



Glossary of Terms

1. **BOX OFFICE STATEMENTS/SETTLEMENT:** Statements are the nightly records of ticket activity at a given venue. A settlement will summarize the week's box office statements, including Presenter expenses, and will detail any money due both the Producer and the Presenter.
2. **"FOUR-WALL":** A four-wall arrangement is a booking with no guarantee. The Producer rents the empty venue from the Presenter, and is responsible for the majority of the expenses. The NAGBOR (see below) is generally split 90% to the Producer and 10% to the Presenter.
3. **GUARANTEE:** A guarantee is a negotiated sum of money paid by the Presenter to the Producer, per week of the tour's engagement at the Presenter's venue. In addition to the Guarantee, the Producer usually will also get a percentage of the NAGBOR (see below).
4. **MIDDLE MONEY:** Middle money is a negotiated sum of money paid to a specific party, e.g. the Producer, the Presenter, or some other individual, after the Guarantee, percentage of NAGBOR, and Presenter's Expenses are paid, but before the Overage (see below) is split. This can sometimes be called "next money" or "third position".
5. **NAGBOR (NET ADJUSTED GROSS BOX OFFICE RECEIPTS):** NAGBOR is the gross box office receipts in a given week, as adjusted for certain accepted deductions. These may include, but are not limited to, city and/or state taxes, credit card charges and group sales discounts.
6. **OVERAGE:** Overage is the amount remaining of the NAGBOR (see above) after the Guarantee, percentage of NAGBOR, Presenter's expenses, and any middle money have been paid. This is divided between the Producer and the Presenter, typically 60% to the Producer ("Producer's Share") and 40% to the Presenter.
7. **PARTICIPATION:** In the Experimental Touring Program, a percentage of the Producer's Share of the Overage is paid to each qualifying Actor.
8. **RECOUPMENT (and PRE-RECOUPMENT):** A production has reached recoupment when the investors have earned back all of their original investment in that production. Before that point, the show is "pre-recoupment".
9. **WEEKLY OPERATING BUDGET/EXPENSES:** The weekly operating budget identifies the projected costs for operating the production for one week. The weekly operating expenses are a record of the actual costs for a specific week.