

# COMMERCIAL ANNOUNCEMENTS AGREEMENT

June 5, 2018 to December 4, 2019

	Basic (1-hour) Session	Overtime (per 20 minutes)
<b>Leader/Contractor</b>	\$264.70	\$88.24
<b>Pension (16.5%)</b>	\$43.68	\$14.56
<b>Side Musician</b>	<b>\$132.35</b>	<b>\$44.12</b>
<b>Pension (16.5%)</b>	\$21.84	\$7.28
<b>1<sup>st</sup> Double (30% of scale)</b>	\$39.71	\$13.23
<b>Additional Pension</b>	\$6.55	\$2.18
<b>Each Subsequent Double (15% of scale)</b>	\$19.85	\$6.62
<b>Additional Pension</b>	\$3.28	\$1.09
<p><b>Health Benefits:</b> Contributions are <b>6%</b> on all jingle contracts. For the original session, in addition to the 6%, <b>add \$26.00</b> for the first two (2) services (lines) for which a musician is listed on the contract. For all other payments (initial use, reuse, conversion, dubs, foreign use, etc.) the contribution rate is 6%.</p>		
<p><b>Pension:</b> Contribution is <b>16.5%</b> of all scale wages.</p>		
<p><b>MAXIMUM NUMBER OF COMMERCIALS PER SESSION:</b> A maximum of three (3) commercial announcements may be claimed for any original one-hour minimum call session. One (1) additional commercial announcement may be claimed for each addition 20 minutes or part thereof that has been paid as part of the original session.</p>		
<p><b>LEADER/CONTRACTOR:</b> A contractor is required on sessions employing 10 or more musicians. Every session must have a leader. Leader and contractor are paid double side musician scale. When a leader or contractor also performs as a side musician, the double scale payment includes the performance of a single instrumental part. Any additional instrumental parts are to be paid at side musician scale.</p>		
<p><b>MULTIPLE PARTS:</b> A musician shall be listed separately for each instrument played while overdubbing and paid accordingly.</p>		
<p><b>MUSIC PREPARATION:</b></p> <p><b>Arrangers</b> – These skills are highly specialized, so wages for original sessions are left to the discretion of the individual performing services. An arranger shall appear on use cycles at double scale.</p> <p><b>Orchestrators</b> – For scoring a page of four bars across and not more than 10 lines, the cost will be \$22.93 per page. The rate for each additional line or instrument in excess of 10 lines will be \$1.25. An orchestrator shall appear on use cycles at double scale.</p> <p><b>Copyists</b> – Single parts are \$4.18 (\$8.63 dupe) per page. Double stave and chorded parts are \$7.20 (\$17.70 dupe) per page. A page is four bars across and not more than 10 lines down. Copyists shall appear on use cycles at side musician scale.</p>		
<p><b>PREMIUM TIME:</b> All work performed between midnight and 8:00 a.m., on Sundays, and on holidays (New Year's Day, President's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, and Christmas Day) are paid at <b>200%</b> of scale.</p>		
<p><b>CARTAGE:</b> <b>\$50</b> for Harp, Keyboard, Tympani, Vibraphone, and Bass. <b>\$25</b> for Cello, Baritone Sax, Bass Sax, Contra-Bass Clarinet, Tuba, Drums, Marimba, Chimes, Accordion, Cordovox, and each Amp.</p>		
<p><b>CANCELATION:</b> There may be no cancellations or postponements without consent of the AFM.</p>		
<p><b>HOLD/REST PERIOD:</b> Hold period is 40 minutes beyond the length of the call. Rest period of 5 minutes in the first hour and 10 minutes in each subsequent hour is required.</p>		
<p><b>FIRST AIR DATE:</b> Employer must submit first air date reports when the spot airs.</p>		

**52-WEEK MULTI-PLATFORM PAYMENT**

The Company may elect a 52-week initial use cycle per commercial in all media (including, without limitation: television, radio, Internet, non-broadcast, and foreign use) under the following terms:

<b>52-WEEK INITIAL CYCLE</b>		<b>SCALE WAGE</b>	<b>EPF (16.5%)</b>	<b>HEALTH (6%)</b>
<b>Leader/Contractor/Arranger/Orchestrator:</b>		\$2,590.60	\$427.45	\$155.44
<b>Side Musician/Copyist:</b>		\$1,295.30	\$213.72	\$77.72
<b>52-WEEK RE-USE CYCLE</b>		<b>SCALE WAGE</b>	<b>EPF (16.5%)</b>	<b>HEALTH (6%)</b>
<b>Leader/Contractor/Arranger/Orchestrator:</b>		\$1,942.96	\$320.59	\$116.58
<b>Side Musician/Copyist:</b>		\$971.48	\$160.29	\$58.29

**13-WEEK INITIAL USE IN FIRST PLATFORM**

This use payment entitles the employer to use all commercial announcements claimed from the same original session for the initial cycle from the date of first use of each spot.

		<b>SCALE WAGE</b>	<b>EPF (16.5%)</b>	<b>HEALTH (6%)</b>
<b>Leader/Contractor/Arranger/Orchestrator:</b>		\$75.00	\$12.38	\$4.50
<b>Side Musician/Copyist:</b>		\$37.50	\$6.19	\$2.25

**RE-USE, DUBBING, AND CONVERSION FEES**

**Re-use** of a spot for 13 weeks in television or radio pays 75% of the session fee.

Use and re-use fees are paid under the scales in effect at the time of the original session.

**“Dubbing”** is the transfer of a music track into a commercial use in the same broadcast medium.

**“Conversion”** is the transfer of music from one broadcast medium into another (i.e. radio to TV).

Dubbing and conversion fees are paid the scale amount in effect at the time of the dubbing or conversion, not at the time of the original recording.

		<b>SCALE WAGE</b>	<b>EPF (16.5%)</b>	<b>HEALTH (6%)</b>
<b>Leader/Contractor/Arranger/Orchestrator:</b>		\$198.52	\$32.76	\$11.91
<b>Side Musician/Copyist:</b>		\$99.26	\$16.38	\$5.96

**INTERNET USE**

Company has the option to select an 8-week, 26-week, or 52-week Internet use cycle; such cycles need not be consecutive and may alternate under the following terms for each cycle (these rates apply for “made for” Internet spots and conversions to Internet spots:

	<b>SCALE</b>	<b>EPF (16.5%)</b>	<b>HEALTH (6%)</b>	<b>LEADER</b>	<b>EPF (16.5%)</b>	<b>HEALTH (6%)</b>
<b>8-Week Cycle:</b>	<b>\$104.04</b>	\$17.17	\$6.24	<b>\$208.08</b>	\$34.33	\$12.48
<b>26-Week Cycle:</b>	<b>\$208.08</b>	\$34.33	\$12.48	<b>\$416.16</b>	\$68.67	\$24.97
<b>52-Week Cycle:</b>	<b>\$312.12</b>	\$51.50	\$18.73	<b>\$624.24</b>	\$103.00	\$37.45

**SIDELINING**

A sideline musician is a person covered by this Agreement who is engaged to mime the playing of a musical instrument. Health Benefits are paid according to original session terms.

	<b>Basic (8 hour) Session</b>	<b>Overtime (per 15 minutes)</b>
<b>Leader/Contractor</b>	\$447.38	\$20.80
<b>Pension (16.5%)</b>	\$73.82	\$3.43
<b>Side Musician</b>	<b>\$223.69</b>	<b>\$10.40</b>
<b>Pension (16.5%)</b>	\$36.91	\$1.72
<b>One Person Alone</b>	<b>\$260.10</b>	<b>\$12.48</b>
<b>Pension (16.5%)</b>	\$42.92	\$2.06