



Appendix C: Venue Costs and Charges

Venue Hire Costs

To hire BOAT for public performances, the following charges are applicable:

Charitable organisations

- 9am – 11pm (6pm Sundays) with one performance: £425
- 9am – 11pm (6pm Sundays) with two or more performances: £570

Non-charitable organisations

- 9am – 11pm (6pm Sundays) with one performance: £750
- 9am – 11pm (6pm Sundays) with two or more performances: £1,000

All hire fees are payable in full, up front, upon signature of contract to secure the hire. All tickets will be sold via BOAT's box office system. BOAT will provide all front of house staff. The hirer will receive 100% of the net box office. See contract for full details.

We also offer a box office split deal: £100 guaranteed to BOAT per performance, and the rest of the net box office split 70/30 in the Visiting Company's favour.

BOAT is also available to hire on an hourly, daily or half-daily basis for rehearsals, auditions, etc. or for early/late access beyond contracted access times. Subject to availability. Costs are as follows:

Charitable organisations

- £60 per hour
- £200 per half-day (4 hours)
- £350 per day (8 hours)

Non-charitable organisations

- £80 per hour
- £250 per half-day (4 hours)
- £475 per day (8 hours)

An additional 10% discount will be applied if the Company are contracted to perform at BOAT.



Ticketing

We have 4 pricing tiers which Visiting Companies can choose from:

	Standard	Concession	Family	Group
Band A	£25	£22.50	£75	£21
Band B	£18	£16	£55	£15
Band C	£15	£13.50	£45	£13
Band D	£12	£11	£35	£11

Family and Group ticket pricing is encouraged if appropriate for the production. Ticketing criteria is as follows:

Concession: Under 16s, Over 65s, NHS workers, Job Seekers Allowance, Equity members, students, those with access requirements.

Family: A group of 4 people, at least one of whom must be under 16.

Group: A group of 10 or more people (discount per person).

Seating is unallocated.

7% Ticketing Fee

We sell all tickets through TicketSource, whether sold online, over the phone or in person. TicketSource take a cut of everything sold through their platform, and we pass that charge on to the Visiting Company by deducting a 7% fee from the Box Office Return.

Complimentary Tickets

The Visiting Company is entitled to 10 complimentary tickets per performance. Names must be sent to BOAT at least 24 hours before the relevant performance. Company members, excluding cast and crew, must have a complimentary ticket to be on the premises during performances. If not all 10 complimentary tickets are required, they can be released for general sale.

Staffing

BOAT employs and facilitates all Duty Managers, front of house staff and volunteers. It is the responsibility of the Visiting Company to employ all cast and crew for their production, including a technician and a stage manager.



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If a Visiting Company does not vacate the premises by the contracted time, BOAT reserves the right to charge for additional staffing at a rate of £25 per hour or part-hour. For clarity, the charge of £25 will apply as a flat rate for any overtime on the premises between 1 minute and 59 minutes past the designated Get Out time, and continue on this basis until the Company are clear.

If BOAT concludes that, due to the nature of the production, additional Front of House or security staff are required, it reserves the right to charge the Visiting Company at a mutually agreed rate.

Merchandise

BOAT can sell merchandise at the box office on behalf of the Visiting Company and a pre-agreed price point. 'Merchandise' may include programmes, scripts, t-shirts, key rings, etc. The Visiting Company is not permitted to sell any items on the premises themselves. BOAT will deduct a 10% commission for any merchandise sold.