



GREENSBORO COMPLEX

FACILITY RENTAL RATES & GUIDELINES

The following is an outline of facilities and rental structure for utilizing Greensboro Complex facilities. The Complex General Manager may choose to rent Complex facilities under any terms and conditions he/she deems necessary to attract an event.

I. COLISEUM ARENA (“First Horizon Coliseum”)

- A.** Entertainment attractions, stage concerts, athletic events, and other ticketed events where admission is charged as so determined - The greater of \$5,000.00 minimum rental fee vs. 12% of gross admission receipts after taxes, computed per performance. Plus all facility operating and staffing expenses. All uses are subject to negotiation.
- B.** General meetings, conferences, sale showings, graduations, assemblies, banquets, conventions and other events as determined - \$25,000.00 base rental fee per performance where no admission is charged. Plus all facility operating and staffing expenses. All uses are subject to negotiation.

II. WHITE OAK AMPHITHEATRE

- A.** Concerts, stage productions, entertainment events and other ticketed events where admission is charged as so determined - The greater of \$5,000.00 minimum rental fee vs. 12% of gross admission receipts after taxes, computed per performance. Plus all facility operating and staffing expenses. All uses are subject to negotiation. A flat stage cover rental fee of \$2,500 is a required expense.
- B.** General meetings, conferences, festivals, graduations, assemblies, conventions and other events as determined - \$10,000.00 base rental fee per performance where no admission is charged. Plus all facility operating and staffing expenses. All uses are subject to negotiation.

III. PIEDMONT HALL

Concerts, stage productions, entertainment events and other ticketed events where admission is charged as so determined - The greater of \$3,500.00 minimum rental fee vs. a negotiated % of gross admission receipts after taxes, computed per performance. Plus all facility operating and staffing expenses. All uses are subject to negotiation. All-in or package rates may be negotiated for ticketed events.

IV. ODEON THEATRE

Concerts, stage productions, entertainment events and other ticketed events where admission is charged as so determined - The greater of \$900.00 minimum rental fee vs. a negotiated % of gross admission receipts after taxes, computed per performance. Plus all facility operating and staffing expenses. All uses are subject to negotiation. All-in package rates may be negotiated for ticketed events.

V. THE TERRACE

A 12,000 square foot, unique three level dining facility that provides an upscale dining space for up to 400 max seating. The space provides a perfect setting for pre-functionary events related to facilities within the Complex. The card rental rate is \$1,500 per day but is discounted based on catering volumes.

VI. THE TFA CLUB

An upscale dining area that seats up to 150 for dining and 200 for standing receptions is available for use by community groups and individuals subject to Complex event scheduling, The card rental rate is \$1,000 per day but is discounted based on catering volumes.

VII. ACC HALL OF CHAMPIONS

For unique receptions or for special conference room needs, the ACC Hall of Champions is the perfect place for a unique event. Almost 8,000 sq. ft. of exhibits hi-lighting, the history of the ACC and its member institutions will amaze the guests and tourists alike. A full Conference room with all A/V amenities will be able to seat up to 52 members or as small as 15. Rates for private receptions are \$1,500 and the conference room will lease for \$1,000 per day.

VIII. SPECIAL EVENTS CENTER, FIELDHOUSE & PARKING LOTS

	<u>SQ. FT</u>	<u>DIMENSIONS</u>	<u>MINIMUM RENTAL FEE</u>
East & West Wings, Mtg. Rooms #1-6 & Lobby	160,200	-	\$12,500.00
East & West Wing A & B	119,738	-	\$11,000.00
East & West Wing B	83,520	-	\$8,200.00
East Wing (C)	61,920	258' x 240'	\$6,500.00
West Wing (A & B)	57,818	-	\$5,400.00
West Wing A (w/columns on 40' x 50' grid)	36,218	199' x 182'	\$3,600.00
West Wing B	21,600	240' x 90'	\$3,500.00
West Wing B1	10,800	120' x 90'	\$2,500.00
West Wing B2	10,800	120' x 90'	\$2,500.00
SEC Lobby	20,000	-	\$1,000.00
Novant Health Fieldhouse	29,000	150' x 200' (less seating)	\$4,500.00
**NOTE: Consumer Show rental fees will be the greater of the minimum rental fee vs. 12% of gross admission receipts after taxes.			
*Bridge	8,000	-	\$1,000.00
*Plaza	12,000	-	\$1,000.00
*Subject to availability of Coliseum Arena			
Parking Lots (Per Zone)			\$2,000.00
Gate City Blvd Parking Lot (Wkds Only 50%)			\$2,000.00

IX. MEETING ROOMS

	<u>SQ. FT</u>	<u>DIMENSIONS</u>	<u>MINIMUM RENTAL FEE</u>
Meeting Room 1	3,504	48' x 73'	\$1,000 / Day
Meeting Room 1A	1,968	48' x 41'	\$625 / Day
Meeting Room 1B	1,344	48' x 28'	\$500 / Day
Meeting Room 2	1,755	39' x 45'	\$625 / Day
Meeting Room 3	3,120	48' x 65'	\$925 / Day
Meeting Room 3A	1,872	48' x 39'	\$625 / Day
Meeting Room 3B	1,248	48' x 26'	\$400 / Day
Meeting Room 4	1,521	39' x 39'	\$575 / Day
ACC HOC Board Room	3,120	40' x 78'	\$1,000 / Day
ACC HOC W/Rotunda	9,000	-	\$1,500 / Day
*Meeting Room 7	1,180	20' x 59'	\$625 / Day
*Meeting Room 8	1,180	20' x 59'	\$625 / Day
*Leased Subject to East Wing Event Activity			
TFA Club	4,000	150 Seated	\$1,000 / Day
Atrium		240 Seated	\$500 / Day

X. MOVE-IN, MOVE-OUT, REHEARSALS

- A. No additional charge if scheduled on the same day as the performance or use day.
- B. Fifty percent (50%) of the minimum rental fee if on a day other than the performance or use. No double discounts are permitted and the discount does not apply to meeting room rental rates.
- C. The time period from 8:00am to 11:00pm or any fraction thereof shall be defined as the usage period. If facilities are used prior to or following contracted limits, without the express written permission of Complex Management, a premium shall be added to the rental rate upon settlement. The premium will be 25% of the minimum rental fee for each hour or fraction of an hour beyond the contracted term hours.

XI. SPECIAL RATES

Non-profit, tax-exempt, community service oriented organizations and groups based in the local community whose program activities would be of a public nature that would be for the benefit of and open to the general public, and local government agencies, may qualify for special negotiated rates based upon the nature of the event and other undetermined factors.

This reduced rate will be negotiated with Complex Management and may vary based on the type of non-profit organization and event booked. This fee has traditionally applied only to the Odeon Theater (when leased) or the following events in Complex facilities (excluding meeting rooms):

1. Graduations and other non-ticketed local school events.
2. City of Greensboro non-ticketed events.
3. Bloodmobile events.

Non-commercial rates shall not apply to activities that compete with commercial events.

Complex Management may further provide reduced rates to special groups, and may also agree to sponsor, co-promote or promote events as determined in the best interest of the Complex.

GUIDELINES

XII. EQUIPMENT AND SERVICES

Rental rates include the space identified in the facility lease agreement, normal lighting and temperature controls, and facility Event Management assistance. Unless otherwise negotiated, rental rates do not include the following services either requested or required:

Advertising	Event Staffing
Box Office and Ticketing	Merchandising
Credit Card Fees	Audio & Video Equipment
Catering and Beverage Services	Decorator Services
Operational Equipment and Services	Production Labor
Exhibition Utilities and Services	Equipment

The schedule of rental fees is further supplemented by a list of service charges, staffing rates, electrical and equipment fees subject to change based upon economic conditions and policies and procedures for facility usage.

A. EVENT STAFFING

For the public safety of all guests attending Complex events, qualified event staff and public safety officers are required to be on site for all event related activities. Rates for such services will be charged at the prevailing rate in affect at the time of the contracted events usage.

Event estimates for facility operating and staffing expenses will be forwarded by the assigned Event Manager upon request.

Minimum or percentage rental does not include the cost of Event Staff, Stagehands or other such labor for the proper presentation or production of the event. Arrangements for Event Staff shall be made by the LESSOR through the assigned Event Manager and charges for Event Staffing shall be paid by the LESSEE at settlement. The LESSOR shall control event staff at all times and shall maintain the right to remove from the premises, any person, including employees of LESSEE, for violating any law, rule or policy of the LESSOR.

B. TICKETING

Greensboro Complex has an exclusive ticketing services agreement. The Complex requires all ticketed events to utilize Complex ticketing services and Complex sales agents. No other ticketing services may be used without the written consent of the Complex General Manager or designee. Consumer show tickets may only be sold at the door with ticket stock and sellers provided by the Complex. All other publicly ticketed events are required to utilize the Complex's computerized ticketing services, which include a daily box office where no service charges are levied. Ticket commissions, credit card fees and day of show seller rates are charged for such services.

Roll Tickets \$0.25@ with Minimum fee of \$300
 Credit Card Fees: 4.0% on Visa/MC/Discover/American Express Card Charges

Ticket Advertising Language for commercials:

**“TICKETS ARE AVAILABLE AT GSOCOMPLEX.COM, OR
 TICKETMASTER.COM.
 AND FOR LIMITED HOURS AT GREENSBORO COMPLEX
 AND TANGER CENTER TICKET OFFICES.”**

C. PARKING

Greensboro Complex features 6,500 on-site parking spaces with asphalt lots. Parking rates are currently \$5.00 per space per lot entry until 5:00 p.m. daily for consumer shows, youth sporting events and smaller events. Special events and concerts after 5:00 pm ranging from \$5.00 to \$30.00 per space per lot entry for cars. Buses are charged by the space used times the prevailing parking rate in affect at the time of use. Special Rates may be implemented for special events.

The LESSOR reserves the right to require the LESSEE to purchase or make available for purchase by exhibitors, advance exhibitor parking passes for each day of facility use. Such parking passes will be made available by the LESSOR at a rate no greater than the standard daily parking fee in effect for the purpose defined herein.

D. CATERING

Through OAK VIEW GROUP HOSPITALITY SERVICES, the Greensboro Complex has an exclusive full-service catering service available for clients. Clients can pick from a wide variety of standard menu options or create specialized menus for meal functions on-site. With the exception of backstage/touring concert catering and an appropriate fee approved by Complex management, outside caterers are not permitted to cater Complex events or to use Complex kitchen facilities.

All catering prices will be quoted based upon specific meals and functions as negotiated with the event planner or promoter.

E. A/V AND DECORATING SERVICES

Greensboro Complex features approved decorating and preferred audio/video services with local contractors for meetings, conventions and other special events. No other decorating or audio/video contractors may be used without the written permission of Complex Management and the appropriate commissionable fees paid to the Complex. This is not applicable to concerts, family shows and certain national events that travel with production.

All pricing will be quoted based upon specific functions as requested and negotiated with the event planner or promoter.

XIII. GENERAL CONDITIONS

A. LEASE AGREEMENT

The use of the Greensboro Complex shall be permitted only after proper execution of the formal rental/lease agreement or other written Complex authorization. The LESSEE is required to furnish, in an acceptable manner, any information requested by Complex Management as to facility uses, special arrangements, special services, and equipment required for the appropriate presentation of the event.

B. DEPOSITS

Complex Management reserves the right to request multiple deposits to defray anticipated expenses for any and all rental fees, services, equipment, and personnel as may be provided. Deposits requested with any lease agreement shall be remitted at the time and in the form as prescribed by Complex Management, and in the event of non-payment of said required deposits, or expiration of those dates originally determined for execution of an agreement, the Complex Management may consider such tentative agreements invalid, thus vacating the originally requested date.

At any time prior to or during the lease period, the Complex reserves the right to require additional deposits to defray anticipated charges for equipment or services as may be provided the LESSEE. Any such deposits received shall be due upon request credited toward charges due the Complex.

C. BROADCAST, CONCESSIONS, MERCHANDISE, & PARKING RIGHTS

The Complex retains the rights to television, radio, internet broadcasting, the sale of concessions (food and beverages), merchandise, and parking fees and shall manage such operations at its sole expense and control and all revenues generated therefrom shall remain the sole property of the Complex.

D. INSURANCE

Each facility LESSEE shall be required to indemnify and save harmless the LESSOR from all loss, cost and expense arising out of any liability, or claim of liability, for injury or damages to persons or property sustained or claimed to have been sustained by attending such events on the premises.

Each facility LESSEE shall be required to execute and deliver a certified commercial liability insurance policy as required in the facility rental/lease agreement or purchase a policy from the Complex in an amount between \$2 million and \$5 million as determined by Complex Management.

Each facility LESSEE agrees to execute and deliver to the Complex by not later than 30 days prior to the first date of use of the premises, a commercial liability insurance policy, including public liability and property damage, written by a company licensed to do business in the state of North Carolina. Commercial liability insurance shall cover the premises and shall provide the following minimum limits of coverage:

Bodily injury and property damage:	Combined single limit coverage of \$2,000,000/occurrence
Annual Aggregate:	\$5,000,000
Automobile:	\$1,000,000 per accident
Workers' Compensation - Part A:	Statutory Limits
Workers' Compensation - Part B	\$100,000

Should LESSEES be unable to secure an insurance policy, the LESSOR may procure a TULIP - Tenant User liability Insurance Policy for the LESSOR. Should the LESSEE fail to provide an insurance policy within 10 days of the first event day, the LESSOR will automatically provide a TULIP policy for the LESSEE for the contracted event. The LESSEE will be charged accordingly for this policy.

E. COMPLIANCE WITH REGULATIONS, ORDINANCES, LAWS, AND RELEVANT STATUTES

The execution of an agreement for facility usage with the Greensboro Complex further requires full compliance with all existing policies and procedures, regulations, laws, ordinances, and statutes, regarding the operation of the Complex, its governing authority, the Oak View Group, OVG 360, Global Spectrum LP, and all pertinent safety and fiscal procedures.

These rules and regulations also pertain to permits and licenses required (including recorded music), taxes (gross receipts and income), liability incurred, certain flammable, pyrotechnic or dangerous materials and/or activities.

NOTICE: The privilege, right, organization, control or pre-eminence of authority not herewith defined or clearly expressed in the facility rental/lease agreement, schedule of rental, or operational regulations for the Greensboro Complex, shall remain in the province of the Greensboro Complex and its governing authority, the Oak View Group, OVG 360, Global Spectrum LP.

If the use of the lease premises is open to any non-members, then no one shall be denied the equal privileges and enjoyment of having free and open access to the said leased facility on the basis of sex, race, gender, color, ethnicity, national origin, age, familial status, marital status, military status, political affiliation, religion, physical or mental disability, genetic information, sexual orientation, gender expression, or gender identity.

See the full Rules and Regulations for supporting information.

MISSION STATEMENT

The Greensboro Complex was conceived as, and continues to be a multi-building facility to serve the Citizens of Greensboro and the surrounding area through a broad range of activities, including athletic events, cultural arts, concerts, theater, and other entertainment, educational activities, fairs, exhibits, and public and private events of all kinds, such as conventions, convocations, trade and consumer shows. It is both a primary center of activity for the community as well as one of many resources central to community-wide events. Therefore, the Complex must provide opportunities for community activities and events while operating as a facility which generates economic activity in Greensboro.

The management philosophy of the Complex must include operating financial self-sufficiency with annual excesses retained for maintenance and improvements. It is the responsibility of the Citizens of Greensboro to preserve the Complex by funding capital projects beyond the capability of the operating budget.

SCHEDULE I EVENT STAFF RATES

All hourly Event Staff personnel are on a 4-hour minimum call and rates provided below are estimates only.
The LESSOR shall charge event staff rates at its sole discretion based on Holiday and market conditions:

<u>JOB DESCRIPTION</u>	<u>HOURLY RATE</u>
Event Staff (Ticket Taker, Director, Crowd Management Staff)	\$23.50
Overnight Event Staff	\$35.00
Event Staff Supervisor	\$28.00
Event Staff Manager	\$32.00
Ticket Seller Supervisor	\$23.00
Ticket Seller	\$19.00
Usher/Guest Services Captain	\$25.00
Usher Supervisor	\$23.50
Usher	\$19.00
Guest Services	\$19.00
Police Officer	\$70.00
Paramedic	\$70.00
Fire Prevention Officer	\$70.00
Receptionist/Guest Services Representative	\$18.00
Parking Lot Supervisor	\$35.00
Parking Director	\$20.00
Electrician/Maintenance Technician	\$50.00
Housekeeper	\$25.00
Event Preparation	\$25.00
Overnight In-House Security	\$35.00
LED Operator/Programming	\$50.00

HOLIDAY AND OVERTIME RATES ARE CHARGED AT TIME AND ONE-HALF (1 ½) THE STANDARD HOURLY RATE

**ADDITIONAL STAFFING POSITIONS ARE AVAILABLE UPON REQUEST.
PLEASE CONTACT ASSIGNED EVENT MANAGER.**

The following services and equipment are available at standard rates in effect at time of provision for use. Consumer and Trade Shows are required to use the LESSOR's tables and chairs unless contracting with an approved decorator service, which vendor shall have obtained written authorization from the Complex General Manager, or designee.

ELECTRICAL SERVICE - SHOW POWER - All Show Power connections must be administered through the Complex Maintenance Department or through an authorized designee of the Maintenance Manager. Single connections rates are as follows:

<u>CONCERTS</u>	<u>STANDARD RATE</u>
Coliseum Concert	\$1,250 flat
Special Events Center Concert	\$1,000 flat
<u>CONSUMER/TRADESHOWS</u>	
See Utility Order Form	

ELECTRICAL SERVICE - FLOOR SHOWS - 20-amp service is \$50.00 if ordered prior to move-in day and \$70.00 if ordered on a move-in or event day. **OTHER ELECTRICAL SERVICE RATES WILL BE BASED ON PREVAILING RATES AT THE TIME OF SAID REQUEST FOR SERVICE.**

FACILITY SERVICES

Advertising	Electrical
Audio/Video	Event Staff
Box Office/Ticketing (Defined Above)	IATSE
Catering	Merchandising
Decorating	Utilities

EQUIPMENT

Item Description Per Performance and Advanced rates.

Day of show rates apply to those items requested on the day of the event:

Chairs - Each/Per Event and Set in Place by LESSOR	\$3.00
Tables - Each/Per Event and Set in Place by LESSOR	\$10.00
Tablecloths	\$10.00 Each
Table Skirts	\$20.00 Each
Dressed Table (Clothed and Skirted)	\$30.00
Telephone Line:	
Refundable Long Distance Deposit Per Line	\$150.00
Installation Charge Per Line (Telephone Set Included If Requested)	\$150.00
Internet Connection (Standard Bandwidth)	\$150.00 Per Show
Wireless Internet (Per Code)	\$10.00 Per Day
Risers (Per Section)	\$50.00
Dance Floor	Price/Sq. Ft.
Spotlight - Per Performance Excluding Labor	\$250.00
Microphone (Hard-line)	\$100.00
Wireless Microphone (Subject to Availability)	\$200.00
Podium	\$75.00
Easel	\$25.00
Fork-lift: In-House/Venue Owned (Must Be Operated By LESSOR)	\$600.00 Daily - Up to 8 Hrs. \$100.00 Per Hour
Fork-lift: Outside Rented Company (Operated by LESSEE or IATSE)	Min \$750.00 Priced by size, use days & delivery schedule
Furniture	Price Per Item
Matrix Board (Per Performance Plus Labor)	\$400.00
Video Service (with 3 Camera Operators and Producer)	\$4,000.00 Per Performance
Towels	\$5.00 Each
Pyrotechnic Permit	\$100.00
Secondary Shooter Permit	\$35.00

All equipment should be ordered through the assigned Event Manager and all equipment is billed per performance.

**GREENSBORO COMPLEX
GREENSBORO, NORTH CAROLINA**

Venue:	Greensboro Complex
Address - Shipping:	1921 W Gate City Boulevard, Greensboro, NC 27403
Website:	www.gsocomplex.com
Telephone:	336-373-7400
Group Sales:	336-373-2632
Ticketmaster	Ticketmaster.com

FACILITY PERSONNEL

General Manager	Scott Johnson	336-373-7449	scott.johnson@oakviewgroup.com
Asst General Manager	Rodney Reese	336-373-7488	rreese@oakviewgroup.com
Booking Manager	Gerry Duncan	336-373-7459	gerry.duncan@oakviewgroup.com
Booking Assistant	Jo Milos	336-373-7415	jo.milos@greensboro-nc.gov
Sr. Event Manager	Emily Colunio	336-373-7460	emily.colunio@greensboro-nc.gov
Event Manager	Chris Bragg	336-218-5469	christopher.bragg@greensboro-nc.gov
Event Manager	Brandi Brinker	336-373-8364	brandi.brinker@oakviewgroup.com
Event Manager	Charles Evans	336-333-6536	charles.evans@greensboro-nc.gov
Event Manager	Nick Searcy	336-433-7243	nick.searcy@oakviewgroup.com
Event Coordinator	Taylor Redfearn	336-315-8364	taylor.redfearn@oakviewgroup.com
Event/Fair Manager	Chris Kelly	336-433-7243	cbkelly-gso@outlook.com
Dir of Guest Services	Kara Tyree	336-373-7469	kara.tyree@oakviewgroup.com
Guest Services Mgr.	Mike Hennis	336-373-7461	michael.hennis@greensboro-nc.gov
Operations Manager	Kevin Dolansky	336-315-8301	kevin.dolansky@greensboro-nc.gov
Director of Finance	Jeff McGarr	336-373-7424	jeffery.mcgarr@oakviewgroup.com
Accounting Manager	Luke Wallace	336-373-7465	luke.wallace@greensboro-nc.gov
Director of Ticketing	Amy Venable	336-373-7482	amy.venable@greensboro-nc.gov
Box Office Associate	Will Greene	336-373-7498	william.greene@greensboro-nc.gov
Box Office Assistant	Crystal Burton	336-372-7487	crystal.burton@greensboro-nc.gov
Dir of PR & Comm.	Andrew Brown	336-373-7456	andrew.brown@oakviewgroup.com
Advertising Manager	Scott Lecnar	336-373-7432	scott.lecnar@greensboro-nc.gov
Advertising Specialist	Jack Wilson	336-373-7401	jackie.wilson@oakviewgroup.com
Marketing Specialist	Walker Kenion	336-373-7410	walker.kenion@oakviewgroup.com
Marketing Coordinator	Emily McGarr	336-373-7410	emily.mcgarr@oakviewgroup.com
Group Sales Manager	Greg Marston	336-433-7261	greg.marston@greensboro-nc.gov
Dir. Global Partnerships	Mike Mitchell	336-218-5380	mmitchell@oakviewgroup.com
Parking Manager	Matt McNellis	336-373-7434	matthew.mcnellis@greensboro-nc.gov
In-House Security Mgr	Clarence Bryant	336-373-7472	clarence.bryant@greensboro-nc.gov
Maint/Production Mgr	Mike Perdue	336-373-7457	mike.perdue@greensboro-nc.gov
Production Supervisor	Scott Polkinhorn	336-373-7453	scott.polkinhorn@greensboro-nc.gov
OVG Hosp, GM	Nathan Chambers	336-373-7466	nathan.chambers@oakviewgroup.com
OVG Asst GM	Brian Candler	336-315-8419	brian.candler@oakviewgroup.com
Banquet Manager	Denorris Cloud	336-218-5565	denorris.cloud@oakviewgroup.com
Catering Coordinator	Courtney Glass	336-574-4057	courtney.glass@oakviewgroup.com

KEY VENDORS

Merchandise Coord.	Tom Chmielewski	813-431-6073	tom@ouivend.com
SE Systems	Hardy Walker	336-275-0777	hardywalker@sesystems.com
Hollins Exhibition	Ted Pugh	336-315-5225	tpugh@hollins-exhibits.com
ON Services A/V	Amanda King	336-382-4811	aking@onservices.com