

**Professional Theatre Management
Benefits of VenueTech Management Services**

VenueTech Management Group, LLC
530-792-1114

www.venue.tech

VenueTech Management Group, LLC offers both consulting and full services management within the arts and entertainment industries. The following information is provided to reflect the benefits of VenueTech’s Theatre Management Services.

<input checked="" type="checkbox"/>	<p>Will a management contract with VenueTech save our Theatre money?</p>	<p>In many cases the answer is YES. One reason is that VenueTech often recommends operating with fewer full time employees and more part time staff. This is possible because VenueTech augments this effort with our professional executive team who handle such functions as talent buying, negotiating artist technical, production and travel needs, developing marketing plans and developing fund development and organizational development strategies. While many Performing Arts Theatre may need 3 to 5 full-time employees, VenueTech often runs effectively with 1 or 2, because our clients share the costs of the work typically assigned to a Program Director, Development Director, Arts Manager, Marketing Coordinator, Production Manager and other critical functions.</p> <p>VenueTech’s extensive experience in the entertainment industry, as well as our relationships with the major talent agencies typically allows us to negotiate reasonable talent fees. Our firm also routes tour dates with other VenueTech clients as well as non-VenueTech Theatres which are managed by our peers.</p>
<input checked="" type="checkbox"/>	<p>Does retaining VenueTech enhance the expertise of our Theatre management team?</p>	<p>The VenueTech team brings decades of professional experience in a broad cross section of related industries to your project. Our executives have extensive public, nonprofit and private sector experience in the areas of facility management, finance, event production, arts management, fund development, talent buying, concert production, historic preservation, technical and production planning, business planning and organizational development. When you hire VenueTech, your organization has access to all of us... our entire team...not just the on-site staff assigned to your project.</p>
<input checked="" type="checkbox"/>	<p>Can VenueTech help us expand our revenue sources?</p>	<p>“Business development audits” are a unique service of VenueTech and are included in our business planning process. Our executive team works to identify untapped revenue sources, potential areas for cost reduction and other business opportunities. These sources can be developed within a building’s existing client base or through expanded markets. In addition, VenueTech has extensive fund development experience, including the development of new 501(c)3 organizations, annual campaigns, membership, grants, sponsorships, capital campaigns and special events.</p>

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<input checked="" type="checkbox"/>	<p>What services does VenueTech provide?</p>	<ul style="list-style-type: none"> ▪ Management of Performing Arts Venues ▪ Consultation for Historic Preservation Projects ▪ Development of Business Plans (for all community-based projects) ▪ Strategic Planning for Community Organizations ▪ Cultural Arts Planning ▪ Design and Management of Capital Funding Campaigns ▪ Operational Funding Planning ▪ Feasibility Studies and Project Evaluations ▪ Box Office Management, Admissions and Access Control Studies ▪ Architectural Program Development ▪ Event Production (including headliner concerts) ▪ Entertainer Contract Negotiations ▪ Training Symposiums ▪ Board and Organizational Development
<input checked="" type="checkbox"/>	<p>Does VenueTech assume employer responsibilities?</p>	<p>Yes, when retained for management services (as apposed to our consulting services) VenueTech assumes the responsibilities inherent with the employer role. This includes hiring, training and supervision as well as compensation, insurance, payroll taxes and other expenses and employment liabilities. If problems arise with the staff at your Theatre, VenueTech will handle this problem for you.</p>
<input checked="" type="checkbox"/>	<p>Does VenueTech provide insurance?</p>	<p>Yes, VenueTech Management Group carries general liability, professional liability, crime, automobile and workers compensation insurance and always names our clients as additionally insured. Specific general liability coverages for events held in your theatre is purchased on a master policy for our clients with each client paying for their proportional share on a “per patron” cost (as per the terms of the underwriter). This typically provides a cost savings to our clients.</p>

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<input checked="" type="checkbox"/>	<p>Will VenueTech negotiate with Talent Agents on our behalf?</p>	<p>VenueTech provides all required services for concert production, including the negotiation of talent fees and contract rider requirements for our Management Clients only. Unfortunately, we do not offer these services to our consulting clients. This is our way of supporting the “total operation” of those venues we manage and ensuring that our Management clients have a “one stop” experience.</p> <p>We should note that VenueTech has personal and professional relationships with most of the national talent agencies, many extending back decades.</p>
<input checked="" type="checkbox"/>	<p>How Does VenueTech bill for its services?</p>	<p>VenueTech provides a full services Management Agreement, meaning that services are defined through a “scope of services” that is jointly written between VenueTech and our client. We then charge a monthly management fee for these services which is inclusive of the cost of required on-site, full-time personnel, all required consultation, planning and event production. The only additional expenses are those outlined in the Theatre operating budget, such as part-time employees, marketing, talent fees, etc. Typically, VenueTech pays for the part-time personnel and is reimburse for this at direct cost. Our Management clients are never billed for additional consultation as it is our goal to ensure that our clients have a high level of “cost certainty” within their operating budget.</p>
<input checked="" type="checkbox"/>	<p>Why Do Organizations Hire VenueTech?</p>	<ul style="list-style-type: none"> ▪ Cost Savings with very creative revenue generation techniques ▪ High Level of Expertise and highly respected in the entertainment industry ▪ Built in Mentoring for On-site Staff as each Theatre Manager networks with other VenueTech Manager ▪ Private Sector Tools with a Strong Public Sector Background and Education ▪ The Firms Works as a “Partner” with Cities and Nonprofit Organizations ▪ Executive Staff with more than 75 years of combined experience ▪ Symbiotic relationships with quality firms such as architects, seating companies, lighting designers, sound companies, talent agencies, promoters, box office firms, marketing agencies, graphic artists, museum consultants, staging companies, rigging companies, historic preservation resources, etc.