

WATERFRONT PRICING POLICY – 2008/09
ENTERTAINMENT AND MISCELLANEOUS EVENTS

(ALL RATES ARE SUBJECT TO VAT)

AUDITORIUM - DAILY RATE SEATED - FULL DAY (09:00 – 23:00)

(Full Day) – Seated	Monday – Thursday	Friday – Sunday
Commercial/ Standard Events	8,390	9,230
Registered Charity	6,700	7,400
Multi Event (5) Commercial Promoters	6,700	6,700

AUDITORIUM - DAILY RATE SEATED - PART DAY (09:00 – 18:00 or 13:00 – 23:00)

(Part Day) – Seated	Monday – Thursday	Friday – Sunday
Commercial/ Standard Events	6,700	7,400
Registered Charity	5,360	5,920
Multi Event (5) Commercial Promoters	6,700	6,700

AUDITORIUM – DAILY RATE STANDING FULL DAY (09:00 – 23:00)

(Full Day) – Standing	Monday – Thursday	Friday – Sunday
Commercial/ Standard Events	9,000	10,300
Registered Charity	7,200	8,240
Multi Event Commercial Promoters	7,200	7,200

Weekly Rates
(Monday – Saturday)

Commercial/Standard Events	41,950
Registered Charity	33,500
Commercial Promoters	33,500

STUDIO – DAILY RATE FULL DAY (09:00 – 23:00)

(Full Day) – Seated	Monday – Thursday	Friday – Sunday
Commercial/ Standard Events	990	1,170
Registered Charity	790	940
Multi Event (5) Commercial Promoters	750	850

STUDIO – DAILY RATE PART DAY ((09.00 – 18:00 or 13:00 – 23:00)

(Part Day) – Seated	Monday – Thursday	Friday – Sunday
Commercial/ Standard Events	900	1,100
Registered Charity	720	880
Commercial Promoters	750	850

STUDIO – DAILY RATE FULL DAY STANDING/CABARET (09:00 – 23:00)

(Full Day) – Standing	Monday – Thursday	Friday – Sunday
Commercial/ Standard Events	1,150	1,400
Registered Charity	950	1,050
Commercial Promoters	950	950

Weekly Rates
(Monday – Saturday)

Commercial/Standard Events -	4,950
Registered Charity -	3,950
Commercial Promoters -	3,750

Registered Charities

Registered charities are defined as being legally registered and promoting 'not for profit' events.

Commercial Promoter Reduced Capacity Packages

Commercial Promoters are defined as promoting 'concert for profits', and hire the venue for a minimum 5 times per year (see hire rates in attached Tables).

Alternatively, a minimum hire charge of £5,000 + 10% Box Office receipts, against 40% Box Office receipts, whichever is the greater, will be applied. (Note: This package is based on Arena and Middle Tier usage only).

Box Office Commission – Multi Concert benefit (not to be used in conjunction with the Commercial Promoter package as above)

Up to 5 events	- 10% Box Office Commission
From 6 to 10	- 7½%
From 11 to 19	- 6%
20 events and over	- 5%

Studio Community Rate – Full or part day - £600

CBS Room Hire

Individual Meeting Rooms are hired by CBS for meetings, rehearsals, conferences, talks, presentations, exhibitions, etc., at the following rates in 2008/09:

Room Name	Full Day 9.00-23.00	Part Day 8hrs 09.00-18.00 OR 13.00-23.00	1/2 day rate 4hrs 9-13.00/ 14-18.00
Concourse	1,304	1,134	
Gallery Level 1	898	720	
Gallery Level 2	1,028	857	
Bar Level 1	824	653	
Bar level 2	1,167	997	
Brasserie	963	793	
Conductor	221	165	125
Soloist	221	165	125
Harland	221	165	125
Pirrie	331	276	185
Andrews	221	165	125

Room Name	Full Day 9.00-23.00	Part Day 8hrs 09.00-18.00 OR 13.00-23.00	1/2 day rate 4hrs -13.00/ 14-18.00
Ritchie	221	165	125
Boardroom	413	329	240
Lagan	473	420	260
Blackstaff	221	165	125
Farset	221	165	125
Olympic	221	165	125
Titanic	331	289	190
Canberra	375	300	150
Britannic	280	222	
Green Room	515	434	
VIP Suite	515	434	290

Exhibition Rate

Concourse Box	500
Bar 1 or Gallery 1 exhibition rate	551
Bar 2 or Gallery 2 exhibition rate	662

Miscellaneous Charges

1. First 1.5 hours of get out included in basic rate of hire. Rehearsals or Get-in Hire Charge are at 50% of standard daily rates.
2. Additional usage surcharge each full or part hour - Main Auditorium £380
- Studio £160
3. P.R.S – up to 4.8% of Net Box Office, dependent upon music content.

4. Ticket Printing - £0.21 per ticket.
5. Hirers are limited to taking away for private sale/allocation a maximum of 20% tickets, including any complimentary/press/artiste ticket allocations.
6. Only one means of discount may apply to each booking made.
7. Studio pit seating can be provided at a cost of £130.
8. An administration fee for marketing activity booked and paid for by Belfast Waterfront is calculated as follows:
 - (i) Auditorium Events - the greater of 15% of net marketing costs or £250;
 - (ii) Studio Events – the greater of 15% of net marketing costs or £100.
9. Merchandise and/or programmes sold by Belfast Waterfront Hall Merchandising staff are subject to a 25% + VAT commission charge.
10. Merchandise may be sold by or on behalf of artistes at Belfast Waterfront Hall subject to payment of a facility fee. The fee is charged according to the size of the audience.

Up to 499	£100 + VAT
500 – 999	£200 +VAT
1,000 to 1,499	£250 + VAT
1,500 +	£300 + VAT

Note – larger events that carry an extensive range of merchandise are subject to a higher facility fee of £450 + VAT

Both Main Auditorium/Studio

a. Late Booking Discount – Based on Main Auditorium or Studio Usage Only

If an event is placed at the Hall within an eight week period of the event taking place, the hirer will be entitled to a 30% reduction in Hire charge. As a condition of entitlement of this discount, the booking must have been made on the basis of a new date enquiry, and not an existing reservation, nor extension thereof.

b. Seasonal Off-peak Discount Period

Applicable periods – July/August

Should an event be placed at the Hall during one of the stated off peak periods then the Hirer shall be entitled to a 25% discount in Hire charge.