



Fees Survey 2007

This fee information is based on a survey of fees charged by members of the ISM's Performers & Composers and Music in Education Sections who gave workshops in schools, community centres and elsewhere between September 2006 and September 2007. The survey was carried out by the Statistical Services Centre at Reading University.

How to use the Survey

The fees are presented at the 20%, 50% and 80% points in the data. In the adapted staff used to display the results, the first line corresponds to 20 per cent of the responses, the middle to 50 per cent and the top line to 80 per cent. Figure 1a, for example, shows that 20 per cent of musicians were charging a daily fee of £146 or less (the bottom line of the staff) and 50 per cent charged £175 or less. Another 50 per cent charged £175 or more, while at the top of the staff, 80 per cent of the fees charged were £340 or less. Above the staff represents another 20 per cent of musicians who charged £340 or more.

Where a range is given, this shows the highest and lowest fee that respondents actually charged.

Typical Workshop Fee

Respondents were asked to state the typical fee they had charged and the payment method. 25 respondents quoted a daily fee which ranged from £100 to £550. The daily fees are illustrated in Figure 1a.

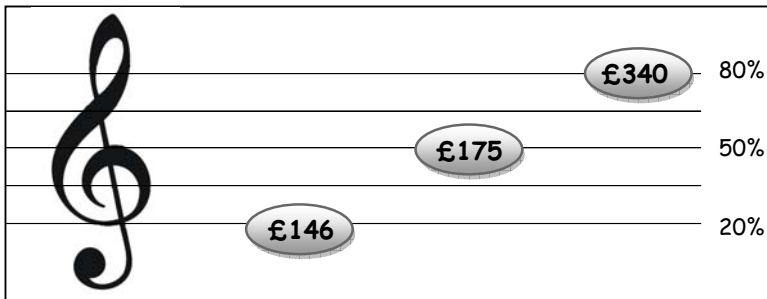


Figure 1a – Percentiles of typical workshop fee per day

21 respondents quoted a half-day fee which ranged from £90 to £350. The half-day fees are illustrated in Figure 1b.

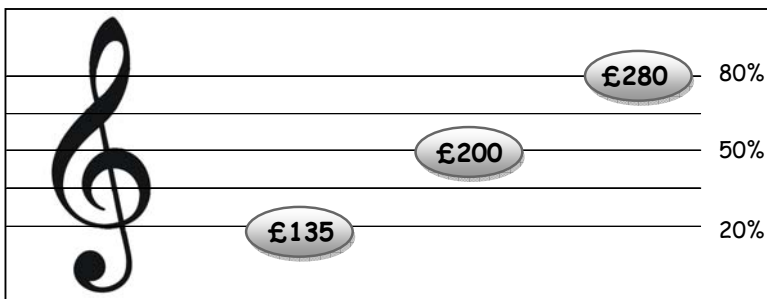


Figure 1b – Percentiles of typical workshop fee per half day

It will be noted that the median value (at the 50% point) is actually higher for the half-day fees than for the full-day fees. However, the overall average fees were £220 for a full day and £205 for a half day. A t-test showed that the variation between the full- and half-day fees was of no statistical significance.

20 respondents quoted a fee per session (up to 2 hours) which ranged from £30 to £175. The fees are illustrated in Figure 1c.

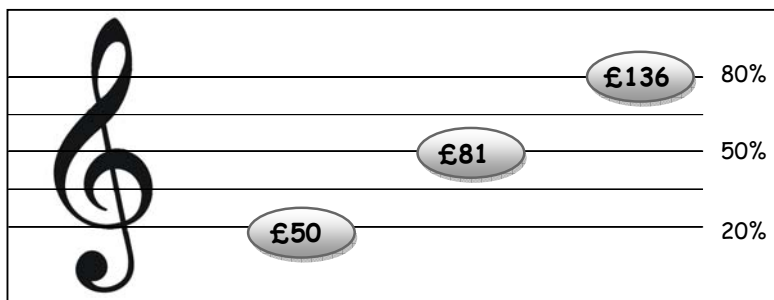


Figure 1c – Percentiles of typical workshop fee per session (up to 2 hrs)

Range of Fees Charged

Respondents who said they varied their fees were asked to state their highest and lowest fees and whether the fees were paid by the day, half day or session.

Highest Fees: per day

16 respondents quoted a daily rate as their highest fee. These ranged from £168 to £1,000 and are illustrated in Figure 2.

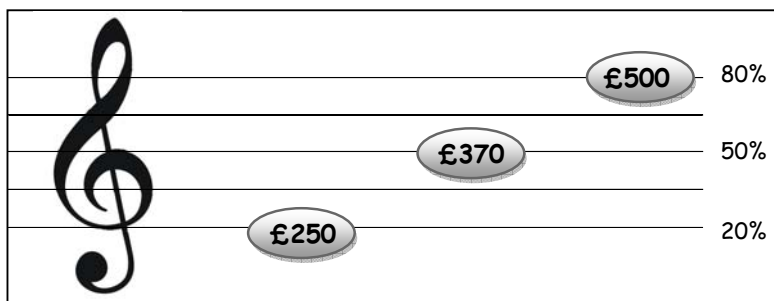


Figure 2 – Percentiles of highest fee per day

Highest Fees: per half-day or session

The number of respondents who gave a half-day or per session rate as their highest fee was insufficient for statistical calculations, but the fees ranged as follows:

	Highest Workshop Fee	
	Range	Median (mid-point in range)
Per half-day	£175 - £350	£250
Per session (up to 2hrs)	£35 - £350	£120

Lowest Fees: per day, half-day or session

Seven respondents quoted a daily rate as their lowest fee. These ranged from £100 to £375 with a median (mid-point) of £200.

11 respondents quoted a half-day rate as their lowest fee. These ranged from £40 to £250 and are illustrated in Figure 3a.

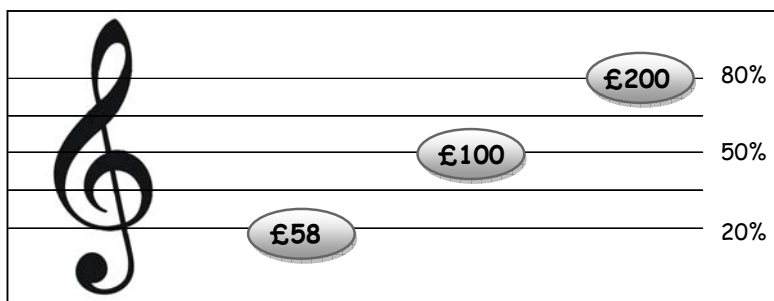


Figure 3a – Percentiles of lowest fee per half day

12 respondents quoted a rate per session as their lowest fee ranging from £25 to £300. The results are illustrated in Figure 3b.

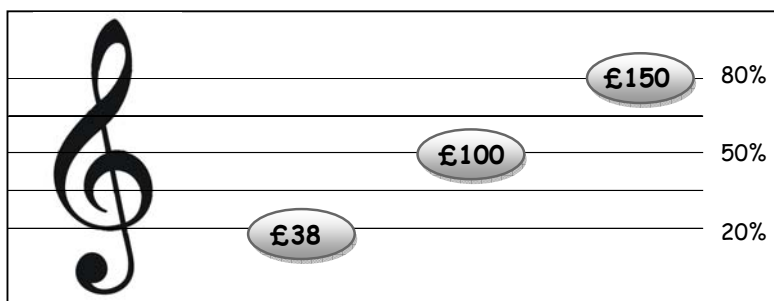


Figure 3b – Percentiles of lowest fee per session

Planning Meetings

Eight respondents said they had received fees for planning meetings with the client. The hourly fees ranged from £20 to £100 per hour with a median (mid-point) of £30. One respondent quoted a fee of £130 per meeting (up to 2 hours).

Notes

Fees are a matter of negotiation and will relate to the specific requirements of the engagement. Fees negotiated for future engagements may incorporate annual inflationary increases. The latest available rate of inflation – the Retail Price Index (RPI) – at the time this information sheet was published (August 2008) was 5.0%. Inflation rates are published monthly by the Office for National Statistics at www.statistics.gov.uk.

Expenses

Fees normally include travel up to 15 miles each way. If charging additional mileage by car, HM Revenue & Customs' authorised mileage rate is 40p per mile for the first 10,000 miles and 25p thereafter.

Public Workshops

Musicians are advised to discuss the precise scope of the project with the client. If a separate public performance associated with a workshop is requested, see ISM Information Sheet 02/1 *Concerts & Recitals* for the survey of these fees. It may be appropriate to negotiate a corresponding proportion of the concert fee if only a short performance is required. Fees for workshops that are open to a public audience would normally be agreed by negotiation with the client.