

Performance/Participation Fee Explanations

How are artists compensated for participating at Piccolo Spoleto?

As stipulated in our contractual agreements, the City of Charleston Office of Cultural Affairs is responsible for all aspects of ticketing for the Piccolo Spoleto Festival. In some cases, invited artists will enter into a Presenters Contract in which a mutually agreed artistic fee will be paid to the artist without consideration of box office receipts. More often, a Self-Producer contract will be generated allowing the artist or ensemble to be financially invested in the event, entitling the Producer to a percentage of ticket sales revenue in lieu of a presentation fee. In no instance may an artist or ensemble issue tickets, solicit contributions at the door, or “pass a hat.”

The bulk of the events part of Piccolo Spoleto are free or follow a Self-Producing model. See below:

1. Self-Producing
 - a. A Self-Producer contract allows the artist or ensemble to assume a greater financial risk while having direct participation in ticket sales revenue in lieu of a presentation fee.
 - b. The Office of Cultural Affairs provides box office support and inclusion in general festival marketing efforts.
 - c. Self-Producers are responsible for all other obligations and expenses related to the production including but not limited to: facility and equipment rental fees, artistic and additional technical staff contracting and payment, licensing, royalties, production costs, additional marketing, etc.
 - d. It is important to calculate a reasonable ticket price to encourage sales but also allow the Producer to fulfill the financial obligations of the production. Begin with this helpful [worksheet](#).
2. Presentation
 - Some invited artists will enter into a Presenters Contract in which a mutually agreed artistic fee is paid to the artist without consideration of box office receipts.
3. Honorarium/Free
 - Artist or ensemble will perform/participate without compensation or for a modest stipend part of the Festival’s outreach programming. In no instance may an artist or ensemble issue tickets, solicit contributions at the door, or “pass a hat.”