SALTO! BY DANSSTATIONEN

– DANSFESTIVALEN FÖR BARN OCH UNGA RUNT OM I SKÅNE

UNIT PRICE

Salto! as a festival offers organizers a **UNIT PRICE** (in some cases also including VAT – see below).
Buyers see the full cost upfront, feel well-informed, and clearly understand their "buying capacity." We hope this will encourage them to book more performances!

FOR THOSE OF YOU WHO LIVE OUTSIDE SKÅNE:
Points A–E apply.

The unit price for a performance must include:

A – Per Diem Cost in Sweden
NUMBER OF PEOPLE ON TOUR x 300 SEK per full day

You may of course choose to charge a different amount per day, but this is what the Swedish Tax Agency allows without the employee having to pay tax. When calculating the discounted price for a 2nd performance, do **not** include the per diem cost.

B – Travel Reimbursement (up to the Skåne county border)
NUMBER OF KILOMETERS x 2.5 SEK
MAX NUMBER OF PERFORMANCE DAYS PER WEEK

Example: If the group is coming from Stockholm, the trip is about 500 km x 2 = 1000 km. Multiply that by 2.5 SEK/km = 2500 SEK. Then divide that sum by the maximum number of performance days per week, e.g., 2500 ÷ 4 days = 625 SEK, which must be included in the unit price.

When calculating the discounted price for a 2nd or possibly 3rd performance, do **not** include travel reimbursement.

C – Hotel Cost

The flat-rate cost of **900 SEK** is an estimated average of hotel prices in Malmö (approx. 850 SEK for a decent single room) and in the region (approx. 950 SEK).
Since participating companies book their own hotels, you may choose your own accommodation.

Even if you book a hostel, you should still include the flat-rate cost in your unit price. This means you can increase the production's financial "margin."
When calculating the discounted price for a 2nd or possibly 3rd performance, do **not** include hotel cost.

FOR THOSE OF YOU WHO LIVE IN SKÅNE:
Points D–E apply.

Your base price on the sales sheet is the same as the unit price.
We assume this already includes any half-day per diems and accommodation costs, as Skåne-based groups are touring in their home region.
You may **not** charge the organizer extra afterwards for these items.

FOR ALL GROUPS IN SALTO! 2025

D – Travel Reimbursement within Skåne
2.5 SEK/km.
This cost is calculated by the group and charged to the organizer **in addition to** the unit price.

NEW! FOR VAT-REGISTERED GROUPS

E – Those of you who add VAT to your prices must list the price both including and excluding VAT.

VAT must be shown separately so that organizers in the public school system can see the deductible amount from the total price.

SALTO! BY DANSSTATIONEN
– DANSFESTIVALEN FÖR BARN OCH UNGA RUNT OM I SKÅNE

F - Important Information for Foreign Artists Performing in Sweden

If you want to receive a net payment of 10,000 SEK after tax, you must account for the 15% artist tax (A-SINK) that will be deducted from your fee.
The organizer is required by Swedish law to deduct 15% from your gross fee and pay it directly to the Swedish Tax Agency (Skatteverket).

To receive 10,000 SEK *after* tax, your gross fee (unit price) should be calculated as follows:

10,000 SEK ÷ 0.85 = 11,764.71 SEK

So, if you want to receive **10,000 SEK after A-SINK**, your unit price should be set to **11,765 SEK** (rounded).

All unit prices listed in *Salto!* must include any applicable artist tax and are fully eligible for subsidies based on the full gross amount.

G – The following must be included on the sales sheet:

- Unit price (incl. VAT – a-sink)
- Discounted price for 2nd (possibly 3rd) performance on the same day (or next day) in the same venue
- The group's home base
- Target audience
- Max number of children in the audience
- Performance duration
- Number of performers
- Stage dimensions (playing area + any surrounding space)
- Ceiling height requirement
- Floor requirements
- Electricity requirements
- Blackout requirements
- Setup/strike time
- Any assistance required for carrying
- Whether the performance can only be played on a fixed stage
- Available performance weeks during Salto! in October
- Possible performance period in Skåne outside of October

Kontakt for questions: salto@dansstationen.nu