

# **The South Devon Players Theatre & Film Company**

## **2021 – How our profit share on shows, works**

### **Introduction**

The profitshare is simply down to a resource issue, and one which we desperately hope, and are actively working, to transcend.

At the moment we run a mixture of projects which are either fully paid at NMW or above, or as profitshare. If and when a specific project has attracted the funds to make NMW (or a union-rate flat fee) viable, everyone involved is immediately upgraded to that guarantee of a higher amount.

We often find it very hard to attract external funding, and therefore our organisation funds usually come from ticket sales, an Ebay account selling donated items, a book-stall in our local town market, and a Redbubble shop selling show and locally themed merchandise.

As a precise breakdown, the bookstall, ebay and redbubble funds are used to cover the rent of a rehearsal hall, pay for costumes, props, equipment and insurances, supplemented by the personal funds of the company directors to reach the required amount.

Ticket sales are used to pay the venue hire for shows, and the cast & crew. Usually we negotiate venues on a 70/30 box office split, meaning that the company gets 70% of sales. (On digital-only projects where we are not hiring a venue, the company gets 100% of ticket sales.)

Each person involved in the production each receives an equal share of the ticket monies received by the company; for example a show with two crew and eight actors, will split the final ticket take received by the company, ten equal ways. The company takes no deduction, and the company directors do not receive any additional money – if they are not involved in a project, they are not paid – being a company director is effectively a voluntary position with us.

We have collected together some “frequently asked questions” which we hope will help clarify how we work within the profitshare model.

### **Does anyone get paid more than anyone else?**

Absolutely not. Everyone, regardless of their role, is equally important to the show. The equal payment rate reflects this.

### **What if I leave a show-run before the performances begin?**

If you are not part of a performance/ show tour, when the performance/ tour takes place, you will not be included in the profit share, as someone else will have had to cover your role and work at short notice, and therefore they will be entitled to that money.

### **What if I do one show performance and then am ill and cannot continue for the remainder of the run?**

In such cases you will receive an equal share of the ticket take from the performances which you were working at.

### **What deductions are made?**

In the cases of live shows, the venue will take an amount (usually 30%) of the ticket take as the hire cost of the venue; the ticket take coming to the company is the remaining 70%. That 70% is what is shared among the cast and crew. In the cases of digital shows where no venue hire costs are payable, the company receives 100% of the ticket take and that 100% is what is shared between the cast and crew.

**How do I know that you are providing me with a fair share of the ticket sales?**

We share a screenshot (with audience members names/ personal details removed) of the entire final sales report to the cast and crew openly on the production's facebook group. At the time of sending out the payments, we also include a full breakdown of how the money is divided, also including any additional late cash sales, or small donations to the cast, from audience members, which are also included in the final amount of profit share.

We are more than happy for you to check the figures for yourself.

**Do I get anything else as well as my share of the ticket sales?**

Wherever possible, yes. This is usually in the form of photos, screenshots, copies of any press featuring yourself, copies of show posters featuring your image and/or name, and a copy of the show recordings for your personal portfolio use. Your name is also included in programmes (you are welcome to a copy of those too). We are also happy to act as a referee after the completion of your first show with us.

**When can I expect to be paid?**

As soon as we receive the payments from the venue. If we are handling the ticketing system ourselves through our company Ticketsource account, this is usually within 10 working days of the event. If we are working at a venue which uses it's own ticketing system, the venue may take up to 28 working days to pay us. Once the money is in our bank account, we announce it to cast within 48 hours, and within 7 days (usually a couple of days) transfer the relevant money to the cast and crew members via a bank transfer. In cases of a show tour, we usually wait until the money from all performances has come in.

**Will I be insured working with you?**

Yes. We insure all our productions and working space.

**What is my work status with the company?**

Due to the profit-share nature of the majority of projects, we are all self-employed. This means that we do not deduct any tax etc from your payments, but that you are responsible for declaring your earnings to HMRC in line with current tax laws.

**What rights do I have as a worker within the company?**

Traditionally, self-employed workers have less rights than those who are employed. However; in line with the fact that one day we hope to be able to offer direct regular employment, we voluntarily support the higher protections afforded employees wherever possible, in terms of fair and open treatment, access to a handbook, safety and respect.

**Why does the company not take a deduction from the ticket sales?**

As above. We do not intend to remain at profit-share forever. We see the funds from the ticket sales, covering, to the best of our present ability, the costs of the team. The funds raised from ticket sales are solely for the people who made the production possible, and without whom we would not have a show.

**You say you are looking to increase income to raise full wages. How will you do this?**

We regularly apply to project funding for the arts. This includes costs for performers and crew as a priority in project funding. We daily check for any new funds that may become open for application, We are also approaching new sponsors either for a single show or on an ongoing basis. During Covid-19 we are also looking at different ideas like increased merchandising.