

## VANCOUVER CIVIC THEATRES

## SUMMARY OF RENTAL RATES

Appendix "A"

PROPOSED SCHEDULE OF RENTAL RATES for SEPT. 1, 2004 to AUGUST 31, 2005

\* Bold is proposed; light is 2002-2004.

QUEEN ELIZABETH THEATRE & ORPHEUM	EVENINGS	AFTERNOONS	MORNINGS
1 performance	<b>\$9,050</b> \$8,700	<b>\$6,800</b> \$6,525	<b>\$4,525</b> \$4,350
2 performances in the same time period	<b>\$13,600</b> \$13,050	<b>\$10,200</b> \$9,788	<b>\$6,800</b> \$6,525
Meetings & Conferences	<b>\$3,650</b>	<b>\$3,650</b>	<b>\$3,650</b>
Daily Maximum: \$XXXXX Staff extra.	\$3,500	\$3,500	\$3,500
Secondary School Graduations	<b>\$5,950</b> \$5,700	<b>\$5,950</b> \$5,700	<b>\$5,950</b> \$5,700
VSO School Concerts (11:00 am & 1:00 pm)			<b>\$6,800</b> \$6,525
Commercial rent	<b>\$6,000 vs. 10.5% to a max. of \$11,500</b> \$5,750 vs. 10% to a max. of \$11,000		
RENTAL DEPOSIT (non-refundable)	<b>\$2,260.00</b> \$2,175	Per performance or set-up day.	
TECHNICAL DAY/FILM SHOOT	<b>\$4,525</b> \$4,350	Per day (8:00 am to midnight)	
ADDITIONAL STAGE/LOBBY USE	<b>\$360</b> \$350	Per Hour	
DISPLAYS	First display free subject to conditions.		
SPONSOR	<b>\$50</b>	Per display area, Per performance.	
NON-SPONSOR/SALES	<b>\$100</b>	Per display area, Per performance.	

VANCOUVER PLAYHOUSE	EVENINGS	AFTERNOONS	MORNINGS
1 performance	<b>\$2,390</b> \$2,300	<b>\$1,795</b> \$1,725	<b>\$1,195</b> \$1,150
2 performances in the same time period.	<b>\$3,585</b> \$3,450	<b>\$2,690</b> \$2,588	<b>\$1,795</b> \$1,725
Meetings & Conferences	<b>\$780</b>	<b>\$780</b>	<b>\$780</b>
Daily Maximum \$XXXXXX Staff extra.	\$750	\$750	\$750
RENTAL DEPOSIT (non-refundable)	<b>\$600</b> \$575	Per performance or set-up day.	
TECHNICAL DAY/FILM SHOOT	<b>\$1,195</b> \$1,150	Per day (8:00 am to midnight).	
ADDITIONAL STAGE USE	<b>\$250</b> \$240	Per Hour	
ADDITIONAL LOBBY USE	<b>\$360</b> \$350	Per Hour	
DISPLAYS	First display free subject to conditions.		
SPONSOR	<b>\$50</b>	Per display area, Perperformance.	
NON-SPONSOR/SALES	<b>\$100</b>	Per display area, Perperformance.	

ALL RATES ARE SUBJECT TO GST.

09-Jun-04

THEATRE	CITY	SEATING CAP.	BASE RENT		ADDED RENT	TOTAL RENT \$50/80%	RENT per SEAT
<b>2004-2005 Proposed</b>			<b>proposed</b>		<b>proposed</b>		
QET	FLAT RATE	2,929	\$9,050			\$9,050	\$3.93
ORPHEUM	FLAT RATE	2,780	\$9,050			\$9,050	\$3.26
QET	COMMERCIAL RATE	2,929	\$6,000	vs	10.5% cap. \$11,500	\$11,500	\$3.93
ORPHEUM	COMMERCIAL RATE	2,780	\$6,000	vs	10.5% cap.11,500	\$11,500	\$4.14
<b>2003/04 Actuals</b>							
HULT CTR.	EUGENE, OR	2,500	\$3,500	plus	8% over \$40,000	\$8,300	\$3.32
SCHNITZER HALL	PORTLAND, OR	2,776	\$3,200	vs.	8%	\$8,880	\$3.20
MOORE	SEATTLE, WA	1,420	\$1,800	vs.	10% plus 7% Landmark tax	\$6,078	\$4.28
PARAMOUNT	SEATTLE, WA	2,807	\$3,500	vs.	10% plus 7% Landmark tax	\$11,228	\$4.00
McCAW HALL	SEATTLE, WA	2,960	\$3,700	vs.	9% plus 7% Landmark tax	\$11,402	\$3.85
ROYAL	VICTORIA	1,434	\$1,500	vs.	10%	\$5,736	\$4.00
CHAN CENTRE	U.B.C.	1,185	\$4,300			\$4,300	\$3.63
JACK SINGER HALL	CALGARY, AB	1,800	\$1,750	vs.	10%	\$7,200	\$4.00
JUBILEE AUDITORIUM	CALGARY, AB	2,702	\$4,000	vs.	10% cap \$8000	\$8,000	\$2.96
JUBILEE AUDITORIUM	EDMONTON, AB	2,678	\$4,000	vs.	10% cap \$8000	\$8,000	\$2.98
F. WINSPEAR CENTRE	EDMONTON, AB.	1,932	\$2,000	vs.	10%	\$7,728	\$4.00
THUNDER BAY AUD.	THUNDER BAY, ON	1,497	\$1,515	vs.	10%	\$5,998	\$4.01
J. BASSETT	TORONTO, ON	1,330	\$4,615			\$4,615	\$3.47
ROY THOMSON HALL	TORONTO, ON	2,630	\$7,000	plus	100 times top tkt. price	\$15,500	\$5.89
MASSEY HALL	TORONTO, ON	2,753	\$5,000	plus	100 times top tkt. price	\$13,500	\$4.90
HUMMINGBIRD CTR.	TORONTO, ON	3,223	\$8,000	plus	2.5%	\$11,223	\$3.48
HAMILTON PLACE	HAMILTON, ON	2,191	\$2,200	vs.	11%	\$9,640	\$4.40
CENTRE IN SQUARE	KITCHENER, ON	2,047	\$2,500	vs.	11%	\$9,007	\$4.40
SOUTHAM HALL, NA	OTTAWA, ON	2,325	\$5,450	plus	2%	\$7,310	\$3.14
St. DENIS THEATRE	MONTREAL. PQ	2,219	\$2,250	plus	9%	\$10,238	\$4.61
<b>AVERAGE</b>							<b>\$4.03</b>
<b>MEDIAN</b>							<b>\$4.42</b>

## Assumptions:

Where a percentage of ticket sales applies, an average ticket price of \$50 was applied to an 80% house.

Where a "top ticket price" is a factor, \$85 was used.

## Notes:

In general, where the rent is expressed as a base rent plus a percentage of the gross, the base rent is roughly equal to \$1.50 per seat

In percentage rents, generally all labour is additional. VCT includes labour in the rent.

DATA IS TAKEN FROM POLSTAR'S CONCERT VENUE DIRECTORY. 2004 Edition and constitutes the most recent data available.