

Board Report

Date of Report: April 22, 2019

Date of Meeting: May 7, 2019

Report Number: 2019PAC-008

File: 2019BOARD0507

Subject: Performing Arts Centre – Rates and Fees

Recommendation

That the Performing Arts Centre Board (PAC) 2020 Schedule of Rates and Fees be approved, as attached in Appendix 3.

Background

As stated in the *Municipal Act* 2001, a municipality or local boards have been delegated the authority to impose rates and fees: for services or activities provided or done by or on behalf of it; for costs payable by it for services or activities provided or done by or on behalf of any other municipality or any local board; and for the use of its property including property under its control. The rate and fees have been historically approved by the City of St. Catharines but are now to be the responsibility of the Board.

Report

This report presents the proposed 2020 rates and fees along with the prior year rates and fees. Direction from the City's Budget committee for 202 is to increase fees by the core rate of inflation set at 1.95%. The rates and fees for the PAC are established for the rental of the venue and the services therein.

The PAC structures its rates and fees with 5 main objectives in mind; efficiency, equity, accountability, visibility and administration/compliance cost. These 5 objectives drive the PAC to continue to find internal operational efficiencies, while taking into consideration the market and community it serves. Establishing set rates and fees allows the PAC to operate in a fair and transparent manner.

The schedule attached provides a list of the 2020 rates and fees for the PAC. Fees differing from the core rate of inflation are mostly due to rounding and/or in some instances in order to reflect the changes within the current market. On the other hand, a number of equipment rental fees have been kept at their 2019 rates. The main reason for this is to remain competitive and in line with the industry standard for these charges.

The PAC has created new fees for 2020. The increasing effect and value on social media marketing and the expertise that the PAC brings to the community has been captured

here. As well, with new equipment, the PAC has developed opportunities for groups to record their events and keep them for their archival or revenue making purposes. Lastly, the PAC has found that an increasing number of clients leave entire sets to be disposed of after their performance. Due to the operational and administrative costs of arranging disposal, the PAC has created a fee to offset these costs.

Financial Implications

Rates and fees are a legislated tool that help the PAC to forecast and budget for future years, remain transparent and accountable, as well as develop revenue making opportunities to offset the costs of providing good and services. The 2020 Rates and Fees will set the foundation for the 2020 Operating Budget revenue projections

Prepared and Submitted by:

Carlos Robayo, Administrative Assistant

Type	Category	Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST
Equipment	Drums and Cymbals	1-Yamaha Ws955A Tom Stand	Per Device	2.00	\$2.00
Equipment	Drums and Cymbals	6-Yamaha Cs865 Double Braced Cymbal Boom Stand	Per Device	5.00	\$5.00
Equipment	Drums and Cymbals	2-Yamaha Ss950 Hvy Weight Dbl-Braced Cymbal Boom Stand	Per Device	6.00	\$6.00
Equipment	Drums and Cymbals	1-Yamaha Ds950 Dbl Braced Threaded Throne Wide Seat	Per Device	6.00	\$6.00
Equipment	Drums and Cymbals	1-Zildjian A Custom 10" Splash	Per Device	6.00	\$6.00
Equipment	Drums and Cymbals	1-Zildjian A Custom 15" Fast Crash-Brill	Per Device	6.00	\$6.00
Equipment	Drums and Cymbals	1-Zildjian A Custom 16" Fast Crash-Brill	Per Device	6.00	\$6.00
Equipment	Drums and Cymbals	1-Zildjian A Custom 17" Fast Crash-Brill	Per Device	6.00	\$6.00
Equipment	Drums and Cymbals	1-Zildjian A Custom 18" Fast Crash-Brill	Per Device	6.00	\$6.00
Equipment	Drums and Cymbals	1-Zildjian A Custom 18" Rezo Crash	Per Device	6.00	\$6.00
Equipment	Drums and Cymbals	1-Yamaha Ds840 Heavy Weight Drumstool	Per Device	7.00	\$7.00
Equipment	Drums and Cymbals	1-Zildjian A 14" New Beat Hi-Hats	Per Device	7.00	\$7.00
Equipment	Drums and Cymbals	1-Zildjian A Custom 20" Ride	Per Device	7.00	\$7.00
Equipment	Drums and Cymbals	1-Zildjian A Custom 21" 20Th Anniversary Ride	Per Device	7.00	\$7.00
Equipment	Drums and Cymbals	1-Zildjian A Custom 18" China-Brill	Per Device	8.00	\$8.00
Equipment	Drums and Cymbals	1-14X6 Wood Snare Drum	Per Device	10.00	\$10.00
Equipment	Drums and Cymbals	1-Yamaha 14"X 4 Brass Snare Drum Model: Sd4440	Per Device	10.00	\$10.00
Equipment	Drums and Cymbals	1-Yamaha Dfp9500D Direct Drive Dbl Kick Pedal	Per Device	12.00	\$12.00
Equipment	Drums and Cymbals	1-20X18 Bass Drum	Per Device	15.00	\$15.00
Equipment	Drums and Cymbals	1-22X18 Bass Drum	Per Device	15.00	\$15.00
Equipment	Drums and Cymbals	1-8X7 Tom	Per Device	15.00	\$15.00
Equipment	Drums and Cymbals	1-10X9 Tom	Per Device	15.00	\$15.00
Equipment	Drums and Cymbals	1-12X10 Tom	Per Device	15.00	\$15.00
Equipment	Drums and Cymbals	1-14X14 Floor Tom	Per Device	15.00	\$15.00
Equipment	Drums and Cymbals	1-16X15 Floor Tom	Per Device	15.00	\$15.00
Equipment	Drums and Cymbals	1-Hw880 Yamaha 800 Series Hw Pack (2 Boom, Single Pedal, Snr Stand, Hh Stand	Per Device	20.00	\$20.00
Equipment	Drums and Cymbals	1-Roland Spd-Sx Drum Pad	Per Device	20.00	\$20.00
Equipment	Drums and Cymbals	Yamaha Absolute Maple Hybrid Drums (Black - 5 Piece Kit)	Per Device	90.00	\$90.00
Equipment	Equipment, Technical Services and Miscellaneous	Music Stand	Per Device	3.15	\$3.10
Equipment	Equipment, Technical Services and Miscellaneous	Music Stand Light	Per Device	5.25	\$5.15
Equipment	Equipment, Technical Services and Miscellaneous	Music Stand Light (Incandescent)	Per Device	5.25	\$5.15
Equipment	Equipment, Technical Services and Miscellaneous	Music Light and Stand (Combo)	Per Device	5.25	\$5.15
Equipment	Equipment, Technical Services and Miscellaneous	Flower Lights coloured bulbs	Per Device	5.25	\$5.15
Equipment	Equipment, Technical Services and Miscellaneous	Laser Pointer	Per Device	10.20	\$10.00
Equipment	Equipment, Technical Services and Miscellaneous	Audio Direct Input	Per Device	10.70	\$10.50
Equipment	Equipment, Technical Services and Miscellaneous	Stage Riser (4' x 4') including set up and skirting	Per Device	18.35	\$18.00
Equipment	Equipment, Technical Services and Miscellaneous	VGA Cable	Per Device	20.90	\$20.50
Equipment	Equipment, Technical Services and Miscellaneous	Countryman Style Lapel	Per Device	26.00	\$25.50
Equipment	Equipment, Technical Services and Miscellaneous	Countryman Style Headset	Per Device	26.50	\$26.00
Equipment	Equipment, Technical Services and Miscellaneous	Corded Microphone with Floor or table stand	Per Device	26.50	\$26.00
Equipment	Equipment, Technical Services and Miscellaneous	Media Feed Box	Per Device	26.50	\$26.00
Equipment	Equipment, Technical Services and Miscellaneous	Stage Riser Section (4'x8')	Per Device	26.50	\$26.00
Equipment	Equipment, Technical Services and Miscellaneous	LED Lights	Per Device	26.50	\$26.00
Equipment	Equipment, Technical Services and Miscellaneous	Security Guard (minimum 4 hours)	Per Hour	35.70	\$35.00
Equipment	Equipment, Technical Services and Miscellaneous	Production/Judges Tables	Per Event	53.00	\$52.00
Equipment	Equipment, Technical Services and Miscellaneous	Follow Spot	Per Event	77.00	\$76.00
Equipment	Equipment, Technical Services and Miscellaneous	Microphones - Wireless (hand held or on stand)	Per Device	105.00	\$103.00
Equipment	Equipment, Technical Services and Miscellaneous	PolyCom Conference Phone	Per Device	105.00	\$103.00
Equipment	Equipment, Technical Services and Miscellaneous	Portable Audio System	Per Device	158.00	\$155.00
Equipment	Equipment, Technical Services and Miscellaneous	Flat Panel Monitor Pkg - 36" or 60"	Per Device	158.00	\$155.00
Equipment	Equipment, Technical Services and Miscellaneous	Laptop MacBook (Qlab, ProPresenter)	Per Device	209.00	\$205.00
Equipment	Equipment, Technical Services and Miscellaneous	Laptop PC (MS Office Windows 7) per day	Per Device	209.00	\$205.00

Draft 2020 Rates and Fees

Type	Category	Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST
Equipment	Equipment, Technical Services and Miscellaneous	Chandelier Package Minimum 5 - Includes Installation And Strike	Per Device	255.00	\$250.00
Equipment	Equipment, Technical Services and Miscellaneous	Breakout Room Projector Package	Per Venue	265.00	\$260.00
Equipment	Equipment, Technical Services and Miscellaneous	Lobby Piano Mason & Hamlin (includes tuning)	Per Device	265.00	\$260.00
Equipment	Equipment, Technical Services and Miscellaneous	Upright Steinway Piano (includes tuning)	Per Device	265.00	\$260.00
Equipment	Equipment, Technical Services and Miscellaneous	Projection System Use	Per Venue	474.00	\$465.00
Equipment	Equipment, Technical Services and Miscellaneous	Backline	-	Job Specific Costing	Job Specific Costing
Equipment	Equipment, Technical Services and Miscellaneous	Chandelier Rental per unit \$150 plus labour	-	Job Specific Costing	Job Specific Costing
Equipment	Equipment, Technical Services and Miscellaneous	Marley Floor (\$200 plus installation and labour)	-	Job Specific Costing	Job Specific Costing
Equipment	Equipment, Technical Services and Miscellaneous	Laundry Access \$100 plus labour	-	Job Specific Costing	Job Specific Costing
Equipment	Equipment, Technical Services and Miscellaneous	Flower Lights \$30.00 each plus labour	-	Job Specific Costing	Job Specific Costing
Equipment	Equipment, Technical Services and Miscellaneous	Festoon Lights \$15.00 per stand plus labour	-	Job Specific Costing	Job Specific Costing
Equipment	Equipment, Technical Services and Miscellaneous	Curtain Package \$400.00 plus labour (Cairns Recital Hall only)	-	Job Specific Costing	Job Specific Costing
Equipment	Equipment, Technical Services and Miscellaneous	Sheer Panels \$30.00 per panel plus labour	-	Job Specific Costing	Job Specific Costing
Equipment	Guitar and Bass Amplifiers	Traynor Amstudio Acoustic AMP	Per Event	10.00	\$10.35
Equipment	Guitar and Bass Amplifiers	GK Bass Combo MB150S-112	Per Event	30.00	\$31.00
Equipment	Guitar and Bass Amplifiers	AMPEG PF-800 Portaflex Head	Per Event	20.00	\$41.50
Equipment	Guitar and Bass Amplifiers	AMPEG SVT-410HE Classix 4x10 Bass Cabinet w/Horn	Per Event	40.00	\$41.50
Equipment	Guitar and Bass Amplifiers	Fender 65 Deluxe Reverb	Per Event	50.00	\$52.00
Equipment	Guitar and Bass Amplifiers	Fender Supersonic 22	Per Event	50.00	\$52.00
Equipment	Guitar and Bass Amplifiers	Fender 68 Custom Deluxe Reverb	Per Event	50.00	\$52.00
Equipment	Guitar and Bass Amplifiers	Fender 68 Custom Princeton Reverb	Per Event	50.00	\$52.00
Equipment	Guitar and Bass Amplifiers	Marshall 1960A Greenback 4x12 Slant Cabinet	Per Event	50.00	\$52.00
Equipment	Guitar and Bass Amplifiers	AMPEG HSVT-810E Heritage USA 8x10 Speaker Cab	Per Event	50.00	\$52.00
Equipment	Guitar and Bass Amplifiers	VOX AC30C2X Tube Combo 2x12 W/Alnico Blue	Per Event	60.00	\$62.00
Equipment	Guitar and Bass Amplifiers	Marshall 1987X 50W SLP Head w/FX Loop	Per Event	70.00	\$72.00
Equipment	Guitar and Bass Amplifiers	AMPEG HSVT-OCL Heritage USA All Tube SVT 300W	Per Event	75.00	\$77.50
Equipment	Guitar and Bass Amplifiers	Fender 65 Twin Reverb RI Blonde/Oxblood	Per Event	85.00	\$88.00
Equipment	Keyboard	Boss EV-5 Expression Pedal	Per Event	5.20	\$5.20
Equipment	Keyboard	FC7 Yamaha Volume Expression Pedal	Per Event	5.20	\$5.20
Equipment	Keyboard	Boss FV-500L Volume Pedal	Per Event	5.20	\$5.20
Equipment	Keyboard	Roland KS-G8B Stage Keyboard Stand for 88'S	Per Event	5.20	\$5.20
Equipment	Keyboard	Yorkville IKS-8 HD Collapsible Keyboard Stand	Per Event	5.20	\$5.20
Equipment	Keyboard	PB-1 Folding Padded Piano Bench	Per Event	5.20	\$5.20
Equipment	Keyboard	Quiklok Z726/L Double Tier Keyboard Stand	Per Event	10.35	\$10.35
Equipment	Keyboard	Traynor K4 Keyboard Amp	Per Event	10.50	\$10.50
Equipment	Keyboard	NORD Lead 4-49 Key Multi-Timbral Synth	Per Event	52.00	\$52.00
Equipment	Keyboard	NORD Stage2 EX 88 Hammer Action	Per Event	157.00	\$157.00
Equipment	Keyboard	Piano tuning	Per Event	175.00	\$175.00
Equipment	Keyboard	Yamaha Motif XF7 (76 Key)	Per Event	190.00	\$190.00
Equipment	Keyboard	Hammond XK-3C Organ	Per Event	233.00	\$233.00
Equipment	Keyboard	Yamaha Motif XF8 (88Key)	Per Event	240.00	\$240.00
Equipment	Keyboard	Steinway D 9' Concert Grand Piano	Per Event	310.00	\$310.00
Equipment	Keyboard	Outsourced Equipment Admin Fee (20% of rental cost)	-	Job Specific Costing	Job Specific Costing
Equipment	Orchestra & Miscellaneous	24- 20Ft ¼ Inch Patch Cable	Per Device	1.00	\$1.00
Equipment	Orchestra & Miscellaneous	12-20Ft Right Angled ¼ Inch Patch Cable	Per Device	1.00	\$1.00
Equipment	Orchestra & Miscellaneous	12- 3Ft ¼ Inch Patch Cable	Per Device	1.00	\$1.00
Equipment	Orchestra & Miscellaneous	6-Boss Psa-120 9-Volt Regulated Ac Adaptor	Per Device	2.00	\$2.00
Equipment	Orchestra & Miscellaneous	6-3Ft Midi Cable	Per Device	3.00	\$3.00
Equipment	Orchestra & Miscellaneous	24-M-91 Maestro Stand Outs (Pair)	Per Device	3.05	\$3.05
Equipment	Orchestra & Miscellaneous	23-M48S Manhasset Symphony Stand	Per Device	3.05	\$3.05
Equipment	Orchestra & Miscellaneous	2-Hercules Ds510Bb Trumpet Stand	Per Device	3.05	\$3.05
Equipment	Orchestra & Miscellaneous	2-Hercules Gs523B Three Pcs Folding Guitar Rack	Per Device	3.05	\$3.05

Draft 2020 Rates and Fees

Type	Category	Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST
Equipment	Orchestra & Miscellaneous	2-Hercules Gs525B Five Pcs Folding Guitar Rack	Per Device	3.05	\$3.05
Equipment	Orchestra & Miscellaneous	1-Hercules Ds530Bb Alto/Tenor Sax Stand	Per Device	3.05	\$3.05
Equipment	Orchestra & Miscellaneous	1-Hercules Ds535Bb Baritone Sax Stand	Per Device	3.05	\$3.05
Equipment	Orchestra & Miscellaneous	6-Boss Tu-3 Tuner Pedal	Per Device	3.05	\$3.05
Equipment	Orchestra & Miscellaneous	1-Manhasset M5401 Regal Conductor'S Stand	Per Device	5.00	\$5.00
Equipment	Orchestra & Miscellaneous	24-Mighty Bright Encore 6 Led Music Stand Light	Per Device	5.10	\$5.10
Equipment	Percussion	2-Lpa650 Lp Aspire Universal Basket Conga Stand	Per Device	2.00	\$2.00
Equipment	Percussion	1-M-245 Matador Strap-Lock Bongo Stand	Per Device	2.00	\$2.00
Equipment	Percussion	1-Lp328 Lp Sliding Bass Percussion Mount	Per Device	2.00	\$2.00
Equipment	Percussion	1-Lp571 Lp Agogo Bell Holder	Per Device	2.00	\$2.00
Equipment	Percussion	1-Pearl Ptm-10Sh Tambourine	Per Device	2.00	\$2.00
Equipment	Percussion	1-Lp236D Lp Mount All Bracket	Per Device	3.00	\$3.00
Equipment	Percussion	1-Lp261 Lp Grenadilla Wood Clave	Per Device	3.00	\$3.00
Equipment	Percussion	1-Lp592 Lp Small Claw Body	Per Device	3.00	\$3.00
Equipment	Percussion	1-Lp243B Lp Super Guiro Scraper	Per Device	4.00	\$4.00
Equipment	Percussion	1-Lp243 Lp Super Guiro	Per Device	4.00	\$4.00
Equipment	Percussion	4- Meinl Egg Shaker	Per Device	4.00	\$4.00
Equipment	Percussion	1-Lp201Ax-2Aw Lp Generation II Bongo	Per Device	5.00	\$5.00
Equipment	Percussion	1-Lp760A Lp Percussion Table	Per Device	5.00	\$5.00
Equipment	Percussion	1-Treeworks Tre35/Lg24 35 Bar Chimes	Per Device	5.00	\$5.00
Equipment	Percussion	1-Lp579 Lp Dry Agogo Bells Large	Per Device	5.00	\$5.00
Equipment	Percussion	2-Meinl Sh48K Luis Conte Live Shaker	Per Device	5.00	\$5.00
Equipment	Percussion	1-Lp234B Afuche/Cabasa Large Wood	Per Device	5.00	\$5.00
Equipment	Percussion	1-Lp150 Lp Cyclops Hand Held Tambourine	Per Device	5.00	\$5.00
Equipment	Percussion	1-Lp009 Lp Rock Classic Ridge Rider Cowbell	Per Device	5.00	\$5.00
Equipment	Percussion	1-Lp206A Lp Bongo Cowbell	Per Device	5.00	\$5.00
Equipment	Percussion	1-Es-5 Lp Salsa Timbale Cowbell	Per Device	5.00	\$5.00
Equipment	Percussion	1-Es-2 Lp Salsa Cha Cha Cowbell	Per Device	5.00	\$5.00
Equipment	Percussion	1-Es-12 Lp Cowbell Salsa Deep Pitch-Cha Cha	Per Device	5.00	\$5.00
Equipment	Percussion	1-Lp462B Lp Rock Shaker	Per Device	5.00	\$5.00
Equipment	Percussion	1-Lp1205 Lp Jam Block W/Bracket	Per Device	5.00	\$5.00
Equipment	Percussion	1-Lp1207 Lp Jam Block W/Bracket	Per Device	5.00	\$5.00
Equipment	Percussion	1-Lp257-B Lp 14-15" Tito Puente Brass Timbales	Per Device	7.00	\$7.00
Equipment	Percussion	1-Meinl Hcaj1Awa Headliner Cajon	Per Device	7.00	\$7.00
Equipment	Percussion	1-Meinl Mp11Nt Quinto	Per Device	10.00	\$10.00
Equipment	Percussion	1-Lp472 Lp Mini Everything Rack	Per Device	10.00	\$10.00
Equipment	Percussion	1-Meinl Mp1134Nt Conga	Per Device	11.00	\$11.00
Equipment	Percussion	1-Meinl Mp1212Nt Tumba	Per Device	12.00	\$12.00
Equipment	Players/Cameras/Recorders	CD Player	Per Device	37.20	\$36.50
Equipment	Players/Cameras/Recorders	DVD/Bluray Player	Per Device	47.40	\$46.50
Equipment	Players/Cameras/Recorders	Digital Audio Recording (must supply own SD card)	Per Device	159.00	\$156.00
Equipment	Screens	6' to 8' tripod screens	Per Device	47.40	\$46.50
Equipment	Screens	9'x16' Fastfold Screen with Dresskit	Per Device	189.00	\$185.00
Furniture and Accessories	Accessories	Black Tension Easel	Per Device	10.20	\$10.00
Furniture and Accessories	Accessories	Extension Cord and Power Bar	Per Device	10.55	\$10.35
Furniture and Accessories	Accessories	Black Velour Pipe and Drape (per 15 ft panel)	Per Panel	15.80	\$15.50
Furniture and Accessories	Accessories	Metal Decorative Easel	Per Device	20.40	\$20.00
Furniture and Accessories	Chairs and Other Furniture	Conference Chair	Per Device	3.15	\$3.10
Furniture and Accessories	Chairs and Other Furniture	Bar Stool	Per Device	3.15	\$3.10
Furniture and Accessories	Chairs and Other Furniture	Stanchions	Per Device	10.55	\$10.35
Furniture and Accessories	Chairs and Other Furniture	Coat Rack	Per Device	12.75	\$12.50
Furniture and Accessories	Chairs and Other Furniture	Portable Bar	Per Device	53.00	\$52.00
Furniture and Accessories	Chairs and Other Furniture	Podium	Per Venue	53.00	\$52.00

Draft 2020 Rates and Fees

Type	Category	Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST
Furniture and Accessories	Chairs and Other Furniture	Portable Popcorn Machine	Per Device	79.00	\$77.50
Furniture and Accessories	Linens	Hand Towel	Per Device	1.00	\$1.05
Furniture and Accessories	Linens	Bath Towel	Per Device	3.15	\$3.10
Furniture and Accessories	Linens	60" x 102" Black Linen	Per Device	7.40	\$7.25
Furniture and Accessories	Linens	60" x 126" Black Linen	Per Device	7.40	\$7.25
Furniture and Accessories	Linens	90" Round Black Linen	Per Device	8.40	\$8.25
Furniture and Accessories	Linens	6' Fitted linen	Per Device	15.00	
Furniture and Accessories	Linens	120" Round Black Linen	Per Device	10.20	\$10.00
Furniture and Accessories	Skirts and Napkins	Black Napkins	Per Device	0.55	\$0.55
Furniture and Accessories	Skirts and Napkins	14' Skirting	Per Device	15.80	\$15.50
Furniture and Accessories	Tables	12" Cocktail/Highboy Tables 42" Height Max	Per Device	5.10	\$5.00
Furniture and Accessories	Tables	48" x 48" x 29" Rounds	Per Device	8.40	\$8.25
Furniture and Accessories	Tables	72" x 30" x 29" Rectangular	Per Device	8.40	\$8.25
Furniture and Accessories	Tables	96" x 30" x 29" Rectangular	Per Device	8.40	\$8.25
Furniture and Accessories	Tables	36" Cocktail/Highboy Tables 42" Height	Per Device	9.45	\$9.25
Furniture and Accessories	Tables	72" x 72" x 29" Rounds	Per Device	15.80	\$15.50
Marketing and Advertising	All Events print-at-home tickets	1 Show	Per Show	75.00	\$75.00
Marketing and Advertising	All Events print-at-home tickets	1 Series	Per Series	400.00	\$400.00
Marketing and Advertising	Brochure	1/4 Page	Per Ad per edition	400.00	\$400.00
Marketing and Advertising	Brochure	1/2 Page	Per Ad per edition	800.00	\$800.00
Marketing and Advertising	Brochure	Full page	Per Ad per edition	1,375.00	\$1,350.00
Marketing and Advertising	Brochure	Inside Back Cover	Per Ad per edition	2,000.00	\$2,000.00
Marketing and Advertising	Brochure	Outside Back Cover	Per Ad per edition	2,500.00	\$2,500.00
Marketing and Advertising	Brochure	Not for Profit Rate (10% off final price)	-	Job Specific Costing	Job Specific Costing
Marketing and Advertising	Centre Stage - Quarterly Magazine	Article Writing	Per Article	150.00	\$150.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	1/8 Page	Per Ad per edition	300.00	\$250.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	1/4 Page	Per Ad per edition	400.00	\$400.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	1/3 Page	Per Ad per edition	600.00	\$600.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	1/2 Page	Per Ad per edition	800.00	\$800.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	2/3 Page	Per Ad per edition	1,100.00	\$1,100.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	Full page	Per Ad per edition	1,375.00	\$1,350.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	Page Number 3 or 5	Per Ad per edition	1,750.00	\$1,750.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	Inside Front Cover	Per Ad per edition	2,000.00	\$2,000.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	Inside Back Cover	Per Ad per edition	2,000.00	\$2,000.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	Outside Back Cover	Per Ad per edition	2,500.00	\$2,500.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	Centre Spread	Per Issue	2,700.00	\$2,700.00
Marketing and Advertising	Centre Stage - Quarterly Magazine	Full Season Commitment (10% off final price)	-	Job Specific Costing	Job Specific Costing
Marketing and Advertising	Centre Stage - Quarterly Magazine	Not for Profit Rate (10% off final price)	-	Job Specific Costing	Job Specific Costing
Marketing and Advertising	Film Dining Guide	Film Dining Guide - 1/2 Page	Per Issue	375.00	\$375.00
Marketing and Advertising	Film Dining Guide	Film Dining Guide - Full Page	Per Issue	625.00	\$625.00
Marketing and Advertising	Film Dining Guide	Film Dining Guide - Inside Back Cover	Per Issue	875.00	\$875.03
Marketing and Advertising	Film Dining Guide	Film Dining Guide - Inside Front Cover	Per Issue	1,000.00	\$1,000.00
Marketing and Advertising	Film Dining Guide	Film Dining Guide - Outside Back Cover	Per Issue	1,250.00	\$1,250.00
Marketing and Advertising	Flyer Insertion for Performances	1 Performance (house programs)	Per Performance Package	100.00	\$75.00
Marketing and Advertising	Flyer Insertion for Performances	5 Performance (house programs)	Per Performance Package	275.00	\$250.00
Marketing and Advertising	Flyer Insertion for Performances	20 Performance (house programs)	Per Performance Package	750.00	\$750.00
Marketing and Advertising	Other Advertising Fees	Marketing/Design (per hour)	Per Hour	75.00	\$50.00
Marketing and Advertising	Other Advertising Fees	Poster Distribution	Per 100 Posters	150.00	\$150.00
Marketing and Advertising	Other Advertising Fees	Digital Signage - One Area (Lobbies, Partridge Hall or Film House)	Per Month	200.00	\$200.00

Draft 2020 Rates and Fees

Type	Category	Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST
Marketing and Advertising	Other Advertising Fees	Targeted E-blast	Per E-blast	350.00	\$300.00
Marketing and Advertising	Other Advertising Fees	Digital Signage Package - All Screens	Per Month	500.00	\$500.00
Marketing and Advertising	Other Advertising Fees	Ticket Envelope	Per Season	2,000.00	\$2,500.00
Marketing and Advertising	Other Advertising Fees	Onsite Advertising Display (Based on location and size of space)	-	Job Specific Costing	Job Specific Costing
Marketing and Advertising	Other Advertising Fees	E-blast (full database)	Per E-blast	500.00	
Marketing and Advertising	Other Advertising Fees	Social Media Target Marketing	Per Hour	75.00	
Marketing and Advertising	Other Advertising Fees	Presentation Series print-at-home tickets (1 month)	Per Month	200.00	\$200.00
Marketing and Advertising	Other Advertising Fees	Presentation Series print-at-home tickets (1 year)	Per Year	1,200.00	\$1,200.00
Marketing and Advertising	Other Advertising Fees	Rental Events print-at-home tickets (1 month)	Per Month	75.00	\$75.00
Marketing and Advertising	Other Advertising Fees	Rental Events print-at-home tickets (1 year)	Per Year	750.00	\$750.00
Marketing and Advertising	Other Advertising Fees	Web Advertising (Home Page Feature Full Screen Advertisement) (1 week)	Per Week	178.00	\$175.00
Marketing and Advertising	Other Advertising Fees	Web Advertising (Home Page Feature Full Screen Advertisement) (1 month)	Per Month	510.00	\$500.00
Marketing and Advertising	Other Advertising Fees	Web Advertising (Other than Homepage) (1 month)	Per Month	75.00	\$75.00
Marketing and Advertising	Other Advertising Fees	Web Advertising (Other than Homepage) (1 year)	Per Year	750.00	\$750.00
Marketing and Advertising	Other Advertising Fees	Web Advertising (Other than Homepage) - Discount on Multiple Size Ads (10% off final price)	-	Job Specific Costing	Job Specific Costing
Marketing and Advertising	Other Advertising Fees	Web Advertising (Other than Homepage) - Non-Profit/Charitable Rate (10% off final price)	-	Job Specific Costing	Job Specific Costing
Room	Algoma Central Lobby (Outside of venue booking time or rented separately)	Series/Season Sponsor Rate. Rate includes 1 technician for the duration of the rental period	Per Hour	85.00	\$83.00
Room	Algoma Central Lobby (Outside of venue booking time or rented separately)	Not for Profit/Charitable rate	Per Hour	85.00	\$83.00
Room	Algoma Central Lobby (Outside of venue booking time or rented separately)	General Rate	Per Hour	135.00	\$130.00
Room	Algoma Central Lobby (Outside of venue booking time or rented separately)	Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing	Job Specific Costing
Room	Cogeco Community Lobby	Not for Profit/Charitable/Sponsor Rate	Per Hour	60.00	\$60.00
Room	Cogeco Community Lobby	General Rate	Per Hour	80.00	\$80.00
Room	Film Studio (199 fixed seats)	Not for Profit/Charitable rate	Per Hour	85.00	\$83.00
Room	Film Studio (199 fixed seats)	Series/Season Sponsor Rate Rate includes 1 technician for the duration of the rental period	Per Hour	85.00	\$83.00
Room	Film Studio (199 fixed seats)	General Rate	Per Hour	135.00	\$130.00
Room	Film Studio (199 fixed seats)	Not for Profit/Charitable/Regional Dance School rate Includes 1 technician for up to 8 hours	Per Day	675.00	\$660.00
Room	Film Studio (199 fixed seats)	Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing	Job Specific Costing
Room	Joy Williams Lobby	Not for Profit/Charitable/Sponsor Rate	Per Hour	60.00	\$60.00
Room	Joy Williams Lobby	General Rate	Per Hour	80.00	\$80.00
Room	Mann Raceway Plaza	Not for Profit/Charitable rate	Per Hour	340.00	\$330.00
Room	Mann Raceway Plaza	Series/Season Sponsor Rate. Rate includes 1 technician for the duration of the rental period	Per Hour	340.00	\$330.00
Room	Mann Raceway Plaza	General Rate	Per Hour	515.00	\$505.00
Room	Mann Raceway Plaza	Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing	Job Specific Costing
Room	Partridge Hall (782 Fixed Seats)	Not for Profit/Charitable/Regional Dance School Rehearsal rate Rate includes 1 technician for duration of the rental period	Per Hour	240.00	\$230.00
Room	Partridge Hall (782 Fixed Seats)	Not for Profit/Charitable/Regional Dance School rate	Per Hour	340.00	\$330.00
Room	Partridge Hall (782 Fixed Seats)	Series/Season Sponsor Rate, Rate includes 1 technician for the duration of the rental period	Per Hour	340.00	\$330.00
Room	Partridge Hall (782 Fixed Seats)	General Rate	Per Hour	475.00	\$465.00

Draft 2020 Rates and Fees

Type	Category	Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST
Room	Partridge Hall (782 Fixed Seats)	Not for Profit/Charitable/Regional Dance School rate Rate includes 1 technician for up to 8 hours	Per Day	2,700.00	\$2,650.00
Room	Partridge Hall (782 Fixed Seats)	General Rate (Rate includes one technician for up to 8 hours)	Per Day	3,800.00	\$3,725.00
Room	Partridge Hall (782 Fixed Seats)	Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing	Job Specific Costing
Room	Partridge Hall (782 Fixed Seats)	Promoter Package		Job Specific Costing	
Room	RBC Innovation Studio (Outside of venue booking time or rented separately)	Not for Profit/Charitable/Regional Dance School rate	Per Hour	21.00	\$20.50
Room	RBC Innovation Studio (Outside of venue booking time or rented separately)	Series/Season Sponsor Rate - Rate includes 1 technician for the duration of the rental period	Per Hour	21.00	\$20.50
Room	RBC Innovation Studio (Outside of venue booking time or rented separately)	General Rate	Per Hour	42.00	\$41.00
Room	RBC Innovation Studio (Outside of venue booking time or rented separately)	Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing	Job Specific Costing
Room	Recital Hall (304 Fixed Seats)	Not for Profit/Charitable/Regional Dance School Rehearsal rate Rate includes 1 technician for duration of the rental period	Per Hour	120.00	\$115.00
Room	Recital Hall (304 Fixed Seats)	Not for Profit/Charitable/Regional Dance School rate	Per Hour	170.00	\$165.00
Room	Recital Hall (304 Fixed Seats)	Series/Season Sponsor Rate Rate includes 1 technician for the duration of the rental period	Per Hour	170.00	\$165.00
Room	Recital Hall (304 Fixed Seats)	General Rate	Per Hour	235.00	\$230.00
Room	Recital Hall (304 Fixed Seats)	Not for Profit/Charitable/Regional Dance School rate Includes 1 technician for up to 8 hours	Per Day	1,350.00	\$1,325.00
Room	Recital Hall (304 Fixed Seats)	General Rate Rate includes 1 technician for up to 8 hours	Per Day	1,895.00	\$1,860.00
Room	Recital Hall (304 Fixed Seats)	Not for Profit/Charitable/Regional Dance School rate per week - (Based on 44 hours total use, includes 1 technician. Additional hours charged back at hourly rate).	Per Week	3,695.00	\$3,625.00
Room	Recital Hall (304 Fixed Seats)	Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing	Job Specific Costing
Room	Robertson Theatre (up to 200 seats in variable configurations)	Not for Profit/Charitable/Regional Dance School Rehearsal rate Rate includes 1 technician for duration of the rental period	Per Hour	61.00	\$60.00
Room	Robertson Theatre (up to 200 seats in variable configurations)	Not for Profit/Charitable/Regional Dance School rate	Per Hour	85.00	\$83.00
Room	Robertson Theatre (up to 200 seats in variable configurations)	Series/Season Sponsor Rate Rate includes 1 technician for the duration of the rental period	Per Hour	85.00	\$83.00
Room	Robertson Theatre (up to 200 seats in variable configurations)	General Rate	Per Hour	135.00	\$130.00
Room	Robertson Theatre (up to 200 seats in variable configurations)	Not for Profit/Charitable/Regional Dance School rate Includes 1 technician for up to 8 hours	Per Day	675.00	\$660.00
Room	Robertson Theatre (up to 200 seats in variable configurations)	General Rate Includes 1 Technician For Up To 8 Hours	Per Day	1,060.00	\$1,040.00
Room	Robertson Theatre (up to 200 seats in variable configurations)	Not for Profit/Charitable/Regional Dance School rate per week - (Based on 44 hours total use, includes 1 technician. Additional hours charged back at hourly rate).	Per Week	3,695.00	\$3,625.00
Room	Robertson Theatre (up to 200 seats in variable configurations)	Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing	Job Specific Costing
Services	Box Office Services	Ticket Printing (per ticket)	Per Ticket	0.25	\$0.25
Services	Box Office Services	Consignment Return (per ticket)	Per Ticket	1.05	\$1.05
Services	Box Office Services	On-line Handling Fee (per ticket)	Per Ticket	2.50	\$1.50
Services	Box Office Services	Mailing Fee (per order)	Per Order	1.60	\$1.60
Services	Box Office Services	Phone/In Person Handling Fee	Per Ticket	2.50	\$2.50
Services	Box Office Services	Cultural Capital Investment Fund *Child tickets on children shows, school shows and Film excluded	Per Ticket	3.00	\$3.00
Services	Box Office Services	Subscription Fee (per order)	Per Order	6.50	\$6.00

Draft 2020 Rates and Fees

Type	Category	Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST
Services	Box Office Services	Box Office Staff (Per hour - minimum 3 hours)	Per Hour	24.00	\$23.85
Services	Box Office Services	Box Office Services (5.25% total gross sales)	-	Job Specific Costing	Job Specific Costing
Services	Front of House Services	Usher Not for Profit/Charitable Rate (minimum 3 hours)	Per Hour	-	\$0.00
Services	Front of House Services	Merchandise Seller	Per Hour	16.00	\$15.50
Services	Front of House Services	Usher General Rate (minimum 3 hours)	Per Hour	16.00	\$15.50
Services	Front of House Services	Server (outside of PAC host bar)	Per Hour	24.00	\$23.85
Services	Front of House Services	Front of House Lead (minimum 3 hours)	Per Hour	36.00	\$35.10
Services	Front of House Services	Cleaning Fee	Per Day	255.00	\$250.00
Services	Front of House Services	Merchandise Vendor's Fee - Presentation	-	Job Specific Costing	Job Specific Costing
Services	Front of House Services	Merchandise Vendor's Fee Rental Client (20% final gross sales)	-	Job Specific Costing	Job Specific Costing
Services	Front of House Services	Catering	-	Job Specific Costing	Job Specific Costing
Services	Front of House Services	In-House Catering	-	Job Specific Costing	Job Specific Costing
Services	Front of House Services	External Catering	-	Job Specific Costing	Job Specific Costing
Services	Other Services	Technician (minimum 4 hours)	Per Hour	46.00	\$45.00
Services	Other Services	Video Recording (Single Stationary Camera)	Per Event	200.00	
Services	Other Services	Garbage Disposal		Job Specific Costing	