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PRICE LIST

LOCAL 123, A. F. OF M.

# ARTICLE I

RULES AND REGULATIONS FOR ALL ENGAGEMENTS

All scales in this Price List are minimums – members are encouraged to book work above minimum scale whenever possible as the market will bear. In light of the recent consolidation of Locals 123 & 165, all contractors formerly of Roanoke Local 165 are encouraged to consult with the Executive Board to determine applicable rates for work in the former Local 165 jurisdiction.

1. CONTRACTOR’S NUMBER: The Internal Revenue Service requires   
employers (our members contracting for work-musicians performing alone excepted) to secure an IRS Employers’ number.

2. VIRGINIA EMPLOYERS TAX INFORMATION –

(a) Employers with 3 or more employees must have Workers’ Compensation Insurance.

(b) Employers who have one or more employees one or more days during twenty different weeks of the year (or $1500.00 payroll for any quarter) are subject to Virginia Unemployment tax.

3. LEADER/CONTRACTOR FEE: There shall be a leader or contractor   
fee on all engagements, rehearsals and overtime which is double the sideperson scale. Exceptions: musician performing steady engagements (see Art. I, Sec. 25) and steady engagements (see Art. I, Sec. 11).

4. LEADER/CONTRACTOR RESPONSIBILITY: There shall be a leader   
or contractor on all engagements who shall receive leader or contractor fee and be responsible for the engagements (schools and churches – Art. I, Sec. 25). Leader/Contractor must participate unless excused by the employer.

5. SIDEPERSON FEE AS LEADER: Where a sideperson is required to act as   
musical director on any engagement or any part of an engagement, sideperson must receive full leader fee for the engagement or part thereof – minimum service two (2) hours. Musical direction is to be defined as actual conducting, or in the case of dance engagements, selecting music and/or setting tempo of the music played.

6. FILING CONTRACTS: Contracts between our members and buyers of   
music shall not be enforceable by this Local or the AFM if not filed with the proper Local prior to the engagement.

7. VOCALISTS: Vocalists must be charged for at a minimum of   
sideperson’s scale for each vocalist unless such vocalists are also playing members.

8. PAYMENT FOR SERVICES: Leaders or contractors must pay members for services within one week of engagement, or obtain extension from the President of the Local.

9. FREE SERVICES: Members are not permitted to render free services of   
any kind except by permission of the Executive Board.

10. REFUSAL OF ENGAGEMENT: Once a member refuses to accept an engagement, that member has no claim on such engagement.

11. STEADY ENGAGEMENTS: Steady engagements shall be defined as three (3) or more non-theatrical engagements in any one week, or two (2) or more non-theatrical engagements for two or more consecutive weeks each, for the same management in the same location. On steady engagements of two (2) weeks or more, two (2) weeks notice must be given before same can be cancelled by either the leader/contractor or sideperson. Leader/contractor fee on steady engagements is 50% additional.

12. REPORTING FOR ENGAGEMENTS: Musicians may be required to report   
15 minutes before engagements. Failure to comply will place member in jeopardy of being replaced, and in case of charges, such penalty as the Executive Board may see fit to impose where violation is proven to its satisfaction.

13. DRESS: Members accepting engagements must dress in accordance   
with instructions of the leader in any reasonable combination of attire.

14. INTERMISSIONS:

a) All intermissions must be taken “off the stand” by the full ensemble for the full intermission time. This may be broken down into segments of no less than ten (10) minutes. However, overtime intermissions may be taken in increments of five minutes per half hour of overtime.

b) Minimum intermissions shall be:

10 minutes - within the first two (2) hours

5 minutes - each additional half hour

2 hours – 10 minutes 3 ½ hours – 25 minutes

2 ½ “ - 15 minutes 4 hours - 30 minutes

3 hours - 20 minutes

c) Intermission is required on all rehearsal overtime.

d) Intermission is not required on the first hour of overtime on engagements.

e) CONTINUOUS MUSIC: Playing without intermission shall be considered continuous music and shall carry a 50% surcharge.

f) THEATRICAL PERFORMANCES AND CONCERTS: Minimum intermission time: 15 minutes

g) Ensembles may not play more than 75 minutes before an inter- mission is called.

h) For rehearsals of musical shows, it is allowable to go beyond 75 minutes before an intermission is called (for example, playing through to the end of an act), as long as all intermissions are taken “off the stand” as required.

15. SURCHARGE: OUT OF TOWN ENGAGEMENTS – FROM RICHMOND:

Within a 30 mile radius - city rates  
30 to 75 miles 50% additional  
75 to 125 miles 75% additional  
125 to 200 miles 100% additional  
over 200 miles 125% additional  
Mileage is to be determined based on mileage information from the Virginia State map.

16. REPORTING ENGAGEMENTS: According to Federation law: Orchestra leaders and individual members performing alone must, prior to performance, report to the proper AFM Local the date, location, hours of engagement and names of musicians (if names are known at that time, if not, names must be reported within five (5) days after the engagement). This must be done by letter. All territory of the United States and Canada is in the jurisdiction of an AFM Local. Jurisdiction information is available from the Secretary of your Local.

17. JURISDICTION OF LOCAL 123: All of the following counties in Virginia

Albemarle Chesterfield Henrico Pittsylvania

Amelia Cumberland Henry Powhatan

Amherst Dinwiddie King and Queen Prince Edward

Appomattox Essex King William Prince George

Bedford Floyd Louisa Roanoke

Brunswick Fluvanna Lunenburg Spotsylvania

Buckingham Franklin Mecklenburg Surry

Campbell Goochland Nelson Sussex

Caroline Greensville New Kent

Charles City Halifax Nottaway

Charlotte Hanover Patrick

18. DISCLOSURE OF SCALE INFORMATION: Disclosure to non- members of information contained herein is in violation of Local 123 Bylaws, except in cases where non-union leaders or contractors hire union musicians.

19. CLASSIFICATION: All locations are CLASS A. Members may petition the Executive Board for reclassification of any location.

20. REHEARSALS:

a) No free rehearsals will be allowed except for the orchestra alone or with the band vocalist held by mutual consent of all members involved for the improvement of the general repertoire. No free rehearsal may be stipulated by an employer under any circumstances. No free rehearsal shall be held to rehearse any specific music for any specific occasion requiring music outside of the general repertoire.

b) Rehearsals may be incorporated within -the hours of an engagement, providing the engagement scale is paid and the intermission laws adhered to.

c) Talkovers are considered as a rehearsal and must be paid for.

d) REHEARSAL SCALE: Article III, Section A. (5); ART. V.3.

21. OVERTIME SCALE: Overtime scale applies when any performance or rehearsal exceeds the original contracted time.

22. RAINED OUT PERFORMANCES (outdoor):

a) If, due to weather conditions, an outdoor performance is cancelled more than one (1) hour prior to playing time, musicians shall be paid 50% of contracted price.

b) If, due to weather conditions, an outdoor performance is cancelled one (1) hour before playing time (or thereafter), musicians shall be paid 100% of contracted amount.

2. If musicians commence performance and inclement weather   
necessitates discontinuance of the performance, musicians shall be paid full contracted price.

3. Performance may be moved to an indoor location immediately should   
inclement weather forbid or interrupt an outdoor performance. Full contracted price is applicable to the indoor performance.

4. Provisions for a rain date must be determined and agreed upon by the   
contracting parties when the performance is booked.

23. NEW YEAR’S EVE: Double scale applies to engagements ending after 6:00 P. M. New Year’s Eve scale applies to all engagements, including those covering a period of consecutive weeks.

24. WORK DUES: Local work dues percentage is 2 ½ % of applicable scale. For employment under Federation-negotiated Agreements covering services rendered for electronic media (recordings, broadcasts, films video, etc.), work dues shall be no less than 3% of scale and shall be payable to the Local in which the engagement takes place, except as otherwise provided by AFM Bylaws. Of this amount, 1 ¼% of scale wages shall be payable by the Local to the Federation as Federation Work Dues. For earnings resulting from employment pursuant to Federation Negotiated Trust Agreements as an adjunct to agreements covering electronic media work (i.e. MPTF) work dues shall be 5% of scale wages, half of which shall be payable to the Federation and the other half of which shall be payable to the Local in whose jurisdiction said scale wages are earned. For symphonic employment, work dues in the amount of 2.55% is due on scale wages as set forth in the Master Agreement for all categories of employment, .55% of which is due and payable to the AFM.

On all other engagements, miscellaneous and steady, within the jurisdiction of this Local, there shall be Local work dues in the amount of 2 ½ % of scale wages earned, which shall be due and payable to the Local no later than the 15th day of the month following the month during which the services were performed. These work dues are to be retained by the Local.  
  
There is no restriction on the total amount of work dues payable within any specified time period.  
Leaders and contractors are to be held responsible for the collection of work dues from sideperson wages and are responsible for the payment of these work dues along with work dues on applicable leader/contractor fees, to the Secretary within 15 days after the end of each month, accompanied by the work dues report in duplicate, which form is available from the union office.   
Soloists and singles are required to pay work dues monthly as outlined above. Each individual member is responsible for making sure that their work dues are being submitted to the Local. Work dues are due and payable to the Local in whose jurisdiction the musical service was performed. Contact the Secretary regarding engagements outside the jurisdiction of this Local. (Art. I, Sec. 17) Any member violating the provision of this Section shall be subject to a fine of not less than $10.00 nor more than $25.00 and/or expulsion from the AFM.

25. SCHOOLS AND CHURCHES: Schools and churches may hire and pay members direct and eliminate leader/contractor fee if fewer than 6 musicians are used. Performances using 6 or more musicians require a leader/contractor unless the musical director present is a Local 123 member. Contractor fee (double) applies if contractor is used to hire musicians. Special church rates apply only to orchestras composed of Local 123 members, church organists and congregation members.

26. CLASSIFICATION OF ENGAGEMENTS: All rates for miscellaneous single   
engagements, except those otherwise classified by the Executive Board, are CLASS A. All rates apply to consecutive hours only.

27. The President is authorized to make interim agreements for up to 60   
days, subject to Executive Board review.

## ARTICLE II

CARTAGE

A. For all performances or rehearsals where the leader or employer requires the individual musician to provide, transport, and set up the instruments listed below, a cartage fee is required for each set-up of the equipment. This fee is to be considered as part of the total scale for the group.

1) harp: $36.00

2) chimes: $36.00

3) two tympani: $36.00;.$12.00 each additional one thereafter.

4) two electronic and/or mallet keyboards: $12.00

5) full 88 or more standard size keys keyboard instrument alone: $18.00 with amplification system: $24.00

6) keyboard of at least 60 standard size keys with amp system: $12.00

7) extended trap drum set of at least 4 drums: $18.00

8) upright bass with amp system: $12.00

9) electric guitar with amp system: $12.00

10) electric bass with amp system: $12.00

## ARTICLE III

MISCELLANEOUS SINGLE ENGAGEMENTS

A. WAGE SCALES – CLASS A

1. Single engagements: includes weddings, receptions, Bar Mitzvahs, parties, dances, reunions, etc.

Sideperson Leader

Two hours or less $94.00 $188.00

Engagements over two hours:

Three hours $110.00 $220.00

Additional contracted time:  
 per ½ hour or fraction thereof $27.00 $54.00

(For overtime rate on all engagements, see Article III, A.6.)

(For surcharge on out of town engagements, see Article I, Sec. 15)

2. Musician performing alone:  
All engagements - 1 hour or less $98.00  
Additional contracted time per   
½ hour or fraction thereof $27.00

3. Concerts: includes outdoor, school auditoriums, museums, synagogues, temples, churches, etc.:

Sideperson Leader

Two hours or less $116.00 $232.00

Additional contracted time  
 per ½ hour or fraction thereof $30.00 $60.00

4. Religious services & school sponsored performances:

Sideperson Leader

a. 1 ½ hours or less $82.00 $164.00

additional contracted time  
per ½ hour or fraction $27.00 $54.00

b. Rehearsals:  
two hours or less $73.00 $146.00

additional contracted time  
per ½ hr. or fraction thereof $18.50 $ 37.00

5. Rehearsals: (except theatrical performances)

Sideperson Leader

two hours or less $85.00 $170.00

additional contracted time  
per ½ hour or fraction $22.00 $ 44.00

6. Overtime: Time beyond the original contracted time: 1 ½ times the applicable “additional contracted time” rate.  
Overtime and additional contracted time must be paid in 15 minute segments; leader/contractor double.

B. NEW YEAR’S EVE: Double scale applies to engagements ending after 6:00 P.M.

C. SURCHARGE ON OUT OF TOWN ENGAGEMENTS: Refer to Article I, Sec. 15.

D. CARTAGE ON ALL ENGAGEMENTS: Refer to Article II, A.

## ARTICLE IV

STEADY ENGAGEMENTS

1. Steady engagements shall be defined as three or more non-theatrical engagements in any one week, or two or more non-theatrical engagements for two or more consecutive weeks each, for the same management in the same location.

2. Leader/contractor fee required on steady engagements is 50% above   
sideperson rate.

3. The rate for musicians performing solo steady engagements is the same as the sideperson rate.

4. NEW YEAR’S EVE: Double scale applies to engagements ending after 6:00 P. M.

5. All scales are CLASS A. See Article I, Section 19 for the procedure to make classification changes.

6. For cartage rates, refer to Article II, A.

WAGE SCALE - STEADY ENGAGEMENTS

Sideperson Leader

Three hours or less $103.00 $161.00

Additional contracted time  
per ½ hour or fraction thereof $17.50 $ 27.00

7. All scales listed are minimums. Members are encouraged to book work above minimum scales whenever possible as the market will bear.

## ARTICLE V

THEATERS

1. All traveling attractions or road shows will be required to pay the full bill for music in advance, or deposit security with the Union in addition to having a contract that is signed by a responsible Richmond contractor or authority.

2. THEATRICAL PERFORMANCES: (Musicals, revue type shows, ice shows,   
industrial shows, circuses, etc.)

a) Opera and Ballet (not covered by a CBA) – 3 hours - $180.00 plus overtime – ¼ hour, $25.00 plus 6% pension for all musicians.

b) Per performances of 3 hours or less: Major venues (Coliseum, Convention Center, Center Stage (Carpenter) Altria Theater, Classic Amphitheatre, John Paul Jones Arena, Ntelos Wireless Pavilion in Charlottesville and all other venues that seats 600 or more people:

each show, up to each show

2 in a day beyond 2 in a day

$150.00 $183.00

Rehearsals, 2 hours or less: $105.00

Additional contracted time:   
Per ½ hour or fraction $ 30.00

Sound check – 1 hour   
minimum call $ 60.00

c) When a production is presented by an outside producer in a school, church, synagogue, temple, mosque, etc., the scale for that production shall be “Theaters not Otherwise Classified” scale:

each show, up to each show  
2 in a day beyond 2 in a day  
$135.00 $150.00

Rehearsals – 2 hrs. or less: $85.00

Additional contracted time  
Per ½ hour or fraction $ 31.00

d) Schools and churches:

each show, up to each show  
2 in a day beyond 2 in a day

$110.00 $126.00

Rehearsals 2 hrs. or less: $73.00

additional contracted time: ½ hr. $19.00

Intermission: Art. 1, Sec. 14

Cartage: Art. II, A

Overtime: Beyond contracted time: 1 ½ times the applicable scale pro-rated in 15 minute increments.

3. A non-playing contractor is not required to receive double scale; the minimum number of musicians cannot include a non-playing contractor.

4. Double leader/contractor fee applies to rehearsals, performances and overtime unless otherwise excepted.

5. NEW YEAR’S EVE: Double applicable scale applies to engagements ending after 6:00 P. M.

6. Check with Union office regarding information on the following: Dinner Theaters, Circuses, Ice Shows, etc.

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## ARTICLE VI

RADIO, TELEVISION & RECORDING

(Local Rates)

SECTION 1. Radio & TV – for local broadcasts only. Special and separate contracts are required for all recording work.

## LOCAL RADIO

Live (real time performing) or STUDIO (same or later playback

Sidemusician: $75.00 for 2 hours (2 hr. min.)

Leader: $150.00 for two hours (2 hr. min.)

Contractor: of 10 or more musicians

Pension: 10.9%

Overtime: 1 ½ times applicable rates in 15 minute increments

## LOCAL TV

Sidemusician: $115.00 for 2 hours (2 hr. min.)

Leader: $230.00.00 for 2 hours (2 hr. min.)

Contractor: of 10 or more musicians

Pension: 10.9%

Overtime: 1 ½ times applicable rates in 15 minute increments.

Fees above are in addition to scales determined elsewhere in this price list.

Second and subsequent showings of any program produced under the Local Broadcast Media Agreement:

Sidemusician: $30.00 for 2 hours (2 hr. min.)

Leader: $60.00 for 2 hours (2 hr. min.)

Contractor: of 10 or more musicians

SECTION 2. RECORDING

All rates for recording work are negotiated by the AFM with the major recording companies.

Guidelines have been made available to Locals to set local rates for local use. These agreements have a lower rate and limited use, but require that all other recording rules apply – the proper Report Form must be used, pension must be charged and the employer must sign the appropriate agreement for the type of use to be made of the recording.

The Local Union office is updated regularly by the AFM as to any change in rates and Report Forms. Check with the Union office when a request for a recording is received. Forms are available at the office for Limited Pressing Recording, Demonstration, Videotape & Motion Picture Agreements as well as the current scale information needed.

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## ARTICLE VII

**DOUBLING**

For all performances and rehearsals when doubling is required by the score, an additional 30% of base scale (no travel surcharge) will apply on the first double, 20% of base scale on the second, and 15% on each additional instrument. Any instrument not called for by the musical score, which is used for the convenience of the musician is not a double.

**STRINGS:** violin, viola, ancient instruments, cello, string bass, non-fretted electric bass.

**WOODWINDS:** piccolo, flute, alto flute, bass flute, oboe, English horn, oboe d’amore, soprano saxophone, alto saxophone, tenor saxophone, baritone saxophone, bass saxophone, Bb clarinet, A-clarinet, Eb clarinet, bass clarinet, bassoon, contrabassoon, recorder family (one or more-soprano, alto, tenor and bass) equals one double, tin whistle family (one or more) equals one double, and pan pipes.

**BRASS**: Bb trumpet, C trumpet, D trumpet, piccolo trumpet, flugelhorn, bass trumpet, trombone, euphonium, bass trombone, tuba, alto horn, French horn, Wagner tuba, Sousaphone.

**PERCUSSION:** tympani, drum set (bass drum, snare drum, one or more tom-toms and a cymbal array – high hat and one or more suspended cymbals and mounted cow bell and woodblock).

All diatonic mallet sets, such as vibraphone, marimba, xylophone, glockenspiel and chimes, are considered separate instruments and require doubling pay.

Any group of three or more Latin or other ethnic instruments, such as congas, bongos, timbales, tambori and bodhran, are considered separate instruments and require doubling pay.

Musical sound effects, such as woodblock\*, cow bell\*, triangle, slide whistle, bell tree, ratchets, & castanets, are not a double unless the musician plays nine (9) or more in addition to a primary instrument.

\*when not mounted on drum set.

**FRETTED INSTRUMENTS:** All fretted instruments are considered separate instruments and require doubling pay: banjo, mandolin, guitar, ukulele, and fretted electric bass.

**KEYBOARDS:** Two keyboards constitute one instrument. One or two additional keyboards constitute a second instrument and require doubling pay (total of three or four keyboards) – 30%. Each additional one or two keyboards constitute another instrument and requires additional doubling pay – 20% more: piano, celesta, electronic keyboard.

Organ with multiple keyboards is considered one instrument.

Any person performing in a rhythm section, who is asked to bring and simultaneously play two or more instruments from different families (such as strings/percussion; keyboards/percussion) for more than one-half of the engagement, shall receive a thirty percent (30%) surcharge.