

2018 EQUIPMENT AND ANCILLARY FEES



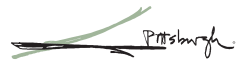
David L. Lawrence Convention Center

The rates listed below are for equipment, labor and special services needed over and above the basic room equipment and are subject to availability. **Basic Meeting room rental** (Non-exhibit areas only) includes a one-time room set of tables (plain, not draped or skirted) and chairs, one podium, two 6'x8' risers with skirting, (3) topped and skirted tables (head table for 4, registration table and materials table), one 20 amp, house lighting and ventilation during event hours. **Basic Ballroom room rental** (Non-exhibit areas only) includes a one-time room set of tables (plain, not draped or skirted) and chairs, one podium, six 6'x8' risers with skirting, (5) topped and skirted tables (head table for 8, (2) registration tables, (2) material tables), one 20 amp, 24x24 dance floor, house lighting and ventilation during event hours.

GENERAL EQUIPMENT

Item	Rate
All Purpose Tables: - 6'x18", 8'x18", 6'x30", 8'x30" tables - 72" rounds - 30" low cocktail tables - 30" cabaret tables	\$8.50 each
Bike Rack / Crowd Control Barricade	\$26.50 each
Chairs (Meeting Room or Folding)	\$2.75 each
Dance Floor: 4'x4' sections	\$9.50 per section
Elevated Seating: - Bank A and B: 4 sections each: 87' 2" x 40' 9" - Bank C and D: 3 sections each: 65' 6 1/2" x 40' 9" - Bank A and B: 572 chairs each - Bank C and D: 429 chairs each	\$1,750.00 per section
Flags: US, Pennsylvania, Canada	\$25.00 each
Garment Rack	\$25.00 each
In-house Lift Rental (Up to 10 hours per day, does not include labor) - Forklifts: 6,000 lb / 8,000 lb - Scissors Lifts: 15' / 32' - Boom Lifts: 35' / 45' / 60' and higher	\$350.00 / \$390.00 \$340.00 / \$400.00 \$475.00 / \$482.00 / \$575.00
Lectern (Standing or Table Top)	\$50.00 each
Linen on all purpose tables	\$7.50 each
Outdoor Heater (includes up to 6 hours of propane)	\$50.00 / day
Pipe and Drape - Gray Bango Drape - 8' high	\$4.50 linear foot
Portable Box Office - 3 windows	\$175.00 each
Safe Rental	\$250.00
Stanchion	\$15.00 per 8'
Easels	\$17.50 each
Vinyl Table Covers	\$10.00 each
Table with Skirting (15' for 3 sides of an 8'x30" table)	\$30.00 each
Risers and Staging: <i>Includes gray carpet, 2 step units, handrail, skirting and labor to set up and strike</i>	
4' x 8' x 8"	\$27.75 each
4' x 8' x 16"	
4' x 8' x 24"	
6' x 8' x 16"	
6' x 8' x 24"	
6' x 8' x 32"	\$35.00 each
6' x 8' x 40"	
4' x 8' @ 33"-48" (Height increases every 2". Option of gray carpet or smooth surface.)	\$35.00 each
4' x 8' @ 48"-72" (Height increases every 2". Option of gray carpet or smooth surface.)	\$48.25 each
Change/return from carpet to smooth side on 6' x 8' decks	\$12.50 each
Box Office Management	\$500.00 per day

2018 EQUIPMENT AND ANCILLARY FEES (CONT'D)



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SPECIAL SERVICES

Type	Rate
Cleaning: <u>Show Cleaning:</u> Incl. nightly aisle cleaning, periodic aisle maint. and continued aisle trash removal <u>Booth cleaning:</u> - Show management booth cleaning up to 2,500 s/f - Show management booth cleaning for booth cleaning over 2,500 s/f <u>Heavy cleaning:</u> Beyond single pass broom sweep or vacuum	\$0.0375 per square foot / per day \$0.20 square foot / per day \$0.25 square foot / per day Call for Quote
Coat Check: <u>Non-hosted option – paid by attendee:</u> Incl. labor, equipment and tickets; show management to meet minimum required <u>Hosted option – paid by show management:</u> Includes labor, equipment and tickets; based on number of items - up to 750 items checked - 751 – 1,225 items checked - 1,226+ items checked	Minimum \$500.00 per day \$2.00 per item (coat / luggage) \$500.00 per day \$1,000.00 per day \$1,500.00 per day
Event Liability (MVP) Insurance	Call for Quote
Executive Meeting Room Set: <i>To include pad, pen and water glass</i>	\$3.50 per person, per set
House Sound Patch: - When using DLCC in-house contractor, patch fee will not apply - When not using in-house contractor, patch fee will apply	\$50.00 per patch, per day
Key Options: <u>Standard Key Option:</u> - Standard lock - 5 keys provided at no charge - Each additional key <u>Lock Change (re-core) Option</u> - Change lock (up to 3 cores) - 5 keys provided at no charge - Each additional key <u>Missing key fee</u>	\$5.00 each \$75.00 per room \$5.00 each \$50.00 each
Steel Plates: 4'x8' or 4'x10'	\$275.00 per day
Marshalling Yard	\$650.00 per day
Meeting Room Change-Over(s): - When turning to a full F&B Banquet - Theatre Style - Conference Style - Hollow Square - Rounds - Classroom - Meeting room airwall pull - Ballroom airwall pull - Exhibit hall airwall pull	no charge \$3.00 per person \$3.60 per person \$3.60 per person \$3.60 per person \$4.00 per person \$42.50 per airwall \$62.50 per airwall \$145.00 per airwall
Outside banner hanging: <u>Small Banner (up to 12' high x 20' wide)</u> - Rate includes 2 carpenters and a 35' boom lift <u>Large Banner (over 13' high and 21' wide)</u> - Rate includes 2 carpenters and a 35' boom lift	\$175.00 per hour \$215.00 per hour
Trash Removal- 30 cubic yard compactor:1 compactor included per show, per hall	\$875.00 per pull

2018 EQUIPMENT AND ANCILLARY FEES (CONT'D)



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SHOW MANAGEMENT UTILITY RATES — ELECTRICAL

Type	Rate
Up to-2000 Watts (20 AMPS)	\$133.50 each
Up to 30 AMP (208 Volt / Single Phase)	\$275.50 each
Up to 60 AMP (208 Volt / Single Phase)	\$492.75 each
Up to 100 AMP (208 Volt / Single Phase)	\$648.50 each
Up to 30 AMP (208 Volt / Three Phase)	\$508.50each
Up to 60 AMP (208 Volt / Three Phase)	\$916.50 each
Up to 100 AMP (208 Volt / Three Phase)	\$1,279.00 each
Up to 200 AMP (208 Volt / Three Phase)	\$2,547.75 each
Up to 300 AMP (208 Volt / Three Phase)	\$3,826.50 each
Up to 400 AMP (208 Volt / Three Phase)	\$5,049.50 each
3 Wire, multi-plug extension cord	\$35.00 each
Cable Television	\$350.00 each

SHOW MANAGEMENT UTILITY RATES — PLUMBING AND COMPRESSED AIR

Type	Rate
Compressed Air: Quick Disconnect 3/4"	\$320.00 each
Fill & Drain (per 500 gallons)	\$131.00 each
Potable Water	\$218.50 each
Drain Line Service Outlet	\$172.50 each
Dock Washing Station: Includes up to 30,000 gallons of hot and cold water, and 2 hoses	\$300.00 per day
Sink	\$275.00 each

DLCC EXCLUSIVE SERVICES — VOICE/DATA SERVICES PROVIDED THROUGH SHOWNETS*

Type	Rate
Single Phone Line	\$275.00 each
Multi-line option (1 main with 1 roll over line) includes device rental	\$415.00 each
Speaker Phone line — includes device rental	\$465.00 each
Shared Services: Tier 1 — Single Drop/Device up to 3 Mbps (email/browsing)	\$695.00 each
Shared Services: Tier 2 — Single Drop/Device up to 5 Mbps (on-line presentations)	\$895.00 each
Shared Services: Tier 3 — Single Drop/Device up to 12 Mbps (streaming video/gaming)	\$1,095.00 each
Private Services: Tier 1 — Single Drop/Device up to 3 Mbps — approx. 8 connections	\$3,495.00
Private Services: Tier 2 — Single Drop/Device up to 6 Mbps — approx. 15 connections	\$5,900.00
Private Services: Tier 3 — Single Drop/Device up to 15 Mbps — approx. 30 connections	\$7,850.00

2018 EQUIPMENT AND ANCILLARY FEES (CONT'D)



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Type	Rate
Additional wired connections	\$100.00 each
Switch Rental — managed or unmanaged up to 23 host ports	\$185.00 each
Patch Bable Rental	\$50.00 each
Wireless Buyout Packages available	Call for quote

*all voice/data services to be ordered directly through showNets

DLCC EXCLUSIVE SERVICES — RIGGING PROVIDED THROUGH THREE RIVERS ENTERTAINMENT*

Rigging equipment to include: chain hoists per layout print; high side hardware (steel, burlap, shackles, etc) as necessary; low side hardware (GAC slings, span sets, lifting points, safeties, shackles, etc) as necessary; all necessary power distribution, cable, static cable pick hardware as necessary, and scissor or boom lift for motor install/dismantle.

Type	Rate
Motors (Up to and including 1 ton)	\$200.00 each, per install
Distros (number of distros will be determined by TREP)	\$150.00 each, per install
Point charge for hardware	\$75.00 each, per install
Static Cable pick	\$75.00 each, per install
Late fee for layouts submitted within 30 days of load in	\$150.00
Late fee for layouts submitted within 10 business day s of load in	at TREP discretion
TREP Drawings	Will Quote
Rigging Supervisor (4 hour minimum)	\$75.00 / hour
Monday–Friday	\$75.00 / hour
Evenings and weekends	\$112.50 per hour
House Patches * Does not apply when full AV breakout room sets are contracted with TREP	\$50.00 per room per day

* events running longer than one week are subject to additional fees

DLCC EXCLUSIVE SERVICES — FOOD SERVICE AND CATERING PROVIDED THROUGH LEVY RESTAURANTS

Type	Rate
Catering Menus	available upon request
Exhibitor Menus	available upon request
Concessions Menus	available upon request

PLEASE NOTE

- Rates are effective January 1- December 31, 2018 and are subject to change without notice.
- Labor rates may apply for electrical, plumbing, Voice/Data Services