

AUDIO VISUAL EQUIPMENT RATES *

Video Wall	Advance **	Standard		
Video Wall Show - Per Wall	\$ 50.00	\$ 65.00	EA	HR
Video Wall Show Programming	\$ 45.00	\$ 58.50	EA	HR
Video Wall—way finding/directional	\$ N/C	\$ N/C		
Hearing Impaired System	\$ N/C	\$ N/C		
Microphones				
Microphones—Wireless Lavalier	\$ 75.00	\$ 97.50	EA	DAY
Microphones—Wireless Handheld	\$ 75.00	\$ 97.50	EA	DAY
Microphone - Wired	\$ 35.00	\$ 45.50	EA	DAY
Microphone - Paging Mic	\$ 35.00	\$ 45.50	EA	DAY
Audio				
Audio - Mixing Console (24 Channel) Digital	\$ 200.00	\$ 260.00	EA	DAY
Audio - Mixing Console (12 Channel)	\$ 35.00	\$ 45.50	EA	DAY
Audio - Cassette Deck	\$ 35.00	\$ 45.50	EA	DAY
Audio - CD Player	\$ 35.00	\$ 45.50	EA	DAY
Audio - Press Distribution Box	\$ 100.00	\$ 130.00	EA	DAY
Audio - Patch Fee for Non-VBCC Equipment (Meeting Suites)	\$ 35.00	\$ 45.50	EA	EVT
Audio - Patch Fee for Non-VBCC Equipment (Ballroom/Exhibit Hall)	\$ 150.00	\$ 195.00	EA	EVT
*Custom Audio Systems Available Upon Request				
Lighting				
Lighting - Head Table (up to 3 instruments)	\$ 100.00	\$ 130.00	EA	EVT
Lighting - Lekos with Star Gobos - Up to 12 instruments	\$ 340.00	\$ 442.00	EA	DAY
Lighting - Large Follow Spot Light	\$ 150.00	\$ 195.00	EA	DAY
Lighting - Large Mirror Ball (Installed)	\$ 100.00	\$ 130.00	EA	DAY
Lighting - Small Follow Spot Light	\$ 100.00	\$ 130.00	EA	DAY
Lighting - Small Mirror Ball (Installed)	\$ 85.00	\$ 110.50	EA	DAY
Lighting - Truss 10' Sections - Up To 4 Instruments	\$ 125.00	\$ 162.50	EA	DAY
Lighting - Individual Lighting Instruments	\$ 15.00	\$ 19.50	EA	DAY
Video				
Projector - 5600 Lumens Large LCD	\$ 800.00	\$ 1,040.00	EA	DAY
Projector - 1600 - 2000 Lumen Small LCD	\$ 300.00	\$ 390.00	EA	DAY
Projector - Overhead	\$ 40.00	\$ 52.00	EA	DAY
Projector - 35 mm Slide	\$ 40.00	\$ 52.00	EA	DAY
Projectors - Safe Lock Stand	\$ 10.00	\$ 13.00	EA	DAY
Video - DVD Player	\$ 50.00	\$ 65.00	EA	DAY
Video - DVD/VHS Recorder	\$ 50.00	\$ 65.00	EA	DAY
Video - 27" Monitor & Cart	\$ 100.00	\$ 130.00	EA	DAY
Skirted AV Projector Table with Power Cord	\$ 35.00	\$ 45.50	EA	DAY
Screen				
Screen - 10.5 X 14 Fast Fold w/Drape Kit FRONT Projection	\$ 130.00	\$ 169.00	EA	DAY
Screen - 10.5 X 14 Fast Fold w/Drape Kit REAR Projection	\$ 130.00	\$ 169.00	EA	DAY
Screen - 9 X 12 Fast Fold FRONT Projection	\$ 80.00	\$ 104.00	EA	DAY
Screen - 9 X 12 Fast Fold REAR Projection	\$ 80.00	\$ 104.00	EA	DAY
Screen - 7 X 7 Tripod	\$ 45.00	\$ 58.50	EA	DAY
Routers				
Router - 4 port	\$ 50.00	\$ 65.00	EA	DAY
Router - 8 Port	\$ 80.00	\$ 104.00	EA	DAY

* All Audio/Visual equipment rentals are subject to setup charges.

**Advance orders are requests submitted twenty-one (21) days prior to event load-in.

EQUIPMENT & PERSONNEL RATES

DRAPE				
Drape	Advance	Standard		
Drape - 12 Foot (Black)	\$ 5.00	\$ 6.50	FT	Linear Ft
Drape - 12 Foot (Silver)	\$ 5.00	\$ 6.50	FT	Linear Ft
Drape - 16 Foot (Black)	\$ 5.00	\$ 6.50	FT	Linear Ft
Drape - 16 Foot (Silver)	\$ 5.00	\$ 6.50	FT	Linear Ft
Drape - 8 Foot (Silver)	\$ 3.00	\$ 3.90	FT	Linear Ft
Drape—8 Foot (Black)	\$ 3.00	\$ 3.90	FT	Linear Ft
Drape - Wedding Installation Package	\$ 360.00	\$ 468.00	EA	EVT
MISCELLANEOUS EVENT FEES				
Cleaning Charges				
Cleaning Charge Ballroom (per section for Exhibits)	\$ 250.00	\$ 250.00	EA	EA
Cleaning Charge - Convention Hall (per hall)	\$ 500.00	\$ 500.00	EA	EA
Dumpster Removal Fee (up to 3 tons)	\$ 400.00	\$ 400.00	EA	EA
Dumpster tipping Fee per ton over 3	\$ 50.00	\$ 65.00	EA	EA
Service Charge				
After Hours Access (12 a.m. - 6 a.m.)	\$ 150.00	\$ 150.00	EA	HR
Non Scheduled Operating Staff Over Time	\$ 150.00	\$ 150.00	EA	HR
Room Re-Set Charge	\$ 30.00	\$ 30.00	EA	MAN/HR
Police Officers	\$ 30.00	n/a	EA	HR
Police Officers - Supervisor	\$ 35.00	n/a	EA	HR
Exhibit Hall Lighting (Per Hall - Non Event Hours)	\$ 50.00	\$ 50.00	EA	HR
Contracted - Piano Tuning	\$ 95.00	\$ 123.50	EA	EA
Contracted Services				
Emergency Medical Technicians—ALS	\$ 42.00	\$ 54.60	EA	HR
T-shirt Security	\$ 15.60	n/a	EA	HR
T-shirt Security—Supervisor	\$ 18.30	n/a	EA	HR
Contractors 20%	Varies for event	Varies for event	EA	EVT
Returned Check Fee	\$ 35.00	\$ 35.00	EA	EA
Balloon Removal Fee	\$ 150.00	\$ 150.00	EA	HR
Core Changing on Locks	\$ 50.00	\$ 65.00	EA	EA
INTERNET				
Pre-Function Wireless Internet Services				
Internet - Pre-Function 256K	\$ 7.00	\$ 7.00	EA	DAY
Internet - Pre-Function Wireless 512K	\$ 10.00	\$ 10.00	EA	DAY
Wired Internet—Charges per 24-Hour Period				
Internet - Wired 10/10	\$ 700.00	\$ 800.00	EA	DAY
Internet - Wired 5.0/5.0	\$ 500.00	\$ 600.00	EA	DAY
Wireless Internet—Charges per 24-Hour Period				
Internet - Wireless 10/10	\$ 700.00	\$ 700.00	EA	DAY
Internet - Wireless 5.0/5.0	\$ 500.00	\$ 500.00	EA	DAY
Internet - Wireless 1.5/1.5	\$ 450.00	\$ 450.00	EA	DAY
ISDN BRI (Basic Rate Interface)				
Internet - ISDN BRI (Basic Rate Interface)	\$ 250.00	\$ 325.00	EA	DAY
Internet Installation Charge				
Internet - Installation Charges	\$ 150.00	\$ 200.00	EA	EA
Wired Internet Charges Per Week				
Internet - Wired 10/10	\$ 1,500.00	\$ 1,600.00	EA	WK
Internet - Wired 5.0/5.0	\$ 1,100.00	\$ 1,200.00	EA	WK
Wireless Internet Per Week				
Internet - Wireless 10/10	\$ 1,500.00	\$ 1,500.00	EA	WK
Internet - Wireless 5.0/5.0	\$ 1,100.00	\$ 1,100.00	EA	WK
Internet - Wireless 1.5/1.5	\$ 1,000.00	\$ 1,000.00	EA	WK
Internet Special Services				
Internet - VLAN Installation - Cox	\$ 750.00	Advance Orders Only	EA	EA
Internet - Multi Access Code Service (up to 1 week)*	\$ 3,000—4,000	Advance Orders Only	EA	EVT
Public Static NAT IP Address	\$ 125.00	Advance Orders Only	EA	EVT
Internet - Cox Tech Support *	\$ 125-250/hr.	Advance Orders Only	EA	HR

LABOR*				
Event Supervisor	Advance	Standard		
Event Supervisor	\$ 30.00	\$ 39.00	EA	HR
Event Supervisor Over Time	\$ 45.00	\$ 58.50	EA	HR
Box Office Supervisor				
Box Office Supervisor	\$ 20.00	\$ 26.00	EA	HR
Box Office Supervisor Over Time/Holiday	\$ 30.00	\$ 39.00	EA	HR
Ticket Sellers				
Ticket Sellers	\$ 15.00	\$ 16.90	EA	HR
Part Time Ticket Seller Over Time/Holiday	\$ 22.50	\$ 29.25	EA	HR
Ticket Taker/Usher				
Ticket Taker/Usher	\$ 13.00	\$ 16.90	EA	HR
Ticket Taker/Usher Over Time/Holiday	\$ 19.50	\$ 25.35	EA	HR
Security Officer				
Security Officer	\$ 19.00	\$ 24.70	EA	HR
Security Officer - Over Time/Holiday	\$ 28.50	\$ 37.05	EA	HR
Off-Duty Police Officer	\$ 25.00	\$ 32.50	EA	HR
Security Supervisor				
Security Supervisor	\$ 24.00	\$ 31.20	EA	HR
Security Supervisor Over Time/Holiday	\$ 36.00	\$ 46.80	EA	HR
Audio Visual Technician				
Audio Visual Technician	\$ 33.00	\$ 42.90	EA	HR
Audio Visual Technician Holiday	\$ 82.50	\$ 107.25	EA	HR
Audio Visual Technician Over Time	\$ 49.50	\$ 64.35	EA	HR
Receptionist				
Receptionist	\$ 14.00	\$ 18.20	EA	HR
Receptionist Over Time	\$ 21.00	\$ 27.30	EA	HR
Receptionist Holiday	\$ 35.00	\$ 45.50	EA	HR
Electrician				
Electrician	\$ 60.00	\$ 78.00	EA	HR
Electrician Holiday	\$ 150.00	\$ 195.00	EA	HR
Electrician Over Time	\$ 90.00	\$ 117.00	EA	HR
Set Up Personnel				
Set Up Personnel	\$ 22.00	\$ 28.60	EA	HR
Set Up Personnel Holiday	\$ 55.00	\$ 71.50	EA	HR
Set Up Personnel Over Time	\$ 33.00	\$ 42.90	EA	HR
Custodian				
Custodian	\$ 22.00	\$ 28.60	EA	HR
Custodian Holiday	\$ 55.00	\$ 71.50	EA	HR
Custodian OT	\$ 33.00	\$ 42.90	EA	HR
Stagehand				
Stagehand PT	\$ 33.00	\$ 42.90	EA	HR
Stagehand Part Time OT	\$ 49.50	\$ 64.35	EA	HR
Stagehand Part Time Holiday	\$ 66.00	\$ 85.80	EA	HR

LIFTS					
Lifts Per Hour					
Lift - Boom Lift 40'		\$ 125.00	\$ 162.50	EA	HR
Lift - Standard Forklift		\$ 50.00	\$ 65.00	EA	HR
Lift - Reach Master 95'		\$ 200.00	\$ 260.00	EA	HR
Lift - Scissor 20'		\$ 50.00	\$ 65.00	EA	HR
Lift - Scissor 40'		\$ 125.00	\$ 162.50	EA	HR
Lifts Per Day					
Lift - Boom Lift 40'		\$ 300.00	\$ 390.00	EA	DAY
Lift - Standard Forklift		\$ 200.00	\$ 260.00	EA	DAY
Lift - Reach Master 95'		\$ 500.00	\$ 650.00	EA	DAY
Lift - Scissor 20'		\$ 200.00	\$ 260.00	EA	DAY
Lift - Scissor 40'		\$ 300.00	\$ 390.00	EA	DAY
EQUIPMENT					
Chairs *		Advance	Standard		
Chair - Exhibit Hall ADA Assembly		\$ 2.00	\$ 2.60	EA	EA
Chair - Exhibit Hall ADA Exhibitors		\$ 5.00	\$ 6.50	EA	EA
Chair - Folding Exhibit Hall - Assembly		\$ 2.00	\$ 2.60	EA	EA
Chair - Folding Exhibit Hall - Exhibitors		\$ 5.00	\$ 6.50	EA	EA
Chair - Gray Lounge (VIP Caster)		\$ 50.00	\$ 65.00	EA	EA
Chair - High (Baby Chair)		\$ N/C	\$ N/C		
Chair - Executive Swivel		\$ 50.00	\$ 65.00	EA	EA
Chair - Ticket Taker Stool (Non-Qualified)		\$ 50.00	\$ 65.00	EA	EA
Chair - Telescopic Seating Platforms (3pc. minimum)		\$ 150.00	\$ 195.00	EA	EA
Tables *					
Table - 18" Classroom		\$ 12.00	\$ 15.60	EA	EA
Table - 30" X 4'		\$ 12.00	\$ 15.60	EA	EA
Table - 30" X 6'		\$ 12.00	\$ 15.60	EA	EA
Table - 30" X 8'		\$ 12.00	\$ 15.60	EA	EA
Table - 3' Round Cocktail		\$ 12.00	\$ 15.60	EA	EA
Table - 5' Round		\$ 12.00	\$ 15.60	EA	EA
Table - 6' Round		\$ 12.00	\$ 15.60	EA	EA
Linen					
Table - Linen Cover		\$ 5.00	\$ 6.50	EA	EA
Table - Skirt		\$ 8.00	\$ 10.40	EA	EA
Skirted Tables					
Table - Skirted 18" Classroom		\$ 25.00	\$ 32.50	EA	EA
Table - Skirted 30" Square		\$ 25.00	\$ 32.50	EA	EA
Table - Skirted 4'		\$ 25.00	\$ 32.50	EA	EA
Table - Skirted 6'		\$ 25.00	\$ 32.50	EA	EA
Table - Skirted 8'		\$ 25.00	\$ 32.50	EA	EA
Stage					
Stage - 8 X 8 (48"-72")		\$ 25.00	\$ 32.50	EA	EVT
Risers— 6 X 8 (18"-24"-30") *		\$ 20.00	\$ 26.00	EA	EVT

* Included for qualified food and beverage functions or with meeting room or ballroom rentals. Qualified events, such as food and beverage functions that meet minimum levels of spending, qualify for free use of certain equipment.

EQUIPMENT CONTINUED...

Misc. Equipment	Advance	Standard		
Signs - Portable Clear Acrylic (Non Qualified)	\$ 5.00	\$ 6.50	EA	DAY
Barricades	\$ 5.00	\$ 6.50	EA	EA
Easels	\$ 5.00	\$ 6.50	EA	DAY
Flip Chart Package (Stand/Pad/Marker)	\$ 35.00	\$ 45.50	EA	EVT
Flip Chart Pads	\$ 30.00	\$ 39.00	EA	EA
Flip Chart Stand	\$ 8.00	\$ 10.50	EA	EA
Flip Chart Markers	\$ 2.00	\$ 2.60	EA	EA
Boards - Message	\$ 25.00	\$ 32.50	EA	EA
Full Length Mirror	\$ 25.00	\$ 32.50	EA	EA
Mobile Coat Racks (Non Qualified)	\$ 25.00	\$ 32.50	EA	EVT
Music Stand Lights	\$ 5.00	\$ 6.50	EA	EVT
Music Stands	\$ 5.00	\$ 6.50	EA	EA
Electrical Power Strip	\$ 12.95	\$ 12.95	EA	SALE
Safe Rental	\$ 25.00	\$ 32.50	EA	DAY
Telephone - Speaker Phone	\$ 35.00	\$ 52.50	EA	DAY
Telephone—Conference phone	\$ 100.00	\$ 130.00	EA	DAY
Stanchions (Non Qualified)	\$ 10.00	\$ 13.00	EA	EA
Ticket Boxes	\$ N/C	\$ N/C		
Traffic Cones	\$ 5.00	\$ 6.50	EA	EVT
Grease Barrels	\$ 100.00	\$ 130.00	EA	EVT
Boards - White	\$ 25.00	\$ 32.50	EA	EVT
Pads, pens, mints (Non-Qualified)	\$ 2.00	\$ 2.60	EA	Person
Pianos				
Piano - Concert Grand	\$ 150.00	\$ 195.00	EA	DAY
Piano - Upright Studio	\$ 75.00	\$ 97.50	EA	DAY
Piano tuning	\$ 95.00	\$ 95.00	EA	HR
Flags				
Flags - American	\$ N/C	\$ N/C		
Flags - Virginia State	\$ N/C	\$ N/C		
Flags - Virginia Beach City	\$ N/C	\$ N/C		
Lecterns and Boxes				
Lectern - ADA (Charge only in Ex. Hall)	\$ 25.00	\$ 32.50	EA	EA
Lectern - Table Model (Charge only in Ex. Hall)	\$ 25.00	\$ 32.50	EA	EA
Lectern - Presidential (Charge only in Ex. Hall)	\$ 25.00	\$ 32.50	EA	EA
Lectern - Standard Floor (Charge only in Ex. Hall)	\$ 25.00	\$ 32.50	EA	EA
Dance Floors - Non Qualified *				
Dance Floor - 4X4 Portable - Black	\$ 10.00	\$ 13.00	EA	EVT

* Non-Qualified Events – Certain events that do not meet minimum levels of spending do not qualify for free use of certain equipment. Non-qualified pricing is applied to facility equipment that is used in a situation other than its intended use or when minimum spending is not anticipated.

TICKETING				
Outside Ticket Printing Charges	Advance	Floor *		
Tickets.com setup	\$ 150.00	N/A	EA	EVT
KIS/Rolled Ticket Charges	\$ 0.03	\$ 0.03	EA	EA
Tickets.com Customer Service Charge	\$ 0.25	\$ 0.25	EA	EA
Tickets.com Charges (per ticket charge)	\$ 0.25	\$ 0.25	EA	EA
UTILITY SERVICE				
Electric Service				
Electrical Order - 120v 2000w 1 Phase	\$ 85.00	\$ 105.00	EA	EA
Electrical Order - 208v 100amp 1 Phase	\$ 420.00	\$ 545.00	EA	EA
Electrical Order - 208v 200amp 1 Phase	\$ 570.00	\$ 745.00	EA	EA
Electrical Order - 208v 30amp 1 Phase	\$ 240.00	\$ 310.00	EA	EA
Electrical Order - 208v 50 Amp 1 Phase	\$ 330.00	\$ 430.00	EA	EA
Electrical Order - 208v 100amp 3 Phase	\$ 520.00	\$ 680.00	EA	EA
Electrical Order - 208v 30amp 3 Phase	\$ 340.00	\$ 445.00	EA	EA
Electrical Order - 208v 50amp 3 Phase	\$ 430.00	\$ 565.00	EA	EA
Electrical Order - 208v 200amp 3 Phase	\$ 670.00	\$ 875.00	EA	EA
Electrical Order - 208v 300amp 3 Phase	\$ 760.00	\$ 990.00	EA	EA
Electrical Order - 208v 400amp 3 Phase	\$ 850.00	\$ 1,110.00	EA	EA
Electrical Order - 480v 3 Phase	Call for Pricing	Call for Pricing	EA	EA
Water Service				
Meeting Room Water Service—up to 300 people **	\$ 75.00	\$ 97.50	EA	Station
Telecommunications				
Phone Line - Long Distance	\$ 240.00	\$ 300.00	EA	EVT
Phone Line - Local	\$ 200.00	\$ 260.00	EA	EVT

*Floor orders are requests submitted one (1) week prior to event load-in.

**Contact your Event Manager for further details regarding water service.