

# ATTACHMENT “B”

## *RENTAL RATES*

### ***Theatre Rental Per Day***

#### **Non-profit Organizations:**

Monday - Thursday (one [1] performance)	\$670
Friday - Sunday (one [1] performance)	\$725
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Monday - Thursday (two [2] performances)	\$1,000
Friday - Sunday (two [2] performances)	\$1,100

#### **Commercial Organizations:**

Monday - Thursday (one [1] performance)	\$1,075
Friday - Sunday (one [1] performance)	\$1,175
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Monday - Thursday (two [2] performances)	\$1,550
Friday - Sunday (two [2] performances)	\$1,700

#### **Non-Performance: (rehearsals, tech set-up)**

##### ***Non-Profit Organizations***

Monday - Thursday	\$235
Friday - Sunday	\$360
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##### ***Commercial Organizations***

Monday - Thursday	\$365
Friday - Sunday	\$565
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- ◆ The rental rates are based on the following definition of a rental day: A rental day is any mutually agreeable 10-hour period from 8:00 a.m. until 12 midnight, which must include a 1-hour meal break after each 5<sup>th</sup> hour worked. Any additional hours used will be charged at an additional rate of \$35.00 per hour for the rental of the theatre only. Overtime rates for personnel will apply.
- ◆ The above rates are for the rental of the Theatre, its compliment of lighting and sound equipment and advance services of the Technical Director and General Manager only. The above rates DO NOT include charges for additional Theatre personnel or equipment and/or services outlined in this Rate Schedule.
- ◆ In the event that a Licensee has equipment (sets, costumes, lights, etc.) in the Theatre and Theatre Management wishes to book the theatre for another use on that day, the Technical Director will arrange for equipment to be moved and re-set and applicable fees will be charged to Licensee.
- ◆ All Theatre Technical Crew and House Management Staff are compensated double time on the following Holidays: New Year’s Eve, New Year’s Day, Easter Sunday, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, Christmas Eve and Christmas Day.
- ◆ Changes in technical needs or call times less than 48 hours prior to the event will result in increased labor costs due to inability to efficiently schedule labor.

**Other Costs to Renters:** (\*=Required Expense)

*Technical Director	\$100/Half Day (up to 5 hours) \$200/Full Day (5-10 hours) \$30/hour (over 10 hours) \$40/hour (over 12 hours) \$75/Show Call
*House Management Staff (when audience is present)	\$250/per event (up to 5 hours) \$400/when balcony open \$17/hour (over 5 hours)
*Janitorial Service	\$125
*Technical Crew (minimum 2 hour call)	\$20/hour
*Taxes (Payroll, Worker's Comp, General Liability Insurance) gross wages x 27% INCLUDED ON ALL LABOR CHARGES: Technical Director, Technical Crew & House Management (over 5 hours)	
Meal Break Compensation	\$30/per theatre hired crew & staff member
*Facilities and Equipment Maintenance Fee (Must be settled within 72 hours, Licensee responsible for distinguishing tickets at different price points)	\$0.50/ticket for tickets priced \$12.00 or less \$1.00/ticket for tickets priced \$12.01 or more
*Concessions Fee (Must be settled within 72 hours)	10% of Gross of all merchandise or concessions sold
Yamaha C7 Grand Piano Rental	\$100/performance 1 <sup>st</sup> day – Commercial \$50/each additional performance \$50/rehearsal <hr/> \$50/performance 1 <sup>st</sup> day – Non-Profit \$25/each additional performance \$25/rehearsal
Yamaha Clavinova Rental	\$25/performance \$10/for rehearsal
Piano Tuning (Theatre reserves the right to determine piano tuner)	\$150

**Insurance**

A Certificate of Liability Insurance is required showing the amount of coverage carried, term, and stipulation that the Santa Barbara Community Youth Performing Arts Center and the Santa Barbara Unified School District are included as an additional insured. Minimum coverage required by The Marjorie Luke Theatre is a property and liability insurance policy in the amount of one-million dollars (\$1,000,000) per occurrence and two-million dollars (\$2,000,000) in the aggregate.

**\*\*\*SAMPLE RATES\*\*\***

The Marjorie Luke Theatre is already the most affordable venue in the greater Santa Barbara area based on our seating capacity but we're also able to help non-profit renters realize even more value by offering the **Dreier Family Rent Subsidy Fund**. Our program was the first formalized theatre subsidy fund in Santa Barbara County and offers direct-grant monies to non-profit groups towards the rental of our space. Please contact the General Manager for additional details.

**NON-PROFIT – UP TO 5 HOURS (1 PERFORMANCE, FRIDAY NIGHT)**

THEATRE RENTAL	\$725
TECHNICAL DIRECTOR	\$127
T.D. SHOW CALL	\$95.25
TECHNICAL CREW	\$130 (1 person for 5 hours)
HOUSE MANAGEMENT STAFF	\$250 (\$400 if balcony open)
JANITORIAL SERVICES	\$125
FEM FEE	\$0.50/ticket for tickets priced \$12.00 or less \$1.00/ticket for tickets priced \$12.01 or more
CONCESSIONS FEE	10% of Gross of all merchandise or concessions sold

**\*ESTIMATED TOTAL COSTS \$1,452.25 (Plus FEM & Concessions)**

**COMMERCIAL – UP TO 5 HOURS (1 PERFORMANCE, FRIDAY NIGHT)**

THEATRE RENTAL	\$1,175
TECHNICAL DIRECTOR	\$127
T.D. SHOW CALL	\$95.25
TECHNICAL CREW	\$130 (1 person for 5 hours)
HOUSE MANAGEMENT STAFF	\$250 (\$400 if balcony open)
JANITORIAL SERVICES	\$125
FEM FEE	\$0.50/ticket for tickets priced \$12.00 or less \$1.00/ticket for tickets priced \$12.01 or more
CONCESSIONS FEE	10% of Gross of all merchandise or concessions sold

**\*ESTIMATED TOTAL COSTS \$1,902.25 (Plus FEM & Concessions)**

**\*PLEASE NOTE THAT THESE ARE ONLY SAMPLE RATES. ACTUAL RATES MAY VARY BASED ON SPECIFIC THEATRE USE, PRODUCTION AND TECHNICAL NEEDS.**