

ATTENTION ALL MP&E STUDENTS:

ALL Phonorecord, Jingle, and Sound-alike/Film projects requiring a PC form will use the AFM and AFTRA scale wages listed below for calculating musician and singer expenses.

These numbers will make calculations **easier**, while at the same time reinforcing the primary principles behind the structure of scale wages and their calculation.

You **SHOULD**, however, make yourselves fully **FAMILIAR** with the updates and changes on the AFM and AFTRA websites, to prepare yourself for work in the outside world, where you will be using the then current scale wages, etc.

The following pages comprise all the rate information that you will need to calculate:

Phonorecord rates (for MP318, 320, and 461),

Demo Phonorecord rates (for MP320),

Radio Jingle rates (for MP318 and possibly MP461), and

Film rates (for MP318 Sound-Alike and possibly MP421 and 461).

Use the following Scale AFM & AFTRA Wages for Phonorecord PC Forms.

AFM:

\$450.00 for the sidemusician's 3-hour session scale rate.

\$300.00 as the sidemusician's 1.5 hour "Special session" rate.

Use 1/3 of the above sidemusician's rates for each half hour of overtime or "OT".

(That equals \$150 on 3-hour sessions, \$100 on 1.5 or "Special" sessions).

The above scales retain the standard 3-to-2 ratio between regular and special sessions. I chose these specific numbers because they are easy to divide by 3.

NOTE: Special sessions allow one ¼ hr. OT segments or ½ hr. OT. The ¼ hr. segment scale is 1/6 the sidemusician's special session rate. Regular or 3-hour sessions also allow one ¼ hr. OT, but only to complete tracking already underway, meaning you cannot record new material or sides. This ¼ hr. segment scale is 1/6 the sidemusician's regular session rate).

•Use \$20.00 as the H&W initial "service" rate, and \$15 for each "additional service".

•Use 10% for your EPW rate.

(•For certain late-night, week-end, or holiday sessions, there is sometimes a 50% or 100% surcharge added onto the scale wages. See AFM website for details.)

THOSE ARE ALL THE RATES YOU NEED TO KNOW! You can calculate all other figures from those rates, because you know that:

• Leaders get double the sidemusician's rate, including overtime. This does NOT apply to any additional tracking the leader does.

• Union "doubling" is calculated at 20% of a sidemusician's rate (INCLUDING overtime) for the first double, and 15% of that rate for each additional double thereafter. This applies to the Leader as well, since the leader becomes a sidemusician on a double!

• Each additional tracking is listed separately, on a new line of the PC, as a new sidemusician's service, with the H&W for that new track at an "additional service" rate.

(This additional payment for tracking does NOT subtract session time from your initial service wage scale payment, even if it brought about an overtime.)

AFTRA: *(Go to AFTRA website for additional information and scale wages.)*

•Use \$200 for S1 per hour or per side scale.

•Use \$100 for S3 per hour or per side scale. *(See AFTRA website for scale on larger groups, like S9, etc.)*

•Use \$50 for contractor's S3 per hour or per side scale. *(See note above about larger groups.)*

•Use 10% for EP rate.

STUDIO: Use \$100/hour for your studio rate, rounded off to the larger number of hours.

Use the Following Scale AFM & AFTRA Wages for DEMO Phonorecords.

AFM:

**\$80.00 for the sidemusician's 2-hour (that's TWO hour) session scale rate.
(Demo scales are determined locally – we'll just use the \$80 figure.)**

**Use 1/4 of the above sidemusician's rates for each half hour of overtime or "OT".
(That equals \$20).**

Leader, tracking and doubling rules will remain the same for our PC's.

Use \$10.00 as single H&W initial "service" rate, and \$10 for each "additional service".

Use 10% for your EPW rate.

AFTRA: *(Go to AFTRA website for additional information and scale wages.)*

Use \$50 for S1 per hour or per side scale. *(Demo rates can vary locally; just use these figures.)*

Use \$30 for S3 per hour or per side scale. *(See website larger groups, like S9, etc.)*

Use \$20 for contractor's S3 per hour or per side scale. *(See S9 note above)*

Use 10% for EP rate.

STUDIO: Use **\$50/hour** for your studio rate, rounded off to the larger number of hours.

Use the Following Scale AFM & AFTRA Wages for JINGLE PC Forms.

AFM:

Use **\$120.00** as the sidemusician **per-hour rate**. **No more than 3 jingles** can be recorded in an hour. If more than 3 jingles are recorded during that hour, each additional jingle is billed as if it were a 20-minute overtime.

Overtime (OT) is calculated in **20-minute segments**. **Each** OT segment or additional jingle beyond the first 3 jingles is billed at **1/3** of the hourly scale rate for each 20-minute overtime (OT) segment. (For leaders, that's 1/3 of their leader scale.)

Calculate any doubles or tracking based on the above rates; but **remember**, for jingles, the first double is **30%** of the sidemusician's rate, with each subsequent double billed at 15%. (Leaders doing tracking or doubling are still paid based on the sidemusician rate.)

Use **15%** for your **EPW** and **2% + \$15** for your **H&W**. You need to go to the AFM website for information and to review policies, especially for your H&W calculations.)

AFTRA:

Rates in the outside world can get **very complicated**, with rates dependant upon the number cities in which the jingle is played, the size of city, how often the jingle is played, etc., so we are rounding off from the basic "Wild Card" or base rate. **Use the following rates:**

These rates are per jingle or per hour, whichever is greater!

NOTE: If more than one client's commercials are recorded, a separate session is often listed for each client.)

S1 (1 or 2 persons): **\$300.00**

S3 (3 - 5 persons): **\$200.00**

Contractor (3 - 5 persons): **\$100.00**

Use **15%** as the **benefits rate** to make that math easier.

OTHER CHARGES:

Fill in the studio time charges, rounded off to the nearest 1/3 of an hour, billed at **\$150/hr**.

Use the Following Scale AFM & AFTRA Wages for Films.

AFM: NOTE: The rules for film are **very different** and unique!
Read the 7 points below CAREFULLY and THOROUGHLY!

For ALL types of films, whether made-for-TV, Theatrical or Low-Budget:

- 1) Minimum call is 3 hours + 1 "hold" hour.
- 2) During that first hour beyond the 3-hour minimum call (the "hold" hour), **overtime** is calculated in 15-minute increments, pro-rated from the rates below. Thereafter, overtime is calculated in 15-minute increments, pro-rated from **150%** of the rates listed below.
- 3) Pension is calculated at **10%**.
- 4) H&W is **\$20 total** for 1 or more services per day.
- 5) A **leader** is required for all sessions, paid at 200% of the sidemusician scale.
- 6) A **contractor** must be used if there are **10** or more musicians.
Contractor is paid at **200%** of the side-musician scale.
- 7) The charge for doubling is **50%** for the first double, and **20%** for each thereafter.

For Made-for-T.V. films, like the **MP318 Sound Alike**, use a minimum 3-hr. session rate of:

\$240 per musician for session with **1-4** musicians
\$180 per musician for session with **5 or more musicians**.

For Theatrical Motion Pictures, minimum 3-hr. session rate of:

\$300 per musician for session with **25** musicians or less.
\$240 per musician for session with **26** or more musicians

For Low Budget or Indie Films, use a minimum 3-hr. session rate of:

\$240 per musician for session with **9** musicians or less.
\$120 per musician for session with **10** or more musicians

AFTRA: Again, films are **different** and unique in charges.

Charges (for off-camera singers) **range** from daily to weekly rates, and **vary** from film to TV, where rates range from **single** to **3 or more episodes**. These rates range from approximately \$750 to \$2400 for S1, \$450 to \$1800 for S3, and \$350 to \$1500 for S9.

To keep things simple, we'll use the following rates for all film applications:

S1 (solo and duo):	\$1000.
S3 (groups of 3-8):	\$800.
S9 (groups of 9+):	\$700.
Contractor for groups of 3-8:	50% of S3 rate
Contractor for groups of 9 or more:	100% of S9 rate
Overdubbing/multi-tracking only:	add an additional 33-1/3% per track
Sweetening*:	add an additional single charge of 100% per day

*: includes overdubbing of sweetened parts.