 \$3.50	\$232.80 \$2.42 \$2.07 \$1.17	\$206.00 \$2.07 \$1.59 \$1.01	\$182.70 \$1.82 \$1.59 \$1.01	
NY Alone	Units 1-35 ea Units 36 and thereafter	\$473.13 \$3.50 \$3.50	\$473.13 \$3.50 \$3.50	\$257.29 \$2.07 \$1.17	\$228.43 \$1.74 \$1.01	\$202.74 \$1.65 \$1.01	
Chi or LA Alone	Units 1-35 ea Units 36 and thereafter	\$429.12 \$3.50 \$3.50	\$429.12 \$3.50 \$3.50	\$257.29 \$2.07 \$1.17	\$228.43 \$1.74 \$1.01	\$202.74 \$1.65 \$1.01	
Two of NY,Chi,LA	Units 1-60 Units 61 and thereafter	\$577.09 \$3.50 \$3.50	\$577.09 \$3.50 \$3.50	\$307.32 \$1.74 \$1.17	\$235.74 \$1.74 \$1.01	\$209.77 \$1.65 \$1.01	
All Three-NY,Chi,LA	Units 1-60 Units 61 and thereafter	\$729.17 \$3.50 \$3.50	\$729.17 \$3.50 \$3.50	\$342.36 \$1.74 \$1.17	\$264.89 \$1.74 \$1.01	\$235.74 \$1.65 \$1.01	
8-week Wild Spot	No "Majors" - 1st Unit Units 2-25 ea Units 26-60 ea Unit 61 and thereafter	\$316.00 \$3.72 \$2.80 \$2.80	\$316.00 \$3.72 \$2.80 \$2.80	\$232.80 \$2.30 \$1.96 \$1.11	\$206.00 \$1.96 \$1.51 \$0.95	\$182.70 \$1.74 \$1.51 \$0.95	
NY Alone	Units 1-35 ea Units 36 and thereafter	\$378.48 \$2.80 \$2.80	\$378.48 \$2.80 \$2.80	\$244.43 \$1.96 \$1.11	\$217.02 \$1.65 \$0.95	\$192.59 \$1.57 \$0.95	
Chi or LA Alone	Units 1-35 ea Units 36 and thereafter	\$343.32 \$2.80 \$2.80	\$343.32 \$2.80 \$2.80	\$244.43 \$1.96 \$1.11	\$217.02 \$1.65 \$0.95	\$192.59 \$1.57 \$0.95	
Two of NY,Chi,LA	Units 1-60 Units 61 and thereafter	\$461.67 \$2.80 \$2.80	\$461.67 \$2.80 \$2.80	\$291.95 \$1.65 \$1.11	\$223.95 \$1.65 \$0.95	\$199.28 \$1.57 \$0.95	
All Three-NY,Chi,LA	Units 1-60 Units 61 and thereafter	\$583.32 \$2.80 \$2.80	\$583.32 \$2.80 \$2.80	\$325.23 \$1.65 \$1.11	\$251.62 \$1.65 \$0.95	\$223.95 \$1.57 \$0.95	
Network Program Comm'ls	1-week unlimited use 4-weeks unlimited use 8-weeks unlimited use 13-weeks unlimited use 26 uses in 13-weeks 39 uses in 13-weeks 13-weeks use on across-the-board programs	\$534.72 \$867.49 \$1,381.85 \$1,714.79 \$857.46 \$1,291.29 \$1,795.61	\$534.72 \$867.49 \$1,381.85 \$1,714.79 \$857.46 \$1,291.29 \$1,795.61	\$401.28 \$667.13 \$1,063.20 \$1,318.91 \$659.31 \$904.13 \$1,380.83	\$401.28 \$596.54 \$949.78 \$1,179.28 \$589.56 \$807.09 \$1,234.86	\$401.28 \$544.99 \$851.22 \$1,080.38 \$538.75 \$733.20 \$1,131.31	
Regional Network	Incl. at least 1 of NY, LA, CHI	\$1,034.78	\$1,034.78	\$1,034.78	\$931.35	\$837.61	
Program Comm'ls - 13-weeks	No "Majors"	\$1,034.78	\$1,034.78	\$485.05	\$485.05	\$485.05	
Local Program Uses		\$343.44	\$343.44	\$343.44	\$343.44	\$343.44	
Dealer	26-weeks 8-weeks Sound Effects Performers - Session + Initial 26-weeks' use Sound Effects Performers - Session + Initial 8-weeks' use	\$854.56 \$427.25 \$270.68 \$256.84	\$677.91 \$338.96	\$441.95 \$221.00	\$353.65 \$176.82	\$221.05 \$110.53	
Move-Over-Internet	4-week option 8-week option 1-year option	\$395.00 \$474.00 \$1,264.00	\$395.00 \$474.00 \$1,264.00	\$291.00 \$349.20 \$931.20	\$257.50 \$309.00 \$824.00	\$228.38 \$274.05 \$730.80	
<small>soloduo multitracking: \$558.94/4 wks, \$670.73/8 wks, \$1,788.60/1 yr</small>							
Move-Over-New Media	4-week option 8-week option 1-year option	\$395.00 \$474.00 \$1,264.00	\$395.00 \$474.00 \$1,264.00	\$291.00 \$349.20 \$931.20	\$257.50 \$309.00 \$824.00	\$228.38 \$274.05 \$730.80	
<small>soloduo multitracking: \$558.94/4 wks, \$670.73/8 wks, \$1,788.60/1 yr</small>							
Made-For-Internet	4-week option 8-week option 1-year option	\$395.00 \$420.28 \$1,106.00	\$395.00 \$420.28 \$1,106.00	\$291.00 \$309.62 \$814.80	\$257.50 \$273.98 \$721.00	\$228.38 \$242.99 \$639.45	
<small>soloduo multitracking: \$558.94/4 wks, \$594.71/8 wks, \$1,565.03/1 yr</small>							
Made-For-New Media	4-week option 8-week option 1-year option	\$395.00 \$420.28 \$1,106.00	\$395.00 \$420.28 \$1,106.00	\$291.00 \$309.62 \$814.80	\$257.50 \$273.98 \$721.00	\$228.38 \$242.99 \$639.45	
<small>soloduo multitracking: \$558.94/4 wks, \$594.71/8 wks, \$1,565.03/1 yr</small>							
Foreign Use (18 months use)		\$626.93	\$626.93	\$363.62	\$250.77	\$200.53	
Single Market Commercials	60 min session + 13-weeks additional 13-week cycle 1-year prepaid use Singers only - 5 comm'ls in 90 min session + 1-year use Singers only - additional 26-weeks after 1st year	\$217.77 \$217.77 \$653.42		\$871.24 \$360.11	\$677.23 \$279.07	\$577.76 \$234.15	\$498.31 \$198.03
Demos, Copy Tests, Non-Air	1-hr session Actors/Announcers - Add'l 1/4 hour Singers only - 2-hr session, max 4 comm'ls Singers - Add'l 1/2 hour or commercial	\$217.77 \$54.44		\$219.75 \$54.95	\$143.65 \$35.90	\$143.65 \$35.90	\$143.65 \$35.90

HEALTH & RETIREMENT CONTRIBUTION: 19.0%
DISCOUNTED CONTRIBUTION RATE: 18.5%

AUDITIONS
Over 1 hr, per 1/2 hr: \$34.03
3rd and subsequent calls, 1st hour: \$68.05
Additional time, per 1/2 hr: \$34.03

SOUND EFFECTS PERFORMERS
1st hour: \$243.01
Add'l hour: \$162.02
1/2 hr segments: \$81.04
Dealer-Session + init 26-wks use: \$270.68
Dealer-Session + init 8-wks use: \$256.84
Dealer - 8-weeks: \$111.78
Dealer - 26-weeks: \$223.55
Program: \$144.62
Program + wild spot: \$144.62
Wild spot only: \$106.28

CREATIVE SESSION CALLS
Minimum fee 1st hr: \$282.92
Additional 1/2 hr: \$141.49

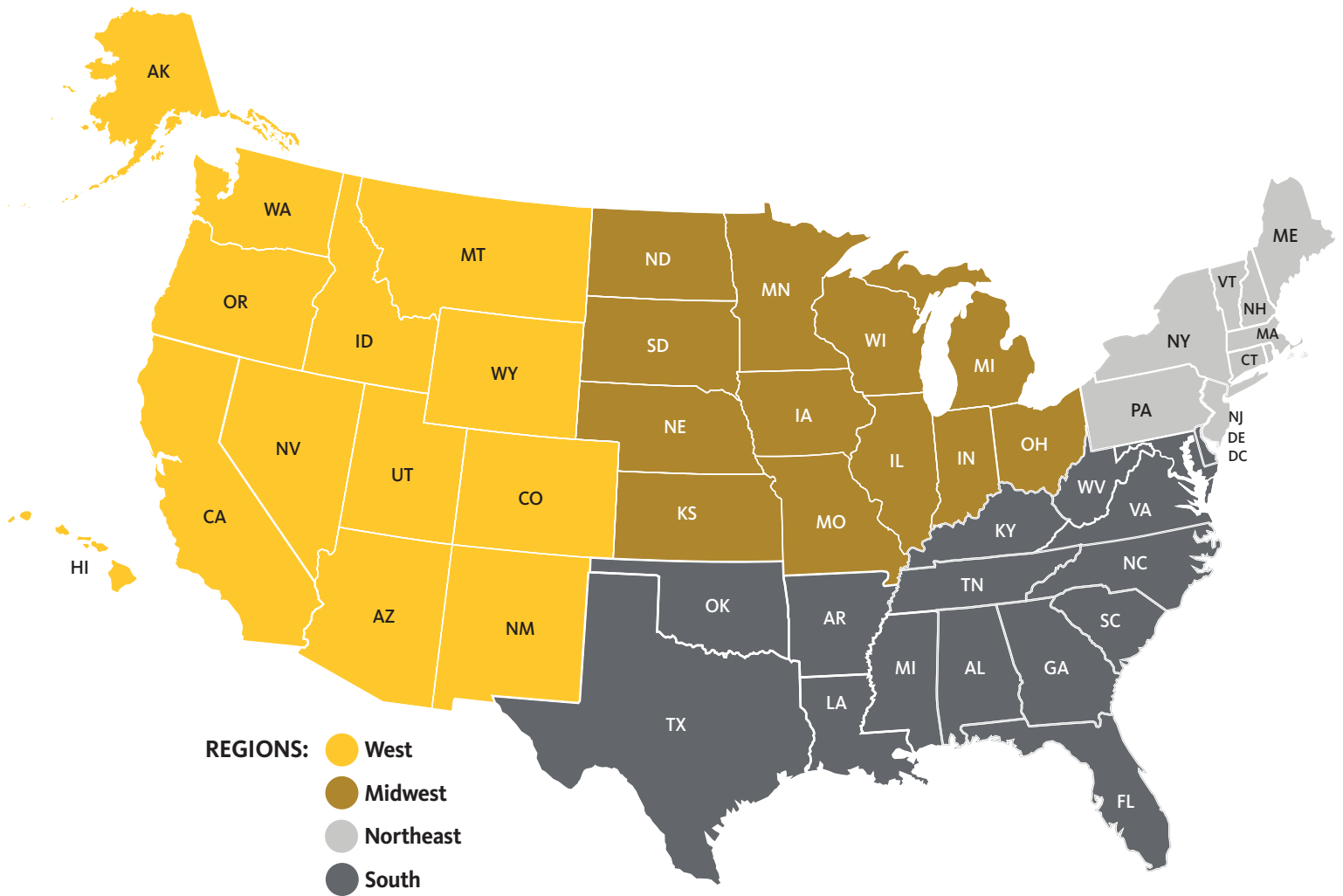
SINGERS CONTRACTORS
When employing 3-8: \$108.49
When employing 9+: \$173.53

EDITING AND DUBBING
Tags: \$130.77
Local identifiable contact numbers, URLs, QV codes only:
Tags 2-25: \$130.77
Tags 26-50: \$ 93.85

2019 Commercials Contract: **Audio Flex Payments**

		PRINCIPALS		OFF CAMERA GROUPS		
		Actor/Announcer	Solo/Duo	3-5	6-8	9+
Sessions		\$350.00	\$350.00	\$258.00	\$228.00	\$202.00
Tags	Per Tag	\$100.00	\$100.00	\$73.70	\$65.20	\$57.80
	Bundles					
	of 10	\$800.00	\$800.00	\$589.60	\$521.60	\$462.40
	of 20	\$1,300.00	\$1,300.00	\$958.10	\$847.60	\$751.40
	of 30	\$1,500.00	\$1,500.00	\$1,105.50	\$978.00	\$867.00
	of 40	\$1,600.00	\$1,600.00	\$1,179.20	\$1,043.20	\$924.80
	of 50	\$1,750.00	\$1,750.00	\$1,289.75	\$1,141.00	\$1,011.50
Mechanical Edits		\$350.00	\$350.00	\$258.00	\$228.00	\$202.00
Use Payments - session to be applied						
Digital Use	4-week	\$350.00	\$350.00	\$258.00	\$228.00	\$202.00
	8-week	\$450.00	\$450.00	\$331.50	\$293.30	\$260.10
	13-week	\$550.00	\$550.00	\$405.20	\$358.50	\$318.00
	6-month	\$750.00	\$750.00	\$552.50	\$488.90	\$433.60
	1-year	\$1,100.00	\$1,100.00	\$810.40	\$717.00	\$635.90
NATIONAL USE						
Terrestrial	4-week	\$700.00	\$700.00	\$515.70	\$456.30	\$404.70
	8-week	\$1,150.00	\$1,150.00	\$847.20	\$749.60	\$664.80
	13-week	\$1,450.00	\$1,450.00	\$1,068.20	\$945.10	\$838.20
	6-month	\$2,150.00	\$2,150.00	\$1,583.90	\$1,401.40	\$1,242.90
	1-year	\$3,700.00	\$3,700.00	\$2,725.80	\$2,411.70	\$2,139.00
Combined - terrestrial/digital	4-week	\$875.00	\$875.00	\$644.60	\$570.30	\$505.80
	8-week	\$1,375.00	\$1,375.00	\$1,013.00	\$896.20	\$794.90
	13-week	\$1,725.00	\$1,725.00	\$1,270.80	\$1,124.40	\$997.20
	6-month	\$2,525.00	\$2,525.00	\$1,860.20	\$1,645.80	\$1,459.70
	1-year	\$4,250.00	\$4,250.00	\$3,131.00	\$2,770.20	\$2,456.90
REGIONAL USE						
Terrestrial - South	4-week	\$445.96	\$445.96	\$328.50	\$290.70	\$257.80
	8-week	\$743.27	\$743.27	\$547.60	\$484.50	\$429.70
	13-week	\$859.10	\$859.10	\$632.90	\$560.00	\$496.60
	6-month	\$1,268.82	\$1,268.82	\$934.70	\$827.00	\$733.50
	1-year	\$2,199.30	\$2,199.30	\$1,620.20	\$1,433.50	\$1,271.40
Terrestrial - Northeast	4-week	\$300.00	\$300.00	\$221.00	\$195.50	\$173.40
	8-week	\$452.00	\$452.00	\$333.00	\$294.60	\$261.30
	13-week	\$565.00	\$565.00	\$416.20	\$368.30	\$326.60
	6-month	\$834.46	\$834.46	\$614.70	\$543.90	\$482.40
	1-year	\$1,446.40	\$1,446.40	\$1,065.60	\$942.80	\$836.20
Terrestrial - Midwest	4-week	\$323.16	\$323.16	\$238.10	\$210.60	\$186.80
	8-week	\$538.60	\$538.60	\$396.80	\$351.10	\$311.40
	13-week	\$673.22	\$673.22	\$496.00	\$438.80	\$389.20
	6-month	\$994.29	\$994.29	\$732.50	\$648.10	\$574.80
	1-year	\$1,723.44	\$1,723.44	\$1,269.70	\$1,123.30	\$996.30
Terrestrial - West	4-week	\$300.00	\$300.00	\$221.00	\$195.50	\$173.40
	8-week	\$495.83	\$495.83	\$365.30	\$323.20	\$286.60
	13-week	\$619.77	\$619.77	\$456.60	\$404.00	\$358.30
	6-month	\$915.35	\$915.35	\$674.30	\$596.60	\$529.20
	1-year	\$1,586.61	\$1,586.61	\$1,168.90	\$1,034.20	\$917.20
Market/City Buy - see main Wild Spot - Audio Commercials Contract Rate Sheet						
Pension & Health Contribution Rate		19%	Discounted P&H Rate 18.5%			

2019 Commercials Contract: **Audio Flex Map**



The Three L's of Audio Flex

LOCATION Where are your customers?

- Across the nation? National
- Across a region? Regional
- In specific cities/markets? Wild Spot

LISTEN How do your customers listen to your spots?

- On Terrestrial Radio (ex: 97.9 FM; 880 AM) ?
- On Digital Platforms (Spotify, Pandora, Sirius)?

LENGTH How long do you want to run your spot?

4-week / 8-week / 13-week / 6-month / 1-year



SAG·AFTRA®

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