

### Examples of the Potential Agreements with Professional Artists

All deals are based on net ticket sales

A **Percentage deals** = promoter gets higher percentage, Playhouse gets lower percentage

A Example: Deal = 80/20

Total net box office	£1000
80% payable to promoter	£800
20% payable to Playhouse	£200

B **Guarantee fee** = promoter gets agreed sum – this money comes out of the budget provided by the Council and all the tickets sales belong to the Playhouse

B Example: Deal = £2000 guarantee

Total net box office	£4000
Payable to Promoter	£2000
Payable to Playhouse	£2000

C **First Call** = promoter gets all the ticket sales up to the agreed first call - the Playhouse gets the rest

C Example: Deal = First Call £1000

Total net box office	£250
Total payable to Promoter	£250
Total payable to Playhouse	Nil

C Example 2:

Total net box office	£1400
Payable to Promoter	£1000
Payable to Playhouse	£400

D **First Call v Split** – tickets sales up to agreed amount belong to the promoter, or if the amount works out greater, then the agreed split is calculated

D Example 1: Deal – First Call £1000 against 80/20

Total net box office	£800
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Payable to Playhouse	Nil
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D Example 2: - First Call £1000 against 80/20

Total Box office	£3000
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80% payable to promoter	£2400
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Payable to Playhouse	£600
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D Example 3: - First Call £1000 against 80/20

Total Box office	£1200
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Payable to promoter	£1000
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Payable to Playhouse	£200
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E **Guarantee fee against percentage** = promoter receives a guarantee fee which is paid out of the budget provided by the Council. This amount is taken off the total ticket sales, and any remaining is payable at the agreed percentage split.

E Example: Deal = Guarantee £2500 against 80/20

Total net box office	£3000
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Less Guarantee of £2500	£500
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80% of £500 to promoter	£400
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20% payable to Playhouse	£100
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If royalties are involved then this percentage comes off the net total box office first then added back on: e.g.:

Deal = 80/20 after royalties @ 10%

Total box office	£4000
Royalties @ 10%	(£400)
New total	£3600
80% to promoter	£2880
Add on the royalties	£3280
Payable to Playhouse	£720