



An information sheet produced by the Incorporated Society of Musicians

Fees Survey 2006

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 2005 and September 2006. The survey was carried out by the Statistical Services Centre at Reading University.

How to use the Survey

The fees are presented as averages 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 £150 or less (the bottom line of the staff) and 50 per cent charged £200 or less. Another 50 per cent charged £200 or more, while at the top of the staff, 80 per cent of the fees charged were £300 or less. Above the staff represents another 20 per cent of musicians who charged £300 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. 38 respondents quoted a daily fee which ranged from £80 to £500; 21 respondents quoted a half-day fee which ranged from £75 to £400; and 20 respondents quoted a per session (up to 2 hours) fee which ranged from £21.80 to £250. The average fees for each group are illustrated in Figure 1.

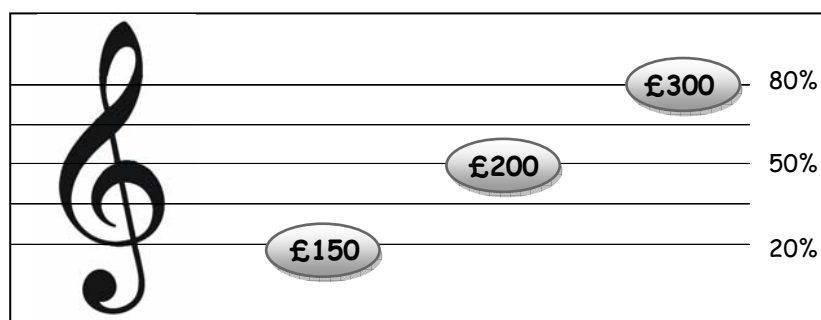


Figure 1a – Percentiles of typical workshop fee per day

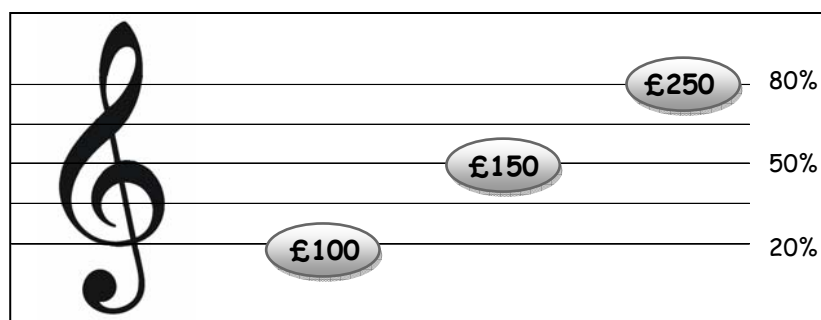


Figure 1b – Percentiles of typical workshop fee per half day

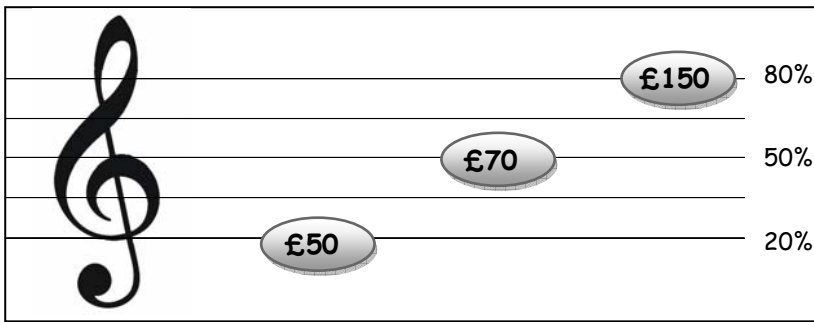


Figure 1c – Percentiles of typical workshop fee per session (up to 2 hours)

Range of Fees Charged

Respondents who said they varied their fees were asked to state their highest and lowest fees and the payment method.

Highest Fees: per day

19 respondents quoted a daily rate as their highest fee. These ranged from £100 to £500. The averages are illustrated in Figure 2.

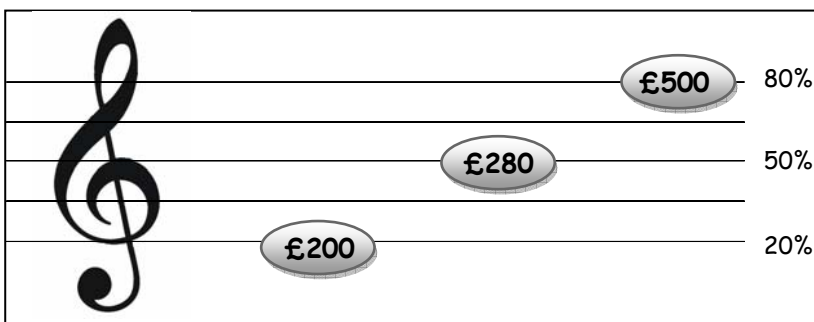


Figure 2 – Percentiles of highest fee per day

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 to calculate averages, but the fees ranged as follows:

Payment Method	Highest Workshop Fee	
	Range	Median (mid-point in range)
Per half-day	£75 - £500	£200
Per session (up to 2hrs)	£77 - £400	£175

Lowest Fees: per day

14 respondents quoted a daily rate as their lowest fee. These ranged from £45 to £350. The averages are illustrated in Figure 3.

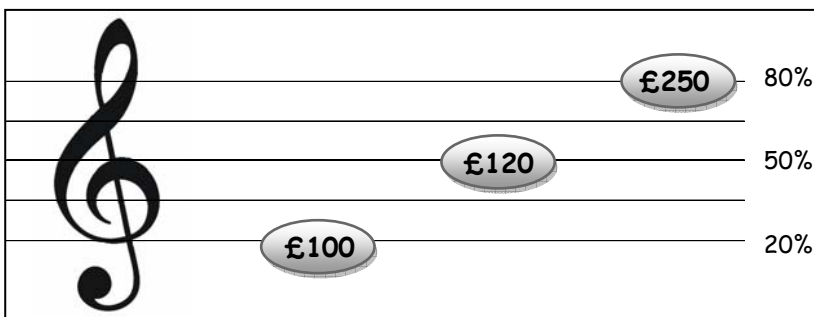


Figure 3 – Percentiles of lowest fee per day

Lowest Fees: per half-day or session

The number of respondents who gave a half-day or per session rate as their lowest fee was insufficient to calculate averages, but the fees ranged as follows:

	Lowest Workshop Fee	
Payment Method	Range	Median (mid-point in range)
Per half-day	£30 - £250	£100
Per session (up to 2hrs)	£38.50 - £350	£65

Planning Meetings

Only 10 respondents said they had received fees for planning meetings with the client. The fees received ranged from £17.50 to £75 per hour. The median, or mid-point, in the range was £25 per hour.

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 2007) was 4.4%. 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.

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 will be agreed by negotiation with the client.