



# STRATHMORE

## MUSIC CENTER AT STRATHMORE

### RATECARD

This ratecard is effective July 1, 2009 and is subject to change.

#### **CONCERT HALL RENT**

|   |                |
|---|----------------|
| Per performance or event  | \$ 6,600 show  |
| Per performance or event (Mon., Tues., or Wed.)                 | \$ 5,000 show  |
| Second performance same day                                     | \$ 3,000 show  |
| Per non-performance or event day                                | \$ 3,000 day   |
| Lobby only (for up to a 4 hour special event)                   | \$ 5,500 event |
| Lobby Reception Room (included in performance and lobby rental) | \$ 250 hour    |

#### **TICKETING FEES**

|   |                   |
|---|-------------------|
| Show Programming Fee (house system only)      | \$ 300 show       |
| Show Programming Fee (house and TicketMaster) | \$ 500 show       |
| Subscription Processing (per performance)     | \$ 250 show       |
| Ticket Printing                               | .175 per ticket   |
| Credit Card Sales                             | 4% of gross       |
| Parking Fee (subject to change by WMATA)      | \$2.00 per ticket |
| Group Sales                                   | 15% gross sales   |

#### **PERSONNEL**

|  |               |
|--|---------------|
| Ticket Office Service (45 day service)                   | \$ 1,500 show |
| House Staff (house managers, ushers and ticket takers)   | \$ 1,750 show |
| Production Stage Manager*                                | \$ 925 show   |
| Production Stage Manager (non-show day, 4 hr. min.)*     | \$ 82.00 hour |
| Production Technicians (including benefits, non-Sunday)* |               |
| Lead Technician (Department Head)                        | \$ 58.50 hour |
| Key Technician (or Asst. Dept. Head)                     | \$ 52.00 hour |
| Other Technician   | \$ 47.00 hour |
| Unarmed Security – F.O.H and Stagedoor (4 hr. min.)*     | \$ 27.50 hour |
| Wardrobe Attendant (including benefits, non-Sunday)*     | \$ 36.50 hour |

*\*Overtime required under certain contractual terms and conditions (including premium time on Sundays & selected holidays) for Production Technicians and Wardrobe Attendants. Production Stage Manager and Security subject to holiday premium only.*

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## EQUIPMENT

|   |                    |
|---|--------------------|
| Choral Risers and Benches                           | \$ 300 show        |
| Dance Floor (entire stage including tape)           | \$ 1,125 show      |
| Fender Twin Guitar Amp                              | \$ 75 show         |
| Follow Spot   | \$ 125 show/reh    |
| Lectern   | \$ 150 day         |
| Music Stereo House Sound System                     | \$ 1,200 show      |
| Orchestra Risers (if needed to be removed)          | 1/3 of labor costs |
| Piano – Steinway Concert Grand (includes 1 tuning)  | \$ 775 show        |
| Riser (8 ft. x 8 ft. with carpet and skirting)      | \$ 150 day         |
| SWR Bass Amp with dual Speaker Cabinet              | \$ 100 day         |
| Truss House Stage Lighting System (plus media cost) | \$ 500-1000 show   |
| Yamaha Absolute Drum Kit                            | \$ 160 show        |

## SERVICES & FEES

|  |                  |
|--|------------------|
| Broadcast / Recording Consideration  | \$ 5,000 show    |
| Custodial Services (including show porters)  | \$ 450 show      |
| Performance Overtime (in excess of 2½ hours)   | \$ 300 ½ hour    |
| Performance without an intermission  | \$ 300 show      |
| Program Stuffing Labor Fee   | \$ 250 show      |
| Internet Access per PC (high speed T-1 service)  | \$ 25.00 day     |
| Lobby Merchandise Sales (plus sellers @ \$50 each if required)                                       | 25% plus tax     |
| Terrace Tent Coordination Fee (not including the cost of the tent)                                   | \$ 600-1200 show |
| Telephone Service – DID line – local service<br>(Plus long distance and other calls at 150% of cost) | \$ 35.00 day     |

## INSURANCE COVERAGE

Licensee is required to fully insure itself, its officers, directors, employees, agents and presentations, at its own expense for Worker's Compensation and Employer's Liability (including Disability Benefits), Comprehensive General Liability (personal injury, including bodily injury, \$3,000,000 per occurrence; and Property Damage, \$1,000,000 per occurrence), Theft and Fire insurance (with the applicable standard extended coverage clause) for all properties brought into or used at the Music Center at Strathmore, including without implied limitation the property of third persons under the control of Strathmore Hall Foundation, Inc. or the Licensee.

Landlord and Tenant public liability policy naming **Strathmore Hall Foundation, Inc.**, and **Montgomery County Maryland**, their affiliated entities, and their respective officers, directors, employees, volunteers, agents and representatives as additional insured. ***Certificate of Insurance is required no later than fourteen (14) calendar days prior to the commencement of Licensee's use of the Music Center at Strathmore.***