



Missouri State
U N I V E R S I T Y

JQH ARENA
July 1, 2010 – June 30, 2011 rate sheet

The following information is presented as the basic rate sheet for events and or production in JQH Arena on the campus of Missouri State University. The rates listed are subject to change without notice and this document does not serve as a quote for fees charged.

ARENA RENT (OFF CAMPUS USERS):

Eight thousand dollars (\$8,000.00) versus 10% of gross ticket sales (whichever figure is higher) per single day event. Non-ticketed events feature a daily rental rate of twelve thousand dollars (\$12,000.00) per single day event. Rent does not include staffing / equipment fees.

ARENA RENT (ON CAMPUS USERS*):

Two Thousand (\$2,000.00) vs 10% of gross ticket sales (whichever figure is higher) per single day event. Note: University Departments that partner with outside entities will be subject to off campus user rental rates.

*Excludes Missouri State University Intercollegiate Athletics

PRIME OVERTIME CLUB:

Fifty (\$50.00) per hour (3 hour minimum) plus all expenses. Club rental can be waived if included in Arena Rent.

TICKET OFFICE:

Ticket office fees for services includes a fee of Six hundred dollars (\$600.00) versus 2% of gross ticket sales (whichever figure is higher) on each event. Additional ticket office charges of one hundred dollars (\$100.00) per week (full or partial) for any event sales period that exceeds six weeks total. A 4% fee on all credit / debit card purchases on window, phone, and internet ticket sales will also be applied. University will require 60 complimentary top price tickets for each event / performance and may conduct a pre-sale to boosters and supporters. All tickets will be subject to a \$1.00 facility fee that is taxable.

EVENT STAFF:

Ushers, Ticket Takers, T-Shirt Security, Custodial, and other non-full time staff positions range from \$7.25 - \$12.00 per hour. Electrician, Audio/Visual Technician, Custodial, and other full time staff positions range from \$20.00 - \$45.00 an hour. These figures do not include any contracted labor (law enforcement, private security, production, EMT's, etc.)

TAXES:

Missouri sales tax rate is currently 7.6% per \$1.00. Non-resident promoters and / or artists will be responsible for payment of a 2% MO-2ENT entertainment tax.

INSURANCE / LIABILITY:

Parties contracting for use of JQH Arena are required to obtain a public liability insurance policy naming the Board of Governors of Missouri State University, its officers and employees as additional insured, covering the premises known as JQH Arena, and also covering all actions and activities excluding workman's compensation of the employees of the University at JQH Arena, both coverage's to be for the entire term covered by this agreement. Such policy shall provide coverage of at least One Million dollars (\$1,000,000.00) per person, and Two million dollars (\$2,000,000.00) in the aggregate per RSMO. Section 537.610, and shall be written by a company authorized to do business in the state of Missouri and reasonably approved by the University. Failure to provide a copy of such policy prior to the event will constitute a material breach of any rental agreement.

CATERING:

All catering for performers etc. must be contracted through the University's approved food service, currently Ovations Food Services. Food and drink concessions remain the property of the University and all proceeds from concessions sales shall remain with the University.

MERCHANDISE:

Any and all merchandise sales are the responsibility of the artist. Merchandise fees are a 75% - 25% split with the artist retaining 75% and JQH Arena retaining 25%. Artists are responsible for the payment of Missouri sales tax currently at 7.60% per \$1.00.

All facilities on campus including JQH Arena are tobacco free. Complete compliance with the University's alcohol and tobacco policies is required.

Questions concerning staging and production of events should be directed as follows:

Technical / production: Matt Jones (417) 836-5465
Ticketing: Shannon Stanton (417) 836-7678
Catering: Brad Roper (417) 836-3350
All other questions: Keith Boaz, Director JQH Arena (417) 836-5240