



Recommended Directors Ratecard 2008-2009 for Screen Directors

USING THE CARD

The SDGNZ Directors Ratecard is designed to reinforce the screen Directors right to adequate fees, fair contracts and reasonable working conditions. It should be used in conjunction with the SDGNZ *Gold Book*, our contracts negotiation guide. Email anna.cahill@sdgnz for an electronic copy of the *Gold Book*.¹

The rates quoted are the recommended minimum we consider fair and commensurate. It is still up to the Director to negotiate their fees with the producer. Every situation is unique and we strongly recommend that members contact the Guild over any queries. Nothing in this document is intended to hamper higher rates being sought after, and paid. The Directors Ratecard will be subject to an annual inflation adjusted increase in July of each year.

SCHEDULE OF RECOMMENDED MINIMUM FREELANCE RATES

TV DOCUMENTARY

Often negotiated as a fee.

One hour documentary: **\$23,381.00** (3/3/6) = 12 weeks for complete fee
\$2,060.00 per week
\$ 525.00 per day

The documentary schedule should:

- 1) Define a particular finish date for the projects completion beyond which a payment on the daily rate is due.
- 2) Or define a set period of time for each of the production processes beyond which payment on the daily rate is due.

The Director will remain available, and if required, work these specified days or weeks as outlined in the schedule and for the daily rate.

¹ As soon as the Director Contracts are released.

TV MAGAZINE/LIFESTYLE

\$2,060.00 per 50 hour week
\$ 500.00 per 10 hour day

Prep time paid in full.

Full overtime, turnaround, meal breaks and statutory holidays provisions apply as outlined in SPADA's *Guidelines for the Engagement of Crew* (Blue Book).

First two hours OT @ T1.5, all hours thereafter @T2

TV DRAMA – TELEMOVIE, MINISERIES & ONE- OFFS

\$3,000.00 per week
\$ 800.00 per day

Usually negotiated as fee:

Programme Length

2 hour	\$47,590.00	(4/4/8) = 16 weeks
1 ½ hour	\$35,690.00	(3/3/6) = 12 weeks
1 hour	\$26,780.00	((3/2/4) = 9 weeks
½ hour	\$14,875.00	(2/1/2) = 5 weeks

TV DRAMA – SERIES

\$ 3,000.00 per week
\$ 800.00 per day

TV DRAMA – SERIALS (SOAPS)

\$ 2,165.00 per week
\$ 545.00 per day

TV COMEDY/ SITCOM

\$2,600.00 per week
\$ 650.00 per day

FEATURE FILMS

We have researched feature rates and have some good recommendations from Director and producer members as to first-time feature Directors rates, more experienced Directors and established feature Directors. Please phone the office to discuss these rates as feature contracts are more complex and depend on many different elements in relation to the Director's input on the film.

NOTES

MULTIPLE CREW ROLES AND THE PRODUCER / DIRECTOR

Increasingly Directors are being expected, though rarely asked, to take on the role of production assistant or even production manager. In some cases this may be acceptable, but in general the SDGNZ would rather the appropriate crew personnel were hired for these roles. If no other option is available, the Director must be compensated for the increased work-load.

When the Director is expected to take on other role(s) the Director should receive (in addition to 100% of the Directors fee) 60% of the fee of any other role. For example, if you are the Director who is also asked to be the Director of Photography on a documentary and for one week overseas as the production assistant as well, then the total fee would be calculated as follows:

Directors fee	\$23,360.00
DP fee: 3 weeks @ \$1,893.00 @ 60%	\$ 3,407.00
PA fee: 6 days @ \$324.00 @ 60%	\$ 1,168.00
Total Fee	\$ 27,935.00

Note: The weekly (or daily) rate you charge as a DP or PA is at your discretion/negotiated with the producer.

Profit Participation

The SDGNZ believes that the Director is one of the key creative roles in the audio-visual productions and as such deserves to share in the economic success of all projects. We believe that in documentary for example, where often the Director has originated and developed the idea/script as well as the usual directing duties, it is imperative that the Director is given a profit share.

We haven't set any minimum profit share rates because at present very few Directors have any profit share and the research is patchy to say the least. However we are beginning to hear from members that profit share is now part of the negotiation process and our philosophy is that **if you do not ask you will not receive.**



TIPS

The SDGNZ *Gold Book* contains detailed contract advice, but here are a few tips:

Development

Members have had their ideas stolen in the past. Before taking your ideas to producers and broadcasters, register them with our proposal registration service.

Don't Work For Nothing (those days are over)

Never start work without a clear deal memo or fax that specifies your fee and payment dates. If these are not honored, stop work and contact the Guild.

Moral Rights

Refuse total waivers on all shows only intended for NZ screening, especially on documentaries.

The NZ moral rights legislation (*Copyright Act 1994*) gives the broadcaster all the rights they need to screen your work.

Termination

Your contract should specify that you will be paid in full if fired, unless you are "at fault" in which case you must be paid up to the date of termination. The *Gold Book* has detailed advice on this delicate matter.