

**BELFAST WATERFRONT PRICING POLICY
ENTERTAINMENT AND MISCELLANEOUS EVENTS**

(ALL RATES ARE SUBJECT TO VAT)

Auditorium

	Daily Rate - seated - full day (9:00-23:00)	Daily Rate - seated - part day (9:00-18.00 or 13.00-23:00)	Daily Rate - seated - part day (9:00-18.00 or 13.00-23:00)	Daily Rate - standing - full day (9:00-23:00)	Weekly Rates	Community Rate
Commercial / Standard Events	£8,558	£6,834	£6,834	£7,548	£42,789	£645
Registered Charity	£6,834	£5,467	£5,467	£6,038	£34,170	£645
Mult Event (5) Commercial Promoters	£6,834	£6,834	£6,834	£6,834	£34,170	£645

Studio

	Daily Rate - seated - full day (9:00-23:00)	Daily Rate - seated - part day (9:00-18.00 or 13.00-23:00)	Daily Rate - seated - part day (9:00-18.00 or 13.00-23:00)	Daily Rate - standing - full day (9:00-23:00)	Weekly Rates	Community Rate
Commercial / Standard Events	£1,010	£918	£918	£1,173	£5,049	£645
Registered Charity	£806	£734	£734	£969	£4,029	£645
Mult Event (5) Commercial Promoters	£806	£806	£806	£1,020	£3,938	£645

Registered Charities

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

Commercial Promoter Package - based on Arena & Middle Tier usage only

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 £5,100 + 10% receipts, against 40% box Office receipts, whichever is the lesser, may be applied.

increase of 7.5% on 2009
increase of 5% on 2009

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	7.5%	
From 11 to 19	6%	
20 events and over	5%	

Room Hire

Where available, individual rooms may be hired for meetings, rehearsals, conferences, talks presentations, exhibitions, etc.

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
Auditorium	8,725	6,980	
Studio	1,399	1,222	
Concourse	1,330	1,157	
Gallery Level 1	916	734	
Gallery Level 2	1,049	874	
Bar Level 1	841	666	
Bar Level 2	1,190	1,017	
Brasserie	982	809	
Conductor	221	165	125
Soloist	221	165	125
Harland	221	165	125
Pirrie	331	276	185
Andrews	221	165	125

Exhibition Rate	
Concourse Box	510
Bar 1 or Gallery 1 exhibition rate	562
Bar 2 or Gallery 2 exhibition rate	675

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 09.00 / 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	383	306	153
Britannic	286	226	
Green Room	525	443	
VIP Suite	515	434	290

Increase of 2% on 2009 rate
hold at 2009 rate
catering rate for the Canberra when hiring the Green room

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 £388

- Studio £163

- 3 P.R.S. - up to 4.8% of Net Box Office, dependent upon music content
- 4 Ticket Printing - £0.21 per ticket
- 5 Hireres are generally limited to taking away for private sale / allocation a maximum of 20% of 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 Merchandising and/or programmes sold by Belfast Waterfront Merchandising staff are subject to a commission charge of 25% + VAT
- 10 Merchandising 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 to 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 waterfront during one of the stated off peak periods, then the Hirer shall be entitled to a 25% discount in hire charge.