

Please note: SCOUT is not the direct employer of any represented talent. We are defined by the ATO, as an "intermediary" agent. Please view our full terms and privacy here: <https://scoutmanagement.com.au/terms-and-privacy/> before accepting to engage our talent.

## BROADCAST RATES

### TELEVISION & RADIO + INTERNET BUNDLE OPTIONS

#### TV / CINEMA COMMERCIALS / DIGITAL

Per product, per hour, per medium & per key number.

#### Submission: \$190.00.

Per track/script that has not yet been communicated to the public or isn't going to air. It is strictly for demonstration purposes only. Please advise artist/agent at time of booking. **Revisions/Subsequent hours** for the same commercial will be charged at submission rate, if previously recorded tracks have not gone to air, otherwise full rate applies.

SINGLE STATE				NATIONAL (MORE THAN 1 STATE)			
Ad Length	12 Months	4 to 6 Months	3 Months	Ad Length	12 Months	4 to 6 Months	3 Months
1 x 6" / 10	\$495	\$420	\$350	1 x 6" / 10	\$765	\$615	\$460
1 x 15 / 30	\$575	\$490	\$400	1 x 15 / 30	\$880	\$705	\$530
1 x 45 / 60	\$635	\$530	\$420	1 x 45 / 60	\$940	\$745	\$550
1 x 90	\$685	\$565	\$445	1 x 90	\$1000	\$795	\$590
1 x 120	\$725	\$600	\$470	1 x 120	\$1055	\$840	\$625

Where a single Television track requires a number of Tags to be recorded in the one session, to air in a national campaign that is substantial in nature, the employer will negotiate in good faith a rate other than and superior to these agreed rates.

#### BUNDLED TELEVISION AND DIGITAL BROADCAST

#### Use of commercials produced for television or radio on the internet or Australian mobile devices.

Per product, per hour, per medium & per track basis.

Where a voiceover has been produced for a television or radio commercial and the client wishes to then use the same commercial on the internet or on Australian mobile devices, the following provisions shall apply:

- (a) Where the commercial was produced as a radio commercial and it is transmitted as audio only and not with images, the performer will be paid an additional 50% of the national radio rate for the relevant period (either 3, 6 or 12 months).
- (b) Where the commercial was produced as a television or cinema commercial or where the commercial is to be synchronized with images, the performer will be paid an additional 50% of the national television rate for the relevant period (either 3, 6 or 12 months).
- (c) When both television/cinema and internet usage are purchased as a bundle at the time of the initial booking, via a single invoice and billed at the final rate card rate, a 10% discount of the rate applies as follows:

#### ALWAYS CHARGED AS PER NATIONAL RATE (MORE THAN 1 STATE)

Ad Length	12 Months	4 to 6 Months	3 Months
1 x 6" / 10"	\$1000	\$880	\$680
1 x 15" / 30"	\$1190	\$950	\$715
1 x 45" / 60"	\$1270	\$1005	\$745
1 x 90"	\$1350	\$1075	\$795
1 x 120	\$1425	\$1135	\$845

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## RADIO COMMERCIALS / TAGS / PODCASTS

Per product, per hour basis for up to five tracks.

### Submission: \$190.00.

Subsequent recording hours for the same commercial shall be at the submission rate if the recording has not yet been transmitted.

	SINGLE STATE			NATIONAL (MORE THAN 1 STATE)			
	12 Months	4 to 6 Months	3 Months		12 Months	4 to 6 Months	3 Months
Per Product Per Hour	\$400	\$365	\$330	Per Product Per Hour	\$470	\$420	\$365

## RADIO & DIGITAL BUNDLE

12 Months	4 to 6 Months	3 Months
\$705	\$630	\$545

Charged per product, per hour (up to 5 tracks for a single product). **Revisions/Subsequent hours** will be charged at submission rate, if previously recorded tracks have not gone to air, otherwise full rate applies.

**RADIO STATION PROMOS** – fee by negotiation

**RADIO COMMERCIALS FOR DIGITAL USE ONLY** – 100% of above broadcast rates.

If to air on both radio and digital broadcast, an additional 50% is applicable to the National rate.

**INTRODUCTION VOICE TO PODCAST OR PROMO:** \$450p/hr

**MINOR ROLES:** Up to 60" dialogue: \$250p/character role p/podcast - podcast, in perpetuity

**MAIN HOST / NARRATOR ROLE IN PODCAST:** \$400p/hr p/podcast - podcast, in perpetuity

**MINOR CHARACTER ROLES:** \$190p/hr p/podcast eg. Newsreaders, short burst dialogue up to 10"

**DISCLAIMERS AND/OR T+C'S ON EACH EPISODE ACROSS A SERIES:** \$250p/hr

**ADVERTISING ON PODCAST PLATFORM** - for any advertising / credits etc as per Radio broadcast MEAA p/podcast

### PODCAST DRAMA SERIES: UP TO 30 MINUTE PER PODCAST EPISODE

Lead role: \$800p/episode

Primary role (secondary): \$600p/episode

Ensemble role: Multiple roles across multiple episodes recorded at a flat hourly rate of \$350p/hr

## ADDITIONAL RATES / LOADINGS

**TELEVISION STATION PROMOS** – fee by negotiation. Please contact SCOUT Management 1300 66 95 85.

Singing sessions for Jingles are POA.

TELEVISION BILLBOARDS			VOICE LOADINGS	
Single	Double	Triple	<b>Post Synchronisation or ADR</b>	
\$410	\$469	\$645	Up to 60"	\$215
			Over 60"	\$275
Rights for billboards up to 12 months National .			<b>Character Voices Singing</b>	\$190
			Add loading to applicable base fee per medium, per key number.	

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### DEFINITIONS

**ADDITIONAL USAGE: OVERSEAS USE:** Double Australian national fee per country in which used - excluding U.K. + U.S.A. which are by negotiation. Except - New Zealand, Singapore, Hong Kong and some Pacific Island countries are a single fee equal to the Australian national rate.

**NAME ASSOCIATION:** Double the total fee where the performer's name (either visually or audibly) is to be used in conjunction with any campaign.

**OTHER MEDIUM:** Stadiums, In flight, Point of Sale, Trade fairs, Street Vision all payable at one additional fee each provided that where three or more of these rights are exercised concurrently a maximum fee for these rights of a double fee is payable. Other uses - By negotiation eg. GPS navigation, video games, Mobile Messaging.

**POLITICAL:** A double fee is charged for Party Political advertising, whether the performers name is used visually, audibly or not. Check before booking for talent approval to record political commercials, scripts must be supplied prior to voice artist agreeing to record.

**TAGS:** A Tag is (for the purpose of the Minimum Rates clause above) additional information added to the end of one original script, and that script will run in an identical format, across many Australian markets, the only difference being the end information:

- a business name      - a physical location      - a phone number  
- an update (referring to a day or time in a variety of ways). A Tag may also include information that relates solely to the legal requirements of the jurisdiction where the commercial is to be transmitted.

**CANCELLATION FEE:** \$190 if less than 24 hours notice is given prior to the scheduled recording.

**POSTPONEMENT:** You may postpone a booking within 24 hours without a cancellation fee being applied providing the booking is rescheduled within 7 days of the original booking date.

**EXTENDED USAGE / ROLLOVERS:** When the intended usage exceeds the contracted period, a rollover is applied. It is the client responsibility to advise the agent for any extension of usage, and are charged at the current rate.

**CHARACTER VOICE:** Determined as a voice or sound that is outside the domain of the talent's natural speaking voice, including any accent or character. Please discuss further at the time of booking. Voice impersonations are client's liability.

**EXCLUSIVITY:** Negotiation only.

**WORKING WITH CHILDREN:** Bookings cannot be made within school hours. Please check your local governing state regarding the process for engaging talent under the age of 16 years.

**NSW:** <http://www.kidsguardian.nsw.gov.au>

**VIC:** <https://www.business.vic.gov.au/hiring-and-managing-staff/employing-children/laws-and-act>

**QLD:** <https://www.business.qld.gov.au/running-business/employing/taking-on-staff/employing-children/entertainment>

**USAGE:** Applied from date of recording unless first broadcast date is advised at the time of booking.

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## CORPORATE, ANIMATION & DOCUMENTARY RATES

### CORPORATE NARRATION

Per client, per product, per hour, per video.

<b>NON BROADCAST</b>	Australian release only, In-house company use, non-broadcast, Non-saleable. Revisions / Pick up rate \$320 p/30 minute booking. If for sale or public release, POA.	\$450 Revisions / Pick ups: \$320p/30 minute booking
<b>PROMOTIONAL HYPE OR SHOW REEL</b>	Promotional, hype or show reel narration for client website or DVD	\$450
<b>INTERNET PRESENTATION AV PRESENTATION SALES VIDEO EXPLAINER VIDEO</b>	Short online video used to explain company product / service. Internet Presentation, AV Presentation / Sales Videos. Per hour/per entity. Company online video streaming channel or social media page.	\$620
<b>LIMITED EXTERNAL USAGE</b>	Events, Trade Shows, Narrowcasts, Awards.	\$550
<b>PUBLIC USAGE</b>	General public usage or for sale, broadcast or commercial distribution.	\$880
<b>DIGITAL – CLIENT EDM ELECTRONIC DIRECT MAIL FOR CLIENT SUBSCRIPTION LIST</b>	Additional usage to embed narrations from existing TV, Radio or Client website.	50% of the original fee paid provided it is purchased at the time of the full applied rate
<b>E/LEARNING, INSTRUCTIONAL NARRATION (EXPLAINER VIDEO)</b>	Intranet based, student or employee services, (not for sale) & FREE APPS.	\$450

### TELEPHONE MESSAGING

Per entity, per product, per hour, per country. No pick up fees apply to telephone / IVR. Overseas use POA.

<b>ON-HOLD MESSAGING</b> Add character \$190.	\$350	<b>INTERACTIVE VOICE RESPONSE (IVR)</b>	\$450 1H Booking
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### ANIMATION

Fees subject to current Media Alliance Agreements. Contract must be supplied prior to recording for Television, Film and Video projects with all voice artists' rights & residuals stated. Personal margin fees apply.

### DOCUMENTARIES

Fee by negotiation, POA depending on length, countries and mediums used – minimum fee \$600p/hr for recording. Australian TV release only. Overseas and other mediums POA.

### AUDIOBOOKS

Fee by negotiation, based on Final finished hour.

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## OTHER DIGITAL RATES

DESCRIPTION	USAGE	RATE
360 DEGREES, VIRTUAL REALITY NARRATION FOR EXPERIENTIAL VIDEO	General public use. Event activation (looped video). General public usage or for sale, broadcast or commercial distribution.	\$880 p/track p/script p/video
PROMOTIONAL INTERACTIVE BOOTH FOR EVENT	Narrative. Immersive story.	
DIGITAL - CLIENT EDM FOR CLIENT SUBSCRIPTION LIST	Refer to Digital Broadcast Online rates above.	Check Bundled rate Online only – Digital rate
SOCIAL MEDIA PLATFORMS (UNPAID MEDIAS)	Client Social Media platform to be posted in newsfeed only. Non paid advertising placement. Organic reach only. Unlimited re-post up to 1 month including “pin to top” of newsfeed on company page.	Organic only: \$300 p/hr p/video p/script
MOBILE APPS Voice within an App	Organic or Paid App	Non-Subscribers: \$450 p/hr Subscribers: POA

## TERMS & CONDITIONS

The Talent engages SCOUT to be their Agent Representative and SCOUT has the Talent’s written authority to enter into contracts with any and all Clients on their behalf. The Client is defined as the “End-User” by the Australian Taxation Office’s (“ATO”) “PAYG Withholding for Performing Artists” Guidelines (which can be found at: [www.ato.gov.au/content/20615.htm](http://www.ato.gov.au/content/20615.htm)). The Agency is an “Intermediary” as defined in the ATO’s “Superannuation Guarantee Ruling SGR 2005/2” (which can be found at: <https://www.ato.gov.au/law/view/document?Docid=SGR/SGR20052/NAT/ATO/00001>)

A contract is created between Client and Talent once a booking is confirmed with SCOUT whether written, written and partly oral, or wholly oral, as stated in the ATO’s “Superannuation Guarantee Ruling SGR 2005/2” (Clause 38). In accordance with the ATO’s “PAYG withholding for performing artists” Guidelines, SCOUT is entitled to raise invoices and collect monies on behalf of Talent, as an intermediary, even though the contract exists between Client and Talent.

**SUPERANNUATION:** The rates listed within this document DO NOT include superannuation as payable by an employer under the terms of the Superannuation Guarantee. As at July 1st 2014 superannuation is calculated as 9.5% of the employees’ ordinary time earnings. This is also stated in the Commercial Voice Over Rates provided by the MEAA - Media Entertainment and Arts Alliance

