

RENTAL **RATES** & INFORMATION

RATE SCHEDULE - TRADE SHOWS AND CONVENTIONS

Area	Approx. Square Feet	Rate Per Day	Move-In/Out Rate
Arena	42,000	\$3,000	\$1,500
Ballroom	11,715	\$1,500	\$ 750
Arena & Ballroom	56,280	\$4,500	\$2,250
Exhibit Hall	94,695	\$6,500	\$3,250
Exhibit Hall & Arena & Ballroom	173,767	\$11,000	\$5,500

- Additional Outdoor display areas available.
- Ocean Center Director reserves the right to negotiate rates on an individual basis.
- Lessee is responsible for obtaining accurate square footage and dimensions on each individual event.
- Rental day, including both event day(s) and move-in/move-out day(s), is from 6:00 am to 11:59 am. Activity or set up/tear down work between 12:00 (midnight) and 8:00 am is subject to additional rental charge of 10% of published daily rate per hour.
- Rental rate does not include tax, staffing, equipment or miscellaneous charges.

RATE SCHEDULE - PUBLIC SPECTATOR EVENTS AND CONCERTS

Area	Rate per Day
Arena	\$3,000 vs. 12% of Gross Box Office Receipts whichever is greater

All rentals are subject to the applicable local, state and federal taxes.

During special events or prime time, the Ocean Center Director reserves the right to negotiate rates on an individual basis.

CONCERT INFORMATION

Box Office Fees

Three percent (3%) of gross sales, plus current Credit Card Charges

PUBLIC TICKET SALES

All tickets shall be ordered through the Ocean Center Management Staff. All tickets and monies received shall at all times remain under the control of the Ocean Center until satisfactory completion of the event and the facility settlement has been completed. Under no circumstances may any lessee draw an advance of funds from the gross

receipts prior to final settlement. All tickets will be sold through the Ocean Center Ticket Office and authorized outlets. Approved Consumer Shows & Trade Shows not being sold through the authorized ticketing system will be charged \$500.00 per day to cover the accounting and administration cost of the event.

ARENA CLEAN UP

1000-3000 people - **\$650**

3001-6000 people - **\$850**

6001+people - **\$1000**

MINIMUM INSURANCE REQUIREMENTS

\$1,000,000, for death or bodily injury or loss sustained by one person in any one occurrence.

\$1,000,000, for death or bodily injury sustained by more than one person in any one occurrence.

\$1,000,000, for damages or loss of property in any one occurrence.

\$300,000, for business automobile insurance (minimum per occurrence).

\$100,000, for business automobile insurance (minimum per person).

Lessee agrees to provide Ocean Center with proof of insurance in the above amounts of coverage. Lessee shall name as additional insured the Ocean Center, the County of Volusia, its officers, agents and employees for coverage set forth in paragraph above.

FACILITY RENTAL INFORMATION

SERVICES INCLUDED WITH FACILITY RENTAL

Dressing rooms and mezzanine meeting rooms are included in arena rental. Level one and two meeting rooms are included with the rental of the exhibit hall. Meeting room 100 A/B is included in the rental of the ballroom.

Rooms will be set up on a one time basis with costs for any other changes to be charged to the lessee at prevailing rates.

House lighting, ventilation, heat or air conditioning as required during show hours. In recognition of the need to conserve energy, a minimum level of comfort will be maintained during non-show hours.

The Ocean Center will provide premises in clean and serviceable condition. At the conclusion of the event, the lessee is responsible for returning the premises in the same condition as found at the beginning of the event. Ocean Center shall provide general cleaning service of public areas (i.e. restrooms, lobbies, mezzanine, etc.). Specialized cleaning and bulk trash removal is the responsibility of lessee. Interpretation of these terms is the right of Ocean Center Management.

SERVICES NOT INCLUDED IN FACILITY RENTAL

Event Staffing - The Ocean Center will provide, and the lessee will be charged for, all event related staffing. All event requirements must be coordinated with, and approved by, Ocean Center Management at least fourteen (14) days prior to the beginning of the term of the lease agreement. Minimum staffing of specific positions will be required with certain events. All position have a four (4) hour minimum.

Drayage Storage and Freight - There are no facilities available at the Ocean Center for storage. All deliveries must be arranged through the decorator.

Food Service, Catering and Concessions - All food, beverage and concessions are operated and controlled exclusively by the Ocean Center. Food and beverage sampling must be approved in advance by Ocean Center Management.

Catering - All food and beverage needs must be provided by our exclusive in house caterer. No outside food or beverage may be brought into the Ocean Center.

Parking - Ample parking is available in our parking garage and surface lots at prevailing rates.

Decorator - Select any decorator from the Ocean Center Approved Decorator List.

Electrical - Select either the Ocean Center or a qualified provider from our Approved Electrical Contractor List.

Communication Services - Phone and internet lines are available at established rates.

GENERAL INFORMATION

Physical and Mailing Address
101 N. Atlantic Avenue
Daytona Beach, FL 32118

Telephone: 386/254-4500 or 800/858-6444

Fax: 386/254-4512

Web Site: <http://www.oceancenter.com>



RULES & REGULATIONS

Lessee will be responsible for compliance with the following rules and regulations during their event. Lessor suggests that this information be provided to all event participants with information including show brochures, programs or exhibitor packets. It is the lessee's responsibility to correct any areas of non-compliance and to be responsible for any damage to premises caused by non-compliance.

- The use of propane, flammable bottled gas, liquid/gel fuels or open flame is prohibited within the building.
- Any other type of pressurized tank, cylinder or vessel must be properly secured to prevent damage to it.
- Helium users are responsible for the safe removal of all helium filled balloons, novelties or vehicles from the building at the end of the event.
- Decorations, signs, banners, etc., may not be taped, nailed, tacked, stapled or otherwise fastened to any portion of the facility.
- No holes may be drilled, cored or punched into the building.
- No painting of signs, displays or other objects is permitted in the building.
- No adhesive-backed (stick-on) decals or similar items (except nametags) may be distributed or used in the building.
- Any vehicle displayed in a show must have the battery cables disconnected. The gas tank must either be taped shut or have a lockable gas cap and may contain no more than 1/4 of a tank of fuel.
- No sample food and/or beverage products may be distributed by exposition sponsoring organizations and/or their exhibitors except upon written authorization from Ocean Center Management.
- No one may bring food or beverage into the Ocean Center at any time.
- Ocean Center Management must approve taping down of carpet and/or electrical cords, prior to installation. The Ocean Center requires the use of residue resistant carpet tape (i.e., Bron #BT100D/F or Bron #R136 clear floor tape). All tape and its residue must be removed from floor and disposed of immediately after the show.
- All electrical extension cords must be three-wire UL listed and UL approved. Two wire electrical cords and zip cord is prohibited.
- Freight deliveries will not be accepted by the Ocean Center. Please ask your show management for proper drayage instructions.
- Parking on loading docks, except for loading and unloading, is prohibited. Vehicle(s) will be towed at owner's expense.



STAFFING RATES

EVENT STAFF HOURLY RATE

Event Supervisor	\$18.00
Rover	15.00
Dock Monitors	13.50
Facility Monitors	12.75
Main Lobby Supervisor	15.00
Front of House Manager	15.50
Ticket Seller Supervisor	22.50
Assistant Ticket Seller Supervisor	17.25
Ticket Sellers	13.50
Ticket Takers	12.75
Usher Supervisor	15.50
Ushers	12.75
Switchboard Operator	12.25
Officer Supervisor	40.00
Officer Uniformed	35.00
First Aid (minimum two positions)	25.00

PRODUCTION SERVICES (HOURLY RATE)

Stagehand Supervisor *	
Stagehands *	
Riggers *	
Runners *	
Loaders *	
Equipment Operator	20.00
Sound Technician	20.00
Lighting Technician	20.00
Electrical Technician	22.50
Facility Workers	16.50

** Available through approved production services companies.*

Minimum amount of staffing will be required for the safety and comfort of guests. All positions have a four hour minimum.



EQUIPMENT RATES

Bike Barricade 8' Section	\$15.00
Chairs	2.50
Dance Floor 30' x 30'	300.00
Dumpsters - 2 Required (Solid Waste & Recycle)	350.00 each
Forklift / per day	300.00
Pipe & Drape / per foot	5.00
Podium Table Top	20.00
Podium Floor	30.00
Risers 6' x 8' (8-16-24-32")	25.00
Rope & Stanchion Section	5.00
Stage Barricade	100.00
Stage Sections 6' x 8' (4'-4'8"-5'4"-6')	40.00
Tables	10.00
Tape Rolls	5.75
Tennant Sweeper	300.00
Elevated Seating Risers	
Large	500.00
Medium	250.00
Small	150.00
Audio Line Feed	20.00
Cassette Player	20.00
CD Player	20.00
Clear Com Headset	100.00
Follow Spot	100.00
Internet Access	250.00
Parcan	50.00
Phone Line	100.00
Phone Calls per Usage	
Portable Sound System	125.00
Power Drops	42.50
Show Power per day	750.00
Sound Mixer 4 Channel	25.00
Sound Mixer 16 Channel	150.00
Wireless Hand Held Mic	75.00
Wireless Lapel Mic	75.00



CONTRACTED SERVICES

APPROVED DECORATORS

Arata Expositions, Inc.

4104 L.B. McLeod Road
Orlando, FL 32801
Telephone: 407/422-3636
Fax: 407/839-5929
www.arataexpo.com
Contact: Carol Cash

B.H. & L. Decorators

7601 Chancellor Drive
Orlando, FL 32809
Telephone: 800/995-4245
Fax: 407/851-3090
www.bhldecorators.com
Contact: Theresa Williams

Brede Exposition Services

2502 Lake Orange Drive
Orlando, FL 32837
Telephone: 407/851-0261
Fax: 407/859-3904
www.brede.com
Contact: Amy Palmer

Excel Decorators, Inc.

4630 S. Kirkman Road, #840
Orlando, FL 32811
Telephone: 800/780-5476
Fax: 800/222-4825
www.exceldecorators.com
Contact: Tim Alfieri

FM Convention Contractors, Inc.

7512 Dr. Phillips Boulevard,
Suite PMB 900
Orlando, FL 32819
Telephone: 407/352-6640
Fax: 866/748-0186
www.fmconventioncontractors.com
Contact: Houston Melton

Freeman Decorating Company

2200 Consulate Drive
Orlando, FL 32837
Telephone: 407/875-1500
Fax: 407/850-9328
www.freemanco.com
Contact: Patrick Wolters
Goben Convention Services

7101 Presidents Drive, Suite 300
Orlando, FL 32809
Telephone: 407/240-3348
Fax: 407/240-8710
www.gobencs.com
Contact: Myra Murray

Platinum Events

2635 Skyview Drive
Lakeland, FL 33801
Telephone: 863/669-1444
Fax: 863/669-9495
www.platinum-events.net
Contact: Barbara Kelly

Shepard Exposition Services

603 West Landstreet Road
Orlando, FL 32824
Telephone: 407/888-9669
Fax: 407/888-2301
www.shephardes.com
Contact: Randy Hilbert



CONTRACTED SERVICES

APPROVED ELECTRICAL CONTRACTORS

Economy Electric

538 West Street
Daytona Beach, FL 32114
Telephone: 386/252-0573
Fax: 386/239-0721
Contact: Billy Wiggins

Edlen Electrical Exhibition Services of Orlando, Inc.

11483 Rocket Boulevard
Orlando, FL 32824
Telephone: 407/854-9991
Fax: 407/854-9992
[www.support@edlenelectrical.com](mailto:support@edlenelectrical.com)
Contact: James Boone, Louise Murray, Keith Hay

APPROVED PRODUCTION SERVICE COMPANIES

Black Onyx, LLC

2445 Rosalind Lane
Lakeland, FL 33812
Telephone: 863/687-2300
Contact: Brenda Waldrop or Joy Lawrence

International Alliance of Theatrical Stage Employees and Moving Picture Technicians, Artists and Allied Crafts (IATSE)

P. O. Box 534
Daytona Beach, FL 32115
Telephone: 386/767-2022
Contact: Don Steadman

Ocean State Production Services, Inc.

1461 Kastner Place, Suite 101
Sanford, FL 32771
Telephone: 407/324-7811
Fax: 407/324-7819
Contact: Tim Wendt or Pam Leombruno

Sunco

1996 Forest Avenue
Daytona Beach, FL 32119
Telephone: 386/831-9465
Contact: Don Steadman

