



Financial conditions Theatre

Oerol Festival 2024

version February 2024

This document describes the financial conditions under which groups are invited to perform at Oerol Festival

1. Buyout fee

Oerol relies on income from ticket sales for its programming. Theatre groups are contracted on the basis of a buy-out fee. In this way, we try to limit the risks for theatre groups. See further point 3.

2. Production costs

2.1 company costs

The facilities a group orders through Oerol (return ferry & accommodation, catering, temporary facilities, tech (light, sound), electricity, etc.) are paid for by the group itself. These costs therefore depend on the group's own needs.

In consultation with each group, Oerol makes a production budget in advance in which the company costs are specified. This production budget is drawn up on the basis of the standard price list Oerol Festival 2024. The production budget is part of the contract that the group enters into with the Festival and is signed for approval by the group.

For the company costs, after signing the budget, the group will receive an invoice from the Organiser for the costs plus 21% VAT. This will be offset against the group's invoice for the 2nd instalment (see 4). If it is already known that company costs exceed this 2nd instalment, the excess may already be deducted from the payment of the 1st instalment. Substantial changes after budget approval will be charged to the group by Oerol.

2.2 costs borne by Oerol

Besides the company costs, there are costs borne by Oerol. These consist of rent of the grounds or locations, preparation to make the location accessible to the public, permits, first aid, mobile night surveillance, audience seating, audience guidance, signposting, promotion, press guidance, domestic waste provision and temporary facilities on the location (bicycle racks, fences, group toilets, audience lighting). These costs are paid in full by Oerol, however, in some cases Oerol's contribution to the rental of sites or locations is subject to a maximum.

3. Calculation of the buy-out fee

Theatre groups are contracted on the basis of a buy-out fee. In principle, this buy-out fee is set at 75%* of the maximum achievable revenue from ticket sales.

- With a total audience capacity of less than 100 per day, the buy-out fee is set at 85% of the maximum achievable revenue from ticket sales.
- For a total audience capacity of more than 800 per day, the buy-out fee for the part above 800 audience capacity is set at 50% of the maximum achievable revenue from ticket sales.

With the calculation model below, it is clear at an early stage whether the buy-out fee for a theatre group is sufficient to cover its own costs. Should the group need to apply for additional funding to cover any additional costs, please indicate this.

Oerol calculates as follows:

number of show(s) x audience number x admission price x 75% - 9% VAT

Calculation example

For this calculation example, we assume 8 performances (once a day from Friday 7 June to Sunday 16 June 2024, 1 rest day, 1 cancellation due to very bad weather conditions), an entrance fee of €14 (€12.84 ex VAT) and 100 audience members. 75% of the maximum achievable revenue from ticket sales is the buyout fee for the group. In this example, that is $(8 \times 100 \times €14 \times 0.75 / 1.09 =) €7,706.42$ ex VAT. If a group plays twice a day, the buy-out fee doubles. Actual occupancy rates do not affect this buy-out fee.

From this buy-out fee, the company costs, as described above under point 2.1, will be deducted. This includes return ferry and accommodation costs.

4. Payment

Payment of the buy-out fee is made in two instalments of 50% each, one at the start of ticket sales of the performances and one after the Festival. The group sends 2 invoices to Oerol for this purpose. When the second instalment is paid, the company costs are settled. Substantial changes after budget approval will be charged to the group by Oerol.

5. Cancellation of performance(s)

Oerol may determine that a performance is cancelled due to poor weather conditions, poor venue conditions and/or other events beyond our control. Such decisions will be discussed in advance with the group. Oerol encourages looking for alternative performance times within the period of the festival. If the performance(s) is cancelled before half of its playing time has been reached or cannot be played at all, and alternative show times prove impossible, a proportional share will be deducted from the total buy-out fee.

6. Other comments

6.1 volunteers

Oerol works with volunteers for many things. In close consultation with the group, Oerol determines what and how many volunteers can be deployed for, among other things, audience support; of course, this is highly dependent on availability.

6.2 playing venue

Oerol determines (after consultation with the group) what location facilities are needed and how they will be deployed.

- Sites should be delivered by the groups as found.
- Groups are themselves responsible for guarding all belongings on site from 07:00 until around 23:00, depending on the show times.

Oerol is based on Terschelling (organisation) but is a guest (audience and artists) during the months of May/June. The landscape is managed and protected by various cooperating parties (Staatsbosbeheer, Rijkswaterstaat, Wetterskip Fryslân and private owners), but is the habitat of flora and fauna and the inhabitants of Terschelling. With Oerol, the theatre company discusses with the landowner to align the plan, implementation and completion with what is and isn't possible or (ecologically) appropriate at the location. As a tool for this, Oerol has drawn up an Ecological Compass, which is shared with all theatre groups.

6.3 number of performance(s)

In principle, Oerol maintains horizontal programming for ticketed shows: the same show(s) at the same starting times every day. There are exceptions:

- On the first Friday of the Festival (7 June 2024), no daytime performances will be programmed.
- On the last Sunday of the Festival (16 June 2024), in principle, no performances will be programmed after 6pm.
- Rest days

Our event permit allows show times between 09.00 and 00.00. Show times are determined by Oerol in consultation with the group and are between 10:00 and 00:00.

The number of performance(s) and the audience number depend, among other things, on the show times, choice of location, the type of performance and related possibilities. This is determined in consultation with the group. Oerol assumes a minimum of 8 performances (play once a day incl. 1 rest day).

6.4 ticket prices

Performances are often priced at € 14,- incl. 9% VAT (€ 12,84 excl. VAT), excluding €4 handling fee (incl. 9% VAT, €3.67 excl. VAT). The ticket price depends, among other things, on the scale of the performance and its duration; the price is determined by Oerol and in some cases adjusted downwards or upwards by Oerol.

6.5 public rehearsals and try-outs

Public rehearsals and try-outs are allowed prior to the Festival:

- a public rehearsal on Wednesday 5 June 2024;
- an islander try-out on Thursday 6 June 2024;
- a public try-out on Friday 7 June 2024 for 6pm.

Rehearsals and try-outs will be held at the same show times as during the Festival itself. Information and coordination on this will follow by email. The audience capacity of the rehearsal and try-outs will not exceed the audience capacity of the performance during the Festival.

At public rehearsals, there are no ticket sales and no compensation. These moments are meant to test run the performance on location with a small audience.

For the islander try-outs, tickets are sold at the VVV Terschelling (Terschelling Tourist Office) and some Oerol service points. For groups, there is a standard compensation of €200 per islander try-out, based on the average revenue of the islander try-outs in 2022 and 2023. This amount may be invoiced by the group to Oerol, together with the second instalment of the buy-out fee (see 4).

Islander try-outs may only be announced through Oerol and only on the island, due to our permit. For the public try-outs, tickets are sold online via the Oerol website. These performances are clearly labelled as try-outs in all communications. Revenues from the public try-outs are calculated after the Festival based on actual sales. 75% of the income from the public try-outs excluding handling fee is paid to the group. Payment is made on subsequent calculation and settled with the second instalment payment (see 4).

The ticket price for try-outs is usually €10 excluding handling fee. No handling fee is charged on islander try-out tickets. On public try-outs, a handling fee of €4 is charged to the audience.

6.6 travel and accommodation

Organising and booking the return ferry from Harlingen and accommodation on Terschelling for cast and crew will be facilitated by Oerol.

Oerol determines the accommodation/housing for the group. Due to the limited availability of accommodation on Terschelling, we assume two people in a twin room. The group can indicate wishes but we cannot guarantee these in the accommodation for cast and crew.

The cost for an overnight stay is on average €60 per person per night. Depending on requirements and availability, this amount may be higher or lower.

The ferry crossing costs on average €45 per person, with the express service €50 per person (return). Bicycles and cars cannot be taken on the express service, but they can be taken on the ferry. A bicycle costs €17.20, a small car €180. Prices are indicative, costs for cars and/or trucks depend on the length and height of the vehicles; please visit www.rederijdoeksen.nl for more information on these costs and current prices.

6.7 crew catering

The cost for festival catering is approximately €25 per person per day (dinner on festival days between 17:30 and 20:00; breakfast and lunch should be provided by the group itself).

6.8 inflation

These conditions are updated every year to reflect, among other things, inflation. We apply the IMF's inflation rate to the amounts mentioned in these conditions vis-a-vis last year's conditions. For 2024, the IMF's inflation rate is 4.2%.

For questions about the Financial conditions Theatre, please contact
Simon Tubb: simon.tubb@oerol.nl.