



## ADG RECOMMENDED RATES CARD FOR FEATURE FILM

<b>Proposed Budget Range</b>	<b>Principal Photography Fee</b>	<b>Producer's Net Profit Percentage Share</b>
Less than \$1 million	If less than 3% of total production budget then on Most Favoured Nations terms with writer and producer.	On Most Favoured Nations terms with writer and producer.
\$1million to \$10million	3% of total production budget	5% of Producer's Net Profit
Over \$10 million	3% of total production budget or if using a floor and ceiling at financing stage, then on Most Favoured Nations terms with the writer and producer.	5% of Producer's Net Profit

### Casual Rates

Directors fees during development-consultation only	When calculating the directors daily fee, consideration should be given to the budget/schedule/location/genre (ie action/sfx/small scale drama etc.) of the film, and the specific services required by the director during the development period.
Directors fees during development-detailed script notes if no script editor is attached	\$5,000 per draft or standard script editors per draft fee

The rates above are the ADG Recommended Minimum Rates for Feature Film.

Directors or their agents must still negotiate individual fees and profit percentages with producers. When calculating the director's fee, consideration should be given to whether the director originated and/or developed the work, the budget, schedule, location and genre of the film.

Please note that these rates are recommended **minimums only** and should not discourage the negotiation of personal margins.

We encourage members to contact the ADG if a specific situation is not covered by the Rates Card or if any aspect requires clarification.

#### **Notes on the Recommended Minimum Rates for Feature Film**

- For the purposes of this Rates Card 'Most Favoured Nations terms' means equal fees, profit share percentage and any other income for director/writer/producer.
- The rates quoted are EXCLUSIVE of leave entitlements, and superannuation. If the director's fee is not on Most Favoured Nations terms with the writer and producer, then fringes must be calculated in addition to the base rates.
- If a production company is paying an inclusive fee (which is not on Most Favoured Nations terms with the writer and producer) to a Director's service company, then without exception pro rata leave entitlements and superannuation must be paid in addition to the Directors Fee .
- Rates quoted are EXCLUSIVE of GST. Where appropriate GST should be added to the Director's Fee.
- Floors and ceilings for Directors Fees should only be used when a final budget has been approved by financiers, third party market interests and completion guarantors, and should be on Most Favoured Nations terms with the writer and producer.
- Rates are calculated according to the number of pre-production/production/post-production weeks in a standard schedule.
- The ADG recommends that, subject to budget, schedule, location and genre considerations, a standard schedule will mean between 4-8 weeks pre-production/6-10 weeks production/8-12 weeks post-production.

- A director should not be contracted to work beyond this general range without additional compensation if their fee is not on Most Favoured Nations terms with the writer and producer.
- The ADG does not recommend the reduction of schedules to less than the general range described above without the involvement of the director, subject to the approval of the completion guarantor and financiers.
- Additional fees should be negotiated where a Director is expected to multi-skill; ie: script edit, operate cameras or audio equipment, edit.
- Directors who provide additional services (ie writing) should be paid an additional fee which is commensurate with the services performed
- ADG does not support half day and hourly rates.
- The Director's Fee should be paid 30% on signing of contract, 30% on commencement of Principal Photography, 30% on completion of Principal Photography and 10% on delivery of Director's Cut.
- The ADG does not encourage Directors to agree to delay, defer or invest their fee unless it is on Most Favoured Nations terms with the writer and producer; the director has had reasonable time to seek adequate legal and contractual advice, and the director is not under any obligation to delay, defer or invest their fee.
- If a Director is requested to reduce their fee below the recommended level, the ADG recommends that the Director be on the same Most Favoured Nations terms with the writer and producer in relation to fees, profit share percentage and any other income returned to Production Company to reflect the sharing of risk with the Production Company.
- The Director should retain all Director's Rights and Income under section 98 of the Copyright Act of Australia, and all other present and future national and international entitlements to Director's royalties or other statutory income. The ADG recommends the use of the Directors Collecting Society clause in the ADG Recommended Directors Feature Film Agreement.
- The ADG recommends that directors reserve the right to have first option to direct any sequels, prequels, remakes or spin-offs for work they have originated and/or substantially developed.
- Please refer to the ADG Recommended Directors Feature Film Agreement for details of rights assigned upon payment of the Directors Fee.
- Where a director is required to travel more than 50kms from their home, industry award travel allowance and per diems must be paid, unless more favourable terms are negotiated.
- The ADG Recommended Rates Card for Feature Film should be used in conjunction with the ADG Recommended Directors Feature Film Agreement.