

FINANCIAL CONDITIONS FOR SITE-SPECIFIC PRODUCTIONS

OEROL FESTIVAL 2026

This document outlines the financial conditions for companies invited by Oerol to present a site-specific production.

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1. BUY-OUT FEE

Oerol relies on ticket revenues for its programming. Companies are contracted based on a fixed buy-out fee. This approach aims to limit the financial risks for participating companies.

2. CALCULATION OF THE BUY-OUT FEE

The ticket price consists of a **base price** plus a **festival surcharge**. In most cases, the base price of a performance is €15.00 (including 9% VAT), and the festival surcharge is €6.50 (including 9% VAT). The festival surcharge covers, among other things, administration and ticketing costs, required staffing, production costs, marketing, and Oerol's efforts in the field of accessibility. If a performance significantly differs from a regular performance in terms of scale or duration, Oerol may, in consultation with the company, determine a different ticket price.

Please note: public run-throughs and try-outs are not included in the buy-out fee and are arranged separately as described under point 6.3.

The buy-out fee is determined on the basis of the maximum possible ticket revenue, calculated using the base ticket price. Below are the formulas used to calculate the buy-out fee for different audience capacities.

Audience capacity ≤ 100 people per day:

For an average audience capacity of 100 people per performance day or fewer, the buy-out fee equals 85% of the maximum possible ticket revenue.

Formula: $number\ of\ performances \times audience\ capacity\ per\ performance \times €15.00 \times 85\% \div 1.09$ (to account for 9% VAT)

Audience capacity 101-500 people per day:

For an average audience capacity between 101 and 500 people per performance day, the buy-out fee equals 75% of the maximum possible ticket revenue.

Formula: $number\ of\ performances \times audience\ capacity\ per\ performance \times €15.00 \times 75\% \div 1.09$ (to account for 9% VAT)

Audience capacity 501-800 people per day:

For an average audience capacity above 500 people per performance day, no fixed percentage applies. In consultation, a lower guaranteed buy-out fee is agreed, which may amount to up to 75% of the maximum possible revenue, depending on the final ticket sales. This agreement is recorded in advance and adjusted after the festival based on the actual revenues generated.

Audience capacity > 800 people per day:

For audience capacities above 800 people per performance day, a percentage of 50% of the maximum possible revenue is applied to the portion exceeding 800 people.

Audience capacity (per day)	Percentage of maximum potential revenue	Explanation
≤100	85%	Small-scale production, higher level of certainty
101-500	75%	Standard arrangement
501-800	65% guaranteed 75% if actual occupancy rate exceeds 75%	Lower guaranteed fee plus additional payment based on ticket sales
> 800	50% on all capacity above 800	Large-scale productions

Increase in audience capacity:

Where, after the buy-out fee has been determined (for example after the start of ticket sales or during the festival), a decision is made to increase the audience capacity, a 50/50 split of the revenues from this additional audience capacity shall apply between Oerol and the company.

This arrangement is necessary because additional capacity has a direct impact on the festival’s overall sales potential. Total ticket revenues must reach a certain level in order to cover the festival organisation, production, audience facilities and other fixed costs. When additional tickets are made available for a single performance, these extra seats may compete with the remaining available tickets elsewhere in the programme. This may lead to reduced sales for other performances, while the festival budget continues to depend on a balanced overall level of ticket sales.

By sharing the additional revenues from the increased audience capacity equally, this risk is distributed fairly: the company benefits from the extra ticket sales, while Oerol retains sufficient resources to ensure the festival as a whole remains financially sustainable.

Using the calculations described above, a company can determine at an early stage whether the buy-out fee covers its own costs. In some cases, it may be necessary to apply for additional funding or subsidies. Please inform us if this is the case.

Example calculation:

In this example, we assume 8 performances (one per day from Saturday 13 June to Sunday 21 June 2026, with one rest day), a base ticket price of €15.00 (including 9% VAT), and an audience capacity of 150 people per performance. The buy-out fee amounts to 75% of the maximum possible ticket revenue. This results in:
 $8 \times 150 \times €15.00 \times 0.75 \div 1.09 = €12,385.32$ *excluding VAT*

If a company performs twice per day, the buy-out fee is doubled. Actual attendance rates do not affect the buy-out fee.

Subsequently, costs are deducted from the buy-out fee (see clause 4.1), including the costs of ferry travel and accommodation.

3. PAYMENT

The buy-out fee is paid in two equal instalments:

- 50% at the start of ticket sales
- 50% after the festival has ended

The company submits two invoices to Oerol for this purpose. Upon payment of the second instalment, the production costs covered by the company (see clause 4.1) are offset against this amount.

4. PRODUCTION COSTS

4.1 Costs covered by the company

The company is responsible for covering the costs of any facilities they request from Oerol, including ferry travel & accommodation, catering, temporary facilities, technical equipment (lighting, sound), power supply, etc. These costs depend on the specific needs of each group.

Oerol will prepare a production budget in consultation with each company, detailing these costs based on the standard price list for Oerol Festival 2026. This production budget forms part of the contract with the festival and must be signed by the group for approval.

After signing, the company receives an invoice for the aforementioned costs, plus 21% VAT. This invoice is offset against the invoice for the second instalment of the buy-out fee. Where it is already clear that the total costs will exceed the amount of the second instalment, the excess may be deducted from the payment of the first instalment. Substantial changes made after approval of the budget will be charged on to the company by Oerol.

4.2 Costs covered by Oerol

Oerol covers a number of production costs, which include venue hire, site preparation to ensure audience access, permits, first aid services, mobile overnight security, audience seating, audience management, signage, promotion, press coordination and temporary facilities such as bike racks, fencing, toilets for the group, and audience lighting if required.

The starting point is that Oerol covers these costs in full. In exceptional cases, however, Oerol's contribution may be capped (for example, in relation to location or site rental). In such cases, the maximum amount or percentage will be agreed in writing in advance and confirmed by Oerol.

5. CANCELLATION OF PERFORMANCE(S)

Oerol may cancel performances due to adverse weather conditions, venue safety concerns, or unforeseen circumstances beyond its control. Decisions will be made in consultation with the group. Oerol encourages rescheduling within the festival period where possible. If a performance is cancelled before reaching half of its duration and no alternative performance slot is available, an equivalent portion of the buyout fee may be deducted.

6. ADDITIONAL INFORMATION

6.1 Volunteers

Oerol relies on volunteers for various tasks. In consultation with the company, Oerol determines which tasks and how many volunteers can be deployed, for example for audience guidance or light on-site support. The deployment of volunteers is always subject to availability and may vary per day or per location.

Oerol aims to align volunteer deployment as closely as possible with the needs of the company and the production, but cannot guarantee specific numbers. Where additional support is required that cannot be provided by volunteers, it will be discussed which paid support is possible and which associated costs will be covered by the company.

6.2 Performance location

Oerol decides, in consultation with the group, on the required facilities and their setup on site. The company is responsible for the careful management and handover of the location. This means that the location must be returned after use in the same condition as it was found.

In addition, the company is responsible for the supervision and security of all its own materials and set elements on site from 07:00 until approximately 23:00, depending on performance days and times.

Oerol is based on Terschelling year-round and welcomes makers and audiences to the island in May and June for the festival. At the same time, both Oerol and all participating companies are guests in the landscape. This landscape is managed and protected by various parties, such as Staatsbosbeheer, Rijkswaterstaat, Wetterskip Fryslân and private landowners, and forms the living environment of the flora, fauna and residents of Terschelling.

The company is responsible for treating the location with due care. In the lead-up to the festival, it is determined together with the relevant land or site owner which elements of the plan are possible, which conditions apply, and which ecological considerations must be observed during set-up, performance and dismantling. As a supporting tool, Oerol has developed the Ecological Compass. This document is shared in advance with all companies, artists, makers, suppliers and partners and serves as a guideline for making choices that are appropriate to the location and the island.

6.3 Number of performance(s)

As a rule, Oerol applies horizontal programming for ticketed performances: the same performance(s) take place at the same times each day. There are exceptions:

- First festival day (Friday 12 June 2026): performances generally start from 18:00 onwards.
- Last festival day (Sunday 21 June 2026): no performances are scheduled after 18:00.
- Rest days

Oerol determines the final performance times in consultation with the company, taking into account artistic preferences, audience logistics, location possibilities, distribution across the day and the island, and the conditions of the various permits. In line with these permit frameworks, Oerol programmes between 09:00 and 22:00. Performances before 09:00 and after 22:00 are only possible with permission from the competent authority and on the basis of ecological assessment.

The number of performances and the audience capacity are related, among other things, to the chosen location, the nature of the production and the desired playing time. A suitable schedule is proposed in consultation with the company. Oerol assumes a minimum of 8 performances per festival (based on one performance per day, including one rest day).

6.4 Public run-throughs and try-outs

Prior to the festival, the following run-throughs and try-outs are permitted:

- Public run-through on Wednesday 10 June 2026
- 'Islander' try-out with ticket sales at a reduced ticket price on Thursday 11 June 2026

- 'Public' try-out with online ticket sales at a reduced rate (only before 18.00) at Friday 12 June 2026

The run-throughs and try-out(s) take place at the same times as the regular performance schedule during the festival. Further information and coordination will follow by email. The maximum audience capacity for run-throughs and try-outs is the same as for the performance during the festival.

Public run-throughs (Wednesday 10 June)

There is no ticket sales and no fee for public run-throughs. These moments are intended to test the production on site with a small audience.

'Islander' try-out (Thursday 11 June)

Tickets are sold via VVV Terschelling and selected Oerol service points. For 'Islander' try-outs, a fixed fee of **€200 per try-out** applies, based on average revenues from previous years. This amount may be invoiced by the company to Oerol together with the invoice for the second instalment of the buy-out fee (see clause 3).

'Islander' try-outs may be announced exclusively by Oerol and only on the island, in connection with the festival permit.

'Public' try-outs (Friday 12 June, until 18:00)

'Public' try-outs may take place provided the regular performance schedule allows. Ticket sales are handled via the Oerol website, where these moments are clearly designated as try-outs and offered at a reduced price. After the festival, Oerol pays out **75% of the actual revenues** from these try-outs to the company. This amount will be communicated after the festival.

The admission price for try-outs is generally **€10**. No festival surcharge is applied to try-out tickets.

6.5 Travel and accommodation

The organisation and booking of ferry travel from Harlingen and accommodation on Terschelling for cast and crew are facilitated by Oerol. The costs of travel and accommodation are covered by the company. We coordinate accommodation in line with availability on the island. Due to high demand during Oerol, shared bedrooms are the standard. Companies may of course indicate their wishes and preferences; we will do our best to accommodate these, but cannot offer guarantees.

The standard price list for Oerol Festival 2026 provides an overview of the costs for ferry and fast ferry crossings, as well as guidelines for accommodation. These rates are indicative and subject to availability. Depending on specific requirements and final bookings, costs may be higher or lower.

6.6 Catering

From Friday 12 June to Sunday 21 June, you can head to the central festival hub, where you'll find a range of caterers offering a varied selection, from quick bites to full evening meals. Prior to the festival, you can request one or several payment cards with an agreed credit amount. You can use this card to pay directly at the participating caterers; your spending will later be included in the final settlement. Breakfast and lunch are to be arranged by the company. If desired, we are happy to advise on suitable places to shop for groceries or to cook together.

6.7 Inflation and unforeseen price increases

This arrangement is reviewed annually. In this review, account is taken of inflation adjustments, possible price increases from suppliers and other cost developments. New requirements or measures imposed by permitting authorities, changes in legislation and regulations, and other relevant circumstances are also taken into account to ensure that the arrangement remains up to date and realistic.

6.8 Joint marketing efforts

Oerol is responsible for festival promotion and ticket sales for the performances. If ticket sales fall short of expectations, this will be discussed with the company to explore what additional promotional or communication efforts may be possible. The aim is to jointly identify solutions to increase the visibility of the production and boost ticket sales.

For questions regarding the financial arrangements for site-specific productions, please contact:
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