

Top 5 Topics Members Need to Know about in the 2022 Commercials Contract

To help educate members on the new 2022 Commercials Contract, we created this quick guide on topics like the mitigation fund, payment calculations, auditions and self-tapes (what is allowed?), digital + streaming, working conditions (plus hair and makeup equity), and session and use fees.

*For questions about the 2022 Commercials Contract, please email Commercials2022@sagaftra.com
For questions about Member Education, please email comm.coedinfo@sagaftra.org*

1 Payment Calculations

- The 2022 Contract on-camera session fee = \$783.10 and off-camera = \$588.90
- There are now flat fee 4-wk, 13-wk, and 1-yr use cycles across most media types; easier to estimate payments with flat fees
- Holding fees are now credited against all media types, including Streaming (inclusive of all other digital uses); session fees can be credited as well. For Traditional Digital use only, no holding fees apply and only session fees can be credited
- All gaming, AR/VR, and emerging platform use fees can be freely bargained
- MPU remains at 21 months, but now starts with first use of the commercial or 13-wks after last production date (whichever comes first)
- Spanish-language commercials now pay performers the same rates as English-language commercials, with the exception of broadcast use

2 Auditions + Self-tapes

- New classification system for auditions: (1) in-person, (2) remote/virtual (e.g., Zoom, BlueJeans), and (3) self-tape
- For the most part, all rules that apply to in-person auditions apply to virtual ones
- Breakdown/audition notices must provide details of any intimate acts, partial nudity, or required nudity
- Virtual waiting rooms with chat functions will be provided
- Cannot be requested to:
 - Dye, braid/unbraid, engage in multiple hair/makeup styling changes
 - Drive, ride a bike, skateboard, roller skate, interact with fire, balance on surface over 18 in. high, or use power tools
 - Travel to different locations inside or outside of a performer's home
 - Audition in a hotel room where performers will be alone with production representatives

3 Working Conditions

- Hairstylists must be qualified with "proven ability and experience styling a variety of textures and styles"
- Makeup artists must be "experienced in working with diverse skin pigment and features"
- For any nudity/intimate acts, performers must be made aware prior to the shoot day
- For any working conditions issues or if someone is not qualified or meeting the standard for hair and makeup on set, members should immediately contact the Commercials Department in LA (323-549-6858), NY (212-827-1454) or the Safer set hotline (844-SAFER SET)

4 Digital + Streaming

- Digital is now divided into three categories (1) Traditional Digital (2) Streaming Platforms (inclusive of all other digital uses) (3) Gaming Platforms/ Virtual Worlds/ Augmented Reality/ Emerging Platforms
- Exclusivity
 - Traditional Digital = May be obtained from principal performers with consent and paying one holding fee in the amount of (1) session fee for each 13-week period. The session fee shall act as the holding fee for the first 13-week period and may be credited; subsequent holding fees shall not be credited
 - Streaming Platforms (inclusive of all other digital uses) = automatically applied
 - Gaming Platforms/ Virtual Worlds/ Augmented Reality/ Emerging Platforms = freely bargained

5 Mitigation Fund

- Many of the details are still being discussed, however, more info will be provided as it becomes available
- The fund will be distributed to performers whose commercials most run in Class A (pursuant to an analysis done by the Union)
- Owned by SAG-AFTRA
- Helps performers impacted most by the Class A cap
- The fund will be paid for by a contribution by Producers of 0.2% of covered earnings

Session Fees Breakdown

The below table can be used as a quick reference guide for the new session fees in the 2022 Commercials Contract by media types, cycles, and the associated rates.

*The session fee in the 2022 Commercials Contract
for on-camera is \$783.10 and for off-camera is \$588.90*

Media Type	2022 Cycles & Rates (On-camera principal rates)
Traditional Digital (e.g., social media, YouTube, brand websites, retailer websites, third-party websites, etc.)	4 week - \$700 13 week - \$1,100 1 year - \$3,400
Gaming Platforms/ Virtual Worlds/ Augmented Reality/ Emerging Platforms	All use fees may be freely bargained
Streaming Platforms (inclusive of all other digital uses)	4 week - \$1,100 13 week - \$2,550 1 year - \$7,500
Class A (Capped at \$20k for each 13-week cycle. The cap rises along with the % bump in scale payments - e.g., if performer is paid double scale, the cap is doubled as well)	1 st use - \$783.10 2 nd use - \$183.19 3 rd use - \$145.33 4 - 13 ea. use - \$145.33 14- ea. Use - \$69.67 13 use guarantee - \$2,242.42 14 - 18 ea. Use - \$137.37
National Cable (including local cable, simulcast, and non-streaming Video on Demand (VOD) i.e., VOD accessed via your TV provider)	4 week - \$1,500 13 week - \$4,100 1 year - \$13,500
Local Cable (including simulcast and non-streaming VOD i.e., VOD accessed via your TV provider)	4 week - \$300 13 week - \$800 1 year - \$3,000
Wild Spot (including local cable simulcast and non-streaming VOD i.e., VOD accessed via your TV provider)	4 week (all markets) - \$800 13 week (all markets) - \$2,000 13 week (excluding NY and LA) - \$1,100 1 year (all markets) - \$7,200 1 year (excluding NY and LA) - \$4,000
Diginets	Per Use: \$29.33 13 weeks: \$5,000
Theatrical/Industrial	Up to 30 days use - \$783.10 Add'l use after 30 th day - \$469.86 Distro on physical media - \$2,505.92
Dealer	4 week - \$700 13 week - \$1,600 1 year - \$6,200
Spanish Language Program	4 week - \$1,000 13 week - \$3,000 1 year - \$10,000
All other North American use (ITN/Unwired Networks, Class B, Class C)	4 week - \$325 13 week - \$1,000 1 year - \$3,500