



ADVISORY  
BOARD  
for the ARTS

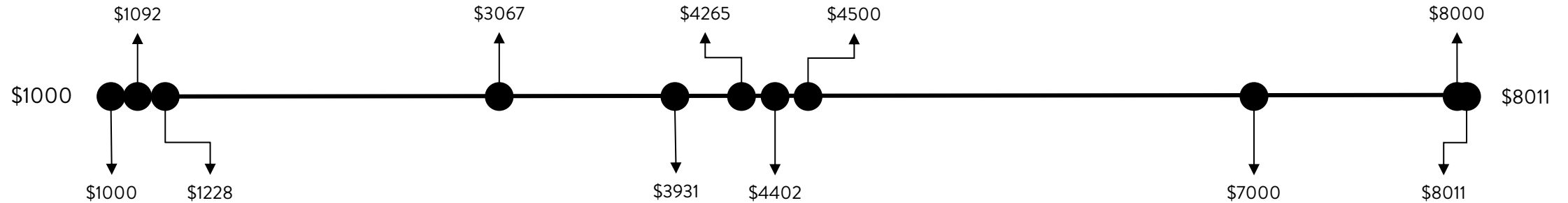
*Transforming Arts Organizations Worldwide*

## Venue Rental Fee Benchmark

DECEMBER 2022

# Benchmark of Rental Fees

## Rental Fees per Day

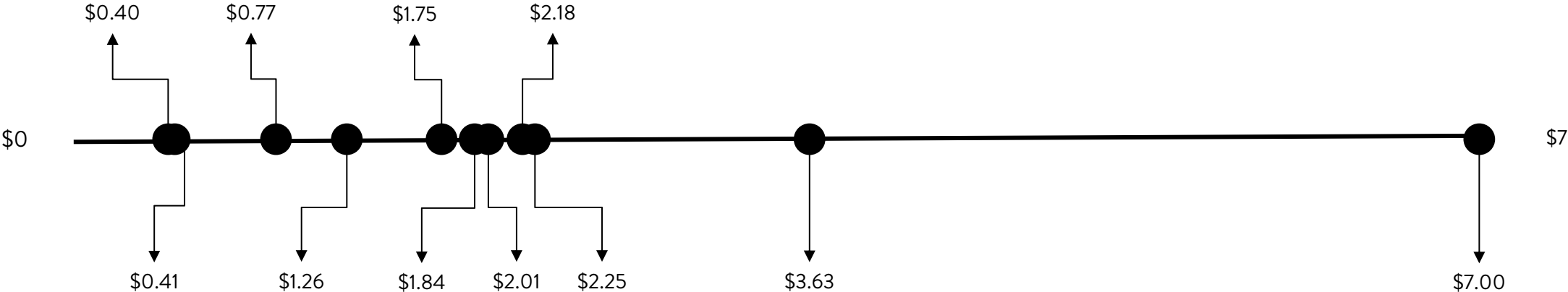


Component	Org 1	Org 2	Org 3	Org 4	Org 5	Org 6	Org 7	Org 8	Org 9	Org 10	Org 11
Genre	Symphony	Symphony	Symphony	Opera	Symphony	Ballet	Ballet	Opera	Ballet	Opera	Symphony
COL Differential Compared to Portland, OR	0	-30%	+5%	-20%	-12%	-16%	-24%	-25%	-4%	-22%	+20%
Number of Included Services*	0	1	0	2	2	2	1	6	0	4	5
Costs of Additional Services per Day	\$5.3K	<i>Not specified</i>	\$1.9K	\$4.3K	\$3K	<i>Not specified</i>	\$6.6K	\$4.7K	\$21.1K	\$15.4K	<i>Not specified</i>

\*See Slide 4 for included services by venue

# Benchmark of Rental Fees

Rental Fees per Day per Seat



Component	Org 1	Org 2	Org 3	Org 4	Org 5	Org 6	Org 7	Org 8	Org 9	Org 10	Org 11
Venue Capacity	2700	2411	1586	2442	2565	2389	2118	1800	3563	2206	1000
Fee per Seat	\$0.40	\$0.41	\$0.77	\$1.26	\$1.75	\$1.84	\$2.01	\$2.18	\$2.25	\$3.63	\$7.00

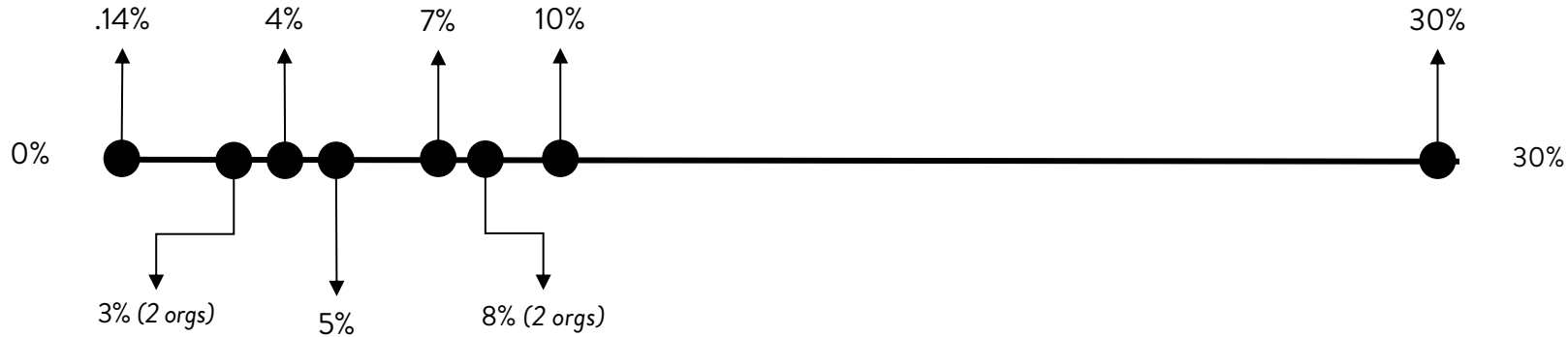
# Elements Typically Included in Rental Fees

Component	Org 1	Org 2	Org 3	Org 4	Org 5	Org 6	Org 7	Org 8	Org 9	Org 10	Org 11
<i>Fee per Day</i>	\$1092	\$1000	\$1228	\$3067	\$4500	\$4402	\$4265	\$3931	\$8000	\$8011	\$7000
Equipment Rental Fees				✓			✓			✓	✓
House Crew				✓							✓
Additional Stage Crew											✓
General Surcharge/ Maintenance Fund Fees										✓	✓
Piano (Rental &/or Tuning)						✓		✓			
Rehearsal Space Equipment Rental Fees		✓									
Ushers & House Managers								✓			
Security								✓		✓	
Parking/Facilities Staff					✓			✓			
Venue Marketing Signage						✓		✓			✓
Technology (Internet, telecoms, etc.)					✓			✓		✓	

When asked for other elements, organizations wrote in housekeeping, general building engineering needs, snow removal, loading dock usage, camera crew, lighting design, camera rentals, facility staff, and concessionaire staff.

# Benchmark of Rental Contract Increases

## Rental Increase (Annualized)



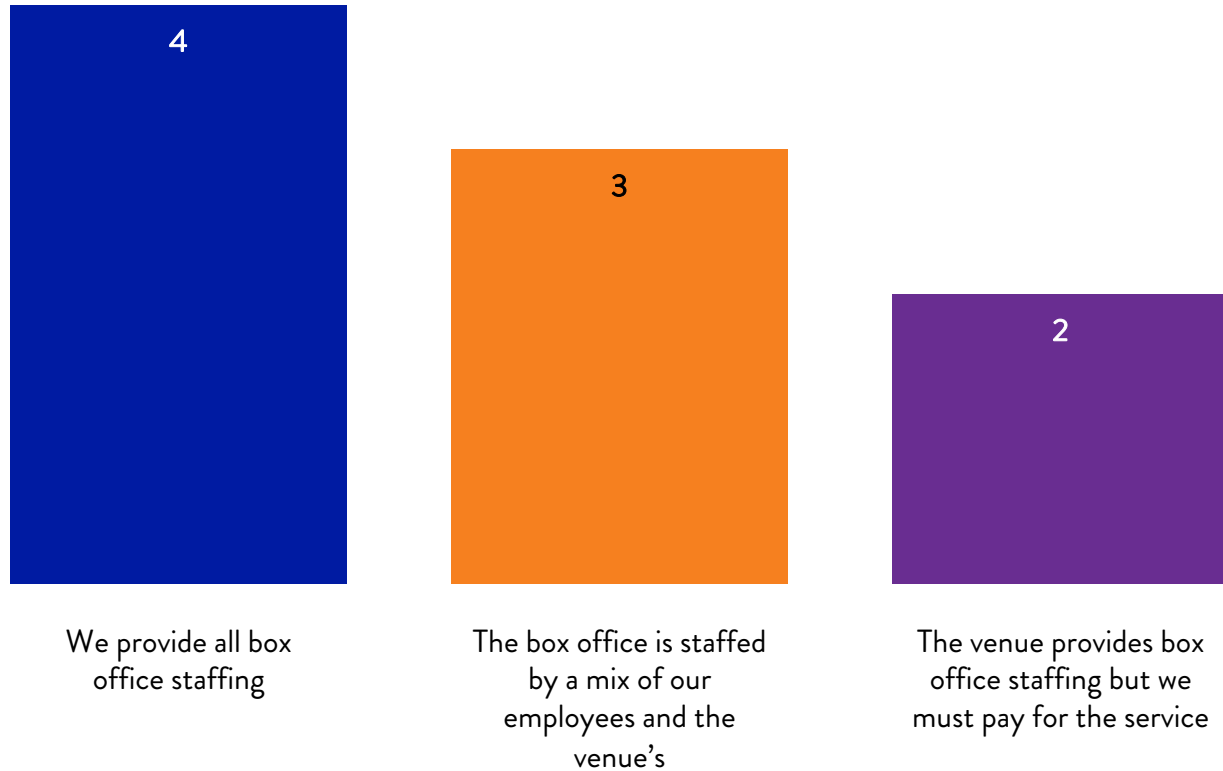
Component	Org 1	Org 2	Org 3	Org 4	Org 5	Org 6	Org 7	Org 8	Org 9	Org 10	Org 11
Fee per Day	\$1092	\$1000	\$1228	\$3067	\$4500	\$4402	\$4265	\$3931	\$8000	\$8011	\$7000
% Annual Increase	30%	n/a*	4%	3%	10%	8%	7%	8%	.14%	3%	5%

### Notes on Rental Increases

- Rental increases were typically tied to cost-of-living increases
- Renewal periods ranged from 1-7 years
- The percentages on this page represent annualized increases over the contract term, as calculated by ABA from information provided by participants

# Box Office Management

## Who provides staffing for the box office?



## Box Office Fees

- Most organizations reported paying their venue a \$3-4 fee per single ticket
- One organization also pays a \$1 fee per subscription ticket.
- Three organizations do not pay any fee per ticket to their venue.
- Approximately half of the respondents' venues do not charge ticket buyers an additional fee; those who do range between \$2-9.

# Concessions Management & Satisfaction

All organizations shared that their venue fully manages concessions, with varying levels of satisfaction:

