

agency or client contract. In the event a document is not available at such time, the Producer will provide a copy of the document as soon as it becomes available.

- C. In consideration of the nascent nature of low budget non-traditional commercial production, the parties agree to revisit these provisions in the negotiations for a successor agreement and to make appropriate adjustments to reflect changes in production that occur during the term of this Agreement.

**AICP Companies: see Paragraph 8 of the AICP Sideletter.**

## **ARTICLE 9**

### **SPEC SPOTS AND PSAs**

#### **9-101 SPEC SPOTS**

For Directors and all other DGA-represented Employees, salaries shall be individually negotiated and shall be subject to pension and health contributions on the actual negotiated salaries. “Specs Spots” are defined as commercials self-funded by the Producer which are produced without an agency production contract. Salaries shall revert to scale if the “Spec Spot” is sold pursuant to a contract with the agency or client.

#### **9-102 PSAs**

On a PSA, as that term is commonly understood in the industry, Directors shall be exempt from minimum salaries and shall be subject to pension and health contributions on the actual negotiated salaries. All other DGA-represented Employees shall be employed under the Agreement. The Guild shall give good faith consideration to a Producer’s request for a waiver of all other DGA-represented Employees’ minimum salaries. In addition, the DGA shall give consideration to a Producer's request to modify minimum salaries for political commercials depending upon their budget.