

STRATHMORE

2020-21 SEASON MUSIC CENTER AT STRATHMORE RATE CARD

This significantly-reduced rate card has been created due to the COVID-19 pandemic, is effective July 1, 2020 – June 30, 2021, is subject to change, and will not be considered for future seasons at Strathmore

RENTAL FEES

Concert Hall performance or event

Thu, Fri, Sat, Sun with 250 or fewer patrons (<i>when limited capacity is mandated by government</i>):	\$9,505
Thu, Fri, Sat, Sun with 250-1,000 patrons (<i>when limited capacity is mandated by government</i>):	\$14,258
Thu, Fri, Sat, Sun with 1,000+ patrons:	\$19,010
Mon, Tue, Wed with 250 or fewer patrons (<i>when limited capacity is mandated by government</i>):	\$8,270
Mon, Tue, Wed with 250-1,000 patrons (<i>when limited capacity is mandated by government</i>):	\$12,405
Mon, Tue, Wed with 1,000+ patrons:	\$16,540
Second performance or event with 250 or fewer patrons (same day) (<i>when limited capacity is mandated by government</i>):	\$6,385
Second performance or event with 250-1,000 patrons (same day) (<i>when limited capacity is mandated by government</i>):	\$9,578
Second performance or event with 1,000+ patrons (same day):	\$12,770

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, 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 \$390

Concert Hall non-performance or event day \$6,240

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 with 15% capacity (for up to a 6-hour special event) (*when limited capacity is mandated by government*): \$4,800

Lockheed Martin Lobby with 15-50% capacity (for up to a 6-hour special event) (*when limited capacity is mandated by government*): \$7,200

Lockheed Martin Lobby with 100% capacity (for up to a 6-hour special event) \$9,600

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 with 15% capacity (for up to a 6-hour special event)
(*when limited capacity is mandated by government*): \$1,000

Bernard Family Foundation Pavilion with 15-50% capacity (for up to a 6-hour special event)
(*when limited capacity is mandated by government*): \$1,500

Bernard Family Foundation Pavilion with 100% capacity (for up to a 6-hour special event) \$2,000
Available to confirm 6 weeks prior to event; 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) \$340 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) \$440
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) \$610
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	\$240 hour
Student Recital Rate	\$140 hour

Rate includes use of piano and up to 100 black chairs, subject to availability upon request.

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

All recording and broadcasting fees will be **WAIVED** for this season only

EQUIPMENT FEES

All fees for equipment owned by Strathmore will be **WAIVED** for this season only

Archival Recording Equipment (video and audio) (Concert Hall only; client must provide 250G drive for video)	no charge
Cameras for Live Streaming of Event	\$2,500
Choral Risers and Benches	no charge
Dance Floor (entire stage including tape; does not apply to Lobby rentals)	no charge
Fender Twin Guitar Amp	no charge
Follow Spot	no charge
55" Flat Screen Monitor	no charge
Lectern	no charge
Music Stereo House Sound System	no charge
Orchestra Risers (if needed to be removed or restored)	1/3 of labor costs
Piano – Steinway Concert Grand	
D (9 ft.)	no charge
B (7 ft.)	no charge
Piano Tuning	\$225 per tuning
Riser (8 ft. x 8 ft. with carpet and skirting)	no charge
Screen and Projector	\$2,400 per event
Stage Monitor House System	no charge
SWR Bass Amp with dual Speaker Cabinet	no charge
Truss House Stage Lighting System	no charge; media costs will apply
Trusses	no charge
Yamaha Absolute Drum Kit	no charge

PERSONNEL FEES

Lobby Event Manager (coordinates outside vendors)	\$730 day
Lobby Merchandise Sales (plus sellers @ \$80 each if required)	20% plus tax
Production Technicians (including benefits, non-Sunday)*	
Lead Technician (Department Head)	\$87 hour
Key Technician (or Assistant Department Head)	\$76 hour
Other Technician	\$76 hour
Program Stuffing Labor Fee	\$300 show
Security (over hours/personnel from what is included in rental fees above)	\$43/hour per person
Event Crew Set-up Fee (for non-catered events in Room 402 and other non-Union spaces, 4 hour minimum)*	\$27 hour per person
Terrace Tent Coordination Fee (does not include cost of tent)	\$660-1,980 event
Wardrobe Attendant (including benefits, non-Sunday)*	\$56 hour
White House Attendance (plus expenses)	\$1,460 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.