

STRATHMORE

2021-22 SEASON MUSIC CENTER AT STRATHMORE RATE CARD

This rate card is effective July 1, 2021 – June 30, 2022 and is subject to change

RENTAL FEES

Concert Hall performance or event

Thu, Fri, Sat, Sun: \$19,570

Mon, Tue, Wed: \$17,020

Second performance or event (same day): \$13,140

Rate includes use of the Hall for load-in, tech, rehearsal, a 2 ½-hour performance/event and load-out; use of the Lockheed Martin Lobby and Comcast Lounge within the 2 ½-hour event, front-of-house staff (house managers, ushers and ticket takers), ticket office service, show programming fee, standard unarmed security (4 guards for 4 hours), production stage manager, custodial services, internet access per performance/event, and local telephone service per performance/event.

Concert Hall event without an intermission \$400

Concert Hall non-performance or event day \$6,390

Rate includes use of the Hall for load-in, tech and rehearsal only, use of the Lockheed Martin Lobby, and a production stage manager.

Lockheed Martin Lobby (for up to a 6-hour special event) \$10,000

Rate includes use of the Lobbies, Café area, and Pavilion for load-in, tech, a 6-hour event, and load-out, front-of-house staff, standard unarmed security, custodial services, internet access per event, and local telephone service per event.

Bernard Family Foundation Pavilion (for up to a 6-hour special event; available to confirm 6 weeks prior to event) \$2,060

Rate includes use of the Pavilion for load-in, tech, a 6-hour event, and load-out, front-of-house staff, standard unarmed security, custodial services, internet access per event, and local telephone service per event.

Comcast Lounge (available to confirm 6 weeks prior to event) \$350 hour

Included in Concert Hall performance and Lockheed Martin Lobby rental. Rate includes use of the Comcast Lounge for a minimum of three hours for setup, event, and cleanup; one House Manager (additional Front of House staff if necessary, incurs fees), and custodial services.

Event Overtime (over 2 ½ hours) \$450

Time calculated as of start of first event of the day requiring FOH staff per ½ hour or portion thereof

Promenade Suite (for up to a 1 ½ hour special event for up to 8 people) \$630

Only available as part of a Concert Hall event and if not in use by Production for the event; rate includes use of the Suite for load-in, a 1 ½-hour event prior to the Concert Hall event, and load-out; all set-up, catering and clean-up must be contracted through the exclusive caterer.

Rehearsal Room 402

Special Event Rate \$250 hour

Student Recital Rate \$140 hour

Rate includes use of piano and up to 100 black chairs, subject to availability upon request. Labor to remove/restore existing equipment additional.

TICKETING FEES (costs based on actuals)

Ticket Printing 25 cents per ticket printed

Credit Card Sales 4% of gross sales

Group Sales (if groups are sold by Strathmore) 15% of gross sales

Parking Fee (subject to change by WMATA) \$2.37 per patron

RECORDING AND BROADCASTING FEES

Recording event for TV, radio or internet broadcast	\$5,200 for 3+ minutes \$1,000 for less than 3 minutes
Recording event for documentary	\$5,200 for commercial use; other use negotiable
Recording event for DVD or CD creation	\$5,200 for commercial use
Recording event for archival purposes	no fee
Still Photography	no fee for non-commercial use

EQUIPMENT FEES

Archival Recording Equipment (video and audio) <i>(Concert Hall only; client must provide 250G drive for video)</i>	\$150 recording
Choral Risers and Benches	\$450 event
Dance Floor <i>(entire stage including tape; does not apply to Lobby rentals)</i>	\$1,400 event
Fender Twin Guitar Amp	\$80 event
Follow Spot	\$160 event
55" Flat Screen Monitor	\$100 each/day
Lectern	\$150 day
Music Stereo House Sound System	\$1,800 event
Orchestra Risers <i>(if needed to be removed or restored)</i>	1/3 of labor costs
Piano – Steinway Concert Grand	
D (9 ft.); includes one tuning	\$1,000 event
B (7 ft.); includes one tuning	\$650 event
Piano Tuning <i>(Comcast Lounge and Rehearsal Room 402 pianos)</i>	\$225 tuning
Riser <i>(8 ft. x 8 ft. with carpet and skirting)</i>	\$160 day
Screen and Projector	\$2,400 event
Stage Monitor House System	\$1,180 event
SWR Bass Amp with dual Speaker Cabinet	\$130 event
Truss House Stage Lighting System <i>(plus media cost)</i>	\$720 each per event
Trusses	\$260 each per event
Yamaha Absolute Drum Kit	\$230 event

PERSONNEL FEES

Lobby Event Manager <i>(coordinates outside vendors)</i>	\$750 day
Lobby Merchandise Sales <i>(plus sellers @ \$80 each if required)</i>	20% plus tax
Production Stage Manager <i>(non-show day, 4 hour minimum)*</i>	\$140 hour
Production Technicians <i>(including benefits, non-Sunday)*</i>	
Lead Technician <i>(Department Head)</i>	\$90 hour
Key Technician <i>(or Assistant Department Head)</i>	\$78 hour
Other Technician	\$78 hour
Program Stuffing Labor Fee	\$310 show
Security <i>(over 4 guards for 4 hours)</i>	\$44/hour per person
Event Crew Set-up Fee <i>(for non-catered events in Room 402 and other non-Union spaces, 4 hour minimum)*</i>	\$28/hour per person
Terrace Tent Coordination Fee <i>(does not include cost of tent)</i>	\$660-1,980 event
Wardrobe Attendant <i>(including benefits, non-Sunday)*</i>	\$58 hour
White House Attendance <i>(plus expenses)</i>	\$1,500 event

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