



STEVEN TANGER CENTER FOR THE PERFORMINGS ARTS **FACILITY RENTAL RATES & GUIDELINES**

The following is an outline of facilities and rental structure for the Steven Tanger Center for the Performing Arts. The Coliseum Complex Managing Director may choose to rent Coliseum facilities under any terms and conditions he/she deems necessary to attract an event.

I. TANGER CENTER

- A.** Entertainment attractions, stage concerts, athletic events, and other ticketed events where admission is charged as so determined - The greater of \$5,000.00 minimum rental fee vs. 12% of gross admission receipts after taxes, computed per performance. In addition, all facility operating and staffing expenses. All uses are subject to negotiation.
- B.** General meetings, conferences, sale showings, graduations, assemblies, banquets, conventions and other events as determined - \$13,000.00 base rental fee per performance where no admission is charged. In addition, all facility operating and staffing expenses. All uses are subject to negotiation.

II. PHILLIPS HALL

- A.** Phillips Hall will only be available in the evening if there is not a performance in the theatre or there is a rehearsal in the theater and lobby is not used.
- B.** Phillip Hall will generally have more opportunity for breakfast and lunch functions.
- C.** Phillips Hall Rental rate is \$9,000 to include the lobby level for evening events and \$3500 for breakfast or lunch events. Meeting rooms on the third floor are in addition to the lobby rental for private events.

III. KOURY FAMILY GRANDVIEW ROOM

The Koury Family Grandview Room has a card rental rate of \$2,000 for meetings, receptions, banquets and other special functions.

IV. BRADY SERVICES SUITE

The Brady Services Suite has a card rental rate of \$1,500 for meetings, receptions, banquets and other special functions.

V. LEE WRANGLER LOUNGE

The Lee Wrangler Lounge has a card rental rate of \$1,500 for meetings, receptions, banquets and other special functions.

VI. JOSEPH M. BRYAN STARLIGHT VERANDA

The Starlight Veranda has a card rental rate of \$1,000 for meetings, receptions, banquets and other special functions.

VII. FOUNDERS LOUNGE

The Founder Lounge on Level two is a small meeting room with restrooms and a stunning view of LeBauer Park and the Janet Echelman wind sculpture. The Founders Lounge has a card rental rate of \$1,000 for meetings, receptions, banquets and other special functions.

VIII. STAGE DOOR LOUNGE

The Stage Door Lounge is an 800 sf pre-event reception type of space that can serve other daily functions. It has a card rate of \$800 for meetings, receptions, banquets and other special functions to include existing tables and chairs.

IX. ENCORE

Encore is a 1200 sf dining facility that can also accommodate a reception or other special functions. It has a card rate of \$600 for meetings, receptions, banquets and other special functions to include existing tables and chairs.

X. WINDOWS ON ELM

A Brand new space located on the second level of the Tanger Admin building overlooking Elm Street that is 1500 square feet of space filled with windows and a large open area for varying set-ups. The space is serviced by stairs or an elevator and has a card rate of \$1,500 for meetings, receptions, banquets and other special functions to include existing tables and chairs.

XI. CARROLL FAMILY TERRACE

The Carroll Family Terrace has a card rental rate of \$500 for meetings, receptions, banquets and other special functions.

XII. MOVE-IN, MOVE-OUT, REHEARSALS

- A. No additional charge if scheduled on the same day as the performance or use day.
- B. Fifty percent (50%) of the minimum rental fee if on a day other than the performance or use. No double discounts are permitted and the discount does not apply to meeting room rental rates.
- C. The time from 8:00am to 11:00pm or any fraction thereof shall be defined as the usage period. If facilities are used prior to or following contracted limits, without the express written permission of Coliseum Management, a premium shall be added to the rental rate upon settlement. The premium will be 25% of the minimum rental fee for each hour or fraction of an hour beyond the contracted term hours.

XIII. SPECIAL RATES

Non-profit, tax-exempt, community service oriented organizations and groups based in the local community whose program activities would be of a public nature that would be for the benefit of and open to the general public, and local government agencies, may qualify for special negotiated rates based upon the nature of the event and other undetermined factors. This rate will be negotiated with Management and may vary based on the type of non-profit organization and event booked. This fee generally only applies to meeting spaces and not performance events inside the theater):

1. Graduations and other non-ticketed local school events.
2. City of Greensboro non-ticketed events.
3. Bloodmobile type events.

Non-commercial rates shall not apply to activities that compete with commercial events.

Management may further provide reduced rates to special groups, and may also agree to sponsor, co-promote or promote events as determined in the best interest of the venue.

GUIDELINES

XIV. **EQUIPMENT AND SERVICES**

Rental rates include the space identified in the facility lease agreement, normal lighting and temperature controls, and facility Event Management assistance. Unless otherwise negotiated, rental rates do not include the following services either requested or required:

Advertising	Event Staffing
Box Office and Ticketing	Merchandising
Credit Card Fees	Sound & Light Equipment
Catering and Beverage Services	Decorator Services
Operational Equipment and Services	Production Labor
Exhibition Utilities and Services	Equipment

The schedule of rental fees is further supplemented by a list of service charges, staffing rates, electrical and equipment fees subject to change based upon economic conditions, policies, and procedures for facility usage.

A. **EVENT STAFFING**

For the public safety of all guests attending Coliseum Complex events, qualified event staff and public safety officers are required to be on site for all event related activities. Rates for such services will be charged at the prevailing rate in affect at the time of the contracted events usage.

Event estimates for facility operating and staffing expenses will be provided by the assigned Event Manager upon request.

Minimum or percentage rental does not include the cost of Event Staff, Stagehands or other such labor for the proper presentation or production of the event. Arrangements for Event Staff shall be made by the LESSOR through the assigned Event Manager and charges for Event Staffing shall be paid by the LESSEE at settlement. The LESSOR shall control event staff at all times and shall maintain the right to remove from the premises, any person, including employees of LESSEE, for violating any law, rule or policy of the LESSOR.

B. **TICKETING**

The venue has an exclusive ticketing services agreement. The venue requires all ticketed events to utilize its ticketing services and its sales agents. No other ticketing services may be used without the written consent of the Managing Director or designee. Ticket commissions, credit card fees and day of show seller rates are charged for such services.

Computerized Ticketing Services – 3% of gross after tax admissions.	
Per Ticket	\$0.25@ with Minimum fee of \$400
Wristbands:	\$0.25@ with Minimum fee of \$400
Credit Card Fees:	4.0% on Visa/MC/Discover/American Express Card Charges

Ticket Advertising Language for commercials:

**“TICKETS ARE AVAILABLE AT TANGERCENTER.COM OR
TICKETMASTER.COM. AND FOR LIMITED HOURS AT THE GREENSBORO
COLISEUM AND TANGER CENTER TICKET OFFICES.”**

C. **PARKING**

The Tanger Center features 330 on-site parking spaces with lighting, cameras, paved and numbered spaces. Parking rates are currently \$25.00 per surface lot space per lot entry for performance events.

There are three (3) City Parking Decks within one block of the Tanger Center including the Bellmeade Deck, Church Street Deck and Davie Street Deck. Parking rates for events vary but are \$10.00 per deck entry for a Tanger Center performance event.

D. CATERING

Through **OVG HOSPITALITY FOOD SERVICES**, the venue has an exclusive full-service catering service available for clients. Clients can pick from a wide variety of standard menu options or create specialized menus for meal functions on-site. With the exception of backstage/touring concert catering and an appropriate fee approved by management, outside caterers are not permitted to cater events or to use kitchen facilities.

All catering prices will be quoted based upon specific meals and functions as negotiated with the event planner or promoter.

E. SOUND, LIGHTS, VIDEO AND DECORATING SERVICES

A. The Tanger Center features two (2) state of the art sound systems:

- a. An Acoustic Electronic Sound Enhancement system specifically for Symphonic presentations that is an amplified Symphonic System.
- b. The Tanger Center has a permanent D&B Line Array System with a full complement of speakers, bass cabinets, cords, mic stands and four wireless microphones. This system generally leases for \$3,000 per performance

B. The Tanger Center has an in-house LED stage light that also uses conventional fixtures. The lighting instruments are detailed in the Tanger Center Production packet and generally leases for \$2,000 per performance plus use of movers.

C. The Tanger Center has two (2) permanent Daktronics video boards hanging stage left and stage right in the theater-hanging vertical. A three camera video package with three operators, a switcher and producer is generally \$4,000 per performance.

D. The Tanger Center has an in-house compliment of pipe & drape in a light champagne color to match the interior. All pipe & drape must be provided as an in-house order unless color is not acceptable. Hollins Decorating is the current approved pipe & drape vendor. Price per sf varies.

All pricing will be quoted based upon specific functions as requested and negotiated with the event planner or promoter.

XV. GENERAL CONDITIONS**A. LEASE AGREEMENT**

The use of the Tanger Center shall be permitted only after proper execution of the formal rental/lease agreement or other written Coliseum Complex authorization. The LESSEE is required to furnish, in an acceptable manner, any information requested by Management as to facility uses, special arrangements, special services, and equipment required for the appropriate presentation of the event.

B. DEPOSITS

Management reserves the right to request multiple deposits to defray anticipated expenses for all rental fees, services, equipment, and personnel as may be provided. Deposits requested with any lease agreement shall be remitted at the time and in the form as prescribed by Coliseum Management, and in the event of non-payment of said required deposits, or expiration of those dates originally determined for execution of an agreement, the Coliseum Management may consider such tentative agreements invalid, thus vacating the originally requested date.

At any time prior to or during the lease period, the venue reserves the right to require additional deposits to defray anticipated charges for equipment or services as may be provided the LESSEE. Any such deposits received shall be due upon request credited toward charges due the Tanger Center.

C. BROADCAST, CONCESSIONS, MERCHANDISE, & PARKING RIGHTS

The Tanger Center retains the rights to television, radio, internet broadcasting, and the sale of concessions (food and beverages), merchandise, and parking fees and shall manage such operations at its sole expense and control and all revenues generated therefrom shall remain the sole property of the Tanger Center.

D. INSURANCE

Each facility LESSEE shall be required to indemnify and save harmless the LESSOR from all loss, cost and expense arising out of any liability, or claim of liability, for injury or damages to persons or property sustained or claimed to have been sustained by attending such events on the premises.

Each facility LESSEE shall be required to execute and deliver a certified commercial liability insurance policy as required in the facility rental/lease agreement or purchase a policy from the Coliseum in an amount between \$1 million and \$5 million as determined by Management.

Each facility LESSEE agrees to execute and deliver to the Tanger Center by not later than 30 days prior to the first date of use of the premises, a commercial liability insurance policy, including public liability and property damage, written by a company licensed to do business in the state of North Carolina. Commercial liability insurance shall cover the premises and shall provide the following minimum limits of coverage:

Bodily injury and property damage:	Combined single limit coverage of \$2,000,000/occurrence
Annual Aggregate:	\$5,000,000
Excess Umbrella:	\$5,000,000
Automobile:	\$1,000,000 per accident
Workers' Compensation - Part A:	Statutory Limits
Workers' Compensation - Part B	\$100,000

REQUIRED: The policy endorsement shall be attached to the certificate of insurance. A certificate will be considered incomplete without the policy endorsement attached. All policy endorsements may not exclude municipal or government operations.

NOTICE: The limits of liability insurance stated herein are minimum required limits. If the (Named Insured/Contractor) has liability limits of insurance in excess of minimum required limits, the LESSOR shall have access to such higher limits of insurance as well, including the limits of insurance for any available excess or umbrella liability policy(s).

Should LESSEES be unable to secure an insurance policy, the LESSOR may procure a TULIP - Tenant User liability Insurance Policy for the LESSOR. Should the LESSEE fail to provide an insurance policy within 10 days of the first event day, the LESSOR will automatically provide a TULIP policy for the LESSEE for the contracted event. The LESSEE will be charged accordingly for this policy.

E. COMPLIANCE WITH REGULATIONS, ORDINANCES, LAWS, AND RELEVANT STATUTES

The execution of an agreement for facility usage with the venue further requires full compliance with all existing policies and procedures, regulations, laws, ordinances, and statutes, regarding the operation of the Center, its governing management, Oak View Group DBA Greensboro Coliseum Complex and all pertinent safety and fiscal procedures.

These rules and regulations also pertain to permits and licenses required (including recorded music), taxes (gross receipts and income), liability incurred, certain flammable, pyrotechnic or dangerous materials and/or activities.

NOTICE: The privilege, right, organization, control or pre-eminence of authority not herewith defined or clearly expressed in the facility rental/lease agreement, schedule of rental, or operational regulations for the Tanger Center, shall remain in the province of the Greensboro Coliseum Complex and its governing authority, Oak View Group.

If the use of the lease premises is open to any non-members, then no one shall be denied the equal privileges and enjoyment of having free and open access to the said leased facility on the basis of sex, race, gender, color, ethnicity, national origin, age, familial status, marital status, military status, political affiliation, religion, physical or mental disability, genetic information, sexual orientation, gender expression, or gender identity.

See the full Rules and Regulations for supporting information.

MISSION STATEMENT

The Steven Tanger Center for the Performing Arts' mission is to inspire through the arts as one of the nation's leading performing arts destinations. By being a patron experience driven organization, we seek to strengthen local economic growth and provide the Piedmont Triad region with access to first-class entertainment experiences.

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GREENSBORO COLISEUM COMPLEX MISSION STATEMENT:

The Greensboro Coliseum Complex was conceived as, and continues to be a multi-building facility to serve the Citizens of Greensboro and the surrounding area through a broad range of activities, including athletic events, cultural arts, concerts, theater, and other entertainment, educational activities, fairs, exhibits, and public and private events of all kinds, such as conventions, convocations, trade and consumer shows. It is both a primary center of activity for the community as well as one of many resources central to community-wide events. Therefore, the Complex must provide opportunities for community activities and events while operating as a facility, which generates economic activity in Greensboro.

The management philosophy of the Complex must include operating financial self-sufficiency with annual excesses retained for maintenance and improvements. It is the responsibility of the Citizens of Greensboro to preserve the Complex by funding capital projects beyond the capability of the operating budget.

SCHEDULE I EVENT STAFF RATES

All hourly Event Staff personnel are on a 4-hour minimum call and rates provided below are estimates only.
The LESSOR shall charge event staff rates at its sole discretion based on Holiday and market conditions:

<u>JOB DESCRIPTION</u>	<u>HOURLY RATE</u>
Event Staff (Ticket Taker, Director, Crowd Management Staff)	\$23.50
Overnight Event Staff	\$35.00
Event Staff Supervisor	\$28.00
Event Staff Manager	\$32.00
Ticket Seller Supervisor	\$22.00
Ticket Seller	\$19.00
Usher/Guest Services Captain	\$22.00
Usher Supervisor	\$19.00
Usher	\$17.00
Guest Services	\$18.00
Police Officer	\$70.00
Paramedic	\$70.00
Fire Prevention Officer	\$70.00
Receptionist/Guest Services Representative	\$14.00
Parking Lot Supervisor	\$35.00
Parking Director	\$20.00
Electrician/Maintenance Technician	\$50.00
Housekeeper	\$25.00
Event Preparation	\$25.00
Overnight In-House Security	\$25.00
LED Operator/Programming	\$50.00

HOLIDAY AND OVERTIME RATES ARE CHARGED AT TIME AND ONE-HALF (1 ½) THE STANDARD HOURLY RATE

**ADDITIONAL STAFFING POSITIONS ARE AVAILABLE UPON REQUEST AND BASED UPON PREVAILING RATES.
PLEASE CONTACT ASSIGNED EVENT MANAGER.**

I.A.T.S.E. LOCAL 574 RATES

ESTIMATED DURING NEGOTIATIONS



<u>POSITION</u>	<u>RATES</u>	<u>34.25%</u>	<u>TOTAL</u>
Department Heads			
Steward			
Board Operators/Head Fly			
Rigger (On Grid)			
Rigger (High Steel/Ceiling)			
ETCP Riggers (On Grid)			
Stagehand/Wardrobe			
Forklift Operators/Truckloader			
Stitchers/Makeup & Hair			

THE MINIMUMS ARE AS FOLLOWS:

Stagehands	4 hour load in	3 hours load out if on the day call. 4 hours if only the out.
Riggers	4 hour load in	4 hours load out if on the day call.
Loaders	4 hour load in	3 hours load out if on the day call. 4 hours if only the out.
Performance	By the hour	

RATES ARE SUBJECT TO A JULY 1, 2023 INCREASE DUE TO MARKET CONDITIONS.

Calls will be billed in thirty (30) minute increments. The work week is defined as Wednesday through Tuesday about daily (8) hours and weekly (40) hours for calculating overtime. Overtime is applied above 8 hours in a day or over 40 hours in a week.

MEAL PERIOD: All assigned personnel shall receive a regular "meal period" no less than four (4) hours and no more than five (5) hours after commencing assignment, of a time no less than one (1) hour. In the event any employees are not permitted such a meal period, the promoter shall pay the double time rate until such a meal period is received. If the promoter desires to provide such a meal at no cost to the assigned Employee(s), they shall be granted no less than thirty minutes during which time they shall continue to receive the normal rate of pay. If the meal is provided, such food shall be appropriately plentiful, of pleasing and nourishing substance and served in a manner sufficient to maintain all prudent regards for personal and product sanitation. A place to eat shall be provided that is reasonably near the work site clear of excessive noise, traffic or other impairments which would create a less than desirable atmosphere in which to eat and rest.

HOLIDAY RATES: 1.5X:

TANGER CENTER SERVICES AND EQUIPMENT

The following services and equipment are available at standard rates in effect at time of provision for use. Clients are required to use the LESSOR's tables and chairs unless contracting with an approved decorator service, which vendor shall have obtained written authorization from the Coliseum Managing Director, or designee.

ELECTRICAL SERVICE - SHOW POWER

All Show Power connections must be administered through the Coliseum Maintenance Department or through an authorized designee of the Maintenance Manager. Single connections rates are as follows:

CONCERTS

Tanger Center

STANDARD RATE

\$1,250 Flat and is included
in concert rent

ELECTRICAL SERVICE - LOBBY OR PREFUNCTION NEEDS - 20-amp service is \$50.00 if ordered prior to move-in day and \$70.00 if ordered on a move-in or event day. **OTHER ELECTRICAL SERVICE RATES WILL BE BASED ON PREVAILING RATES AT THE TIME OF SAID REQUEST FOR SERVICE.**

FACILITY SERVICES

Advertising	Decorating	Merchandising
Audio/Video	Electrical	Utilities
Box Office/Ticketing (Defined Above)	Event Staff	In-house Production
Catering	IATSE	Security & Parking

EQUIPMENT

Item Description	Per Performance and Advanced rates.	
Day of show rates apply to those items requested on the day of the event:		
Chairs - Each/Per Event and Set in Place by LESSOR		\$3.00
Tables - Each/Per Event and Set in Place by LESSOR		\$10.00
Tablecloths		\$10.00 Each
Table Skirts		\$20.00 Each
Dressed Table (Clothed and Skirted)		\$30.00
Staging - Per Stage not to exceed 40' x 60'		\$400.00
Telephone Line:		
Refundable Long Distance Deposit Per Line		\$150.00
Installation Charge Per Line (Telephone Set Included If Requested)		\$150.00
Internet Connection (Standard Bandwidth)		\$150.00 Per Show
Wireless Internet (Per Day)		\$10.00 Per Day
Risers		\$50.00
Dance Floor		Price/Sq. Ft.
Spotlight - Per Performance Excluding Labor		\$250.00
Microphone (Hard-line)		\$100.00
Wireless Microphone (Subject to Availability)		\$200.00
Podium		\$75.00
Easel		\$25.00
Fork-lift: In-House/Coliseum Owned (Must Be Operated By LESSOR)		\$650.00 Daily - Up to 8 Hrs. \$150.00 Per Hour
Furniture		Price Per Item
Running a commercial on LED Boards		\$500.00
Indoor Video Boards (with 3 Camera Operators and Producer)		\$4,000.00 Per Performance
Towels		\$4.00 Each
Pyrotechnic Inspection		TBD

ALL EQUIPMENT SHOULD BE ORDERED THROUGH THE ASSIGNED EVENT MANAGER AND ALL EQUIPMENT IS BILLED PER PERFORMANCE.

**GREENSBORO COLISEUM COMPLEX
GREENSBORO, NORTH CAROLINA**

Venue:	Greensboro Coliseum Complex
Address - Shipping:	300 N. Elm Street, Greensboro, NC 27401
Website:	www.TangerCenter.com
Telephone:	336-373-7400
Recorded Information:	336-373-7474
Administrative Fax:	336-373-2170
Box Office Fax:	336-373-7413
Marketing Fax:	336-218-5597
Catering Fax:	336-373-7405
Group Sales:	336-373-2632
Ticketmaster	TangerCenter.com OR Ticketmaster.com

OAK VIEW GROUP FACILITY PERSONNEL

Managing Director	Scott Johnson	336-373-7449	Scott.Johnson@greensboro-nc.gov
Assistant General Manager	Rodney Reese	336-373-TBD	TBD
Booking Manager	Gerry Duncan	336-373-7459	Philip.Duncan@greensboro-nc.gov
Senior Event Manager	Emily Colunio	336-373-7460	Emily.Colunio@greensboro-nc.gov
Event Manager	Chris Bragg	336-218-5469	Christopher.Bragg@greensboro-nc.gov
Event Manager	Andrew Mann	339-315-8476	Andrew.Mann@greensboro-nc.gov
Event Manager	Warren Persaud	336-315-8364	Warren.Persaud@greensboro-nc.gov
Event Manager	Charles Evans	336-333-6547	charles.evans@greensboro-nc.gov
Event Manager	Tyler Mastrogianakis	336-433-7243	tyler.mastrogianakis@greensboro-nc.gov
Event Manager – Part-time	Terry Forde	336-373-7423	Terence.Forde@greensboro-nc.gov
Director of Sponsorships & Sales	Mike Mitchell	336-218-5380	Mike.Mitchell@greensboro-nc.gov
Operations Manager	Kevin Dolansky	336-315-8405	Kevin.Dolansky@greensboro-nc.gov
Guest Services Manager	James Smith	336-333-6516	James.Smith2@greensboro-nc.gov
Director of Finance		336-373-7424	@greensboro-nc.gov
Tanger Finance Manager		336-333-6517	@greensboro-nc.gov
Accounting Manager	Luke Wallace	336-373-7412	Luke.Wallace@greensboro-nc.gov
Director of Ticketing	Amy Venable	336-373-7482	Amy.Venable@greensboro-nc.gov
Group Sales Manager	Greg Marston	336-373-7433	Greg.Marston@greensboro-nc.gov
Tanger Box Office Manager	Allyson Speagle	336-333-6514	Allyson.speagle@greensboro-nc.gov
Box Office Associate	Sadie Smart	336-333-6515	Sadie.Smart@greensboro-nc.gov
Premium Seat Coordinator	Molly Brady	336-333-6533	Molly.Brady@greensboro-nc.gov
Director of Public Relations & Comm	Andrew Brown	336-373-7456	Andrew.Brown@greensboro-nc.gov
Director of Broadway Marketing	Jennie Lanning	336-333-6512	Jennie.Lanning@greensboro-nc.gov
Advertising Manager	Lauren Hill	336-373-7417	Lauren.Hill@greensboro-nc.gov
Advertising Specialist	Jessica Aguirre	336-333-6519	Jessica.Aguirre@greensboro-nc.gov
Director of Maintenance/Production	Mike Perdue	336-373-7457	Mike.Perdue@greensboro-nc.gov
Production Manager	Jason Czaja	336-333-6510	Jason.Czaja@greensboro-nc.gov
Production Specialist			@greensboro-nc.gov
Production Specialist	Ian Proveaux		Ian.Proveaux@greensboro-nc.gov
Maintenance Supervisor	Conrad Johnson	336-373-7479	Hylton.Johnson@greensboro-nc.gov
HVAC Engineer	Brady Services		
Director of Parking Services	Matthew McNellis	336-373-7434	Matthew.Mcnellis@greensboro-nc.gov
Assistant Parking Manager			@greensboro-nc.gov

KEY VENDORS

OVG Hospitality GM	Andy Juska	336-333-6518	Andrew.Juska@oakviewgroup.com
Merchandise Coordinator	Damon Huffman	336-242-4120	damonoui@outlook.com
SE Systems	Hardy Walker	336-275-4444	hardywalker@sesystems.com
Hollins Exhibition	Ted Pugh	336-315-5225	tpugh@hollins-exhibits.com
ON-Event Services	A/V Service	336-292-9700	