

## STEPHEN C O'CONNELL CENTER RATE CARD

\*\*\*\* ALL RATES ARE SUBJECT TO INCREASE IN THE EVENT OF A MINIMUM WAGE INCREASE \*\*\*\*  
\*\*\*\*\* VARIATIONS TO THE RATES CAN BE APPROVED BY THE CENTER DIRECTOR \*\*\*\*\*

| Rental Rates Approved by the Advisory Board  | 12/11/07            | 12/11/07             | 12/11/07            | 12/11/07             |
|--|---------------------|----------------------|---------------------|----------------------|
| Other Rates Approved by Advisory Board   | 12/11/07            | 12/11/07             | 11/05/08            | 11/05/08             |
| Rate Card Time Period  | 2008 January - June | 2008 July - December | 2009 January - June | 2009 July - December |
| <b>Room Rental Rates - University &amp; UAA (ticketed events are the greater of rent or 10%)</b>       |                     |                      |                     |                      |
| Main Arena - First Four Hours  | \$1,700.00          | <b>\$1,800.00</b>    | \$1,800.00          | \$1,800.00           |
| <i>PLUS Main Arena - Each Addtl Hour</i>   | \$100.00            | \$100.00             | \$100.00            | \$100.00             |
| Dance Studio - First Four Hours  | \$500.00            | <b>\$550.00</b>      | \$550.00            | \$550.00             |
| <i>PLUS Dance Studio - Each Addtl Hour</i>   | \$100.00            | \$100.00             | \$100.00            | \$100.00             |
| Martial Arts Studio-First Four Hours   | \$125.00            | <b>\$130.00</b>      | \$130.00            | <b>\$140.00</b>      |
| <i>PLUS Martial Arts Studio-Each Addtl Hour</i>  | \$15.00             | \$15.00              | \$15.00             | \$15.00              |
| Natorium-First Four Hours  | \$650.00            | <b>\$700.00</b>      | \$700.00            | \$700.00             |
| <i>PLUS Natatorium-Each Addtl Hour</i>   | \$75.00             | \$75.00              | \$75.00             | \$75.00              |
| Practice Basketball Court-First 4 Hours  | \$525.00            | <b>\$550.00</b>      | \$550.00            | \$550.00             |
| <i>PLUS Practice Court-Each Addtl Hour</i>   | \$75.00             | \$75.00              | \$75.00             | \$75.00              |
| Camps-Arena-UAA  | \$1,500             | <b>\$1,600.00</b>    | \$1,600.00          | <b>\$1,700.00</b>    |
| Camps-Gymnastics Studio-UAA  | \$225               | \$225                | \$225               | <b>\$250.00</b>      |
| Camps-Natorium-UAA   | \$450               | <b>\$500.00</b>      | \$500.00            | <b>\$550.00</b>      |
| Kitchen  | \$50                | \$50                 | \$50                | \$50                 |
| <b>Room Rental Rates - Non-University, Non-Profit (ticketed events are the greater of rent or 12%)</b> |                     |                      |                     |                      |
| Main Arena - First Four Hours  | \$2,100.00          | \$2,100.00           | \$2,100.00          | <b>\$2,200.00</b>    |
| <i>PLUS Main Arena - Each Addtl Hour</i>   | \$200.00            | \$200.00             | \$200.00            | \$200.00             |
| Dance Studio - First Four Hours  | \$550.00            | <b>\$600.00</b>      | \$600.00            | <b>\$650.00</b>      |
| <i>PLUS Dance Studio - Each Addtl Hour</i>   | \$100.00            | \$100.00             | \$100.00            | \$100.00             |
| Martial Arts Studio-First Four Hours   | \$260.00            | <b>\$270.00</b>      | \$270.00            | <b>\$280.00</b>      |
| <i>PLUS Martial Arts Studio-Each Addtl Hour</i>  | \$20.00             | \$20.00              | \$20.00             | \$20.00              |
| Natorium-First Four Hours  | \$750.00            | <b>\$800.00</b>      | \$800.00            | \$800.00             |
| <i>PLUS Natatorium-Each Addtl Hour</i>   | \$75.00             | \$75.00              | \$75.00             | \$75.00              |
| Practice Basketball Court-First 4 Hours  | \$625.00            | \$625.00             | \$625.00            | <b>\$650.00</b>      |
| <i>PLUS Practice Court-Each Addtl Hour</i>   | \$75.00             | \$75.00              | \$75.00             | \$75.00              |
| Kitchen  | \$50                | \$50                 | \$50                | \$50                 |
| <b>Room Rental Rates - Commercial (ticketed events are the greater of rent or 12%)</b>                 |                     |                      |                     |                      |
| Main Arena - First Four Hours  | \$2,400.00          | \$2,400.00           | \$2,400.00          | <b>\$2,500.00</b>    |
| <i>PLUS Main Arena - Each Addtl Hour</i>   | \$200.00            | \$200.00             | \$200.00            | \$200.00             |
| Dance Studio - First Four Hours  | \$725.00            | <b>\$750.00</b>      | \$750.00            | \$750.00             |
| <i>PLUS Dance Studio - Each Addtl Hour</i>   | \$100.00            | \$100.00             | \$100.00            | \$100.00             |
| Martial Arts Studio-First Four Hours   | \$360.00            | <b>\$370.00</b>      | \$370.00            | <b>\$380.00</b>      |
| <i>PLUS Martial Arts Studio-Each Addtl Hour</i>  | \$20.00             | \$20.00              | \$20.00             | \$20.00              |
| Natorium-First Four Hours  | \$750.00            | <b>\$800.00</b>      | \$800.00            | \$800.00             |
| <i>PLUS Natatorium-Each Addtl Hour</i>   | \$75.00             | \$75.00              | \$75.00             | \$75.00              |
| Practice Basketball Court-First 4 Hours  | \$725.00            | <b>\$750.00</b>      | \$750.00            | \$750.00             |
| <i>PLUS Practice Court-Each Addtl Hour</i>   | \$75.00             | \$75.00              | \$75.00             | \$75.00              |
| Kitchen  | \$50                | \$50                 | \$50                | \$50                 |

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|---|------------------------|------------------------|------------------------|------------------------|
| Other Rates Approved by Advisory Board  | 12/11/07               | 12/11/07               | 11/05/08               | 11/05/08               |
| Rate Card Time Period   | 2008 January - June    | 2008 July - December   | 2009 January - June    | 2009 July - December   |
| <b>Staff</b>  |                        |                        |                        |                        |
| Usher/Ticket Taker  | \$10.50                | \$10.50                | \$11.10                | \$11.10                |
| Usher Supervisor  | \$11.20                | \$11.20                | \$11.80                | \$11.80                |
| Workforce (set/clean)   | \$10.50                | \$10.50                | \$11.10                | \$11.10                |
| Workforce Supervisor  | \$11.20                | \$11.20                | \$11.80                | \$11.80                |
| Tidy Crew   | \$11.20                | \$11.20                | \$11.80                | \$11.80                |
| Event Coordinator   | \$11.45                | \$11.45                | \$12.05                | \$12.05                |
| Building Coordinator  | \$11.45                | \$11.45                | \$12.05                | \$12.05                |
| Receptionist  | \$11.20                | \$11.20                | \$11.80                | \$11.80                |
| Security/Parking Attendant  | \$10.75                | \$10.75                | \$11.35                | \$11.35                |
| Security Supervisor   | \$11.45                | \$11.45                | \$12.05                | \$12.05                |
| Technical Crew  | \$11.75                | \$11.75                | \$12.35                | \$12.35                |
| Technical Supervisor  | \$12.45                | \$12.45                | \$13.05                | \$13.05                |
| Maintenance Mechanic  | \$20.12                | \$20.12                | \$22.00                | \$22.00                |
| Maintenance Mechanic Overtime   | \$30.18                | \$30.18                | \$32.00                | \$32.00                |
| Riggers   | \$300.00               | \$300.00               | \$325.00               | \$325.00               |
| Rigger Overtime   | \$40.00                | \$40.00                | \$40.00                | \$40.00                |
| Rigger - Rigger Lead Differential   | \$50/day               | \$50/day               | \$50/day               | \$50.00                |
| Runners   | \$175.00               | \$175.00               | \$175.00               | \$175.00               |
| Electrician (includes 8 hours)  | \$200.00               | \$200.00               | \$250.00               | \$250.00               |
| Electrician additional hours  | \$12.45                | \$12.45                | \$13.05                | \$13.05                |
| Arena Set   | \$750.00               | \$750.00               | \$775.00               | \$775.00               |
| Arena Clean-Up  | \$850.00               | \$850.00               | \$875.00               | \$875.00               |
| Basketball Floor Crew (up and down)**   | \$900 (\$450 each way) | \$900 (\$450 each way) | \$900 (\$450 each way) | \$900 (\$450 each way) |
| Volleyball Floor Crew (up and down)**   | \$850 (\$425 each way) | \$850 (\$425 each way) | \$850 (\$425 each way) | \$900 (\$450 each way) |
| Gymnastics Equipment Crew   | \$700 flat round trip  | \$700 flat round trip  | \$700 flat round trip  | \$750 flat round trip  |
| Floor Crew Hourly Maintenance   | n/a                    | n/a                    | n/a                    | \$15.00                |
| Tarp Crew   | \$250.00               | \$250.00               | \$250.00               | \$250.00               |
| <b>Outside Staffing - ESTIMATED Pricing (all pricing subject to contractor rates)</b> |                        |                        |                        |                        |
| Parking Patrollers  | \$23.50                | \$23.50                | \$38.00                | \$38.00                |
| University Police - OIC   | \$38.50                | \$38.50                | \$52.00                | \$52.00                |
| University Police - Officer   | \$38.50                | \$38.50                | \$46.00                | \$46.00                |
| Paramedic Unit  | \$145.00               | \$145.00               | \$150.00               | \$180.00               |
| Add'l Paramedic   | \$50.00                | \$50.00                | \$50.00                | \$50.00                |
| Interpreters  | Based on actual rates  | Based on actual rates  | Based on actual rates  | Based on actual rates  |
| Lifeguards  | \$13.75                | \$15.00                | \$15.00                | \$16.50                |
| C.S.C. - Event Coordinator  | \$26.11                | \$26.11                | Based on actual rates  | Based on actual rates  |
| C.S.C. - Ushers/Ticket Takers   | \$16.13                | \$16.13                | Based on actual rates  | Based on actual rates  |
| C.S.C. - Supervisor   | \$18.90                | \$18.90                | Based on actual rates  | Based on actual rates  |
| SAFE - Event Staff  | \$14.20                | \$14.20                | Based on actual rates  | Based on actual rates  |

Last Update: 8/1/2009

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|---|----------------------------|----------------------------|----------------------------|----------------------------|
| Other Rates Approved by Advisory Board      | 12/11/07                   | 12/11/07                   | 11/05/08                   | 11/05/08                   |
| Rate Card Time Period                       | 2008 January - June        | 2008 July - December       | 2009 January - June        | 2009 July - December       |
| SAFE - Supervisor                           | \$17.70                    | \$17.70                    | Based on actual rates      | Based on actual rates      |
| SAFE - Transportation Charge                | 129.00 flat                | 129.00 flat                | Based on actual rates      | Based on actual rates      |
| Pool Cleaning Services                      | \$35.00                    | \$35.00                    | \$45.00                    | \$50.00                    |
| PPD - Additional Custodial Staff            | Based on actual rates      | Based on actual rates      | Based on actual rates      | Based on actual rates      |
| Current Custodial Rate                      | \$21.00                    | \$21.00                    | \$24.00                    | \$26.50                    |
| Current Grounds Rate                        | \$27.00                    | \$27.00                    | \$27.20                    | \$30.00                    |
| Bleacher Move - One Side                    | \$110.30                   | \$110.30                   | \$120.00                   | \$130.00                   |
| Bleacher Move - Two Sides                   | \$180.50                   | \$180.50                   | \$195.00                   | \$215.00                   |
| Bleacher Move - Three Sides                 | \$240.70                   | \$240.70                   | \$255.00                   | \$280.00                   |
| Bleacher Move - Four Sides                  | \$310.90                   | \$310.90                   | \$330.00                   | \$365.00                   |
|   | <b>Technical Equipment</b> |                            |                            |                            |
| <b>SOUND</b>                                |                            |                            |                            |                            |
| Arena PA System + Set Up                    | \$175 flat (UAA \$75)      | \$175 flat (UAA \$75)      | \$200 flat (UAA \$75)      | \$200 flat (UAA \$75)      |
| Arena PA w/Small PA for Press Room          | \$240 flat (UAA \$150)     | \$240 flat (UAA \$150)     | \$260 flat (UAA \$150)     | \$260 flat (UAA \$150)     |
| Pool PA System                              | \$125.00                   | \$125.00                   | \$150.00                   | \$150.00                   |
| Full Concert Sound System                   | \$1,200.00                 | \$1,200.00                 | \$1,500.00                 | \$1,500.00                 |
| Half Concert Sound System                   | \$600.00                   | \$600.00                   | \$750.00                   | \$750.00                   |
| Quarter Concert Sound System                | \$300.00                   | \$300.00                   | \$375.00                   | \$375.00                   |
| Medium PA System                            | \$160.00                   | \$160.00                   | \$180.00                   | \$180.00                   |
| Small PA                                    | \$110.00                   | \$110.00                   | \$120.00                   | \$120.00                   |
| Monitor System                              | \$425/day                  | \$425/day                  | \$500/day                  | \$500/day                  |
| DVD/VCR/CD                                  | \$30/day                   | \$30/day                   | \$30/day                   | \$30/day                   |
| Microphones (additional)                    | \$5 each                   | \$5 each                   | \$5 each                   | \$5 each                   |
| Wireless Microphone                         | \$75.00                    | \$75.00                    | \$75.00                    | \$75.00                    |
| Press Distribution - Audio amplifier        | \$50 flat                  | \$50 flat                  | \$50 flat                  | \$50 flat                  |
| <b>STAGING</b>                              |                            |                            |                            |                            |
| Staging Risers                              | \$20/plank                 | \$20/plank                 | \$25/plank                 | \$25/plank                 |
| Event Stage Set & Strike                    | \$750.00                   | \$750.00                   | \$775.00                   | \$775.00                   |
| Stage                                       | \$650.00                   | \$650.00                   | \$675.00                   | \$675.00                   |
| Staging Barricade                           | \$150.00                   | \$150.00                   | \$175.00                   | \$175.00                   |
| <b>LIGHTING</b>                             |                            |                            |                            |                            |
| Clear Com Headsets                          | \$35/set/day               | \$35/set/day               | \$35/set/day               | \$35/set/day               |
| Spotlights                                  | \$200 ea. (plus tech hrs)  | \$200 each (plus tech hrs) | \$300 each (plus tech hrs) | \$300 each (plus tech hrs) |
| MAC 500 Specialty Lights - Each             | \$125.00                   | \$125.00                   | \$125.00                   | \$125.00                   |
| MAC 500 Specialty Lights - Total System     | \$1,000.00                 | \$1,000.00                 | \$1,000.00                 | \$1,000.00                 |
| <b>POWER</b>                                |                            |                            |                            |                            |
| 110v Power Outlet                           | \$10.00                    | \$10.00                    | \$10.00                    | \$10.00                    |
| 220v Power Outlet                           | \$15.00                    | \$15.00                    | \$15.00                    | \$15.00                    |
| Power Distribution System                   | \$350 flat                 | \$350 flat                 | \$450 flat                 | \$450 flat                 |
| Power Hook-Up                               | \$150/event                | \$150/event                | \$250/event                | \$250/event                |

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|---|---|------------------------------|------------------------------|------------------------------|
| Other Rates Approved by Advisory Board      | 12/11/07  | 12/11/07                     | 11/05/08                     | 11/05/08                     |
| Rate Card Time Period                       | 2008 January - June   | 2008 July - December         | 2009 January - June          | 2009 July - December         |
| Cable Ramps                                 | \$15 each   | \$15 each                    | \$15 each                    | \$15 each                    |
| <b>PRESENTATION EQUIPMENT</b>               |   |                              |                              |                              |
| Projector Screen (10'x14') only             | \$40/day  | \$40/day                     | \$50/day                     | \$50/day                     |
| Small Meeting Projector                     | \$250/day   | \$250/day                    | \$250/day                    | \$250/day                    |
| Laptop                                      | \$50/day  | \$50/day                     | \$50/day                     | \$50/day                     |
| Podium - inside                             | \$40.00   | \$40.00                      | \$40.00                      | \$40.00                      |
| Podium - outside                            | \$60.00 (no delivery)   | \$60.00 (delivery not incld) | \$60.00 (delivery not incld) | \$60.00 (delivery not incld) |
| Table Top Podium                            | \$20 flat   | \$20 flat                    | \$20 flat                    | \$20 flat                    |
| Teleprompting Equipment                     | \$600.00  | \$600.00                     | \$600.00                     | \$600.00                     |
| Movie Set-Up (w/14' x 20' Screen)           | \$690 flat for ONE movie  | \$690 flat for ONE movie     | \$690 flat for ONE movie     | \$690 flat for ONE movie     |
| Movie Set-up - Each additional movie        | \$90 each   | \$90 each                    | \$90 each                    | \$90 each                    |
| <b>OTHER</b>                                |   |                              |                              |                              |
| Genie Super Lift                            | \$75/lift/day   | \$75/lift/day                | \$75/lift/day                | \$75/lift/day                |
| Scaffolding                                 | \$175 flat  | \$175 flat                   | \$175 flat                   | \$175 flat                   |
| Video Switching System                      | \$900/day   | \$900/day                    | \$900/day                    | \$900/day                    |
|   | <b>Other Equipment</b>  |                              |                              |                              |
| Bicycle Barricades                          | \$10 each   | \$10 each                    | \$10 each                    | \$10 each                    |
| Telephones                                  | \$125 each  | \$125 each                   | \$125 each                   | \$125 each                   |
| Wireless Card                               | \$70 / day each   | \$70 / day each              | \$70 / day each              | \$70 / day each              |
| Wireless Access                             | \$70 / day each   | \$70 / day each              | \$70 / day each              | \$70 / day each              |
| Palms                                       | \$75 flat (incld delivery)  | \$75 flat (incld delivery)   | \$75 flat (incld delivery)   | \$75 flat (incld delivery)   |
| Tarp (Restricted Use)                       | \$100 each set  | \$100 each set               | \$100 each set               | \$100 each set               |
| Towels                                      | \$4.00 each   | \$4.00 each                  | \$4.00 each                  | \$4.00 each                  |
| Table Cloths (plastic)                      | \$3.25 each   | \$3.25 each                  | \$3.25 each                  | \$3.25 each                  |
| Table Skirts                                | \$11 each   | \$11 each                    | \$11 each                    | \$11 each                    |
| Tables (Outside SCOC)                       | \$4 each  | \$4 each                     | \$4 each                     | \$4 each                     |
| Chairs (Outside SCOC)                       | \$0.75 each   | \$0.75 each                  | \$0.75 each                  | \$0.75 each                  |
| Bleacher Drapes                             | \$150 / side  | \$150 / side                 | \$175 / side                 | \$175 / side                 |
| Exhibit Booth Curtains                      | \$21.00/booth   | \$21.00/booth                | \$25 / booth                 | \$25 / booth                 |
| Exhibit Booth Curtains- outside SCOC        | \$23.00/booth   | \$23.00/booth                | \$30 / Booth                 | \$30 / Booth                 |
| Pipe & Drapes                               | \$10 per section  | \$10 per section             | \$12 / Section               | \$12 / Section               |
| Pipe & Drape - outside SCOC                 | \$12 per section  | \$12 per section             | \$15 / Section               | \$15 / Section               |
|   | <b>Passthroughs - BASED ON CONTRACTOR RATE AND SUBECT TO CHANGE</b> |                              |                              |                              |
| CART Services                               | \$150.00  | \$150.00                     | \$150.00                     | \$165.00                     |
| Pool Timing System                          | \$400.00  | \$400.00                     | \$400.00                     | \$440.00                     |
| Pool Timing System Operator                 | \$13.00 /hr.  | \$13.00 /hr.                 | \$13.00 /hr.                 | \$14.50/hr                   |
| Video Board Rental - University             | \$200 first 4 hours   | \$200 first 4 hours          | \$200 first 4 hours          | \$220 first 4 hours          |
| Video Board Addtl Hr. - University          | \$20.00   | \$20.00                      | \$20.00                      | \$22.00                      |
| Video Board Rental - Non-Univ, Non-Profit   | \$250 first 4 hours   | \$250 first 4 hours          | \$250 first 4 hours          | \$275 first 4 hours          |
| Video Board Addtl Hr. - Non-Univ/Profit     | \$25.00   | \$25.00                      | \$25.00                      | \$27.50                      |

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| Rate Card Time Period                          | 2008 January - June       | 2008 July - December      | 2009 January - June       | 2009 July - December      |
| Video Board Rental - Commercial                | \$400 first 4 hours       | \$400 first 4 hours       | \$400 first 4 hours       | \$440 first 4 hours       |
| Video Board Addtl Hr. - Commercial             | \$50.00                   | \$50.00                   | \$50.00                   | \$55.00                   |
| Video Board Production                         | based on Keyframe quote   | based on Keyframe quote   | based on Keyframe quote   | based on Keyframe quote   |
| <b>Vehicles</b>                                |                           |                           |                           |                           |
| Forklifts (plus driver hours)                  | \$200 each                | \$200 each                | \$200 each                | \$200 each                |
| Trucks (plus driver hours)                     | \$30 /hour                | \$30 /hour                | \$35 /hour                | \$35 /hour                |
| <b>Ticket Event Rates</b>                      |                           |                           |                           |                           |
| Novelty Sales - Major Events                   | 25% of sales (net of tax) | 25% of sales (net of tax) | 25% of sales (net of tax) | 25% of sales (net of tax) |
| Novelty Sales - Swim Meets                     | \$150.00 flat             | \$150.00 flat             | \$200 per day             | \$200 per day             |
| Novelty Sales - Booth Rate                     | \$50.00 flat              | \$50.00 flat              | \$50.00 flat              | \$50.00 flat              |
| Box Office - University                        | \$500.00 flat             | \$500.00 flat             | \$500.00 flat             | \$500.00 flat             |
| Box Office - Non-University                    | \$500 vs 3% of Adj Gross  | \$500 vs 3% of Adj Gross  | \$500 vs 3% of Adj Gross  | \$500 vs 3% of Adj Gross  |
| Credit Card Fee (for Ticket Sales)             | 2.28%                     | 2.28%                     | 2.28%                     | 2.28%                     |
| <b>Administrative Rates</b>                    |                           |                           |                           |                           |
| Event Services (Administrative)                | \$14.45 /hr.              | \$14.45 /hr.              | \$15.00 / hr.             | \$15.00 / hr.             |
| CAD Services                                   | \$30.00 for 1st 2 Drafts  | \$30.00 for 1st 2 Drafts  | \$30.00 for 1st 2 Drafts  | \$30.00 for 1st 2 Drafts  |
| Additional Drafts                              | \$10.00 each addtl        | \$10.00 each addtl        | \$10.00 each addtl        | \$10.00 each addtl        |
| Passthrough Surcharge                          | 15% of total bill         | 15% of total bill         | 15% of total bill         | 15% of total bill         |
| Event Coordinator                              | \$11.45 /hr.              | \$11.45 /hr.              | \$12.05                   | \$12.05                   |
| Football Admin Coverage (AM-1pm Kickoff)       | \$50.00                   | \$50.00                   | \$50.00                   | \$50.00                   |
| Football Admin Coverage (1pm-4pm Kickoff)      | \$100.00                  | \$100.00                  | \$100.00                  | \$100.00                  |
| Football Admin Coverage (4pm-8pm Kickoff)      | \$150.00                  | \$150.00                  | \$150.00                  | \$150.00                  |
| Football Admin Coverage (8pm or After Kickoff) | \$200.00                  | \$200.00                  | \$200.00                  | \$200.00                  |