



directors & editors guild of nz
ngā kaiwherawhera kiriata

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DEGNZ RECOMMENDED RATES FOR DIRECTORS 2017

The DEGNZ Directors' Rate Card is designed to reinforce the Screen Directors right to adequate fees, fair contracts and reasonable working conditions.

The rates quoted are the recommended minimums we consider fair and commensurate for experienced freelance directors. It is still up to the Director to negotiate their fees with the producer. Every situation is unique and we strongly recommend that members contact the Guild with any queries. Nothing in this document is intended to inhibit higher rates being sought and paid. The Directors' Rate Card will be subject to an annual inflation adjustment.

Notes

Freelancers

When negotiating, remember that you don't receive the same benefits as an employee so your rate has to cover you for down time, sickness, ACC levies and the cost of operating as a business.

Multiple crew roles

Sometimes Directors are being asked to take on multiple roles in productions. In principle DEGNZ would rather the appropriate crew personnel were hired for these roles. If no other option is available, the Director must be compensated for the increased workload.

If a Director takes on other roles the Director should receive (in addition to 100% of the Director's fee) 60% of the fee of any other role. For example, if you were a Director who is also in the role of Director of Photography on a project you should get the Director's rate plus 60% of the DOP rate.

The Production Schedule

The production schedule should:

- Specify a date for the project's completion, beyond which additional payment at the daily rate is due.

or

- Specify a set period of time for each of the production processes beyond which payment at the daily rate is due. The Director will remain available, and if required, work these specified days or weeks as outlined in the schedule and for the daily rate.

Profit Participation

The Director is one of the key creative roles in screen production and should share in the economic success of the project. Where the Director has originated and been involved in developing the concept/script in addition to directing, the Director must receive a profit share. We recommend a minimum of 2.5%.

Some Tips

Development

Before taking your ideas to producers and broadcasters, you can protect your copyright by registering them with the New Zealand Writers Guild's registration service. You do not have to be an NZWG member to register your work. Go to www.nzwg.org.nz and look under Script Registration Service.

Don't work for nothing

Never start work without a clear deal memo or other written communication that specifies your fee and payment dates. If these are not honored, stop work and contact the Guild.

Moral Rights

Refuse total waivers on all shows intended only for NZ screening, especially on documentaries. The NZ moral rights legislation (Copyright Act 1994) gives the broadcaster all the rights they need to screen your work.

Termination

Your contract should specify that you will be paid in full if fired, unless you are 'at fault' in which case you must be paid up to the date of termination.

Schedule of Recommended Freelance Minimum Rates

TV Documentaries and Factual Programmes

These are often negotiated as a one-off fee. The rate will be higher if the Director takes on other roles in the production, such as Editor, Producer or Camera Operator. As a base rate for Directing only we recommend:

\$2,500 per week (+ gst)

\$650 per day

TV Drama: Series, Mini Series, Telemovies

\$4,000 per week (+ gst)

\$1000 per day

These rates are for New Zealand productions. For international productions we recommend charging a premium.

TV Drama: Serials (Soaps), TV Comedies, Sitcoms, Web Series

\$3,300 per week (+ gst)

\$800 per day

Feature Films

2.5% of the budget, plus a 2.5% profit share (minimum).

We recommend Writer/Directors negotiate an additional writing fee and profit share.