DEAL MEMO



Date issued:		Issued by:					
Changes due by:	Contract due by:						
Party responsible for contract:							
It has been agreed that this docume	ent is legally	binding:		Yes] [No
PARTIES							
Venue name							
Venue contracting entity							
Venue address (& registered address)							
Booking contact (incl. phone and email)							
Producer name							
Producer contracting entity							
Producer address (& registered address)							
Booking contact (incl. phone and email)							
PRODUCTION							
Title							
Author							
Named artists (confirmed/expected)							
Understudies (Y/N)							
EXPECTATIONS & SCENE-SETTING							
Target audience (known/unknown?)							
Age & content guidance							
Financial goals (see Pricing & Box Office)							
Non-financial goals							
What if no one comes?							
Exclusion / barring clause							
Policies discussed	□ Audience [□ Access & II □ Environmen □ Safeguard □ Dignity at V □ Cancellation	nclusion ntal ing Work					

DATES AND	SCHEDULE							
Get-in date 8	k time							
Get-out date	& time							
Access perio								
(dressing roo	ms, rehearsal	space, stage)						
Running time	& interval(s)							
Performance	schedule, incl	uding accessibl	e performanc	ces and pre-/r	oost-show even	ts (insert times)):	
	Mon	Tues	Wed	Thu	Fri	Sat	Sun	
Matinee								
Evening								
FINANCIAL	DEAL							
			P	roducer		Venue		
Royalty off th	e top							
Commissions	off the top							
Fee								
Guarantee /	Advance							
Split %								
1st call								
2nd call								
Split % thereo	after							
				T				
Contras (Tec	hnical/Marke	ting/Other)						
Programme c	harge or com	mission?						
Merchandise	and commiss	ion charge?						
FINANCIAL	ARRANGE	MENTS						
VAT status of	Venue							
VAT status of	Producer							
Treatment of withholding to		ainers and other	-					
	icing arrangei	ments						
Late payment charges and other conditions								

Date of final settlement

PRICING & BOX OFFICE	
House configuration & capacity (incl. kill seats for orchestra/sound desk)	
Price bands	
Agreed gross box office potential for engagement	
Number of kill seats per performance/week	
Venue PP seats per performance/week	
Venue & Producer comp allocation	
Agreed discounts, concessions and membership schemes	
Dynamic pricing to be used?	
Agreed net box office potential for engagement	
Box office projection	

	Inside	Outside	In person/Online/Telephone
VAT			
Booking fee			
Transaction fee			
Levies			
Other			

MARKETING
Tour announcement date
Venue on-sale date
Marketing deadlines
Process for agreeing image and copy
Assets required of Producer (incl. print quantities, digital assets, EPK)
Fee for inclusion in brochure (if applicable)
Marketing contra
Targeted marketing & audience development activity (incl. budget & responsibility)
Press night & hospitality (incl. budget & responsibility)
Sponsorship
Agencies (third party agents, allocations, terms)
Group sales
Unsold tickets policy
Theatre Tokens policy
Audience data & sharing principles (incl. charges if applicable)

AUDIENCE ACCESS & INCLUSION								
	Date & time	Responsibility		Producer contribution	Venue contribution	Provider of service		
Audio-described performance(s)								
Captioned performance(s)								
Touch tour(s)								
Sign Language Interpreted performances								
Other								
No. and location of	wheelchair-acc	essible seats						
Access & Inclusion p	olicy provided?							
Venue accessibility of	audit provided?							
Companion ticket po	olicy							
Technical		_:l:a						
Technical specification audit provided by Ve		Ollify						
Technical rider provi	ded by Produce	r						
	Crew for get-in, performance and get-out							
Charges incurred in configuration	changing seatin	9						
Health & Safety policy provided?								
Staff rate card (incl. minimum call, overtime, holiday pay, NI and pension charges) provided?								
Do technical charges reflect the								
UK Theatre / BECTU								
Will timesheets be p								
Responsibility for PR								
Licensing requirements								
Other technical cons	siderations & cho	arges						
COMPANY MANAGEMENT & RESPONSIBILITIES								
Digs list provided? D								
Backstage facilities	· · · · · · · · · · · · · · · · · · ·							
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EVALUATION								
Reporting required / sharing, financial set	•	_						

Evaluation meeting (date & attendees)