

Board Report

Date of Report: April 22, 2019;
Revised Aug 30, 2019

Date of Meeting: Sept 10, 2019

Report Number: 2019-PAC-013

File: 2019BOARD0910

Subject: Performing Arts Centre – Rates and Fees- REVISED

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 rates 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. Direction from the City's Budget committee for 2020 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 its mandate, 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 staging sets and props to be removed 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.

Prepared and Submitted by:

Carlos Robayo, Administrative Assistant



2020 Rates & Fees

Table of Contents

Venue Rental	pgs. 3-5
Furniture & Accessories	pg. 6
Equipment	pgs. 7-12
Services & Labour	pgs. 13-14
Marketing & Advertising	pgs. 15-17

Fee Title	Unit of Measure	Base Fee	Tax	Total
Venue Rental				
PARTRIDGE HALL				
General Rate **	Per Day	\$ 3,800.00	\$ 494.00	\$ 4,294.00
Not for Profit/Charitable/Regional Dance School Rate.**	Per Day	\$ 2,700.00	\$ 351.00	\$ 3,051.00
General Rate	Per Hour	\$ 475.00	\$ 61.75	\$ 536.75
Not for Profit/Charitable/Regional Dance School Rate	Per Hour	\$ 340.00	\$ 44.20	\$ 384.20
Series/Season Sponsor Rate. **	Per Hour	\$ 340.00	\$ 44.20	\$ 384.20
Not for Profit/Charitable/Regional Dance School Rehearsal Rate. **	Per Hour	\$ 240.00	\$ 31.20	\$ 271.20
Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)		Job Specific Costing		
Promoter Package		Job Specific Costing		
RECITAL HALL				
Not for Profit/Charitable/Regional Dance School rate per week - (Based on 44 hours total use, includes 1 technician)	Per Week	\$ 3,695.00	\$ 480.35	\$ 4,175.35
General Rate Rate**	Per Day	\$ 1,895.00	\$ 246.35	\$ 2,141.35
Not for Profit/Charitable/Regional Dance School Rate**	Per Day	\$ 1,350.00	\$ 175.50	\$ 1,525.50
General Rate	Per Hour	\$ 235.00	\$ 30.55	\$ 265.55
Not for Profit/Charitable/Regional Dance School Rate	Per Hour	\$ 170.00	\$ 22.10	\$ 192.10
Series/Season Sponsor Rate. Rate includes**	Per Hour	\$ 170.00	\$ 22.10	\$ 192.10
Not for Profit/Charitable/Regional Dance School Rehearsal Rate**	Per Hour	\$ 120.00	\$ 15.60	\$ 135.60
Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)		Job Specific Costing		
ROBERTSON THEATRE				
		\$	-	\$ -
Not for Profit/Charitable/Regional Dance School rate per week - (Based on 44 hours total use, includes 1 technician)	Per Week	\$ 3,695.00	\$ 480.35	\$ 4,175.35

Fee Title	Unit of Measure	Base Fee	Tax	Total
ROBERTSON THEATRE (continued)			\$ -	\$ -
General Rate**	Per Day	\$ 1,060.00	\$ 137.80	\$ 1,197.80
Not for Profit/Charitable/Regional Dance School Rate**	Per Day	\$ 675.00	\$ 87.75	\$ 762.75
General Rate	Per Hour	\$ 135.00	\$ 17.55	\$ 152.55
Not for Profit/Charitable/Regional Dance School Rate	Per Hour	\$ 85.00	\$ 11.05	\$ 96.05
Series/Season Sponsor Rate**	Per Hour	\$ 85.00	\$ 11.05	\$ 96.05
Not for Profit/Charitable/Regional Dance School Rehearsal Rate**	Per Hour	\$ 61.00	\$ 7.93	\$ 68.93
Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)		Job Specific Costing		
FILM HOUSE				
Not for Profit/Charitable/Regional Dance School**	Per Day	\$ 675.00	\$ 87.75	\$ 762.75
General Rate	Per Hour	\$ 135.00	\$ 17.55	\$ 152.55
Not for Profit/Charitable Rate	Per Hour	\$ 85.00	\$ 11.05	\$ 96.05
Series/Season Sponsor Rate**	Per Hour	\$ 85.00	\$ 11.05	\$ 96.05
Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)		Job Specific Costing		
MANN RACEWAY PLAZA				
General Rate	Per Hour	\$ 515.00	\$ 66.95	\$ 581.95
Not for Profit/Charitable Rate	Per Hour	\$ 340.00	\$ 44.20	\$ 384.20
Series/Season Sponsor Rate	Per Hour	\$ 340.00	\$ 44.20	\$ 384.20
Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)		Job Specific Costing		
RBC INNOVATION STUDIO				
General Rate	Per Hour	\$ 42.00	\$ 5.46	\$ 47.46
Not for Profit/Charitable/Regional Dance School Rate	Per Hour	\$ 21.00	\$ 2.73	\$ 23.73
Series/Season Sponsor Rate	Per Hour	\$ 21.00	\$ 2.73	\$ 23.73
Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)		Job Specific Costing		
ALGOMA CENTRAL LOBBY				
General Rate	Per Hour	\$ 135.00	\$ 17.55	\$ 152.55

Fee Title	Unit of Measure	Base Fee	Tax	Total
ALGOMA CENTRAL LOBBY (continued)				
Series/Season Sponsor Rate.	Per Hour	\$ 85.00	\$ 11.05	\$ 96.05
Not for Profit/Charitable Rate	Per Hour	\$ 85.00	\$ 11.05	\$ 96.05
Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)		Job Specific Costing		
JOY WILLIAMS LOBBY				
General Rate	Per Hour	\$ 80.00	\$ 10.40	\$ 90.40
Not for Profit/Charitable/Sponsor Rate	Per Hour	\$ 60.00	\$ 7.80	\$ 67.80
COGECO COMMUNITY LOBBY				
General Rate	Per Hour	\$ 80.00	\$ 10.40	\$ 90.40
Not for Profit/Charitable/Sponsor Rate	Per Hour	\$ 60.00	\$ 7.80	\$ 67.80

*** 1 Technician included for the duration of the rental period or up to 8 hours.*

Fee Title	Unit of Measure	Base Fee	Tax	Total
Furniture and Accessories				
ACCESSORIES				
Black Tension Easel	Per Device	\$ 10.20	\$ 1.33	\$ 11.53
Extension Cord and/or Power Bar	Per Device	\$ 10.55	\$ 1.37	\$ 11.92
Black Velour Pipe and Drape (per 15 ft panel)	Per Panel	\$ 15.80	\$ 2.05	\$ 17.85
Metal Decorative Easel	Per Device	\$ 20.40	\$ 2.65	\$ 23.05
Flip Chart	Per Item	\$ 35.00	\$ 4.55	\$ 39.55
Hand Towel	Per Device	\$ 1.00	\$ 0.13	\$ 1.13
Bath Towel	Per Device	\$ 3.15	\$ 0.41	\$ 3.56
60" x 102" Black Linen	Per Device	\$ 7.40	\$ 0.96	\$ 8.36
60" x 126" Black Linen	Per Device	\$ 7.40	\$ 0.96	\$ 8.36
90" Round Black Linen	Per Device	\$ 8.40	\$ 1.09	\$ 9.49
6' Fitted linen	Per Device	\$ 15.00	\$ 1.95	\$ 16.95
120" Round Black Linen	Per Device	\$ 10.20	\$ 1.33	\$ 11.53
Black Napkins	Per Device	\$ 0.55	\$ 0.07	\$ 0.62
14' Skirting	Per Device	\$ 15.80	\$ 2.05	\$ 17.85
FURNITURE				
Conference Chair	Per Device	\$ 3.15	\$ 0.41	\$ 3.56
Bar Stool	Per Device	\$ 3.15	\$ 0.41	\$ 3.56
Stanchions	Per Device	\$ 10.55	\$ 1.37	\$ 11.92
Coat Rack	Per Device	\$ 12.75	\$ 1.66	\$ 14.41
Portable Bar	Per Device	\$ 53.00	\$ 6.89	\$ 59.89
Podium (wood with LED screen)	Per Venue	\$ 53.00	\$ 6.89	\$ 59.89
Portable Popcorn Machine	Per Device	\$ 79.00	\$ 10.27	\$ 89.27
48" x 48" x 29" Rounds	Per Device	\$ 8.40	\$ 1.09	\$ 9.49
72" x 30" x 29" Rectangular	Per Device	\$ 8.40	\$ 1.09	\$ 9.49
96" x 30" x 29" Rectangular	Per Device	\$ 8.40	\$ 1.09	\$ 9.49
36" Cocktail/Highboy Tables 42" Height	Per Device	\$ 9.45	\$ 1.23	\$ 10.68
72" x 72" x 29" Rounds	Per Device	\$ 15.80	\$ 2.05	\$ 17.85

Fee Title	Unit of Measure	Base Fee	Tax	Total
Equipment				
DRUMS AND CYMBALS				
1-Yamaha Ws955A Tom Stand	Per Device	\$ 2.00	\$ 0.26	\$ 2.26
6-Yamaha Cs865 Double Braced Cymbal Boom Stand	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
2-Yamaha Ss950 Hvy Weight Dbl-Braced Cymbal Boom Stand	Per Device	\$ 6.00	\$ 0.78	\$ 6.78
1-Yamaha Ds950 Dbl Braced Threaded Throne Wide Seat	Per Device	\$ 6.00	\$ 0.78	\$ 6.78
1-Zildjian A Custom 10" Splash	Per Device	\$ 6.00	\$ 0.78	\$ 6.78
1-Zildjian A Custom 15" Fast Crash-Brill	Per Device	\$ 6.00	\$ 0.78	\$ 6.78
1-Zildjian A Custom 16" Fast Crash-Brill	Per Device	\$ 6.00	\$ 0.78	\$ 6.78
1-Zildjian A Custom 17" Fast Crash-Brill	Per Device	\$ 6.00	\$ 0.78	\$ 6.78
1-Zildjian A Custom 18" Fast Crash-Brill	Per Device	\$ 6.00	\$ 0.78	\$ 6.78
1-Zildjian A Custom 18" Rezo Crash	Per Device	\$ 6.00	\$ 0.78	\$ 6.78
1-Yamaha Ds840 Heavy Weight Drumstool	Per Device	\$ 7.00	\$ 0.91	\$ 7.91
1-Zildjian A 14" New Beat Hi-Hats	Per Device	\$ 7.00	\$ 0.91	\$ 7.91
1-Zildjian A Custom 20" Ride	Per Device	\$ 7.00	\$ 0.91	\$ 7.91
1-Zildjian A Custom 21" 20Th Anniversary Ride	Per Device	\$ 7.00	\$ 0.91	\$ 7.91
1-Zildjian A Custom 18" China-Brill	Per Device	\$ 8.00	\$ 1.04	\$ 9.04
1-14X6 Wood Snare Drum	Per Device	\$ 10.00	\$ 1.30	\$ 11.30
1-Yamaha 14"X 4 Brass Snare Drum Model: Sd4440	Per Device	\$ 10.00	\$ 1.30	\$ 11.30
1-Yamaha Dfp9500D Direct Drive Dbl Kick Pedal	Per Device	\$ 12.00	\$ 1.56	\$ 13.56
1-20X18 Bass Drum	Per Device	\$ 15.00	\$ 1.95	\$ 16.95
1-22X18 Bass Drum	Per Device	\$ 15.00	\$ 1.95	\$ 16.95
1-8X7 Tom	Per Device	\$ 15.00	\$ 1.95	\$ 16.95
1-10X9 Tom	Per Device	\$ 15.00	\$ 1.95	\$ 16.95
1-12X10 Tom	Per Device	\$ 15.00	\$ 1.95	\$ 16.95
1-14X14 Floor Tom	Per Device	\$ 15.00	\$ 1.95	\$ 16.95
1-16X15 Floor Tom	Per Device	\$ 15.00	\$ 1.95	\$ 16.95
1-Hw880 Yamaha 800 Series Hw Pack (2 Boom, Single Pedal, Snr Stand, Hh Stand)	Per Device	\$ 20.00	\$ 2.60	\$ 22.60

Fee Title	Unit of Measure	Base Fee	Tax	Total
DRUMS AND CYMBALS (continued)				
1-Roland Spd-Sx Drum Pad	Per Device	\$ 20.00	\$ 2.60	\$ 22.60
Yamaha Absolute Maple Hybrid Drums (Black - 5 Piece Kit)	Per Device	\$ 90.00	\$ 11.70	\$ 101.70
GUITAR AND BASS AMPLIFIERS				
Traynor Amstudio Acoustic AMP	Per Event	\$ 10.00	\$ 1.30	\$ 11.30
GK Bass Combo MB150S-112	Per Event	\$ 30.00	\$ 3.90	\$ 33.90
AMPEG PF-800 Portaflex Head	Per Event	\$ 20.00	\$ 2.60	\$ 22.60
AMPEG SVT-410HE Classix 4x10 Bass Cabinet w/Horn	Per Event	\$ 40.00	\$ 5.20	\$ 45.20
Fender 65 Deluxe Reverb	Per Event	\$ 50.00	\$ 6.50	\$ 56.50
Fender Supersonic 22	Per Event	\$ 50.00	\$ 6.50	\$ 56.50
Fender 68 Custom Deluxe Reverb	Per Event	\$ 50.00	\$ 6.50	\$ 56.50
Fender 68 Custom Princeton Reverb	Per Event	\$ 50.00	\$ 6.50	\$ 56.50
Marshall 1960A Greenback 4x12 Slant Cabinet	Per Event	\$ 50.00	\$ 6.50	\$ 56.50
AMPEG HSVT-810E Heritage USA 8x10 Speaker Cab	Per Event	\$ 50.00	\$ 6.50	\$ 56.50
VOX AC30C2X Tube Combo 2x12 W/Alnico Blue	Per Event	\$ 60.00	\$ 7.80	\$ 67.80
Marshall 1987X 50W SLP Head w/FX Loop	Per Event	\$ 70.00	\$ 9.10	\$ 79.10
AMPEG HSVT-0CL Heritage USA All Tube SVT 300W	Per Event	\$ 75.00	\$ 9.75	\$ 84.75
Fender 65 Twin Reverb RI Blonde/Oxblood	Per Event	\$ 85.00	\$ 11.05	\$ 96.05
PERCUSSION				
2-Lpa650 Lp Aspire Universal Basket Conga Stand	Per Device	\$ 2.00	\$ 0.26	\$ 2.26
1-M-245 Matador Strap-Lock Bongo Stand	Per Device	\$ 2.00	\$ 0.26	\$ 2.26
1-Lp328 Lp Sliding Bass Percussion Mount	Per Device	\$ 2.00	\$ 0.26	\$ 2.26
1-Lp571 Lp Agogo Bell Holder	Per Device	\$ 2.00	\$ 0.26	\$ 2.26
1-Pearl Ptm-10Sh Tambourine	Per Device	\$ 2.00	\$ 0.26	\$ 2.26
1-Lp236D Lp Mount All Bracket	Per Device	\$ 3.00	\$ 0.39	\$ 3.39
1-Lp261 Lp Grenadilla Wood Clave	Per Device	\$ 3.00	\$ 0.39	\$ 3.39
1-Lp592 Lp Small Claw Body	Per Device	\$ 3.00	\$ 0.39	\$ 3.39
1-Lp243B Lp Super Guiro Scraper	Per Device	\$ 4.00	\$ 0.52	\$ 4.52
1-Lp243 Lp Super Guiro	Per Device	\$ 4.00	\$ 0.52	\$ 4.52
4- Meinl Egg Shaker	Per Device	\$ 4.00	\$ 0.52	\$ 4.52

Fee Title	Unit of Measure	Base Fee	Tax	Total
PERCUSSION (continued)				
1-Lp201Ax-2Aw Lp Generation li Bongo	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Lp760A Lp Percussion Table	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Treeworks Tre35/Lg24 35 Bar Chimes	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Lp579 Lp Dry Agogo Bells Large	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
2-Meintl Sh4Bk Luis Conte Live Shaker	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Lp234B Afuche/Cabasa Large Wood	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Lp150 Lp Cyclops Hand Held Tambourine	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Lp009 Lp Rock Classic Ridge Rider Cowbell	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Lp206A Lp Bongo Cowbell	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Es-5 Lp Salsa Timbale Cowbell	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Es-2 Lp Salsa Cha Cha Cowbell	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Es-12 Lp Cowbell Salsa Deep Pitch-Cha Cha	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Lp462B Lp Rock Shaker	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Lp1205 Lp Jam Block W/Bracket	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Lp1207 Lp Jam Block W/Bracket	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
1-Lp257-B Lp 14-15" Tito Puente Brass Timbales	Per Device	\$ 7.00	\$ 0.91	\$ 7.91
1-Meintl Hcaj1Awa Headliner Cajon	Per Device	\$ 7.00	\$ 0.91	\$ 7.91
1-Meintl Mp11Nt Quinto	Per Device	\$ 10.00	\$ 1.30	\$ 11.30
1-Lp472 Lp Mini Everything Rack	Per Device	\$ 10.00	\$ 1.30	\$ 11.30
1-Meintl Mp1134Nt Conga	Per Device	\$ 11.00	\$ 1.43	\$ 12.43
1-Meintl Mp1212Nt Tumba	Per Device	\$ 12.00	\$ 1.56	\$ 13.56
KEYBOARD/PIANO				
Boss EV-5 Expression Pedal	Per Event	\$ 5.20	\$ 0.68	\$ 5.88
FC7 Yamaha Volume Expression Pedal	Per Event	\$ 5.20	\$ 0.68	\$ 5.88
Boss FV-500L Volume Pedal	Per Event	\$ 5.20	\$ 0.68	\$ 5.88
Roland KS-G8B Stage Keyboard Stand for 88'S	Per Event	\$ 5.20	\$ 0.68	\$ 5.88
Yorkville IKS-8 HD Collapsible Keyboard Stand	Per Event	\$ 5.20	\$ 0.68	\$ 5.88
PB-1 Folding Padded Piano Bench	Per Event	\$ 5.20	\$ 0.68	\$ 5.88
Quiklok Z726/L Double Tier Keyboard Stand	Per Event	\$ 10.35	\$ 1.35	\$ 11.70

Fee Title	Unit of Measure	Base Fee	Tax	Total
KEYBOARD/PIANO (continued)				
Traynor K4 Keyboard Amp	Per Event	\$ 10.50	\$ 1.37	\$ 11.87
NORD Lead 4-49 Key Multi-Timbral Synth	Per Event	\$ 52.00	\$ 6.76	\$ 58.76
NORD Stage2 EX 88 Hammer Action	Per Event	\$ 157.00	\$ 20.41	\$ 177.41
Piano tuning	Per Event	\$ 175.00	\$ 22.75	\$ 197.75
Yamaha Motif XF7 (76 Key)	Per Event	\$ 190.00	\$ 24.70	\$ 214.70
Hammond XK-3C Organ	Per Event	\$ 233.00	\$ 30.29	\$ 263.29
Yamaha Motif XF8 (88Key)	Per Event	\$ 240.00	\$ 31.20	\$ 271.20
Steinway D 9' Concert Grand Piano	Per Event	\$ 310.00	\$ 40.30	\$ 350.30
Lobby Piano Mason & Hamlin (includes tuning)	Per Device	\$ 265.00	\$ 34.45	\$ 299.45
Upright Steinway Piano (includes tuning)	Per Device	\$ 265.00	\$ 34.45	\$ 299.45
ORCHESTRA AND MISCELLANEOUS				
24- 20Ft ¼ Inch Patch Cable	Per Device	\$ 1.00	\$ 0.13	\$ 1.13
12-20Ft Right Angled ¼ Inch Patch Cable	Per Device	\$ 1.00	\$ 0.13	\$ 1.13
12- 3Ft ¼ Inch Patch Cable	Per Device	\$ 1.00	\$ 0.13	\$ 1.13
6-Boss Psa-120 9-Volt Regulated Ac Adaptor	Per Device	\$ 2.00	\$ 0.26	\$ 2.26
6-3Ft Midi Cable	Per Device	\$ 3.00	\$ 0.39	\$ 3.39
24-M-91 Maestro Stand Outs (Pair)	Per Device	\$ 3.05	\$ 0.40	\$ 3.45
23-M48S Manhasset Symphony Music Stand	Per Device	\$ 3.05	\$ 0.40	\$ 3.45
2-Hercules Ds510Bb Trumpet Stand	Per Device	\$ 3.05	\$ 0.40	\$ 3.45
2-Hercules Gs523B Three Pcs Folding Guitar Rack	Per Device	\$ 3.05	\$ 0.40	\$ 3.45
2-Hercules Gs525B Five Pcs Folding Guitar Rack	Per Device	\$ 3.05	\$ 0.40	\$ 3.45
1-Hercules Ds530Bb Alto/Tenor Sax Stand	Per Device	\$ 3.05	\$ 0.40	\$ 3.45
1-Hercules Ds535Bb Baritone Sax Stand	Per Device	\$ 3.05	\$ 0.40	\$ 3.45
6-Boss Tu-3 Tuner Pedal	Per Device	\$ 3.05	\$ 0.40	\$ 3.45
1-Manhasset M5401 Regal Conductor's Stand	Per Device	\$ 5.00	\$ 0.65	\$ 5.65
24-Mighty Bright Encore 6 LED Music Stand Light	Per Device	\$ 5.10	\$ 0.66	\$ 5.76
Music Stand Light	Per Device	\$ 5.25	\$ 0.68	\$ 5.93
Music Stand Light (incandescent)	Per Device	\$ 5.25	\$ 0.68	\$ 5.93
Music Light and Stand (Combo)	Per Device	\$ 5.25	\$ 0.68	\$ 5.93

Fee Title	Unit of Measure	Base Fee	Tax	Total
OTHER				
CD Player	Per Device	\$ 37.20	\$ 4.84	\$ 42.04
DVD/Bluray Player	Per Device	\$ 47.40	\$ 6.16	\$ 53.56
Digital Audio Recording (must supply own SD card)	Per Device	\$ 159.00	\$ 20.67	\$ 179.67
6' to 8' tripod screens	Per Device	\$ 47.40	\$ 6.16	\$ 53.56
9'x16' Fastfold Screen with Dresskit	Per Device	\$ 189.00	\$ 24.57	\$ 213.57
Flower Lights coloured bulbs	Per Device	\$ 5.25	\$ 0.68	\$ 5.93
Laser Pointer	Per Device	\$ 10.20	\$ 1.33	\$ 11.53
Audio Direct Input	Per Device	\$ 10.70	\$ 1.39	\$ 12.09
Stage Riser (4' x 4') including set up and skirting	Per Device	\$ 18.35	\$ 2.39	\$ 20.74
VGA Cable	Per Device	\$ 20.90	\$ 2.72	\$ 23.62
Countryman Style Lapel	Per Device	\$ 26.00	\$ 3.38	\$ 29.38
Countryman Style Headset	Per Device	\$ 26.50	\$ 3.45	\$ 29.95
Corded Microphone with Floor or table stand	Per Device	\$ 26.50	\$ 3.45	\$ 29.95
Media Feed Box	Per Device	\$ 26.50	\$ 3.45	\$ 29.95
Stage Riser Section (4'x8')	Per Device	\$ 26.50	\$ 3.45	\$ 29.95
LED Lights	Per Device	\$ 26.50	\$ 3.45	\$ 29.95
Production/Judges Tables	Per Event	\$ 53.00	\$ 6.89	\$ 59.89
Follow Spot	Per Event	\$ 77.00	\$ 10.01	\$ 87.01
Microphones - Wireless (hand held or on stand)	Per Device	\$ 105.00	\$ 13.65	\$ 118.65
PolyCom Conference Phone	Per Device	\$ 105.00	\$ 13.65	\$ 118.65
Portable Audio System	Per Device	\$ 158.00	\$ 20.54	\$ 178.54
Flat Panel Monitor Pkg - 32" or 60"	Per Device	\$ 158.00	\$ 20.54	\$ 178.54
Laptop MacBook (Qlab, ProPresenter)	Per Device	\$ 209.00	\$ 27.17	\$ 236.17
Laptop PC (MS Office Windows 7) per day	Per Device	\$ 209.00	\$ 27.17	\$ 236.17
Chandelier Package Minimum 5 - Includes Installation And Strike	Per Device	\$ 255.00	\$ 33.15	\$ 288.15
Breakout Room Projector Package	Per Venue	\$ 265.00	\$ 34.45	\$ 299.45
Projection System Use	Per Venue	\$ 474.00	\$ 61.62	\$ 535.62
Backline		Job Specific Costing		
Chandelier Rental per unit (\$150 plus labour)		Job Specific Costing		
Marley Floor (\$200 plus installation and labour)		Job Specific Costing		
Laundry Access (\$100 plus labour)		Job Specific Costing		

Fee Title	Unit of Measure	Base Fee	Tax	Total
OTHER (continued)				
Flower Lights (\$30.00 each plus labour)		Job Specific Costing		
Festoon Lights (\$15.00 per stand plus labour)		Job Specific Costing		
Curtain Package (\$400.00 plus labour) (Recital Hall only)		Job Specific Costing		
Sheer Panels (\$30.00 per panel plus labour)		Job Specific Costing		
Outsourced Equipment Admin Fee (20% of rental cost)		Job Specific Costing		

Fee Title	Unit of Measure	Base Fee	Tax	Total
Services and Labour				
BOX OFFICE				
Ticket Printing (per ticket)	Per Ticket	\$ 0.25	\$ 0.03	\$ 0.28
Consignment Return (per ticket)	Per Ticket	\$ 1.05	\$ 0.14	\$ 1.19
On-line Handling Fee (per ticket)	Per Ticket	\$ 2.50	\$ 0.33	\$ 2.83
Mailing Fee (per order)	Per Order	\$ 1.60	\$ 0.21	\$ 1.81
Phone/In Person Handling Fee (per ticket)	Per Ticket	\$ 2.50	\$ 0.33	\$ 2.83
Cultural Capital Investment Fund**	Per Ticket	\$ 3.00	\$ 0.39	\$ 3.39
Subscription Fee	Per Subscription	\$ 6.50	\$ 0.85	\$ 7.35
Box Office Services (5.25% total gross sales)		Job Specific Costing		

***Child tickets on children shows, school shows and Film excluded (per ticket)*

LABOUR				
Usher Not for Profit/Charitable Rate (minimum 3 hours)	Per Hour	\$ -	\$ -	\$ -
Usher General Rate (minimum 3 hours)	Per Hour	\$ 16.00	\$ 2.08	\$ 18.08
Merchandise Seller	Per Hour	\$ 16.00	\$ 2.08	\$ 18.08
Server (outside of PAC host bar)	Per Hour	\$ 24.00	\$ 3.12	\$ 27.12
Front of House Lead (minimum 3 hours)	Per Hour	\$ 36.00	\$ 4.68	\$ 40.68
Security Guard (minimum 4 hours)	Per Hour	\$ 35.70	\$ 4.64	\$ 40.34
Box Office Staff (Per hour - minimum 3 hours)	Per Hour	\$ 24.00	\$ 3.12	\$ 27.12
Technician (minimum 4 hours)	Per Hour	\$ 46.00	\$ 5.98	\$ 51.98
FRONT OF HOUSE/CATERING				
Cleaning Fee	Per Day	\$ 255.00	\$ 33.15	\$ 288.15
Merchandise Vendor's Fee - Presentation Series		Job Specific Costing		
Merchandise Vendor's Fee Rental Client (20% final gross sales)		Job Specific Costing		
Catering		Job Specific Costing		
In-House Catering		Job Specific Costing		
External Catering		Job Specific Costing		
Garbage Disposal		Job Specific Costing		

Fee Title	Unit of Measure	Base Fee	Tax	Total
FRONT OF HOUSE/CATERING (continued)				
Landmark Catering Fee		Job Specific Costing		
Building Access Pass Fee	Per Item	\$ 100.00	\$ 13.00	\$ 113.00
ADMINISTRATION/OTHER				
NSF Fee	Per Item	\$ 41.15	\$ 5.35	\$ 46.50
Cancellation Fee 20%	Per Event	Job Specific Costing		
SOCAN Fees		Job Specific Costing		
Re:Sound Fees		Job Specific Costing		
Outstanding Invoice Interest Charge	Per Month	1.25%		
Video Recording (Single Stationary Camera)	Per Event	\$ 200.00	\$ 26.00	\$ 226.00

Fee Title	Unit of Measure	Base Fee	Tax	Total
Marketing and Advertisement				
BROCHURE				
1/4 Page	Per Ad per edition	\$ 400.00	\$ 52.00	\$ 452.00
1/2 Page	Per Ad per edition	\$ 800.00	\$ 104.00	\$ 904.00
Full page	Per Ad per edition	\$ 1,375.00	\$ 178.75	\$ 1,553.75
Inside Back Cover	Per Ad per edition	\$ 2,000.00	\$ 260.00	\$ 2,260.00
Outside Back Cover	Per Ad per edition	\$ 2,500.00	\$ 325.00	\$ 2,825.00
Not for Profit Rate (10% off final price)		Job Specific Costing		
CENTRE STAGE - QUARTERLY				
Article Writing	Per Article	\$ 150.00	\$ 19.50	\$ 169.50
1/8 Page	Per Ad per edition	\$ 300.00	\$ 39.00	\$ 339.00
1/4 Page	Per Ad per edition	\$ 400.00	\$ 52.00	\$ 452.00
1/3 Page	Per Ad per edition	\$ 600.00	\$ 78.00	\$ 678.00
1/2 Page	Per Ad per edition	\$ 800.00	\$ 104.00	\$ 904.00
2/3 Page	Per Ad per edition	\$ 1,100.00	\$ 143.00	\$ 1,243.00
Full page	Per Ad per edition	\$ 1,375.00	\$ 178.75	\$ 1,553.75
Page Number 3 or 5	Per Ad per edition	\$ 1,750.00	\$ 227.50	\$ 1,977.50
Inside Front Cover	Per Ad per edition	\$ 2,000.00	\$ 260.00	\$ 2,260.00
Inside Back Cover	Per Ad per edition	\$ 2,000.00	\$ 260.00	\$ 2,260.00
Outside Back Cover	Per Ad per edition	\$ 2,500.00	\$ 325.00	\$ 2,825.00
Centre Spread	Per Issue	\$ 2,700.00	\$ 351.00	\$ 3,051.00
Full Season Commitment (10% off final price)		Job Specific Costing		
Not for Profit Rate (10% off final price)		Job Specific Costing		

Fee Title	Unit of Measure	Base Fee	Tax	Total
FILM AND DINING GUIDE				
Film Dining Guide - 1/2 Page	Per Issue	\$ 375.00	\$ 48.75	\$ 423.75
Film Dining Guide - Full Page	Per Issue	\$ 625.00	\$ 81.25	\$ 706.25
Film Dining Guide - Inside Back Cover	Per Issue	\$ 875.00	\$ 113.75	\$ 988.75
Film Dining Guide - Inside Front Cover	Per Issue	\$ 1,000.00	\$ 130.00	\$ 1,130.00
Film Dining Guide - Outside Back Cover	Per Issue	\$ 1,250.00	\$ 162.50	\$ 1,412.50
OTHER				
Marketing/Design (per hour)	Per Hour	\$ 75.00	\$ 9.75	\$ 84.75
Poster Distribution	Per 100 Posters	\$ 150.00	\$ 19.50	\$ 169.50
Digital Signage - One Area (Lobbies, Partridge Hall or Film House)	Per Month	\$ 200.00	\$ 26.00	\$ 226.00
E-Blast (targeted)	Per E-blast	\$ 350.00	\$ 45.50	\$ 395.50
Digital Signage Package - All Screens	Per Month	\$ 500.00	\$ 65.00	\$ 565.00
Ticket Envelope	Per Season	\$ 2,000.00	\$ 260.00	\$ 2,260.00
Onsite Advertising Display (Based on location and size of space)		Job Specific Costing		
E-blast (full database)	Per E-blast	\$ 500.00	\$ 65.00	\$ 565.00
Social Media Target Marketing	Per Hour	\$ 75.00	\$ 9.75	\$ 84.75
Presentation Series print-at-home tickets (1 Month)	Per Month	\$ 200.00	\$ 26.00	\$ 226.00
Presentation Series print-at-home tickets (1 Year)	Per Year	\$ 1,200.00	\$ 156.00	\$ 1,356.00
Rental Events print-at-home tickets (1 Month)	Per Month	\$ 75.00	\$ 9.75	\$ 84.75
Rental Events print-at-home tickets (1 Year)	Per Year	\$ 750.00	\$ 97.50	\$ 847.50
Web Advertising (Home Page Feature Full Screen Advertisement) (1 Week)	Per Week	\$ 178.00	\$ 23.14	\$ 201.14
Web Advertising (Home Page Feature Full Screen Advertisement) (1 Month)	Per Month	\$ 510.00	\$ 66.30	\$ 576.30
Web Advertising (Other than Homepage) (1 Month)	Per Month	\$ 75.00	\$ 9.75	\$ 84.75
Web Advertising (Other than Homepage) (1 Year)	Per Year	\$ 750.00	\$ 97.50	\$ 847.50

Fee Title	Unit of Measure	Base Fee	Tax	Total
OTHER (continued)				
Web Advertising (Other than Homepage) Discount on Multiple Size Ads (10% off final price)		Job Specific Costing		
Web Advertising (Other than Homepage) Non-Profit/Charitable Rate (10% off final price)		Job Specific Costing		
All Events print-at-home tickets (1 Show)	Per Show	\$ 75.00	\$ 9.75	\$ 84.75
All Events print-at-home tickets (1 Series)	Per Series	\$ 400.00	\$ 52.00	\$ 452.00
1 Performance (house programs)	Per Performance Package	\$ 100.00	\$ 13.00	\$ 113.00
5 Performance (house programs)	Per Performance Package	\$ 275.00	\$ 35.75	\$ 310.75
20 Performance (house programs)	Per Performance Package	\$ 750.00	\$ 97.50	\$ 847.50