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ALD Substantiated Fees for Lighting Design

Introduction

These rates are based on reports from ALD members working in these areas, of actual fees being offered by companies, as a tool for negotiation between producers, members and their agents and are strongly recommended as a basis for good practice. All ALD members should be endeavoring to raise the levels of compensation to at least these figures, many of which have not been increased in many years. This list should be used to encourage forward planning of managements to budget more realistic compensation for lighting designers in the future.

Special circumstances can often apply, but these fee suggestions should be taken as a starting point for negotiation and not a suggested minimum fee and in many cases, it is entirely appropriate to earn more than these levels. Please consider the actual number of days you may need to design and attend meetings, prepare, research, and do pre-production work and site visits, as well as attending rehearsals and production periods and that the 11-hour working day and National Living Wage (currently £95.92 per 11-hour day) are taken into consideration during negotiations.

The fees detailed are excluding travel, accommodation, subsistence and expenses, these things should always be negotiated as required. Travel and accommodation should be paid if you live more than 25 miles or an hour's travel time away from the venue. Subsistence or a daily per diem should be paid if an overnight stay is necessary.

This document should be used in conjunction with the [ALD contract checklists](#), [The ALD members Code of Professional Working Practice](#) and [The Producers Good Practice Guide to Working with ALD Members](#). (each title is a link to the appropriate ALD webpage).

Commercial/WestEnd/SOLT

	Category A (1100+ seats)	Category B (800-1099 seats)	Category C (below 799 seats)
Major Musical	£20,000	£20,000	£13,000
Musical	£13,000	£13,000	£7,500
Straight Play	£3,500	£3,500	£3,500

Expenses – Equity SOLT Agreement:

Per Day	£66.39	£63.50	£57.73
Overnight	£149.41	£142.91	£129.92

For the above instances, a royalty should always be paid in addition.

Royalty or Weekly Fee £300 minimum

Royalty may be a fixed amount per week or a set percentage of a defined (and audited) pool.

The going rate for fixed payment is £300 - £450 per week minimum.

For percentage deals is initial 0.5% rising to 0.75% after costs recouped, based on box office gross profits.

It is common practise to pay a month of Royalties upfront as a guaranteed Royalty.

Transfers into SOLT Houses £3,000 (+ Royalty*)

TMA (Regional & Subsidised Theatre) Plays

NT

All Stages £6,200

RSC

Main £5,000

Smaller Stages £4,000

Repertory/ Touring/ Regional Theatres

Main Space £3,000

Tour £3,500 + weekly re-light fee

Re-Lights £250 per day (excl. accommodation & travel)

Studio/Workshop £2,500

Repertory/ Touring / Regional Theatres

Studio or 2nd spaces £2,500

COMMERCIAL THEATRE (outside SOLT)

Musical £6,000 + weekly royalty

Straight Play £2,800 + weekly royalty

Small / Mid-scale Pantomime £2,500

Large Commercial Panto (1500+ seats) £3,200

Small Scale Play £1,800 + weekly royalty.

Weekly Touring Re-Lights £250 minimum p/d (per day)

NB. This is excluding accommodation & travel and does not cover get-outs.

Daily rate for design notes or re-works £350 per day
(excluding accommodation & travel)

Tour Royalty Payment £200 per playing week (minimum)

OPERA AND BALLET UK

Opera A (ROH, ENO, Glyndebourne)
"Linbury" £8,000 – £10,000
£3,750

Opera B (SO, WNO, Opera North, GTO)
Small Scale Tour from Opera B £7,000
£3,750

Opera C (Country House Venues, ETO) £4,000

Ballet A (Royal Ballet, BRB, ENB)
Full Length/ whole evening £10,000
One Act / Half hour / Part of evening £5,500

Ballet B (Rambert, NBT, Scottish B.)
Full Length / Whole Evening £6,000
One Act / Half Hour / Part of evening £4,000

Ballet C / Medium Scale Dance Companies
Full Evening £4,000
One Act / Half Hour/ Part of Evening £3,000

Overseas Opera Houses

European Opera Houses A+ £10,800
USA \$20,000

SUBSIDISED FRINGE VENUES

Per Project £2,750 – £3,500

FRINGE (small scale, pub theatre etc)

All Shows – One off fee £1,200 minimum

DRAMA SCHOOLS

Opera /Musicals £2,850
Plays £2,500
Youth Theatre's £1,500