



## May 6th Posting:

### Estimates and the New SAG/AFTRA Contracts

As previously announced, the JPC and SAG/AFTRA have tentatively agreed on terms for a new collective bargaining agreement for commercials commencing April 1, 2009 and ending March 31, 2012. Until the formal agreement is signed, business continues under the existing contract. Once the new contract is ratified by the union membership, rate increases will be retroactive to April 1, 2009.

With the above, we would like to give you some ways to make your estimates more accurate based on the new contract. All Talent Partners products including Easy Estimating read the mainframe system for rules and rates. The new rates will not be loaded into the system until the new contract is ratified by the union membership.

Until the new contract is ratified, we suggest using the following percentage increases for estimates.

- 6% increase for TV and Radio on wages plus .7% increase on P&H

#### Moveover to Internet or New Media Estimates

- 1 year use
  - > 24% increase for TV and Radio on wages plus .7% increase on P&H
- 8 week use
  - > 41% increase for TV and Radio on wages plus .7% increase on P&H

#### Made-for-Cable Only Estimates

- Until clarification of rules, we suggest including holding fee payments in estimates for made-for-cable only commercials in addition to the increase in wages and P&H

#### Suggested disclaimer on all Estimates

This estimate includes increased rates under the new Commercials Contract effective 4/1/09. In all cases, the percentages have been rounded up except for P&H. These percentage increases are estimates only and are subject to revisions and changes until the ratification of the new contract

#### Retroactive Payments and Estimates

Supplemental payments and invoices retroactive to 4/1/09 will be processed after the new contract is ratified. Please keep this in mind, when actualizing jobs and/or closing job numbers.

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**For 'Ballpark' Estimates:**

- **TV and Radio:**

- > Prepare an estimate under the current rates including P&H, Payroll taxes and handling and add 6% to the total

- **1 Year Internet and New Media:**

- > Prepare an estimate under the current rates including P&H, Payroll Taxes and Handling and add 24% to the total

- **8 Week Internet and New Media:**

- > Prepare an estimate under the current rates including P&H, Payroll Taxes and Handling and add 41% to the total

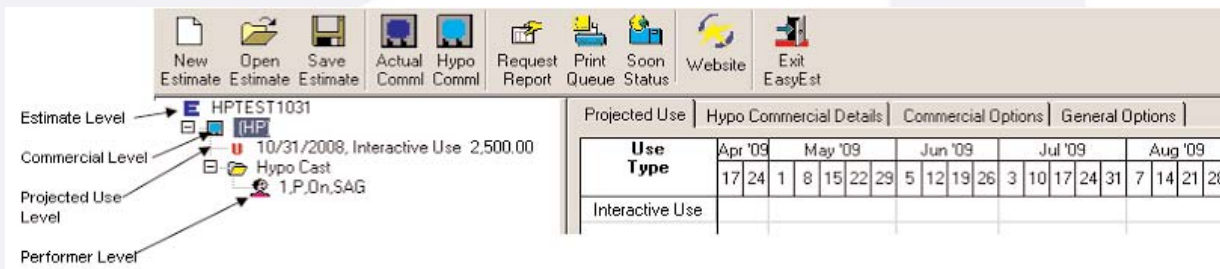
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**Easy Estimating:**

For those of you who use our product, "Easy Estimating", the steps listed below will help you to increase your estimates, wages, and P&H, based on the contract changes.

- In Easy Estimating, to add a 6% increase to TV or Radio wages and to change the P&H percentage to 15.5%:

- > Choose the level at which you wish to make changes by highlighting it as shown below.



The percentages will be applied as described below:

**A. Estimate Level:**

- > Add 6 to the MULTIPLIER field in GENERAL OPTIONS tab, this will add 6% to all of the wages for all projected uses within the entire estimate

- > Add 15.5 to the P&H RATE field in GENERAL OPTIONS tab, this will override the P&H% to 15.5% for all projected uses within the entire estimate



**B. Commercial Level:**

- > Add 6 to the MULTIPLIER field in GENERAL OPTIONS tab, this will add 6% to all of the wages for all projected uses within the entire commercial
- > Add 15.5 to the P&H RATE field in GENERAL OPTIONS tab, this will override the P&H % to 15.5% for all projected uses within the entire commercial

**C. Performer Level:**

- > Add 6 to the MULTIPLIER field in GENERAL OPTIONS tab, this will add 6% to all of the wages for the performer
- > Add 15.5 to the P&H RATE field in GENERAL OPTIONS tab, this will override the P&H % to 15.5% for the performer

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**D. Projected Use Level:**

- > Within the use type PROPERTIES, in MORE OPTIONS button, GENERAL tab, add 6 to the OVERSCALE RATE field. This will add 6% to the specific projected use. You can only override the P&H AMOUNT, not the % at this level. Within the use type PROPERTIES, in MORE OPTIONS button, PENSION & HEALTH tab; add the amount of P&H to the P&H Amount field. This will change the P&H dollar amount for the specific projected use.

**Note:** If you need to add 24% to a Moveover to Internet/New Media payment and 6% to a Wildspot payment in the same estimate, you must add the percentages at this Projected Use Level.

We hope you find this information both helpful and valuable as you move forward with your production estimates. For further information or assistance please contact your talent payment coordinator.