

**Budget Template Sell-Off\* Model**

Use this template as a tool to help you work out the cost of your show to venues and programmers.

\*Sell-off is when the venue buys the show from the producer and the venue takes the financial risk on the box office. The fee paid by the venue comprises of the cost to create the work and the cost to perform the work.

Production	
Producer	

**Remount or Production\* Costs**

\*Remount is the cost of preparing a production for a new tour of an existing work. This may involve some re-rehearsal, re-design, preparation of new marketing materials etc. It will be the same for any length of tour. The total cost of remounting the show is shared amongst all the presenters on a tour and forms the first component of the sell off fee.

	Rate	No	Total
Director Fees	\$0.00	0	\$0.00
Performer Fees	\$0.00	0	\$0.00
Creative Fees	\$0.00	0	\$0.00
Designer Fees	\$0.00	0	\$0.00
Technical Fees	\$0.00	0	\$0.00
On Costs (super, workcover etc)	\$0.00	0	\$0.00
Rehearsal Travel Costs	\$0.00	0	\$0.00
Rehearsal Venue Costs	\$0.00	0	\$0.00
Costumes/Wardrobe	\$0.00	0	\$0.00
Set	\$0.00	0	\$0.00
Equipment Hire	\$0.00	0	\$0.00
Marketing Materials	\$0.00	0	\$0.00
Company Fee	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
	\$0.00	0	\$0.00
<b>SUB TOTAL</b>			<b>\$0.00</b>

If you will subsidise your remount costs note this below

Company Contribution	\$0.00	1	\$0.00
Other Contribution	\$0.00	1	\$0.00
<b>SUB TOTAL</b>			<b>\$0.00</b>

**REMOUNT TOTAL** **\$0.00**

**Weekly Costs (or Running Costs)**

The second component of the sell-off fee is the weekly fee or running costs. These are costs incurred by the producer for performing the show over the course of one week. These DO NOT include the net costs of touring the show such as freight, per diems, accommodation & travel costs (which vary depending on the length of the tour).

	Rate	No	Total
Performer Wages	\$0.00	0	\$0.00
Crew Wages	\$0.00	0	\$0.00
Creative Wages	\$0.00	0	\$0.00
On Costs (super, workcover etc)	\$0.00	0	\$0.00
Props/Costumes/Set	\$0.00	0	\$0.00
Equipment/Production Costs	\$0.00	0	\$0.00
Marketing Costs (ie. paid social media posts, publicist, filming & photography)	\$0.00	0	\$0.00
Consumables (ie. materials used during performances and/or hazer fluid, tape etc)	\$0.00	0	\$0.00
Company Fee	\$0.00	0	\$0.00
Administration (ie. insurances, phone, internet usage on tour)	\$0.00	0	\$0.00
Contingency (3%)	\$0.00	0	\$0.00
			\$0.00
## Carbon offset (2%)	\$0.00	0	

**WEEKLY TOTAL** (this is a guide only and in the event of touring final figures will be calculated for your show, based on a draft tour itinerary, venue requirements and government subsidies.) **\$0.00**

**Royalties** - payments to cover the work of artistic staff involved in the creation of the production. The royalty is a fixed percentage of the income received from ticket sales and is usually between 5% and 15%.

Writer Royalties	0%
Director Royalties	0%
Designer Royalties	0%
Composer Royalties	0%
Lighting Royalties	0%
Company Royalties	0%
Other Royalties	0%
<b>TOTAL</b>	<b>0%</b>

**## Carbon Offset** - Carbon Offset - Many artists are carefully considering their carbon footprint when choosing project-based work. In recognition of the carbon footprint that touring creates, we are encouraging both venues and artists to consider an amount in their budget lines that contribute to Carbon Offsetting the impact that a tour creates. Because it is not possible to accurately calculate the potential carbon footprint of a tour until the final itinerary is known, we suggest artists either add roughly 2% to their weekly fee or reduce their contingency percentage to account for this. For example, a 5% contingency could become 3%, with 2% allocated for carbon offsetting. We have provided some common travel items and their equivalent carbon offsetting cost below to give you an idea how relatively low-cost and achievable this is to add into your budgets. \*

**Example costs**

Air Travel	
Melbourne - Adelaide	\$17.50
Melbourne - Brisbane	\$17.50
Sydney - Perth	\$29.00
Vehicle Travel	
Medium/Hybrid Vehicle 10,000kms	\$30.00
Medium/Deisel 10,000 kms	\$39.33
Van/ Large car diesel 10,000kms	\$68.00
Van/ Large car petrol 10,000kms	\$62.00

\* NB these are rough estimates to give you a sense of the costs involved, which we believe are relatively low, and achievable. Please see [www.carbonneutral.com.au](http://www.carbonneutral.com.au) for a calculator for exact costs