

**BELFAST WATERFRONT
2013/2014 PRICING POLICY**

Appendix 1

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 - standing - full day (9:00-23:00)		Weekly Rates Monday - Saturday
	Monday- Thursday	Friday - Sunday	Monday- Thursday	Friday - Sunday	Monday-Thursday	Friday - Sunday	
Commercial / Standard Events	£8,558	£9,415	£6,834	£7,548	£9,180	£10,506	£42,789
Registered Charity	£6,834	£7,548	£5,467	£6,038	£7,344	£8,405	£34,170
Multi Event (5) Commercial Promoters	£6,834	£6,834	£6,834	£6,834	£7,344	£7,344	£34,170

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 - standing - full day (9:00-23:00)		Weekly Rates Monday - Saturday	Community Rate Daily Rate
	Monday- Thursday	Friday - Sunday	Monday- Thursday	Friday - Sunday	Monday-Thursday	Friday - Sunday		
Commercial / Standard Events	£1,010	£1,193	£918	£1,122	£1,173	£1,428	£5,049	£650
Registered Charity	£806	£959	£734	£898	£969	£1,071	£4,029	£650
Multi Event (5) Commercial Promoters	£806	£914	£806	£914	£1,020	£1,020	£3,938	£650

hold at 2012/2013 rate

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.

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 9.00-18.00 OR 13.00-23.00	1/2 day rate 4hrs 9-13.00/ 14-18.00	Breakout rate 09.00-18.00
Auditorium	£8,725	£6,980		
Studio	£1,399	£1,222		
Concourse	£1,330	£1,157		
Gallery Level 1	£1,025	£795		£565
Gallery Level 2	£1,025	£795		£565
Bar Level 1	£1,025	£795		£565
Bar level 2	£1,025	£795		£565
ARC	£221	£165		£125
Conductor	£221	£165		£125
Soloist	£221	£165		£125
Harland	£221	£165		£125
Pirrie	£331	£276		£185
Andrews	£221	£165		£125

Exhibition Rate

Concourse Box	£450
Bar 1 or Gallery 1 exhibition rate	£500
Bar 2 or Gallery 2 exhibition rate	£500

Room Name	Full Day 9.00-23.00	Part Day 8hrs 9.00-18.00 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	£383	£306	£153
Britannic	£286	£226	
Green Room	£525	£443	
VIP Suite	£515	£434	£290

hold at 2012/2013 rate
price realignment 2013/2014
new pricing category 2013/2014
catering rate for the Canberra when hiring the Green room

Miscellaneous Charges

- 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.
- Additional usage surcharge each full or part hour

- Main Auditorium	£388
- Studio	£163
- P.R.S. - up to 4.8% of Net Box Office, dependent upon music content
- Ticket Printing - £0.21 per ticket
- Hirers are generally limited to taking away for private sale / allocation a maximum of 20% of tickets including any complimentary / press / artiste ticket allocations
- Only one means of discount may apply to each booking made
- Studio pit seating can be provided at a cost of £130
- An administration fee for marketing activity booked and paid for by Belfast Waterfront is calculated as follows:
 - Auditorium events - the greater of 15% of net marketing costs or £250
 - Studio Events - the greater of 15% of net marketing costs or £100
- Merchandising and/or programmes sold by Belfast Waterfront Merchandising staff are subject to a commission charge of 25% + VAT
- Merchandising may be sold by or on behalf of artists 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.