

Dear Annex Renter,

We hope that the summer is starting off well for you and all your projects. Thank you for being a renter at the Joe Goode Annex, we love having you in the space and being in community with you.

We are writing to let you know of some upcoming changes to our rental rates, and to share the reasoning and goals behind each shift. This information will be announced publicly on June 27th, but as current or past renters, we want to make sure you have the information first.

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## **Rental Rate Changes - Effective July 15th, 2022**

### **Private Rehearsals:**

**New Rate: \$25/hour (Current Rate: \$31)**

We are really excited to announce that we are lowering the hourly rate for private rehearsals. We know that access to space is essential to the formulation and experimentation that begins a creative process, and that early in the process artists are less likely to have grant or donor funding that can underwrite these rehearsals. We hope that these rates will support you in your processes, and make the Annex economically accessible for more local choreographers.

### **Classes/Workshops:**

**New Rate: \$40/hour (Current Rate: \$42)**

We love having public classes and workshops taught by independent teaching artists at the Annex, and we hope this will make it more possible for interested teachers to reach their students.

### **Public Performances, Tech Rehearsals and Public Showings:**

We have made two notable shifts to our public event rates:

1. Space Rates are increasing to reflect administrative staff time and the fixed costs of operating the space.
2. Event Staff Rates are decreasing to match the true hourly rate of technicians and front of house staff.

### **Annex Space Rental Rates**

Type of Rental	Current Rate	New Rate
Tech Rehearsal (non-public use, tech)	\$ 52/hr	\$65/hr
Public Showing (public use, no tech)	\$ 62/hr	\$70/hr
Performance (public use, tech)	\$ 72/hr	\$105/hr

These new hourly space rates are based on the following:

1. True cost of the administrative staff time allocated to supporting renters (Producing Lead/Venue Manager/Tech Director - production meetings with artists, general support and information throughout the rental process, scheduling event staff etc.)
  - a. This was previously allocated in the Event Staff Rates
2. Fixed operating costs of the Annex per hour (% of rent and utilities)
3. Mileage and paid travel time provided to all event staff for every shift

While this is a significant increase to the hourly space rate, the lowering of the staff rate means that the net total cost increase for a typical 2-night performance rental is about \$200.

### **Annex Event Staff Rates**

Staff Type	Current Rate	New Rate
Technician	\$ 33/hr	\$27/hr
House Manager	\$ 25/hr	20/hr
Box Office	\$ 25.00	20/hr

Most businesses include operating and administration costs in their quoted hourly rate for staffing. We have reallocated those costs into our space rental rates (see above) so that the staff rates now accurately reflect what we pay per hour. While it looks like our event staff are being paid less now, they are receiving a \$0.50/hour raise starting July 1st.

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## **FAQs**

### **What happens to existing contracts or rentals planned for after July 15th?**

All signed contracts, no matter the date of rental, will be honored at the rates reflected in that contract.

### **New Rehearsal/Class Contract**

Effective immediately: all new rehearsals and classes scheduled for July 15th, 2022 or later will be billed at the new rates.

Paid rentals between now and July 15th that are canceled due to COVID exposure or a positive test will be honored - i.e. if you have to cancel a 2 hour June rehearsal that was fully paid for (\$62) and want to reschedule after July 15th, you may use the banked \$62 towards rehearsal hours at the \$25/hour rate. Deposits will be applied the same way.

### **New Performances/Event Contracts for 2022**

Until July 14th, you may book performances, public showings and tech rehearsals scheduled between July 1st and December 31st, 2022 at the current rates. Contracts must be signed and

deposit paid by July 15th. All contracts finalized and signed after July 14th will be subject to the new rates.

**Is the Annex offering any discounts to help offset these changes?**

Joe Goode Performance Group is committed to developing a performance rental discount program that helps offset production costs for artists who need financial support. As we rebuild from the pandemic and invest in staff wages and benefits, JGPG is not in a budgetary position as an organization to support rental discounts out of our general operating funds as we have in the past. We will be pursuing foundation and grant funding over the next months that will allow us to roll out a formal discount program for creators from marginalized communities. We're currently assembling a staff committee to lead this initiative - and will be reaching out to our renters for updates and input — with intentions of rolling out a new discount program for the start of 2023. Thank you for your patience as we feel our way through this emergent and changing time at our organization.

In the meantime, we will be able to continue our discount offering 10% off rehearsal bookings of 20 hours or more.

In addition, effective July 15th, we will lower our deposit from 25% to 10% on all contracts to support renters' cash flow.

The Annex team is always available to create price estimates for potential performances no matter how far in advance so you can develop your budget for grant proposals. Please don't hesitate to start the conversation!

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As we enter the second half of this year, we are pleased to share that thanks to the support of a major donor, we will be making significant sound upgrades to the Annex, offering a richer and more vibrant audio experience for your audiences. Stay tuned for details on our estimated timeline for completing those renovations.

Thank you so much for taking the time to read this letter. Please let us know if you have any questions, concerns or feedback for us. We appreciate you renting at the Annex and hope to see you soon!

Sincerely,

**David Mack, Executive Director**  
**Aja Randall, Venue & Operations Manager**  
**Jessi Barber, Producing Lead**  
**Del Medoff, Interim Technical Director**