

Board Report

Date of Report: Oct 7, 2019

Date of Meeting: October 17, 2019

Report Number: 2019-PAC-018

File: 2019BOARD1017

Subject: Rates & Fees – Market Comparison

Recommendation

That the Board approve the 2020 Rates and Fees for the Performing Arts Centre.

Background

At the board meeting on September 10, 2019, board members requested more background information in order to pass the 2020 rates and fees. Requested information included:

- Comparison with other performing arts centres/markets
- 2019 vs. 2020 rates
- The impact on budget and revenue

Report

Comparison with other venues

Staff collected rates and fees information from municipally-funded venues across Ontario. These venues/markets include Kingston, Oshawa, Burlington, Oakville, Brantford, Milton, Brampton, and Toronto. Venues were grouped by size in order to garner comparison. See appendix A.

- There is no official industry standard for developing rates and fees. Every venue's pricing structure is different depending on size, demographic/market.
- Besides commercial and non-for-profit rates, some venues have a local vs. non-local rate.
- The Burlington Performing Arts Centre compares the closest to the PAC in venue rental pricing.

Factors influencing the FirstOntario PAC's rates:

- A new build (State of the art equipment)
- Multi-venue space with 4 venues under 1 roof - variety of room configurations and production elements available
- Market reach (12 municipalities)

2019 vs 2020 Rates Highlights

As outlined in report 2019-PAC-013, the proposed 2020 daily venue rates represent an increase over the 2019 rates of around the 1.95% rate of inflation, consistent with the direction from the City's Budget committee. Some hourly room rates have been adjusted up to a 5% increase for the purposes of rounding.

Most equipment rental fees for 2020 (including items such as keyboards, percussion and other backline) have been kept at the 2019 rates and some have decreased. After examining the local market, staff proposed some minor adjustments to these rates in order to remain competitive with the local market.

Personnel rates and fees for 2020 have increased 2% to 3%, slightly over the core inflation rate. This increase is proposed to reflect increasing administrative labour costs. Advertising and box office rates have remained consistent with 2019 rates and fees. In order to reflect industry trends and to foster long lasting partnerships with the local market, increases to these type of rates occur every 2 to 3 years rather than on an annual basis. However, in order to cover the increasing operating costs of the box office, staff propose increasing the online handling fee, charged on a per ticket basis, to match the in person/over the phone fee at \$2.50 per ticket. This proposed increase is in line with ticketing industry fee trends, with room to increase revenue capacity in future years.

Overall, the proposed 2020 PAC Rates and Fees remain consistent with the guidelines proposed by the City's Budget Standing Committee. As outlined in report 2019BOARD0910, new rates and fees have been identified for 2020. Appendix B outlines new rates and fees. The addition of recent equipment and marketing support (social media expertise) within the PAC, have allowed staff to propose new services to rental clients and explore new revenue generating opportunities.

Financial Implications

Impact on Budget and Revenue

The effect of the proposed 2020 Rates and Fees on the PAC's revenue are approximately \$50,000. This represents a 1.25% increase over the PAC's 2019 budget revenue. As outlined in Appendix B, the increase to the online handling fee account for 65% of the

revenue increase due to the 2020 handling fees, followed by 30% for venue rental revenues. Marketing and advertising represent a minimal revenue increase over 2019.

Conclusion

The PAC's proposed 2020 rates and fees follow the principles and guidelines set out by the City's Budget Standing Committee. Approved rates and fees are required for staff to execute and finalize event rental contracts. Staff recommend that the Board approve the PAC's 2020 rates and fees.

Prepared and Submitted by:

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Approved by:

David Oakes, Deputy CAO/Acting ED

Appendices:

Appendix A – Comparison with other venues

Appendix B - Estimated effect of 2020 Fees on Revenue

Appendix C – 2020 Rates and Fees with 2019 comparison

Appendix B: Estimated effect of 2020 Fees on Revenue

Venue Rental Rates

Room Rate	Total Units/Hrs	2019 Estimated Revenue	2020 Estimated Revenue
Algoma Central Lobby NFP/Charitable Hourly Rate	16.00	1,328.00	1,360.00
Cairns Recital Hall-NFP/Charitable Hourly Rate	-	-	-
Cogeco Lobby Series/Season Sponsor Hourly Rate	-	-	-
Film House General Hourly Rate	8.00	1,040.00	1,080.00
Film House NFP/Charitable Daily Rate	1.00	660.00	675.00
Film House NFP/Charitable Hourly Rate	(2.50)	(207.50)	(212.50)
Film House Series/Season Sponsor Rate	9.50	788.50	807.50
Partridge Hall General Daily Rate	29.00	107,341.00	110,200.00
Partridge Hall General Hourly Rate	42.00	19,494.00	19,950.00
Partridge Hall NFP/CH Rehearsal Rate	82.25	18,797.00	19,740.00
Partridge Hall NFP/Charitable Daily Rate	13.00	30,710.58	31,050.00
Partridge Hall NFP/Charitable Hourly Rate	80.50	26,399.00	27,370.00
Partridge Hall NFP/Charitable Hourly Rehearsal Rate	51.00	11,730.00	12,240.00
Partridge Hall Series/Season Sponsor Hourly Rate	-	-	-
Partridge Hall-NFP/Charitable Hourly Rate	15.00	4,890.00	5,100.00
RBC Innovation Studio NFP/Charitable Hourly Rate	254.50	5,217.25	5,344.50
Recital Hall	13.00	44,825.00	45,690.00
Recital Hall General Hourly Rate	20.00	4,600.00	4,700.00
Recital Hall NFP/Charitable Daily Rate	5.00	6,625.00	6,750.00
Recital Hall NFP/Charitable Hourly Rate	47.00	7,980.00	8,280.00
Recital Hall NFP/Charitable Hourly Rehearsal Rate	13.50	1,552.50	1,620.00
Recital Hall NFP/Charitable Rehearsal Rate	39.00	4,446.00	4,680.00
Recital Hall Rental Rate 15% of ticket sales	-	-	-
Recital Hall/Brock Piano Rental	2.00	615.75	620.00
Robertson Theatre % of box office	3.00	30.00	30.00
Robertson Theatre General Daily Rate	7.00	7,280.00	7,420.00
Robertson Theatre General Hourly Rate	29.00	3,698.00	3,915.00
Robertson Theatre NFP/Charitable Daily Rate	10.00	6,584.00	6,750.00
Robertson Theatre NFP/Charitable Hourly Rate	17.00	1,409.00	1,441.00
Robertson Theatre NFP/Charitable Hourly Rehearsal Rate	557.50	888.00	905.50
Robertson Theatre NFP/Charitable Rehearsal Rate	22.00	1,254.00	1,342.00
Robertson Theatre NFP/Charitable Weekly Rate (44 hrs)	10.00	36,250.00	36,950.00
Robertson Theatre-General Hourly Rate	104.50	13,271.50	14,107.50
Grand Total	1,498.75	369,496.58	379,905.50

** depending on the rate, the units can be weeks, days or hours

Appendix B: Estimated effect of 2020 Fees on Revenue
Personnel & Equipment

Personnel Rates	Total hrs	2019 Revenue	2020 Revenue
Box Office Clerk - 6 days 4hr min	24.00	572.40	576.00
FOH House Lead (per hour min 4 hrs)	1,116.50	39,046.90	40,194.00
FOH Lead Usher (per hour min 4 hrs)	35.50	1,219.73	1,148.00
FOH Merchandise Seller	26.50	408.15	424.00
FOH Usher	2,035.25	31,400.58	32,564.00
Technician (max 44 hrs incl in weekly rental rate)	(44.00)	(1,980.00)	(2,024.00)
Technician (per hour min 4 hrs)	(292.00)	(13,068.00)	(13,432.00)
Technician-1 incl in daily rental rate up to 8 hrs	(8.00)	(352.00)	(368.00)
Technician-1 incl in daily room rental rate up to 8 hrs	(8.00)	(352.00)	(368.00)
Technician-Followspot Operator	2.00	90.00	92.00
Technician-Lighting Operator	955.50	42,714.50	43,953.00
Technician-Lighting Operator Overtime	59.00	3,957.75	2,714.00
Technician-Projectionist	22.00	990.00	1,012.00
Technician-Projectionist-Overtime	1.50	101.25	103.50
Technician-Sound Operator	1,485.00	66,435.50	68,310.00
Technician-Sound Operator Overtime	70.00	4,694.25	4,830.00
Technician-Stage Crew	873.00	39,099.50	40,158.00
Technician-Stage Crew Overtime	8.00	537.00	552.00
Technician-Video Operator	164.00	7,315.00	7,544.00
Technician-Video Operator-Overtime	2.50	168.75	172.50
Grand Total	6,528.25	222,999.25	228,155.00

** Negative Values refer to rates that were included as part of the rental rate.

Equipment Rates	Total Units	2019 Revenue	2020 Revenue
3'x42" Cocktail/highboy table	7.00	64.60	66.15
4'X48X29 Round table	2.00	16.40	16.80
6'X30X29 Rectangular table	5.00	42.25	42.00
6'X72X29 Round table	6.00	93.00	94.80
8'x30x29 Rectangular table	33.00	271.15	277.20
9'x16' Fastfold Screen with Dresskit	(1.00)	(185.00)	(189.00)
Additional Piano Tuning	1.00	175.00	175.00
Audio D.I.	-	-	-
Black Table Skirting	8.00	123.20	126.40
Black Velour Pipe & Drape (per 15 foot panel)	48.00	742.00	758.40
Brock/MIW Piano Rental	5.00	930.00	1,550.00
Cairns/Brock Piano Rental	1.00	310.00	310.00
CD Player	1.00	36.50	37.20
Chair - Bar Stool	1.00	3.10	3.15
Chair - Conference	289.00	884.85	910.35
Coat Rack	5.00	61.50	63.75
Curtain Package - Recital Hall (plus labour)	2.00	800.00	800.00
Digital Audio Recording (client must supply own SD card)	7.00	1,076.25	1,113.00
FC7 YAMAHA VOLUME EXPRESSION PEDAL	1.00	5.10	5.20
FENDER 65 TWIN REVERB RI BLONDE/OXBLOOD	1.00	88.00	85.00
Flat Panel Monitor Pkg - 42" x 50"	-	-	-
Flip Chart Easel	1.00	35.00	35.00
Follow Spot (per event plus labour)	2.00	152.00	154.00
GK BASS COMBO MB150S-112	1.00	31.00	30.00
HERCULES GS523B THREE PCS FOLDING GUITAR I	1.00	3.05	3.05
House Audio Patch	1.00	77.50	77.50
Laptop MacBook (QLab, ProPresenter)	1.00	205.00	209.00
Laptop PC (MS Office Windows7) per day	-	-	-
Linen Black 120" round	5.00	50.00	51.00
Linen Black 6' Fitted	4.00	60.00	60.00
Linen Black 60x102"	14.00	101.50	103.60
Linen Black 60x126"	10.00	72.10	74.00
Linen Black 90" round	6.00	49.50	50.40
M48S MANHASSET SYMPHONY MUSIC STAND	4.00	11.70	12.20
Marley Dance Floor (plus labour)	12.00	2,400.00	2,400.00
Mason and Hamlin Lobby Piano (incl 1 Tuning)	1.00	260.00	265.00
Microphones-Corded with floor or table stand	6.00	153.50	159.00
Microphones-Countryman Style Headset	-	-	-
Microphones-Wireless (hand-held or on stand)	3.00	306.80	315.00
MIGHTY BRIGHT ENCORE 6 LED MUSIC STAND LIGI	11.00	56.75	56.10
Music Stand with Light Combo	-	-	-
PB-1 FOLDING PADDED PIANO BENCH	1.00	5.10	5.20
Piano Tuning	26.00	3,739.25	4,550.00
Portable Audio System	4.00	617.85	632.00
Production/Judges Table	5.00	260.00	265.00
Projection System Use	14.00	6,497.10	6,636.00
Stage Riser Section (4'x8') incl set up & skirting	10.00	204.00	216.10
Steinway D 9' Concert Grand Piano (Partridge)	17.00	4,013.00	5,270.00
TRAYNOR K4 KEYBOARD AMP	3.00	31.50	31.50
Upright Steinway Piano (includes 1 tuning)	1.00	260.00	265.00
Wood Podium with LED screen	5.00	260.00	265.00
YAMAHA ABSOLUTE MAPLE HYBRID DRUMS (BLACI	1.00	90.00	90.00
YAMAHA DS840 HEAVY WEIGHT DRUMSTOOL	1.00	7.00	7.00
YAMAHA MOTIF XF8 (88KEY)	2.00	472.90	480.00
SOCAN FEE	3.00	242.80	242.80
Grand Total	598.00	26,263.80	29,255.85

Appendix B: Estimated effect of 2020 Fees on Revenue

Marketing & Box Office

Row Labels	Total Units	2019 Unit Charge	2020 Unit Charge
Brochure - 1/2 Page	3	800.00	800.00
Brochure - 1/4 Page	12	400.00	400.00
Brochure - Centre spread	1	2,700.00	2,700.00
Brochure - Full Page	5	1,080.00	1,100.00
Brochure - Outside Back Cover	1	2,500.00	2,500.00
CentreStage Magazine - 1/2 Page	4	800.00	800.00
CentreStage Magazine - 1/4 Page	24	400.00	400.00
CentreStage Magazine - Centre spread	3	2,700.00	2,700.00
CentreStage Magazine - Outside Back Cover	3	2,500.00	2,500.00
Digital Signage package per month 3 venue screens	4	500.00	500.00
E-blast	20	300.00	350.00
Film Dining Guide - Outside Back Cover	4	1,250.00	1,250.00
Film Dining Guide Full Page	2	625.00	625.00
Film Dining Guide Half Page	8	375.00	375.00
Film Dining Guide Inside Back Cover	2	875.00	875.00
Flyer Insertion - 1 Performance	2	75.00	100.00
Flyer Insertion - 20 Performances	3	750.00	750.00
Flyer Insertion - 5 Performances	2	250.00	275.00
Multiple Ad Discount 10% off	60	19.55	19.55
Multiple Ad Discount 20% off	5	(41.00)	(41.00)
Multiple Month Discount 10% off	1	1,000.00	1,000.00
NFP discount 10% off final price	18	(25.00)	(25.00)
CentreStage Magazine - Inside Front Cover	1	2,000.00	2,000.00
Digital Signage in-venue Partridge Hall	11	200.00	200.00
Editorial Sponsorship	2	500.00	500.00
Print at Home Advertising	2	800.00	800.00
Grand Total	203	393.76	399.84

Box Office	Total Units	2019 Unit Charge	2020 Unit Charge
5.25% of gross sales	60	334.75	334.75
Consignment return re-stock fee	3	1.05	1.05
Consignment ticket sales	3	16,473.15	16,473.15
Ticket Printing per ticket	23,604	14.25	14.25
Ticket restock fee	343	1.05	1.05
Online handling Fee	32,239		
Grand Total	56,252.00	16,824.25	16,824.25

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
1-Yamaha Ws955A Tom Stand	Per Device	\$ 2.00	\$ 2.00	0.00%
6-Yamaha Cs865 Double Braced Cymbal Boom Stand	Per Device	\$ 5.00	\$ 5.00	0.00%
2-Yamaha Ss950 Hvy Weight Dbl-Braced Cymbal Boom Stand	Per Device	\$ 6.00	\$ 6.00	0.00%
1-Yamaha Ds950 Dbl Braced Threaded Throne Wide Seat	Per Device	\$ 6.00	\$ 6.00	0.00%
1-Zildjian A Custom 10" Splash	Per Device	\$ 6.00	\$ 6.00	0.00%
1-Zildjian A Custom 15" Fast Crash-Brill	Per Device	\$ 6.00	\$ 6.00	0.00%
1-Zildjian A Custom 16" Fast Crash-Brill	Per Device	\$ 6.00	\$ 6.00	0.00%
1-Zildjian A Custom 17" Fast Crash-Brill	Per Device	\$ 6.00	\$ 6.00	0.00%
1-Zildjian A Custom 18" Fast Crash-Brill	Per Device	\$ 6.00	\$ 6.00	0.00%
1-Zildjian A Custom 18" Rezo Crash	Per Device	\$ 6.00	\$ 6.00	0.00%
1-Yamaha Ds840 Heavy Weight Drumstool	Per Device	\$ 7.00	\$ 7.00	0.00%
1-Zildjian A 14" New Beat Hi-Hats	Per Device	\$ 7.00	\$ 7.00	0.00%
1-Zildjian A Custom 20" Ride	Per Device	\$ 7.00	\$ 7.00	0.00%
1-Zildjian A Custom 21" 20Th Anniversary Ride	Per Device	\$ 7.00	\$ 7.00	0.00%
1-Zildjian A Custom 18" China-Brill	Per Device	\$ 8.00	\$ 8.00	0.00%
1-14X6 Wood Snare Drum	Per Device	\$ 10.00	\$ 10.00	0.00%
1-Yamaha 14"X 4 Brass Snare Drum Model: Sd4440	Per Device	\$ 10.00	\$ 10.00	0.00%
1-Yamaha Dfp9500D Direct Drive Dbl Kick Pedal	Per Device	\$ 12.00	\$ 12.00	0.00%
1-20X18 Bass Drum	Per Device	\$ 15.00	\$ 15.00	0.00%
1-22X18 Bass Drum	Per Device	\$ 15.00	\$ 15.00	0.00%
1-8X7 Tom	Per Device	\$ 15.00	\$ 15.00	0.00%
1-10X9 Tom	Per Device	\$ 15.00	\$ 15.00	0.00%
1-12X10 Tom	Per Device	\$ 15.00	\$ 15.00	0.00%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
1-14X14 Floor Tom	Per Device	\$ 15.00	\$ 15.00	0.00%
1-16X15 Floor Tom	Per Device	\$ 15.00	\$ 15.00	0.00%
1-Hw880 Yamaha 800 Series Hw Pack (2 Boom, Single Pedal, Snr Stand, Hh Stand	Per Device	\$ 20.00	\$ 20.00	0.00%
1-Roland Spd-Sx Drum Pad	Per Device	\$ 20.00	\$ 20.00	0.00%
Yamaha Absolute Maple Hybrid Drums (Black - 5 Piece Kit)	Per Device	\$ 90.00	\$ 90.00	0.00%
Music Stand Light	Per Device	\$ 5.25	\$ 5.15	1.94%
Music Stand Light (incandescent)	Per Device	\$ 5.25	\$ 5.15	1.94%
Music Light and Stand (Combo)	Per Device	\$ 5.25	\$ 5.15	1.94%
Flower Lights coloured bulbs	Per Device	\$ 5.25	\$ 5.15	1.94%
Laser Pointer	Per Device	\$ 10.20	\$ 10.00	2.00%
Audio Direct Input	Per Device	\$ 10.70	\$ 10.50	1.90%
Stage Riser (4' x 4') including set up and skirting	Per Device	\$ 18.35	\$ 18.00	1.94%
VGA Cable	Per Device	\$ 20.90	\$ 20.50	1.95%
Countryman Style Lapel	Per Device	\$ 26.00	\$ 25.50	1.96%
Countryman Style Headset	Per Device	\$ 26.50	\$ 26.00	1.92%
Corded Microphone with Floor or table stand	Per Device	\$ 26.50	\$ 26.00	1.92%
Media Feed Box	Per Device	\$ 26.50	\$ 26.00	1.92%
Stage Riser Section (4'x8')	Per Device	\$ 26.50	\$ 26.00	1.92%
LED Lights	Per Device	\$ 26.50	\$ 26.00	1.92%
Security Guard (minimum 4 hours)	Per Hour	\$ 35.70	\$ 35.00	2.00%
Production/Judges Tables	Per Event	\$ 53.00	\$ 52.00	1.92%
Follow Spot	Per Event	\$ 77.00	\$ 76.00	1.32%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Microphones - Wireless (hand held or on stand)	Per Device	\$ 105.00	\$ 103.00	1.94%
PolyCom Conference Phone	Per Device	\$ 105.00	\$ 103.00	1.94%
Portable Audio System	Per Device	\$ 158.00	\$ 155.00	1.94%
Flat Panel Monitor Pkg - 36" or 60"	Per Device	\$ 158.00	\$ 155.00	1.94%
Laptop MacBook (Qlab, ProPresenter)	Per Device	\$ 209.00	\$ 205.00	1.95%
Laptop PC (MS Office Windows 7) per day	Per Device	\$ 209.00	\$ 205.00	1.95%
Chandelier Package Minimum 5 - Includes Installation And Strike	Per Device	\$ 255.00	\$ 250.00	2.00%
Breakout Room Projector Package	Per Venue	\$ 265.00	\$ 260.00	1.92%
Lobby Piano Mason & Hamlin (includes tuning)	Per Device	\$ 265.00	\$ 260.00	1.92%
Upright Steinway Piano (includes tuning)	Per Device	\$ 265.00	\$ 260.00	1.92%
Projection System Use	Per Venue	\$ 474.00	\$ 465.00	1.94%
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		
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 (Cairns Recital Hall only)	-	Job Specific Costing		
Sheer Panels \$30.00 per panel plus labour	-	Job Specific Costing		
Traynor Amstudio Acoustic AMP	Per Event	\$ 10.00	\$ 10.35	-3.38%
GK Bass Combo MB150S-112	Per Event	\$ 30.00	\$ 31.00	-3.23%
AMPEG PF-800 Portaflex Head	Per Event	\$ 20.00	\$ 41.50	-51.81%
AMPEG SVT-410HE Classix 4x10 Bass Cabinet w/Horn	Per Event	\$ 40.00	\$ 41.50	-3.61%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Fender 65 Deluxe Reverb	Per Event	\$ 50.00	\$ 52.00	-3.85%
Fender Supersonic 22	Per Event	\$ 50.00	\$ 52.00	-3.85%
Fender 68 Custom Deluxe Reverb	Per Event	\$ 50.00	\$ 52.00	-3.85%
Fender 68 Custom Princeton Reverb	Per Event	\$ 50.00	\$ 52.00	-3.85%
Marshall 1960A Greenback 4x12 Slant Cabinet	Per Event	\$ 50.00	\$ 52.00	-3.85%
AMPEG HSVT-810E Heritage USA 8x10 Speaker Cab	Per Event	\$ 50.00	\$ 52.00	-3.85%
VOX AC30C2X Tube Combo 2x12 W/Alnico Blue	Per Event	\$ 60.00	\$ 62.00	-3.23%
Marshall 1987X 50W SLP Head w/FX Loop	Per Event	\$ 70.00	\$ 72.00	-2.78%
AMPEG HSVT-0CL Heritage USA All Tube SVT 300W	Per Event	\$ 75.00	\$ 77.50	-3.23%
Fender 65 Twin Reverb RI Blonde/Oxblood	Per Event	\$ 85.00	\$ 88.00	-3.41%
Boss EV-5 Expression Pedal	Per Event	\$ 5.20	\$ 5.20	0.00%
FC7 Yamaha Volume Expression Pedal	Per Event	\$ 5.20	\$ 5.20	0.00%
Boss FV-500L Volume Pedal	Per Event	\$ 5.20	\$ 5.20	0.00%
Roland KS-G8B Stage Keyboard Stand for 88'S	Per Event	\$ 5.20	\$ 5.20	0.00%
Yorkville IKS-8 HD Collapsible Keyboard Stand	Per Event	\$ 5.20	\$ 5.20	0.00%
PB-1 Folding Padded Piano Bench	Per Event	\$ 5.20	\$ 5.20	0.00%
Quiklok Z726/L Double Tier Keyboard Stand	Per Event	\$ 10.35	\$ 10.35	0.00%
Traynor K4 Keyboard Amp	Per Event	\$ 10.50	\$ 10.50	0.00%
NORD Lead 4-49 Key Multi-Timbral Synth	Per Event	\$ 52.00	\$ 52.00	0.00%
NORD Stage2 EX 88 Hammer Action	Per Event	\$ 157.00	\$ 157.00	0.00%
Piano tuning	Per Event	\$ 175.00	\$ 175.00	0.00%
Yamaha Motif XF7 (76 Key)	Per Event	\$ 190.00	\$ 190.00	0.00%
Hammond XK-3C Organ	Per Event	\$ 233.00	\$ 233.00	0.00%

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Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Yamaha Motif XF8 (88Key)	Per Event	\$ 240.00	\$ 240.00	0.00%
Steinway D 9' Concert Grand Piano	Per Event	\$ 310.00	\$ 310.00	0.00%
Outsourced Equipment Admin Fee (20% of rental cost)	-	Job Specific Costing		
24- 20Ft ¼ Inch Patch Cable	Per Device	\$ 1.00	\$ 1.00	0.00%
12-20Ft Right Angled ¼ Inch Patch Cable	Per Device	\$ 1.00	\$ 1.00	0.00%
12- 3Ft ¼ Inch Patch Cable	Per Device	\$ 1.00	\$ 1.00	0.00%
6-Boss Psa-120 9-Volt Regulated Ac Adaptor	Per Device	\$ 2.00	\$ 2.00	0.00%
6-3Ft Midi Cable	Per Device	\$ 3.00	\$ 3.00	0.00%
24-M-91 Maestro Stand Outs (Pair)	Per Device	\$ 3.05	\$ 3.05	0.00%
23-M48S Manhasset Symphony Stand	Per Device	\$ 3.05	\$ 3.05	0.00%
2-Hercules Ds510Bb Trumpet Stand	Per Device	\$ 3.05	\$ 3.05	0.00%
2-Hercules Gs523B Three Pcs Folding Guitar Rack	Per Device	\$ 3.05	\$ 3.05	0.00%
2-Hercules Gs525B Five Pcs Folding Guitar Rack	Per Device	\$ 3.05	\$ 3.05	0.00%
1-Hercules Ds530Bb Alto/Tenor Sax Stand	Per Device	\$ 3.05	\$ 3.05	0.00%
1-Hercules Ds535Bb Baritone Sax Stand	Per Device	\$ 3.05	\$ 3.05	0.00%
6-Boss Tu-3 Tuner Pedal	Per Device	\$ 3.05	\$ 3.05	0.00%
1-Manhasset M5401 Regal Conductor'S Stand	Per Device	\$ 5.00	\$ 5.00	0.00%
24-Mighty Bright Encore 6 Led Music Stand Light	Per Device	\$ 5.10	\$ 5.10	0.00%
2-Lpa650 Lp Aspire Universal Basket Conga Stand	Per Device	\$ 2.00	\$ 2.00	0.00%
1-M-245 Matador Strap-Lock Bongo Stand	Per Device	\$ 2.00	\$ 2.00	0.00%
1-Lp328 Lp Sliding Bass Percussion Mount	Per Device	\$ 2.00	\$ 2.00	0.00%
1-Lp571 Lp Agogo Bell Holder	Per Device	\$ 2.00	\$ 2.00	0.00%
1-Pearl Ptm-10Sh Tambourine	Per Device	\$ 2.00	\$ 2.00	0.00%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
1-Lp236D Lp Mount All Bracket	Per Device	\$ 3.00	\$ 3.00	0.00%
1-Lp261 Lp Grenadilla Wood Clave	Per Device	\$ 3.00	\$ 3.00	0.00%
1-Lp592 Lp Small Claw Body	Per Device	\$ 3.00	\$ 3.00	0.00%
1-Lp243B Lp Super Guiro Scraper	Per Device	\$ 4.00	\$ 4.00	0.00%
1-Lp243 Lp Super Guiro	Per Device	\$ 4.00	\$ 4.00	0.00%
4- Meinl Egg Shaker	Per Device	\$ 4.00	\$ 4.00	0.00%
1-Lp201Ax-2Aw Lp Generation li Bongo	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Lp760A Lp Percussion Table	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Treeworks Tre35/Lg24 35 Bar Chimes	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Lp579 Lp Dry Agogo Bells Large	Per Device	\$ 5.00	\$ 5.00	0.00%
2-Meinl Sh4Bk Luis Conte Live Shaker	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Lp234B Afuche/Cabasa Large Wood	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Lp150 Lp Cyclops Hand Held Tambourine	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Lp009 Lp Rock Classic Ridge Rider Cowbell	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Lp206A Lp Bongo Cowbell	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Es-5 Lp Salsa Timbale Cowbell	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Es-2 Lp Salsa Cha Cha Cowbell	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Es-12 Lp Cowbell Salsa Deep Pitch-Cha Cha	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Lp462B Lp Rock Shaker	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Lp1205 Lp Jam Block W/Bracket	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Lp1207 Lp Jam Block W/Bracket	Per Device	\$ 5.00	\$ 5.00	0.00%
1-Lp257-B Lp 14-15" Tito Puente Brass Timbales	Per Device	\$ 7.00	\$ 7.00	0.00%
1-Meinl Hcaj1Awa Headliner Cajon	Per Device	\$ 7.00	\$ 7.00	0.00%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
1-Meintl Mp111Nt Quinto	Per Device	\$ 10.00	\$ 10.00	0.00%
1-Lp472 Lp Mini Everything Rack	Per Device	\$ 10.00	\$ 10.00	0.00%
1-Meintl Mp1134Nt Conga	Per Device	\$ 11.00	\$ 11.00	0.00%
1-Meintl Mp1212Nt Tumba	Per Device	\$ 12.00	\$ 12.00	0.00%
CD Player	Per Device	\$ 37.20	\$ 36.50	1.92%
DVD/Bluray Player	Per Device	\$ 47.40	\$ 46.50	1.94%
Digital Audio Recording (must supply own SD card)	Per Device	\$ 159.00	\$ 156.00	1.92%
6' to 8' tripod screens	Per Device	\$ 47.40	\$ 46.50	1.94%
9'x16' Fastfold Screen with Dresskit	Per Device	\$ 189.00	\$ 185.00	2.16%
Black Tension Easel	Per Device	\$ 10.20	\$ 10.00	2.00%
Extension Cord and Power Bar	Per Device	\$ 10.55	\$ 10.35	1.93%
Black Velour Pipe and Drape (per 15 ft panel)	Per Panel	\$ 15.80	\$ 15.50	1.94%
Metal Decorative Easel	Per Device	\$ 20.40	\$ 20.00	2.00%
Conference Chair	Per Device	\$ 3.15	\$ 3.10	1.61%
Bar Stool	Per Device	\$ 3.15	\$ 3.10	1.61%
Stanchions	Per Device	\$ 10.55	\$ 10.35	1.93%
Coat Rack	Per Device	\$ 12.75	\$ 12.50	2.00%
Portable Bar	Per Device	\$ 53.00	\$ 52.00	1.92%
Podium	Per Venue	\$ 53.00	\$ 52.00	1.92%
Portable Popcorn Machine	Per Device	\$ 79.00	\$ 77.50	1.94%
Hand Towel	Per Device	\$ 1.00	\$ 1.05	-4.76%
Bath Towel	Per Device	\$ 3.15	\$ 3.10	1.61%
60" x 102" Black Linen	Per Device	\$ 7.40	\$ 7.25	2.07%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
60" x 126" Black Linen	Per Device	\$ 7.40	\$ 7.25	2.07%
90" Round Black Linen	Per Device	\$ 8.40	\$ 8.25	1.82%
120" Round Black Linen	Per Device	\$ 10.20	\$ 10.00	2.00%
Black Napkins	Per Device	\$ 0.55	\$ 0.55	0.00%
14' Skirting	Per Device	\$ 15.80	\$ 15.50	1.94%
48" x 48" x 29" Rounds	Per Device	\$ 8.40	\$ 8.25	1.82%
72" x 30" x 29" Rectangular	Per Device	\$ 8.40	\$ 8.25	1.82%
96" x 30" x 29" Rectangular	Per Device	\$ 8.40	\$ 8.25	1.82%
36" Cocktail/Highboy Tables 42" Height	Per Device	\$ 9.45	\$ 9.25	2.16%
72" x 72" x 29" Rounds	Per Device	\$ 15.80	\$ 15.50	1.94%
All Events print-at-home tickets - 1 Show	Per Show	\$ 75.00	\$ 75.00	0.00%
All Events print-at-home tickets - 1 Series	Per Series	\$ 400.00	\$ 400.00	0.00%
Brochure - 1/4 Page	Per Ad per edition	\$ 400.00	\$ 400.00	0.00%
Brochure - 1/2 Page	Per Ad per edition	\$ 800.00	\$ 800.00	0.00%
Brochure - Full page	Per Ad per edition	\$ 1,375.00	\$ 1,350.00	1.85%
Brochure - Inside Back Cover	Per Ad per edition	\$ 2,000.00	\$ 2,000.00	0.00%
Brochure - Outside Back Cover	Per Ad per edition	\$ 2,500.00	\$ 2,500.00	0.00%
Brochure - Not for Profit Rate (10% off final price)	-	Job Specific Costing		
Centre Stage - Quarterly Magazine - Article Writing	Per Article	\$ 150.00	\$ 150.00	0.00%
Centre Stage - Quarterly Magazine - 1/8 Page	Per Ad per edition	\$ 300.00	\$ 250.00	20.00%
Centre Stage - Quarterly Magazine - 1/4 Page	Per Ad per edition	\$ 400.00	\$ 400.00	0.00%
Centre Stage - Quarterly Magazine - 1/3 Page	Per Ad per edition	\$ 600.00	\$ 600.00	0.00%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Centre Stage - Quarterly Magazine - 1/2 Page	Per Ad per edition	\$ 800.00	\$ 800.00	0.00%
Centre Stage - Quarterly Magazine - 2/3 Page	Per Ad per edition	\$ 1,100.00	\$ 1,100.00	0.00%
Centre Stage - Quarterly Magazine - Full page	Per Ad per edition	\$ 1,375.00	\$ 1,350.00	1.85%
Centre Stage - Quarterly Magazine - Page Number 3 or 5	Per Ad per edition	\$ 1,750.00	\$ 1,750.00	0.00%
Centre Stage - Quarterly Magazine - Inside Front Cover	Per Ad per edition	\$ 2,000.00	\$ 2,000.00	0.00%
Centre Stage - Quarterly Magazine - Inside Back Cover	Per Ad per edition	\$ 2,000.00	\$ 2,000.00	0.00%
Centre Stage - Quarterly Magazine - Outside Back Cover	Per Ad per edition	\$ 2,500.00	\$ 2,500.00	0.00%
Centre Stage - Quarterly Magazine - Centre Spread	Per Issue	\$ 2,700.00	\$ 2,700.00	0.00%
Centre Stage - Quarterly Magazine - Full Season Commitment (10% off final price)	-	Job Specific Costing		
Centre Stage - Quarterly Magazine - Not for Profit Rate (10% off final price)	-	Job Specific Costing		
Film Dining Guide - Film Dining Guide - 1/2 Page	Per Issue	\$ 375.00	\$ 375.00	0.00%
Film Dining Guide - Film Dining Guide - Full Page	Per Issue	\$ 625.00	\$ 625.00	0.00%
Film Dining Guide - Film Dining Guide - Inside Back Cover	Per Issue	\$ 875.00	\$ 875.03	0.00%
Film Dining Guide - Film Dining Guide - Inside Front Cover	Per Issue	\$ 1,000.00	\$ 1,000.00	0.00%
Film Dining Guide - Film Dining Guide - Outside Back Cover	Per Issue	\$ 1,250.00	\$ 1,250.00	0.00%
Flyer Insertion for Performances - 1 Performance (house programs)	Per Performance	\$ 100.00	\$ 75.00	33.33%
Flyer Insertion for Performances - 5 Performance (house programs)	Per Performance	\$ 275.00	\$ 250.00	10.00%
Flyer Insertion for Performances - 20 Performance (house programs)	Per Performance	\$ 750.00	\$ 750.00	0.00%
Marketing/Design (per hour)	Per Hour	\$ 75.00	\$ 50.00	50.00%
Poster Distribution	Per 100 Posters	\$ 150.00	\$ 150.00	0.00%
Digital Signage - One Area (Lobbies, Partridge Hall or Film House)	Per Month	\$ 200.00	\$ 200.00	0.00%
Targeted E-blast	Per E-blast	\$ 350.00	\$ 300.00	16.67%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Digital Signage Package - All Screens	Per Month	\$ 500.00	\$ 500.00	0.00%
Ticket Envelope	Per Season	\$ 2,000.00	\$ 2,500.00	-20.00%
Onsite Advertising Display (Based on location and size of space)	-	Job Specific Costing		
Presentation Series print-at-home tickets (1 month)	Per Month	\$ 200.00	\$ 200.00	0.00%
Presentation Series print-at-home tickets (1 year)	Per Year	\$ 1,200.00	\$ 1,200.00	0.00%
Rental Events print-at-home tickets (1 month)	Per Month	\$ 75.00	\$ 75.00	0.00%
Rental Events print-at-home tickets (1 year)	Per Year	\$ 750.00	\$ 750.00	0.00%
Web Advertising (Home Page Feature Full Screen Advertisement) (1 week)	Per Week	\$ 178.00	\$ 175.00	1.71%
Web Advertising (Home Page Feature Full Screen Advertisement) (1 month)	Per Month	\$ 510.00	\$ 500.00	2.00%
Web Advertising (Other than Homepage) (1 month)	Per Month	\$ 75.00	\$ 75.00	0.00%
Web Advertising (Other than Homepage) (1 year)	Per Year	\$ 750.00	\$ 750.00	0.00%
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		
Algoma Central Lobby - Series/Season Sponsor Rate. Rate includes 1 technician for the duration of the rental period	Per Hour	\$ 85.00	\$ 83.00	2.41%
Algoma Central Lobby - Not for Profit/Charitable rate	Per Hour	\$ 85.00	\$ 83.00	2.41%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Algoma Central Lobby - General Rate	Per Hour	\$ 135.00	\$ 130.00	3.85%
Algoma Central Lobby - Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing		
Cogeco Community Lobby - Not for Profit/Charitable/Sponsor Rate	Per Hour	\$ 60.00	\$ 60.00	0.00%
Cogeco Community Lobby - General Rate	Per Hour	\$ 80.00	\$ 80.00	0.00%
Film House - Not for Profit/Charitable rate	Per Hour	\$ 85.00	\$ 83.00	2.41%
Film House - Series/Season Sponsor Rate Rate includes 1 technician for the duration of the rental period	Per Hour	\$ 85.00	\$ 83.00	2.41%
Film House - General Rate	Per Hour	\$ 135.00	\$ 130.00	3.85%
Film House - Not for Profit/Charitable/Regional Dance School rate Includes 1 technician for up to 8 hours	Per Day	\$ 675.00	\$ 660.00	2.27%
Film House - Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing		
Joy Williams Lobby - Not for Profit/Charitable/Sponsor Rate	Per Hour	\$ 60.00	\$ 60.00	0.00%
Joy Williams Lobby - General Rate	Per Hour	\$ 80.00	\$ 80.00	0.00%
Mann Raceway Plaza - Not for Profit/Charitable rate	Per Hour	\$ 340.00	\$ 330.00	3.03%
Mann Raceway Plaza - Series/Season Sponsor Rate. Rate includes 1 technician for the duration of the rental period	Per Hour	\$ 340.00	\$ 330.00	3.03%
Mann Raceway Plaza - General Rate	Per Hour	\$ 515.00	\$ 505.00	1.98%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Mann Raceway Plaza - Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing		
Partridge Hall - 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	4.35%
Partridge Hall - Not for Profit/Charitable/Regional Dance School rate	Per Hour	\$ 340.00	\$ 330.00	3.03%
Partridge Hall - Series/Season Sponsor Rate, Rate includes 1 technician for the duration of the rental period	Per Hour	\$ 340.00	\$ 330.00	3.03%
Partridge Hall - General Rate	Per Hour	\$ 475.00	\$ 465.00	2.15%
Partridge Hall - 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	1.89%
Partridge Hall - General Rate (Rate includes one technician for up to 8 hours)	Per Day	\$ 3,800.00	\$ 3,725.00	2.01%
Partridge Hall - Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing		
RBC Innovation Studio - Not for Profit/Charitable/Regional Dance School rate	Per Hour	\$ 21.00	\$ 20.50	2.44%
RBC Innovation Studio - Series/Season Sponsor Rate - Rate includes 1 technician for the duration of the rental period	Per Hour	\$ 21.00	\$ 20.50	2.44%
RBC Innovation Studio - General Rate	Per Hour	\$ 42.00	\$ 41.00	2.44%
RBC Innovation Studio - Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing		

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Recital Hall - 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	4.35%
Recital Hall - Not for Profit/Charitable/Regional Dance School rate	Per Hour	\$ 170.00	\$ 165.00	3.03%
Recital Hall - Series/Season Sponsor Rate Rate includes 1 technician for the duration of the rental period	Per Hour	\$ 170.00	\$ 165.00	3.03%
Recital Hall - General Rate	Per Hour	\$ 235.00	\$ 230.00	2.17%
Recital Hall - Not for Profit/Charitable/Regional Dance School rate Includes 1 technician for up to 8 hours	Per Day	\$ 1,350.00	\$ 1,325.00	1.89%
Recital Hall - General Rate Rate includes 1 technician for up to 8 hours	Per Day	\$ 1,895.00	\$ 1,860.00	1.88%
Recital Hall - 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	1.93%
Recital Hall - 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 Rehearsal rate Rate includes 1 technician for duration of the rental period	Per Hour	\$ 61.00	\$ 60.00	1.67%
Robertson Theatre - Not for Profit/Charitable/Regional Dance School rate	Per Hour	\$ 85.00	\$ 83.00	2.41%
Robertson Theatre - Series/Season Sponsor Rate Rate includes 1 technician for the duration of the rental period	Per Hour	\$ 85.00	\$ 83.00	2.41%
Robertson Theatre - General Rate	Per Hour	\$ 135.00	\$ 130.00	3.85%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Robertson Theatre - Not for Profit/Charitable/Regional Dance School rate Includes 1 technician for up to 8 hours	Per Day	\$ 675.00	\$ 660.00	2.27%
Robertson Theatre - General Rate Includes 1 Technician For Up To 8 Hours	Per Day	\$ 1,060.00	\$ 1,040.00	1.92%
Robertson Theatre - 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	1.93%
Robertson Theatre - Box Office Gross Sales Percentage (Up to 30% at the discretion of the Executive Director)	-	Job Specific Costing		
Ticket Printing (per ticket)	Per Ticket	\$ 0.25	\$ 0.25	0.00%
Consignment Return (per ticket)	Per Ticket	\$ 1.05	\$ 1.05	0.00%
On-line Handling Fee (per ticket)	Per Ticket	\$ 2.50	\$ 1.50	66.67%
Mailing Fee (per order)	Per Order	\$ 1.60	\$ 1.60	0.00%
Phone/In Person Handling Fee	Per Ticket	\$ 2.50	\$ 2.50	0.00%
Cultural Capital Investment Fund *Child tickets on children shows, school shows and Film excluded	Per Ticket	\$ 3.00	\$ 3.00	0.00%
Subscription Fee (per order)	Per Order	\$ 6.50	\$ 6.00	8.33%
Box Office Staff (Per hour - minimum 3 hours)	Per Hour	\$ 24.00	\$ 23.85	0.63%
Box Office Services (5.25% total gross sales)	-	Job Specific Costing		
Usher Not for Profit/Charitable Rate (minimum 3 hours)	Per Hour	\$ -	\$ -	
Merchandise Seller	Per Hour	\$ 16.00	\$ 15.50	3.23%
Usher General Rate (minimum 3 hours)	Per Hour	\$ 16.00	\$ 15.50	3.23%
Server (outside of PAC host bar)	Per Hour	\$ 24.00	\$ 23.85	0.63%
Front of House Lead (minimum 3 hours)	Per Hour	\$ 36.00	\$ 35.10	2.56%

Appendix C – 2020 Rates and Fees with 2019 comparison

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Cleaning Fee	Per Day	\$ 255.00	\$ 250.00	2.00%
Merchandise Vendor's Fee - Presentation	-	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		
Technician (minimum 4 hours)	Per Hour	\$ 46.00	\$ 45.00	2.22%

New Rate and Fees for 2020

Description	Unit of Measure	2020 Base Fee excl. HST	2019 Base Fee excl. HST	Percentage Change
Video Recording (Single Stationary Camera)	Per Event	\$ 200.00	\$ -	
Garbage Disposal		Job Specific Costing		
E-blast (full database)	Per E-blast	\$ 500.00	\$ -	
Social Media Target Marketing	Per Hour	\$ 75.00	\$ -	
Partridge Hall - Promoter Package		Job Specific Costing		
6' Fitted linen	Per Device	\$ 15.00	\$ -	
Flip Chart	Per Item	\$ 35.00	\$ -	
Dace Competition Video Merchant Fee	Per Event	\$ 300.00	\$ -	