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## ALPD Substantiated Fees for Lighting Design

### Introduction

These rates are based on reports from ALPD 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 ALPD 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 [ALPD contract checklists](#), [The ALPD members Code of Professional Working Practice](#) and [The Producers Good Practice Guide to Working with ALPD Members](#). (each title is a link to the appropriate ALPD 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 relight fee

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

Studio/Workshop £2,500

#### **Repertory/ Touring / Regional Theatres**

Studio or 2<sup>nd</sup> 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 Relights £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) £8,000 – £10,000  
“Linbury” £3,750

**Opera B** (SO, WNO, Opera North, GTO) £7,000  
Small Scale Tour from Opera B £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 Theatres £1,500