



POB 114  
Spring Branch, TX 78070  
210-202-1771

## Voice-over General Rates

\*pricing subject to change according to specific categories, these rates of just a general idea. These are non-union rates.

### Definitions

- **Buy-Out:** A flat rate that secures the right to use your voice. All non-union jobs operate on a "buy-out" basis.
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- **Monthly Retainer:** An agreement where the client pays a fixed monthly fee to Saintiny Voices for ongoing services. The rate is based on the average monthly workload. Saintiny Voices will establish a maximum amount of work the client can request each month under this rate.
- **Per Hour:** charging an hourly rate based on the length of time **Saintiny Voices** spends at the studio.
- **Per Project:** charging a flat rate for a script, regardless of the time spent at the studio.
- **Per Session:** charging a flat rate for the recording session (the time **Saintiny Voices** spend in the studio) regardless of the number of projects recorded.
- **Per Spot:** charging a flat rate for each commercial spot, regardless of the time spent at the studio.
- **Scratch Track:** a temporary recording that is a "place-holder" for the final voice-over. Not recorded as "broadcast quality" sound. Production facilities use scratch tracks to assist them with designing TV/video/flash presentations.
- **Session:** the time spent at a **Saintiny Voices** recording studio on one given trip. If **Saintiny Voices** leave the studio and come back on a different day, even if **Saintiny Voices** continue to work on the same project, it is a new "session."



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### Animation, Cartoon, Videogame

This category covers "pre-lay" recording, meaning we are voicing characters before they are animated.

#### Rates

- Broadcast (Saturday morning cartoons, Nickelodeon, etc.) - \$250 per hour
- Non-Broadcast (talking toys, interactive CD-ROMs, Internet, etc.) - \$185 per hour

#### Notes

- Lower rates for animation produced overseas.
- Rates may vary by TV station or by client.
- If a show is sold to another station, we will receive an additional buy-out (because the usage has changed/been extended)

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### Audiobook

Audiobook recording rates are typically computed by "per completed hour."

#### Non-Union Narration Rates

- Inexperienced narrator - \$85 per completed hour
- Moderately Experienced - \$100 per completed hour
- Very Experienced - \$250-\$500 per completed hour
- Per RAW hr - \$225/hr - No editing at all RAW Narrations only

#### Editing Rates

- \$75- 125 per working hour of editing time

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#### Hybrid Agreement

- \$100 per finish hour plus royalty share
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### Corporate, Industrial, Training Video

#### "Per Project" Rates by length of script

- 0-5 Minutes - \$140
- 5-10 Minutes - \$180
- 10-20 Minutes - \$240
- 20-30 Minutes - \$320
- Longer - add \$140 for every 10 additional minutes

#### "Per Hour" Rates

- \$275

#### Notes Per hour charges

- Set as 1-hour minimum.
- after the first hour, 1/4-hour increments charges apply.
- Discount available after the first hour (e.g. \$275 for the 1st hour, \$150 for every hour after that)
- Lower "Bulk rate" charge available for specific scripts on on-going projects

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### Dubbing

Dubbing occurs in both animation and live-action projects and requires **Saintiny Voices** to match pre-recorded/pre-animated mouth movements.

#### Rates

- Broadcast (anime, movies, etc.): \$160 per hour
- Non-Broadcast (Internet): \$120 per hour

#### Notes

Animation dubbing involves replacing the original language with English (or replacing English with another language for a foreign market).

There are multiple applications for live-action dubbing:

- replacing the original voice
- fixing lines when the live audio is faulty



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### Dubbing (continued)

- "cleaning up" language for a TV broadcast of a film (if the original actor is unavailable a "sound-alike" will be hired)
  - providing background "murmur" for crowd scenes
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### eLearning, ESL, How-To-Video, Tutorial

#### Per Hour" Rates

- \$250

#### Notes

- Set as 1-hour minimum.
  - After the first hour, 1/4-hour increments charges apply.
  - Discount available after the first hour (e.g. \$250 for the 1st hour, \$150 for every hour after that)
  - Lower "Bulk rate" charge available for specific scripts on on-going projects
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### Documentary, Film

#### Moderate-Play/Non-Broadcast Narrations (Documentary on local PBS affiliate only, etc.)

- Per Hour: \$200
- Per Project: \$300 and up, based on length of script \*

#### Large-Play/Broadcast Narrations (National Geographic documentary, etc.)

- Per Hour: \$300
- Per Project: \$500 and up, based on length of script \*

#### Notes

Per hour rate:

- Set as 1-hour minimum.
  - After the first hour, 1/4-hour increments charges apply.
  - Discount available after the first hour (e.g. \$250 for the 1st hour, \$150 for every hour after that)
  - Lower "Bulk rate" charge available for specific scripts on on-going projects
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### **Medical, Pharmaceutical**

Medical narration is a "special skill" which **Saintiny Voices** have the voices for this skill.

#### **"Per Project" Rates by length of script**

- 0-5 Minutes - \$180
- 5-10 Minutes - \$220
- 10-20 Minutes - \$325
- 20-30 Minutes - \$440
- Longer - add \$150 for every 10 additional minutes

#### **"Per Hour" Rates**

- \$350

#### **Notes**

Offer copy-writing services to your medical clients (\$100 per hour)

Per hour rate:

- Set as 1-hour minimum.
- After the first hour, 1/4-hour increments charges apply.
- Discount available after the first hour (e.g. \$250 for the 1st hour, \$150 for every hour after that)
- Lower "Bulk rate" charge available for specific scripts on on-going projects

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### **Podcast**

#### **"Per Project" Rates by length of script**

- 0-5 Minutes - \$50 to \$150
- 5-10 Minutes - \$75 to \$200
- 10-20 Minutes - \$100 to \$250
- 20-30 Minutes - \$220 to \$300

#### **"Per Hour" Rates**

- \$150 to \$300



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### Podcast (continued)

**Notes:** Rates vary GREATLY, on factors as diverse as contribution to the broadcast, time on air, broad or narrow band of the broadcast, sponsorships, etc. As always, it's strictly a negotiable issue and usually depends on whether it's a single read, a regular contribution or a simple spot.

Per hour rate:

- Set as 1-hour minimum.
- After the first hour, 1/4-hour increments charges apply.
- Discount available after the first hour (e.g. \$250 for the 1st hour, \$150 for every hour after that).
- Lower "Bulk rate" charge available for specific scripts on on-going projects.

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### Promo, Trailer, Imaging

Rates are per spot.

#### **Radio**

- Local Promo/ Station Imaging - \$150 to \$200
- Regional Promo/ Station Imaging - \$250 to \$500
- National Promo/ Station Imaging - \$300 to \$750
- For on-going Station Imaging ([Saintiny Voices](#) are "the voice" of the station) - Custom Retainer\*

#### **Television**

- Local Promo - \$120 to \$200
- Regional Promo - \$220 to \$500
- National Promo - \$550 to \$1,000

On-going Station Imaging ([Saintiny Voices](#) are "the voice" of the station) - Custom Retainer\*

#### **Trailers (Radio and TV)**

- Local/Small Market play - \$175 to \$300
- Regional/Medium Market play - \$325 to \$500
- National/Large Market play - \$1,000 to \$2,000



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### Promo, Trailer, Imaging (continued)

#### Notes

Saintiny Voices will be paid separately for each spot.

\* **Custom Retainer:** When Saintiny Voices is being hired to be "the voice" of a station, meaning the client will record promos or imaging spots on a consistent, on-going basis. In this situation, Saintiny Voices will negotiate a monthly retainer based on the average amount of work. The client will pay a lump sum per month rather than per individual job. The maximum number of spots will be three (3) at the negotiated retainer rate.

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### Self-guided tours

#### Small Exhibit at a Small Museum

- Per Hour: \$150
- Per Project: \$200 and up, based on length of script \*

#### Major Exhibit at a Major Museum

- Per Hour: \$350
- Per Project: \$500 and up, based on length of script \*

#### Notes

Per hour rate:

- Set as 1-hour minimum.
  - After the first hour, 1/4-hour increments charges apply.
  - Discount available after the first hour (e.g. \$250 for the 1st hour, \$150 for every hour after that)
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### Telephony, IVR, On-hold, Menu-prompt

#### Rates

- Per Word - \$.25 per word
- Per Prompt - \$5 per prompt
- Per Hour - \$100 to \$150
- Per Project - Custom rate
- Monthly Retainer - Custom rate



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### Telephony, IVR, On-hold, Menu-prompt (continued)

#### Notes

**Per Project:** This rate is determined by the length of the script, as some Telephony projects are simple (welcome message + a few prompts) and some are very involved (voicemail prompts for main menu, sub-menus, sub-sub-menus, . . . ). In many cases **Saintiny Voices** charges a "project" rate for the initial recording, and then charge per word, per prompt, or per hour for updates.

**Monthly Retainer:** If **Saintiny Voices** is hired to be "the voice" of a company, meaning that you will record for their telephony system on a consistent, on-going basis. In this situation **Saintiny Voices** will negotiate a monthly retainer based on the average amount of work. The client will pay **Saintiny Voices** a lump sum per month rather than per individual job. Maximum number of spots recorded will be five (5) at the negotiate retainer rate.

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### Television

Rates are per spot.

#### Local

- Small Market (e.g. one town in San Antonio) - \$225
- Large Market (e.g. Boston or New York City) - \$400

#### Regional

- \$650 to \$750

#### National

- \$1,500 to \$2,000 or standard Union rates

#### Tags (5-10 Seconds) \*

- Local - \$75 to \$100
- Regional - \$100 to \$250
- National - \$300 to \$400

\* Note: The payment for one tag is included with the payment for the spot. **Saintiny Voices** will be requested to record multiple tags along with the one spot. **Saintiny Voices** will be paid "per tag" for all additional tags. This will be clarified with the client prior to recording.





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### **Television (continued)**

#### **Notes**

- If **Saintiny Voices** records multiple spots in one session **Saintiny Voices** will be paid separately for each spot.
- Rates through subscription audition sites may vary significantly.
- Discount available for a series of spots.
- Offering scratch tracks for free or for a heavily discounted rate.
- An "unlimited buy-out" available.