

MUI 422: Side Porch Productions

Kelly Giammarino



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About Our Company

Mission Statement

Side Porch Productions is a Harrisonburg, VA-based group of concert enthusiasts focused on promoting local artists and fundraising for local charities. We book local bands and combos for bar, brewery, and house shows, soliciting businesses that are willing to donate a percentage of their sales to our cause. We believe that live music has great potential for fundraising, because it is a form of entertainment that can bring in money from tickets, concessions, and raffles/other forms of fundraising.

Goals

1. Plan local concerts featuring local artists
2. Stimulate local economy
3. Raise money for Big Brothers Big Sisters

Forming a Business

The process of forming our business involved: deciding on a name, writing a Partnership Agreement, having a Certificate of Assumed or Fictitious Name filled out and notarized, getting an Assumed Name Permit, and finally receiving a Business Professional and Occupational License.

To learn about how we came up with a name, please see the relevant section of this book. Once that was done, the next process was writing a Partnership Agreement, which would be attached to our Certificate of Assumed or Fictitious Name, which was written by Cameron on October 22nd.

Before we could get our Certificate of Assumed or Fictitious Name notarized, we needed a mailing address. Ian looked into the different options of P.O Boxes and UPS Business Mailboxes. He decided that getting the smallest available box size at the downtown Harrisonburg post office would be the most effective, and rented one for 4 months for \$27 dollars. SidePorch Productions had an official mailing address at P.O Box 1817, Harrisonburg VA 22803 from October 21st to January 31st.

Once this was done, it was time to fill out, sign, and have our Certificate of Assumed or Fictitious Name notarized. Ian printed out the necessary documents, filled out required information on our name, address (JMU's address), and mailing address and assumed the title of "General Partner". On October 22nd, the class assembled in the lobby of the Student Success Center, and proceeded to the 5th floor to the University Business Office. Here we signed and had the Certificate notarized. Our official list of partners was Ian Ring, Kelly Basile, Benjamin Dingus, Kelly Giammarino, Geneva Knight, Samanatha Linczyc, Cameron Shapiro, Ashtyn Shifflett, and Brennan Whaley.

Following this, we were prepared to get our Fictitious Name Permit, which would allow us to operate under the name SidePorch Productions, and then file for a Business Professional and Occupation License. On November 8th, Ian first went to the Harrisonburg Courthouse, where the Clerk's Office was located, and applied for a Fictitious Name Permit. This cost \$10, which was paid in cash. The Permit was granted, and Ian next walked to City Hall, where the Commissioner of the Revenue's office is located. Here he presented the Fictitious Name Permit and the Certificate of Assumed or Fictitious Name. He discussed what business type SidePorch Productions should be officially as (an agency), and discussed how long the business would be operating. He and the worker for the Commissioner decided to have the license expire at the end of 2019, with the understanding that Ian should alert the office of the Commissioner of Revenue when the business is closing. With that done, the license was issued, and SidePorch Productions was officially in business.

Now that the business has run its course, Ian will be going back to City Hall on December 10th to officially close it.

Deciding on what Bank to use, and ultimately not using one:

As money from small shows and fundraisers began coming in, it became clear that it would be useful to have a business checking account. This was true for several reasons: it would help us organize funds, keep said funds secure, allow us to issue checks, and it would make us seem more legitimate. Ian began looking into opening a business account, but found that all banks required that our business have a federal tax ID to open an account. He then went to the IRS website, and started the process of getting a federal tax ID, only to learn that it cost \$275.

Ian brought this up in class, and it was agreed that this sum was too egregious for the amount of money we were bringing in, and ultimately decided to keep all of our funds in venmo accounts, which ended up being a successful alternative.

Creating Our Name

To come up with our business name we each participated in a small-group brainstorm. We took the time to come up with a list of names. Then one member from each group posted their ideas on a discussion board. Here is a list of names that were posted on the discussion board:

Cat Food City	Soundbloch Productions	YourPower
Productions	Rocking Roads	Entertainment
Friendly City	Dream Chasers	AnyFest Production
Productions	Mountain Life	Local Vibes
Soundblock Productions	KCK Entertainment	Downtown Grooves
Generation Z Productions		

At the next meeting on September 19, 2019, we shared our ideas and discussed which names we liked the best. Some of the top names were, Gen Z, Rocking Roads,

Friendly City Productions, and a new addition, Side Porch Productions. Then in our final vote, Side Porch Productions won by a landslide. Even though this name was thrown in at the last minute. As a group we agreed the name had a homey and down to earth connotation.

Once we all agreed on this name Kelly Giamarino, Kelly Basile and Cameron Shapiro checked that the name was not already in use. After researching, they found out that “Side Porch Productions” was not being used by any other company in our industry. Therefore that’s how Side Porch Production got its name.

Below is the list of brainstormed ideas we posted on the discussion board of what we wanted to name our business.

Class Business Names

**Ian Ring**
Sep 17 at 6:27 PM

I figured I'd post the names my group had come up with here, other groups can reply to this with theirs.

Cat Food City Productions

Friendly City Productions

Replies

**Ashtyn Shifflett**
Sep 17 at 6:50 PM

Rocking Roads

Dream Chasers

Mountain Life

Reply

**Cameron Shapiro**
Sep 18 at 11:06 AM

- KCK Entertainment
- Generation Z (Gen Z) Productions

Picking a Charity

Also at our meeting on September 19, 2019, we decided on the organization we would make our donation to. Like picking our name each group came up with local charities they would like the money to go. Some of the organizations we came up with were:

SPCA
Big Brother, Big Sister
Unite for Her!

American Cancer Society
Boys & Girls Club

Each person that stated an organization gave a brief description of what the organization was and what they did. We then narrowed our decision down to three: Big Brother/Big Sister, American Cancer Society and Unite for Her!. Then the group took a vote and the majority vote was for Big Brothers/ Big Sisters. We then asked if anyone was involved with the organization and if they didn’t mind getting in contact with them. Samantha Linczyc said that she had volunteered there before, so we assigned her the role of contacting Big Brothers/ Big Sister. She contacted them and these are the emails between them.

On Thu, Sep 26, 2019, at 8:10 AM Samantha Linczyc <slinczyc@gmail.com> wrote:

Hi Elizabeth,

One of my classes is raising money for charity and we are thinking about donating to Big Brothers Big Sisters of Harrisonburg Rockingham County! I was just hoping to get a better idea about where the donations would go and how the process works? Please let me know any details I can share with my class!

Thanks so much,

Samantha Linczyc

On Mon, Sep 30, 2019, at 1:22 PM Elizabeth Williams <elizabeth@bbbshr.org> wrote:

Samantha,

Thank you for thinking of BBBS! Our Executive Director, Lindsey Douglas, is the best person to answer these questions for you. I have copied her on this email so the two of you can connect.

Elizabeth

On Oct 3, 2019, at 8:57 AM, Samantha Linczyc <slinczyc@gmail.com> wrote:

Hi Lindsey,

My name is Samantha Linczyc and I've been a big sister for a few years now! One of my classes at JMU is putting on concerts for charity this semester and we chose Big Brothers Big Sisters of Harrisonburg Rockingham County to donate our profits. We were hoping to get a better idea about how the process works? I just wanted to reach out and let you know!

Thank you,

Samantha

On Thu, Oct 3, 2019 at 9:14 AM BBBS Email <douglala@bbbshr.org> wrote:

Samantha,

I am so sorry! My reply was sitting in Drafts and I thought it had sent.

Thank you so much for thinking of us and for your service, and also for choosing BBBS without receiving more information first. All funds stay in our local community to support matches like yours and make new matches. There are nearly 100 children waiting for mentors. I would love to sit down with your group to see how we can help and share more details. Can you maybe let me know a time that works for you all next week? If this doesn't work, I can share some other details and materials electronically. I look forward to hearing from you!

Thanks again,

Lindsey

Cell 540-476-1415

On Mon, Oct 7, 2019 at 2:34 PM Lindsey Douglas <lindsey@bbbshr.org> wrote:

Hey Samantha!

Thanks again for the support!

Let me know if you all would like our logo or information, and the dates of events as they are planned so we can share them across our network, too. I look forward to meeting.

Best wishes,
Lindsey

On Tue, Oct 8, 2019 at 1:06 PM Samantha Linczyc <slinczyc@gmail.com> wrote:

Hi Lindsey,

Thank you for being so helpful! I don't think its necessary for you to come into our class at the moment, as we're still planning all the events and everyone is pretty familiar with BBBS. But we would be grateful for any details and materials electronically. Once our events are finalized, we would love the logo so we can promote BBBS and the event! I will definitely let you know as soon as we have the dates set.

Thank you again,
Samantha

Logo Design



The logo design was created by Manoa Bell after a long and careful process of figuring out who was going to design it. We wanted a simple logo with a distinct and individual image. The logo was designed using the online graphic design software,

Canva Pro. Initially the Logo was hand drawn by Ashytn and uploaded to the side porch productions business google drive. From the google drive Manoa took the drawing and rendered it digitally. The thought process was to create something sleek and professional using bold colors so that the logo would be easily recognizable. Manoa used a creamsicle orange as the background and black and white for the image and text. The orange is a memorable and sleek color, creating a nice landing pad for the white text. The image of the porch swing seemed logical with the name of the company, it allows for the viewer to immediately grasp the attitudes and values of the business, projecting calm, familial and nostalgic vibes. The swing itself is a geometric design in order to create some nice visual framing and emphasize the central text of the Logo. The text chosen “*Aleppo*” was a due its all capital letter clarity as well as its block stylings which complimented the square frame created by the porch swing. Manoa uploaded the logo to the google drive as a PNG file so that we could easily tweak the design as well as print in any size necessary.

Artist Selection

Nick Colletti Emails: Brenna included the highlights of our conversation. Once our class came to the decision of Colletti Brennan went ahead and emailed Sean from Nick’s Instagram link. From there Sean and Brennan talked a lot about the event and lack there of details when we first spoke. Brennan sent over 50+ emails with Sean (from Gersh Comedy). A lot of the conversation was scheduling phone calls to talk out details. Overall Sean was a normal agent, he wanted more money & didn’t really answer all the time but overall was a nice guy and it just didn’t come together quick enough.



Side Porch Productions <sideporchproduction@gmail.com>
to sstewart@gersh.com ▾

Tue, Oct 15, 2:58 AM ☆ ↩ ⋮

Hey Sean,

My name is Brennan, we spoke a few weeks ago about booking Nick Colletti for a stand up set at my college (James Madison University) in Virginia. We are looking at December 5th as the potential date of the event. The whole event would be to raise money for our local big brother big sister organization. In our last conversation you quoted 5k for the show. I went back and reviewed that with our budgeting committee and they were thinking \$2,500. Since he is just starting out in stand up and the fact the event would be to raise money for charity. Let me know what you think and we can go from there.

Brennen Whaley
757.876.2968



Sean Stewart <sstewart@gersh.com>
to me, Sean ▾

Tue, Oct 15, 2:19 PM ☆ ↩ ⋮

Hey Brennan – thanks for checking back in, lets do this. send me over the official offer with all the pertinent info and i will present it and see if we can get it done. Would you be able to provide money for airfare/hotel accommodations/local ground transportation on top of the 2.5k fee?



Side Porch Productions <sideporchproduction@gmail.com>
to Sean ▾

Fri, Nov 8, 2:12 PM ☆ ↩ ⋮

As per our previous conversation: Side Porch Productions makes a firm offer of \$2,500 flat at Memorial Hall in Harrisonburg, VA on December 5th, 2019. Hospitality and production provided by Side Porch Productions. Payment to be made in full by the day of the show. Upon approval of offer, please forward contracts, riders and right to advertise.

Arist: Nick Colletti
Date: December 5th, 2019
Location: Memorial Hall (395 S High St, Harrisonburg, VA 22801)
Showtime: Doors open at 7 pm, Show starts at 8 pm
Ticket Price: \$15 pre sale, \$20 at the door
Venue Capacity: 800 tickets available
Advance Contact: Brennan Whaley (757) 876-2968

For more information, please contact Brennan.

Thank you,
Side Porch Productions



Side Porch Productions <sideporchproduction@gmail.com>
to Sean ▾

Fri, Nov 15, 12:57 PM ☆ ↩ ⋮

Want to set up a call for Monday ?



Side Porch Productions <sideporchproduction@gmail.com>
to Sean

Tue, Nov 19, 2:12 PM



As per our previous conversation: Side Porch Productions makes a firm offer of \$3,000 flat at Memorial Hall in Harrisonburg, VA on December 5th, 2019. Production provided by Side Porch Productions. Payment to be made in full by the day of the show. Upon approval of offer, please forward contracts, riders and right to advertise. Also we'd like to do a VIP meet and greet, let me know details on that.



Sean Stewart
to me, Sean

Tue, Nov 19, 3:11 PM



We would like to lim it the meet and greet to a max of 10 people for a max of 10 minutes. Okay on your end?



Sean Stewart
to me, Sean

Tue, Nov 19, 3:56 PM



A couple additional questions:

1. Can we agree on a 50% deposit within 5 business days following confirmation?
 2. Who are some of the other Artists you have promoted/hosted events for in the past?
 3. What is side porch productions business address?
 4. Should nick confirm the offer, are you the signatory on the agreement?
 5. Show length is approximately 45-55 minutes, ok on your end?
 6. Can you provide and pay for a mutually agreeable support act?
- ***



Side Porch Productions <sideporchproduction@gmail.com>
to Sean

Tue, Nov 19, 9:31 PM

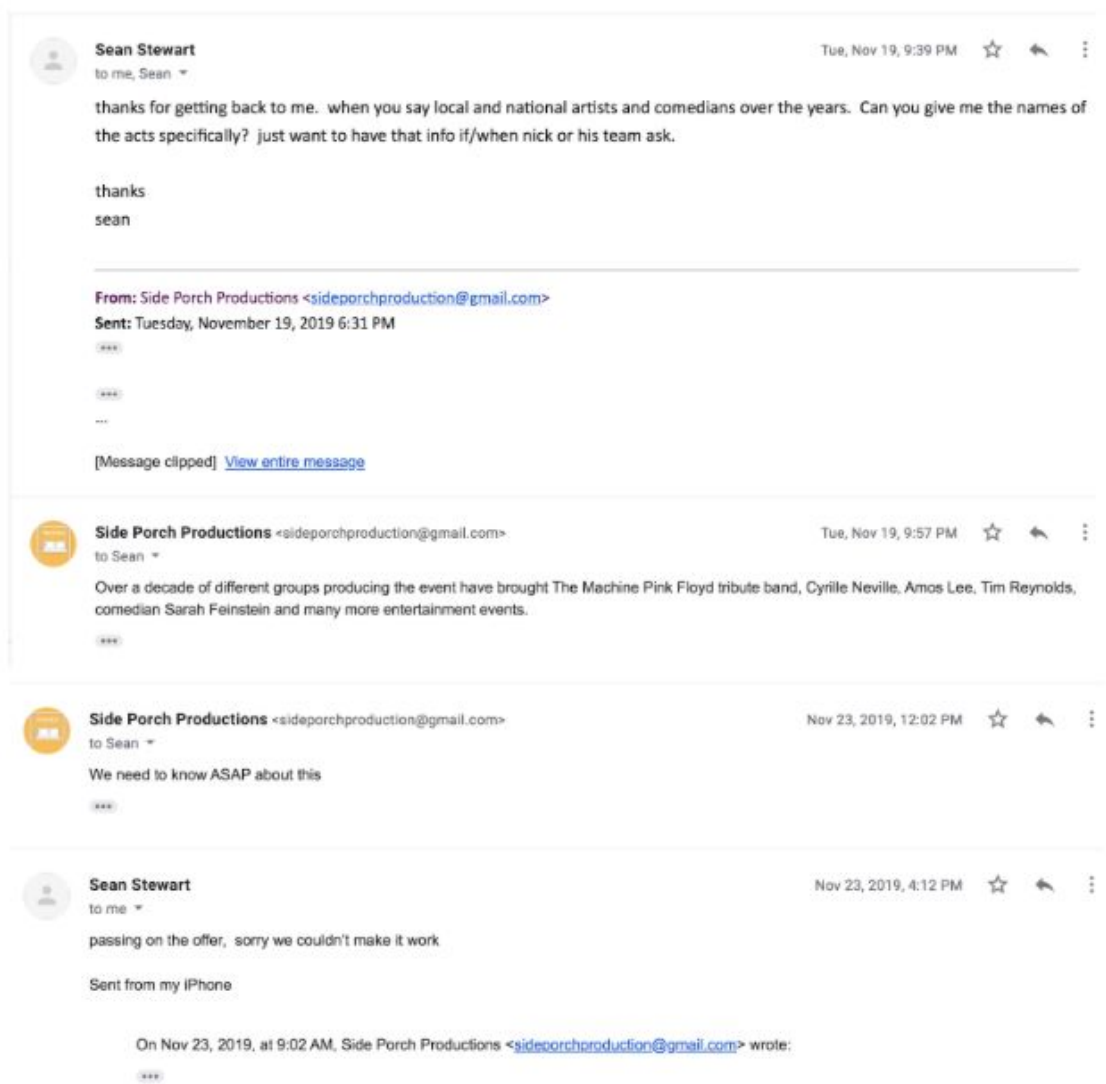


Hi Sean,

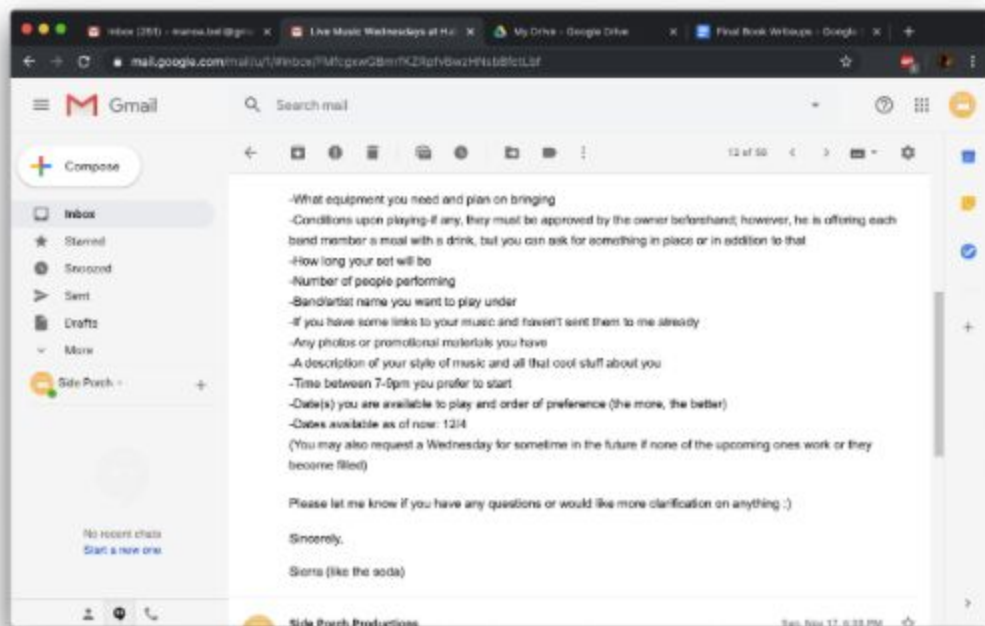
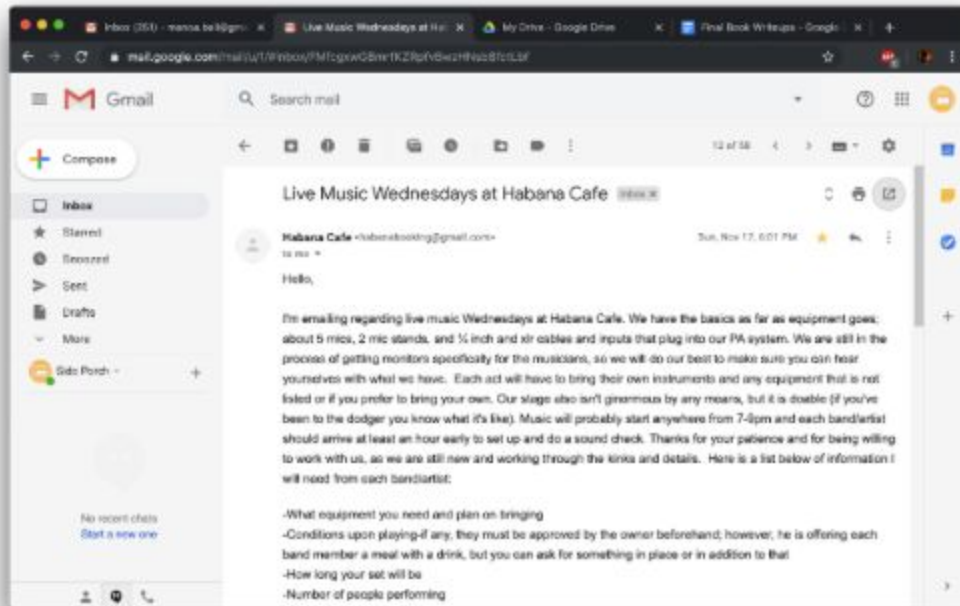
Since the concert is going to be rather last minute and we haven't had a chance to advertise or sell tickets, our budgeting committee can guarantee a 25% deposit, which is \$750 and we'll pay the rest on the day of the show. We are coming to a holiday time period, when our audience won't be in the area, so we'll have to start advertising as soon as possible. As the profit from the show is for a local charity, Big Brothers Big Sisters of Harrisonburg Rockingham County, this is the amount that our budgeting committee can provide prior to December 5th.

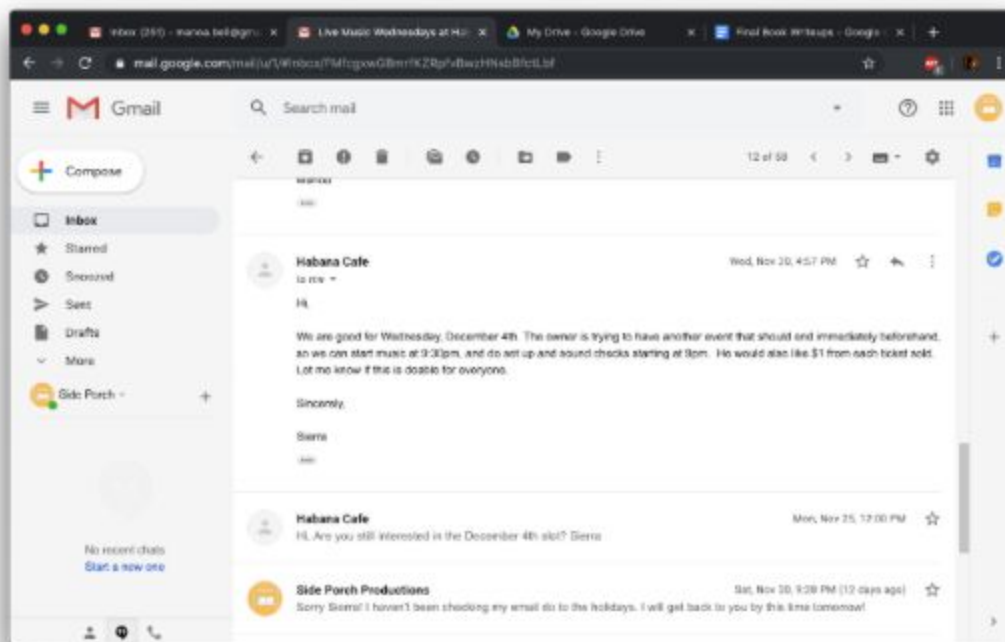
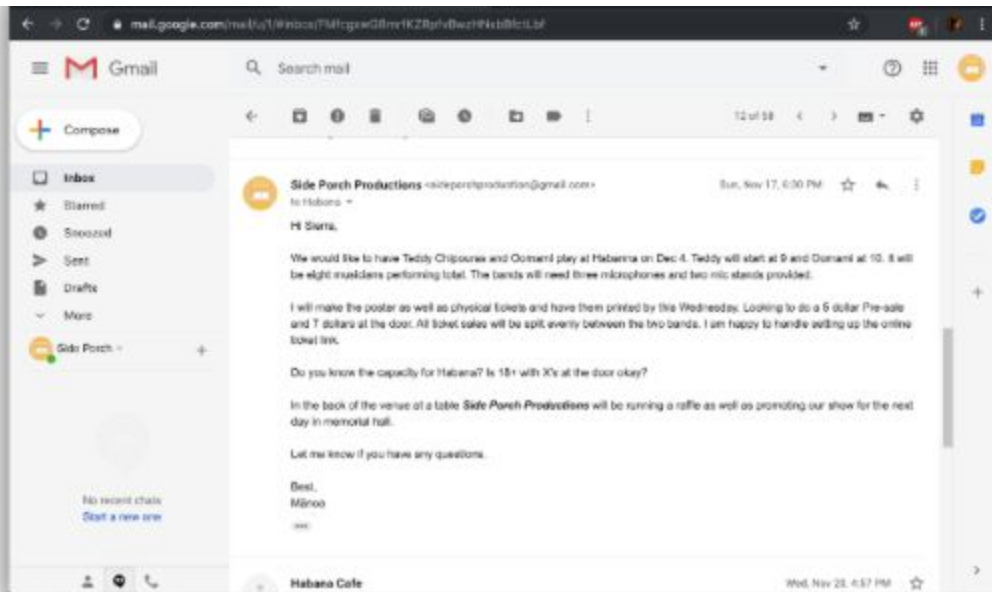
Side Porch Productions is part of a concert series that has been active for the past 15 years. We're comprised of local students and concert enthusiasts, every year different people are assigned to produce concerts for charity. We have had shows with many local and national artists and comedians over the years.

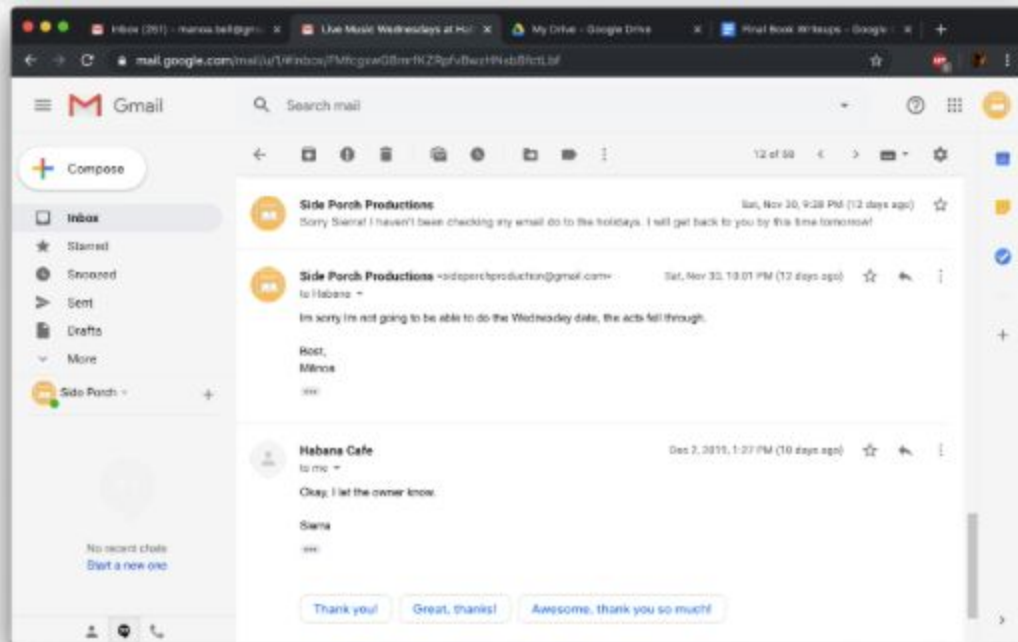
Our business address is P.O. Box 1817 Harrisonburg, VA 22803.



We also had local venues reach out to us in an attempt to set up a show! Here is an email chain with the local venue Habana Cafe.







Artist Process

SidePorch Productions jumped into the artist process very rapidly. We wanted to pick artists that would allow us to make enough money to put on our big show as well as give back to our charity, the Big Brother Big Sister Foundation. For our small shows we started by reaching out to local bands and venues to figure out with pricing and location what would be a suitable place to provide for our artists. We first started by creating a list of artists that each of us like based off a genre, performance, and their availability to perform on the dates we had availability. Below are the list of artist SidePorch Productions compiled as a whole.

Algorithmic Death
 Andy and Sarah
 Attack Art, Hurt Art
 Azores
 Bees
 Bib-bi
 Bishops
 Blambi
 Bloom
 Brick
 Buck Gooter
 Candera
 Candidate Demo
 Cape weather
 Charlie
 Chris Howdyshell

Cool Ghost
 Coach Ctrl
 Color Me In
 Crab Action
 Cyber Twin
 Dawn Drapes
 Dead Professional
 Dead Bedrooms
 Dish Dogs
 Dogwood Tales
 Edgar Alien Po'Boy
 Elephant Child
 Flyying Colors
 Grayling Skyy
 Gryzzle
 Guitar As Spacebar

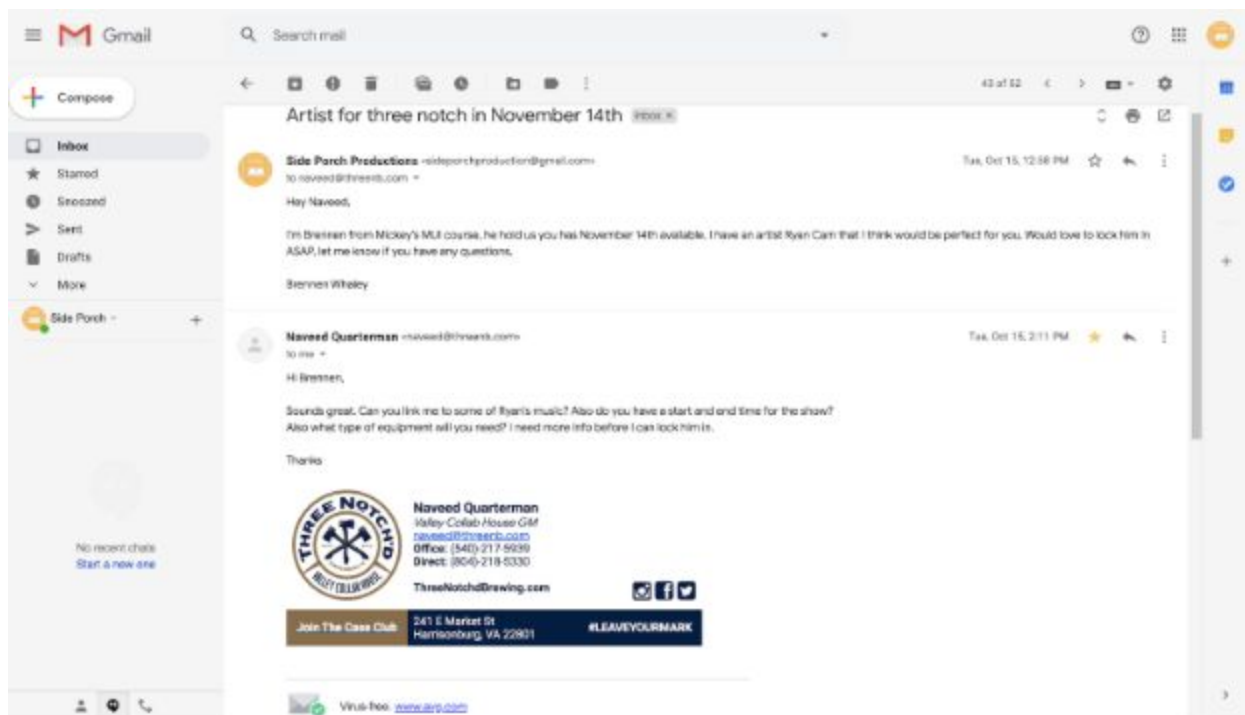
Hooking up
 Hole in the Head
 Humanzee
 Illiterate Light
 Jaguarundi
 Judy Chops
 Julia Pox
 Keynote Illidge
 Kettling
 Krode
 Lobby Boy
 La Mer Oblique
 Lil Huffy
 Lilac Sun
 Limbs
 Malatese

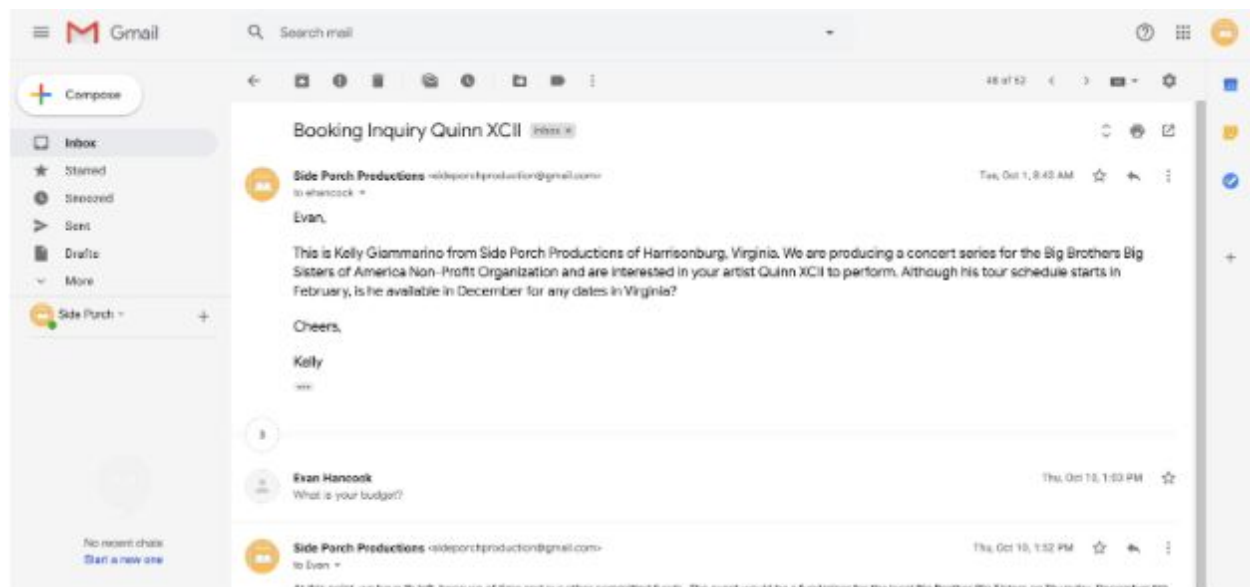
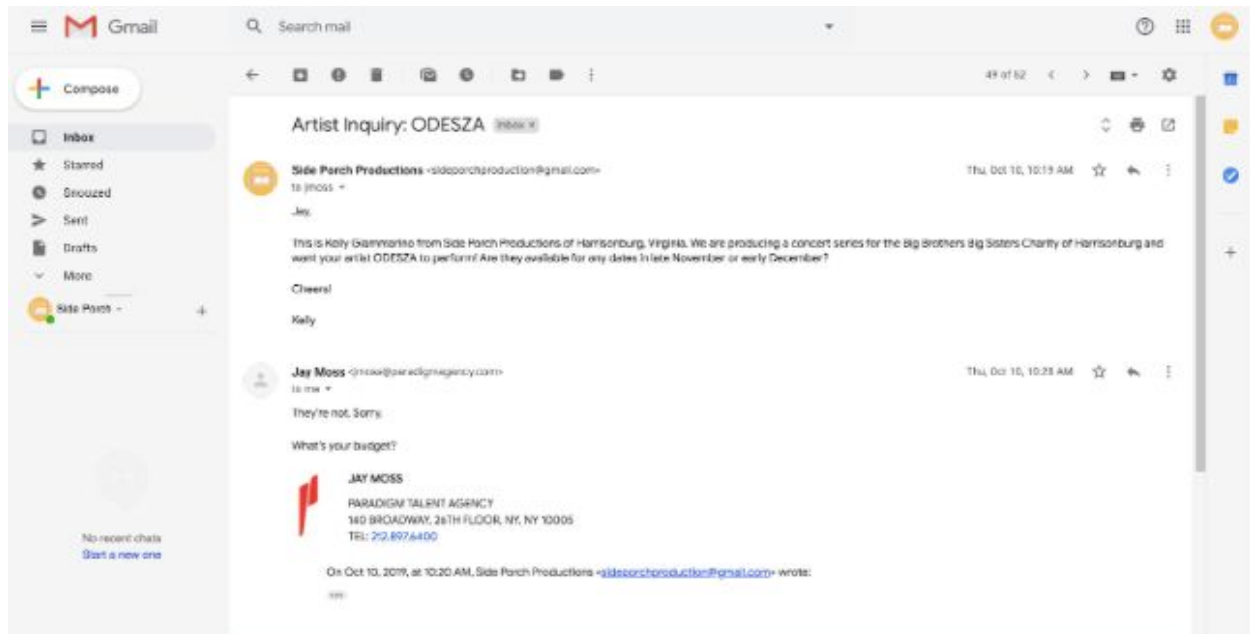
Marsh Hawk
Middle Part
Midnight Spaghetti
Missangelbird
Money Cannot Be Eaten
Monopolyopolis
Mudchute
Odesza
Oomami
Pants for Bears
Paracosm
Pelicanesis
Prince Bellerose
Psychonaut
Pussywillow

Que Va
Quinn XCII
Rawls
Ryan Clark
Receipt
Sagittarius Rucker
Salad Days
sasha!
Sex Band
Shenandoah Alley
Sleep Talker
Strong Water
Steven
Teddy Chipouras
TV Sunset

The James Badfellows
The Will to Survive
Two Man Luge
Uncle Bengine
Venus Milo
Volstead Agents
Vulgar
WalkAbout
Walkie Talkie
Whorecough
Wineteeth
Yellow King
Your Ex's Pets
Z Plan
Zooanzoo

Once the list was completed we reached out to each of the artists through feeler e-mails. Each of us wrote about two to three feeler emails reaching out to artist with available dates, times and locations they were available for. Below are some of the feeler emails we sent to artist for SidePorch Productions small shows.





We finally decided on our artists for our small shows by selecting artists that were available on the specific dates we chose and able to perform well and bring in good money but most of all give all our fans and customers a great show! Below are the artists we selected, the venue they performed and the date of the concert.

Oomami
Three Notch'd Valley Collab House
November 21st, 2019
Show time: 9pm

Andy and Sarah
Three Notch'd Valley Collab House
November 7th, 2019

Show time: 8pm

WalkAbout

Golden Pony, Harrisonburg, VA

November 8th, 2019

Show time: 8pm

Hole in the Head

Krode

Blambi

Crayola House,

December 3rd, 2019

Show Time: 10pm

Fundraising Events

Throughout this semester, Side Porch Productions has put on many fundraising events. We brainstormed ideas like bake sales, quad events, selling food at individual shows, and many other fundraisers. We ended up completing 4 fundraisers which were a bake sale, a raffle, selling food at individual shows, and a gofund me. Since we did not have a bigger show this semester, all of the proceeds went directly to Big Brothers Big Sisters of Harrisonburg/Rockingham county. The money from our small shows also went directly to the organization as well.

Fundraising Event 1: Music Building Bake Sale

On Monday, October 14, Side Porch Productions hosted a bake sale in the music building from 12 pm to 4 pm. All baked goods were donated by members of Side Porch Productions and were distributed at the bake sale. We provided a variety of desserts including brownies, cookies, cakes, cupcakes and other delicious treats. Each item was sold for \$1. Due to the lack of student flow in this area, we made up to \$50. It was a great fundraising event but we improved when we started doing other events as well.

Fundraising Event 2: The Raffle

For our raffle fundraiser, we sold raffle tickets at our shows and to peers and friends in the JMU community. We contacted over 30 organizations in the Harrisonburg community and asked them if they wanted to continue to our raffle and in return, they would be sponsored on our advertisements and marketing for shows. We ended up getting responses and donations from Chick Fil A, Kline's, Shirley's Popcorn, Chipotle and Campus cookies. We had a total of 6 prizes which included 2 Chipotle \$50 gift cards, Chick-Fil-A coupons, gift cards and a prize package, Shirley's popcorn gift card, a Campus Cookies gift card, and Klines gift cards and shirt. We raised \$97 from the raffle tickets

sold. This was one of our bigger fundraisers and helped us get a kickstart on our fundraising.

To get these items donated for the raffle, we had to send out emails and solicitation letters. The one we sent is as followed:



Side Porch Productions

P.O Box 1817, Harrisonburg, VA, 22803

November 2019

To whom it may concern,

The local Harrisonburg/Rockingham Concert Production and Promotion Company, Side Porch Productions, will be holding a fundraising event/concert on December 5th, 2019. All of the funds raised from this event will be given to the local Big Brothers Big Sisters of Harrisonburg organization.

We're in the process of collecting merchandise for a raffle that will be done at the event, and I'm writing to thank you for your assistance in making our event a success. By donating an item, you'll be making a contribution that will help our organization continue to help improve the local Harrisonburg community.

Additionally, you'll benefit from exposure of your company's name to those who attend the event. We expect more than 200 people to come to the event this year. Donors will be listed on the event program, and the merchandise you give will be on display through the event.

On behalf of our organization, thank you for your support, consideration and for all you do for our community.

Sincerely,

Kelly Giammarino

Side Porch Productions

Fundraising Event 3: Grilled Cheese Sales at Individual Shows

When Side Porch Productions put on individual shows at places in Harrisonburg, many of the members sold food. At the Andy and Sarah Show, we sold each grilled cheese at \$2 for 1 and \$3 for a grilled cheese and raffle tickets. This event ended up

raising \$130. At the Oonami show, we did the same thing and raised \$45. Selling the grilled cheese helped make the show more enjoyable and was an easy and fun way to raise funds and keep busy at the individual shows.

Fundraising Event 4: GoFundMe

Although this was not an actual event, we raised money through GoFundMe for our selected charity. created the go fund me and we all shared it on our social media platforms. We ended up raising \$96 and it only helped us with our funds. It was a way to get our company out there without being physically at an event and convincing people.

Fundraising Event 5: Our Shows

Every Individual show raised money for our selected charity and it was one of the main reasons we made as much as we did. In total at each show, they made their proceeds. Combing fundraisers and tickets sales the Andy and Sarah show made \$130 off of the grilled cheese & raffle and \$91.80 in beer sales, the Walkabout show at the golden pony made \$235 in ticket sales, Oomami made \$45 in grilled cheese & raffle sales, Teddy Caporis, Lilac War, Bryan Sourwald's show made \$72.80 in beer sales.

Money Accumulation

After a lot of long and hard work, we made a profit of \$728. All of the money raised will be personally donate to Big Brother Big Sisters of Harrisonburg/Rockingham county. The money raised not only provided our company and class with real-life business and fundraising experience but is helping make the Harrisonburg community better.

Raffle Emails are on the following page:



Madyson Alger <marketing@ipickchicken.com>
to me ▾

Tue, Nov 19, 12:13 PM ☆ ↩ ⋮

Good afternoon!

I am just reaching out to let you know that your prize bag is ready to be picked up at our store. It is under "Side Porch Productions". Just come in whenever is convenient for you this week, give one of our leaders the name and let them know you are picking up a prize bag.

Thanks,

Madyson Alger
Marketing Director
Chick-fil-A Harrisonburg



Side Porch Productions <sideporchproduction@gmail.com>
to Madyson ▾

Wed, Nov 20, 8:03 PM ☆ ↩ ⋮

Madyson,

I just picked up the prize package! We are so thankful for your donation. Thank you again and have a great Thanksgiving!

Kelly Giammarino

November 2019

To whom it may concern,

The local Harrisonburg/Rockingham Concert Production and Promotion Company, Side Porch Productions, will be holding a fundraising event/concert on December 5th, 2019. All of the funds raised from this event will be given to the local Big Brothers Big Sisters of Harrisonburg organization.

We're in the process of collecting merchandise for a raffle that will be done at the event, and I'm writing to thank you for your assistance in making our event a success. By donating an item, you'll be making a contribution that will help our organization continue to help improve the local Harrisonburg community.

Additionally, you'll benefit from exposure of your company's name to those who attend the event. We expect more than 200 people to come to the event this year. Donors will be listed on the event program, and the merchandise you give will be on display through the event.

On behalf of our organization, thank you for your support, consideration and for all you do for our community.

Sincerely,

Kelly Giammarino



Marketing <marketing@ipickchicken.com>
to me ▾

Mon, Nov 18, 3:25 PM ★ ↩ ⋮

Good afternoon Ms. Giammarino,

My Operator forwarded your initial email my way. I may be able to help you with what you're looking for.

Are you looking for a big prize pack? Or just a few coupons to add to an existing prize? We can help you out with either.

Just let me know and we can get that for you.

Alana Dean

Marketing Executive



Klines Dairy Bar

to me ▾

Tue, Nov 12, 11:08 AM 1

Kelly,

We would be happy to donate an item to be raffled! It is available to be picked up at our downtown location at your convenience.

Alexis Owens
Assistant General Manager

Kline's Dairy Bar
2425 South Main St.
Harrisonburg, VA 22801
540.434.4014 S.Main
540.434.6980 W.Street
www.klinesdairybar.com

Raffle item Inbox x



Rob & Lisa Roeschley <rlroeschley@shirleyspopcorn.com>

to me ▾

Sat, Nov 9, 11:19 AM ☆ ↶ ⋮

Hello-

Thanks for reaching out to us. We would be happy to donate a 25.00 gift card. I will have it ready in the store for pick up on Monday.

Thanks



Side Porch Productions <sideporchproduction@gmail.com>

to Rob ▾

Sun, Nov 10, 12:14 PM ★ ↶ ⋮

Hello,

Thank you so much for your donation, we greatly appreciate it! I will be in on Monday to pick it up!

Kelly Giammarino



Side Porch Productions <sideporchproduction@gmail.com>

to Rob ▾

Tue, Nov 12, 11:19 AM ☆ ↶ ⋮

Rob and Lisa,

I picked up the gift card yesterday and just wanted to say thank you again for your donation!! You are helping our class accomplish our goal of putting on a concert and raising money for Big Brothers Big Sisters of Harrisonburg. We will forever be grateful for your donation! I wish you the best.

Kelly Giammarino



Philanthropy <Philanthropy@chipotle.com>
to me ▾

Tue, Nov 5, 12:28 PM ★ ↩ ⋮

Hi Kelly,

We would love to donate to your event! The only problem is the in-kind currency we have currently expires on 12/31/19. Is that something you would have time to use during the series? If so, let us know and provide a good address for us to mail those to.

Thanks!

Amanda Dearth | Community Roots Coordinator

Chipotle Mexican Grill
445 N. High St.
Columbus, OH 43215

Note: This message is not from Chipotle. Always use caution when clicking on email attachments or links. Never enter your username, password, or any other confidential information into external email links.



Side Porch Productions <sideporchproduction@gmail.com>
to Philanthropy ▾

Thu, Nov 7, 9:10 AM ☆ ↩ ⋮

Amanda,

Thank you so much for your donation we would love to use those for our raffle! Our P.O. Box is 1817 Harrisonburg, VA, 22803. Once again, thank you so much for your donation we are very grateful!!!

Kelly



Philanthropy <Philanthropy@chipotle.com>

Thu, Nov 7, 12:37 PM ☆ ↩ ⋮

Re: Donation request submitted Inbox x



Scott Davidson <sdd6723@gmail.com>
to me ▾

Wed, Nov 6, 11:20 AM

Kelly,

We can get you a \$20 gift card via email. Please confirm the email you would like it sent to. You can forward it to the winner. Also, if you're able to give is a shoutout via instagram story tagging 'campuscookies' it would be appreciated as well.

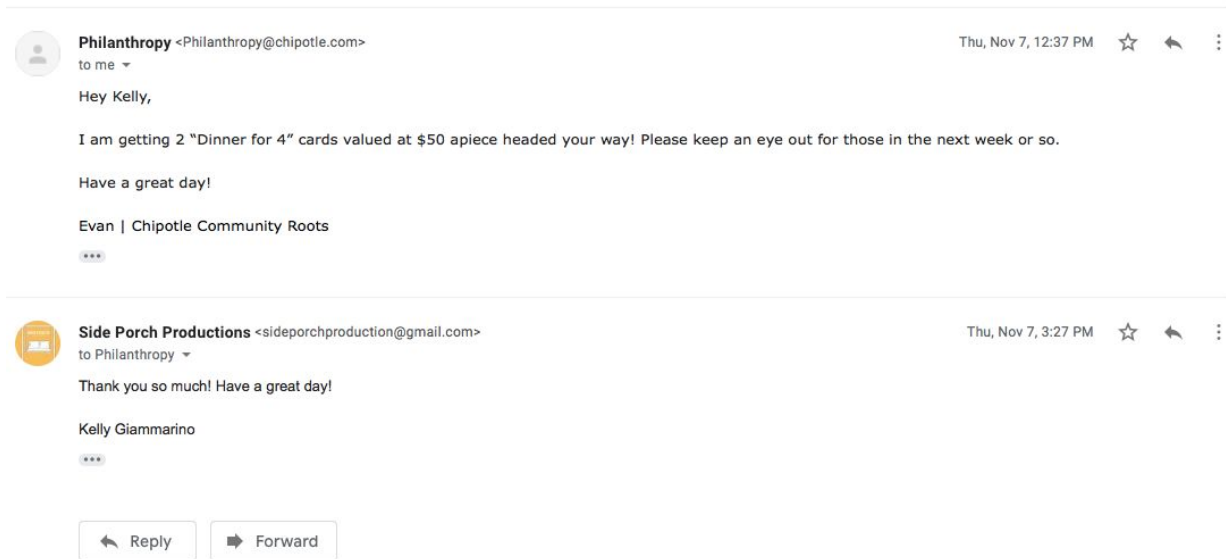
Best,

Scott

On Tue, Nov 5, 2019, 8:36 PM Customer Care <campuscookiescare@gmail.com> wrote:

----- Forwarded message -----

From: **Campus Cookies** <customercare@campuscookie.com>
Date: Tue, Nov 5, 2019 at 8:58 AM
Subject: Donation request submitted
To: <campuscookiescare@gmail.com>



Money Accumulation

After a lot of long and hard work, we made a profit of \$728. All of the money raised will be personally donate to Big Brother Big Sisters of Harrisonburg/Rockingham county. The money raised not only provided our company and class with real-life business and fundraising experience but is helping make the Harrisonburg community better.

Bake Sale Fundraiser - \$50 sales

Andy and Sarah - \$130 grilled cheese & raffle + \$91.80 beer sales

Gofundme - \$96

WALKABOUT - \$235 ticket sales

Oomami - \$45 grilled cheese & raffle + \$112.40 beer sales

Teddy Caporis, Lilac War, Bryan Sourwald November 14th Show - \$72.80 beer sales

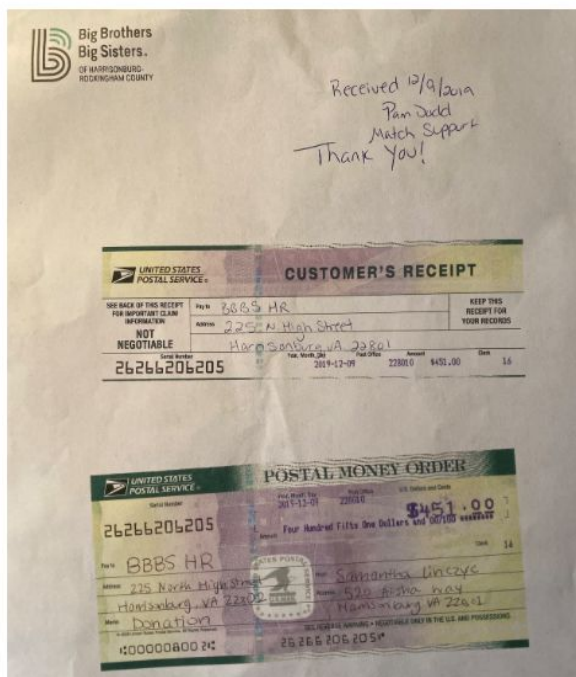
Additional Raffle Ticket Sales - \$7

Total: \$840

Subtract \$112 to pay Oomami

Profit: \$728 (\$451 money order + \$277 check from Naveed)

Proof of donation



From: Lindsey Douglas <lindsey@bbbshr.org>
 Date: December 9, 2019 at 2:31:54 PM EST
 To: Samantha Linczyk <slinczyk@gmail.com>
 Subject: Big Brothers Big Sisters: Check Received & Thank YOU!

Samantha,

Thank you for your work and tremendous events raising money for Big Brothers Big Sisters! I just returned to the office to find your check, and am so sorry I didn't get to accept it in person and thank you and your group! I would like to send a small token of thanks - how many people were in your group?

I hope you have a wonderful holiday and break, and best wishes on any remaining exams.

See you in the new year,

Lindsey

—
 Lindsey Douglas / Executive Director
 Big Brothers Big Sisters of Harrisonburg-Rockingham County
 225 North High St. Harrisonburg, VA 22802 / 540.433.8886
www.bbbshr.org / Like us on Facebook

Small Show Experiences

Nov. 7th- Andy & Sarah:

On November 7th, one small group booked an acoustic act, Andy & Sarah, at Three Notch'd Brewing Company. We planned to sell raffle tickets and grilled cheese to make extra money off of the show. Andy & Sarah had their own microphones, XLRs, and speakers, which eliminated the need to use Naveed's equipment. The show brought in a

good crowd for a night where we were competing with a popular local band at the Golden Pony, and we made \$130 on grilled cheese and raffle tickets.

Nov 8th - WalkAbout:

On November 8th, one small group booked up and coming DJ/producer, WalkAbout to perform at The Golden Pony in downtown Harrisonburg. Tickets were sold pre-sale and then merchandise was purchased at the show. WalkAbout put on a great show, even bringing out the singer from his most popular single, Chris Ryan. The show drew in a pretty big crowd and we were able to make a total of \$235 in ticket sales.

Nov. 15th- Spaghetti Fest Radio:

On this date, a local band called the Judy Chops was holding a fundraiser at Three Notch'd, during which Mickey would be hosting his internet radio program, Spaghetti Fest Radio. Ian and Ben volunteered to help out with and appear on the program, in exchange Mickey would pay for our business to acquire a P.O Box. Unfortunately, as it was during the Judy Chops fundraiser, it would have been inappropriate to fundraise for our own charity, so they were not able to make any additional money.

Nov. 21st- Oomami:

Ben and Ian had originally hoped to but on Ben's band, Bloo Lagoon, at Three Notch'd on this date. However Bloo Lagoon would not be able to fit on Three Notch'd's stage, as such we had to find another band for the date. They were able to get a band called Oomami, provided that they were paid. Ben and Ian also had to provide a sound system for the band, and were loaned equipment from Mickey. The show was a success, and made us \$45 in grilled cheese and raffle sales. In hindsight, it would have been beneficial to find a band willing to give us a cut since we were working for charity.

Promotion

Side Porch Productions successfully promoted events, shows, and fundraisers throughout the semester to raise money for Big Brothers Big Sisters of Harrisonburg. The business was mostly executed through social media and word of mouth with facebook being the main motor of communication. We were quite successful on facebook with almost 150 responses to events and over 2,000 people reached. For the "Andy and Sarah" and "Oomami" shows a lot of the crowd was built from facebook. The post that got most attention was our Charity Raffle poster which most likely enticed the most demographics.



Physical means of media were used for promotion as well. Posters for the Oomami show were posted all around Forbes and the music building to attract our target audience. Putting them up the week of the concert was the best way to promote and ensure the most attention.



Some shows we took part in were promoted by other entities. Usually the coordinator or venue would make a facebook event and boost the show for Side Porch. Overall we were successful in our promotion endeavors and made some noise in the Harrisonburg music scene.

Venue Registry

I worked on the registry with the names listed on the excel sheets. We found over 100 venues in Virginia that had many different atmospheres, genres, and locations.

27

U Street Music Hall	D.C.	500	http://www.ustreetmusic.com	1115 U ST NW Washington, DC 20004	(202) 588-1888	EDM, rock, alternative, none listed	info@ustreetmusic.com	contact page	Genesis K	
Rock & Roll Hall	D.C.	450	http://www.rockandrollhall.com	1303 H STREET, NE, WASHINGTON, DC 20002	(202) 385-ROCK	rock	genesis@rockandrollhall.com	booking@rockandrollhall.com	Genesis K	
Kick Back Jack's	Danville	175	http://www.kickbackjacks.com	140 Dean Drive Danville, VA 24540	434 750-1848	acoustic	Live music is held Wednesday, Friday, and Saturday	chris.cahn	Memo	
Fat Tuesday's	Fairfax	135	facebook only	10873 Broadbuck Road Fairfax, VA 22033	703 385-5717	all genres	They host full bands on Friday nights, an Acoustic	bookingfatstax@gmail.com	Memo	
Alot Shaban	Fairfax	325	http://www.alotshaban.com	3671 Dean Bridge Road Fairfax, VA 22030	703 290-9600	Irish folk music	The Irish pub hosts traditional Irish music	email form on website	Memo	
The Camel	Richmond	200	http://www.thecam1.com	1621 W. Broad St. Richmond VA 23200	804 355-4801	all genres, not jazz	Live music up to 7 nights a week, Friday and	booking@thecam1.org		
Epique Cafe	Fairfax	30-50	http://www.epiquecafe.com	11104 Lee Highway	703 350-9193	jazz mostly	shows Friday-Sunday nights with Sundays no	contact form on website for ba	Ken R	
The State Theatre	Falls Church	850	http://www.thestatetheatre.com	225 N. Washington Street Falls Church, VA 22046	703 237-0300	all genres	Shows can be held any night of the week	Send contact form on website	Memo	
Jin's Restaurant	Falls Church	120	http://www.jinsrestaurant.com	6688 Arlington Boulevard	(703) 241-8594	Local Music, Bluesgrass,	none listed	They host to contact via phone	Ken R	
Drighthead Ale House	Fairfax	221	http://www.drightheadalehouse.com	13541 Lee Jackson Memorial Highway Fairfax, VA 22033	703 951-1140	Acoustic Bluesgrass	Class They host live music on two Saturdays each	contact us on website	Memo	
Third Street Brewing	Farmville	350	http://www.thirdstreetbrewing.com	312 W. 3rd Street Farmville, VA 22901	434 315-0471	American Bluesgrass	Class Live music is held on Friday and Saturday	book through Facebook	Memo	
Barren Ridge Vineyards	Flemingville	200	http://www.barrenridgevineyards.com	864 Barren Ridge Road Flemingsville, VA 22033	540 248-3300	Acoustic-American	Blue They host solo Acoustic acts on Friday and	form on contact us	Memo	
The Sun Music Hall	Floyd	400	http://www.sunmusic.com	302 S. Locust Street Floyd, VA 24091	540 745-6636	Open mic night, blues,	Q Wednesday through Sunday	http://www.facebook.com/sunmusic	has facebook messenger	Samantha L
Floyd County Store	Floyd	200	http://www.floydcountystore.com	208 S. Locust Street Floyd, VA 24091	540 745-4583	All genres	TuWThFSaSu Monday - Thursday 3:00pm - 10pm Friday - Saturday 10pm - 10pm Sunday 10pm - 6pm	http://www.floydcountystore.com	Email	Samantha L
Adventure Brewing Co	Fredericksburg	240	http://www.adventurebrewing.com	23 Piedmont Dr Unit 101 Fredericksburg, VA 22405	(540) 240-8878	courtesy, rock, alternative	Sunday 10pm - 6pm	info@adventurebrewing.com	Russ Patchbrook	Genesis K
Shamons	Fredericksburg	120	http://www.shamons.com	2801 Park Road Fredericksburg, VA 22401	540 706-6321	All genres	Wednesday through Saturday	johnson@virginianshamons.com	Email	Samantha L
The Old Brogue	Graft Falls	150	http://www.theoldbrogue.com	780 Walker Road, Suite C Graft Falls, VA 22066	703 758-3309	Irish, acoustic, rock	MTuWThFSaSu	http://www.facebook.com/theoldbrogue	Fill out contact us	Samantha L
Pour Gifs	Hampton	150	http://www.pourgifs.com	17 E. Queens Way Hampton, VA 23669	757 224-5629	All genres	MTuWThFSaSu	http://www.facebook.com/pourgifs	Contact by phone	Samantha L
The American Theatre	Hampton	360	http://www.theamericantheatre.com	125 E. Water Street Hampton, VA 23603	757 722-7187	artistic and cultural prog	Monday - Friday, 10am to 3pm	http://www.theamericantheatre.com	Fill out contact us	Samantha L
Avenue Blue	Hampton	254		2330 Nicholson Street Hampton, VA 23666	757 224-2837	Jazz, Soul, R&B, Pop,	Q TuWThFSa	http://www.avenueblue.com	contact by phone	Samantha L
Marker 20	Hampton	60	http://www.marker20.com	21 E. Queens Way Hampton, VA 23669	757 726-9410	All genre	MTuWThFSaSu	info@marker20.com	contact by phone	Samantha L
Brown Chicken Brown Cow	Hampton	175	http://www.brownchickenbrowncow.com	13 E. Queens Way Hampton, VA 23669	757 706-7500	Irish, live music	MTuWThFSaSu	http://www.facebook.com/brownchickenbrowncow	Contact on Facebook	Samantha L
Slut	Hampton	150	http://www.sluttheatre.com	24 N. Motley Street Hampton, VA 23663	757 224-1154	All genres	MTuWThFSaSu	http://www.sluttheatre.com	Fill out contact us	Samantha L
St. George Brewing Company	Hampton	100	http://www.stgeorgebrewing.com	204 Challenger Way Hampton, VA 23668	757 855-7781	All genres	MTuWThFSa	http://www.stgeorgebrewing.com	Fill out contact us	Samantha L
Clementine	Hamptonburg	200	http://www.clementine.com	153 S. Main Street Hamptonburg, VA 23061	540 801-8881	All genres (rock, jazz)	MTuWThFSaSu	info@clementine.com	Device booking@clementine.com	Samantha L
Three Notch'd	Hamptonburg	50	http://www.threenotchd.com	241 E Market St. Hamptonburg, VA 23061	(540) 217-6006	All genres	MTuWThFSaSu	info@threenotchd.com	Naived	Samantha L
Brother's Craft Brewing	Hamptonburg	100	http://www.brotherscraftbrewing.com	600 N Main St. Hamptonburg, VA 23062	(540) 421-4998	All genres	MTuWThFSaSu	http://www.brotherscraftbrewing.com	email	Samantha L
Restless Moon	Hamptonburg	100	http://www.restlessmoon.com	125 W. 10th St. Hamptonburg, VA 23062	(540) 217-2728	All genres (mostly, but	MTuWThFSaSu	http://www.restlessmoon.com	email	Samantha L
The Golden Pony	Hamptonburg	200	http://www.goldenpony.com	181 N. Main Street Hamptonburg, VA 23062	540 901-2828	All genres	MTuWThFSaSu	goldenponybooking@gmail.com	Paul Bonner	Samantha L
Court Square Theater	Hamptonburg	280	http://www.courtsquaretheater.com	41 F Court Square	(540) 439-8788	Comedy, Country, Folk,	12-13 concerts per year	Mark@valleyarts.org	Mark	Ken R
Lin and Bull	Haymarket	208	http://www.linandbull.com	5551 Marshall View Square Haymarket, VA 23168	703 754-1166	All genres	They host shows every Friday and Saturday	info@linandbull.com	none listed	Samantha L
@410	Haymarket	120	http://www.at410.com	4470 Gresham Way Haymarket, VA 23168	(571) 291-0300	Open mic nights, clinics,	MTuWThFSa	info@correspondenceva.com	Send email	Samantha L
The Norfolk	Norfolk	1,000	http://www.thenorfolk.com	317 Monticello Avenue Norfolk, VA 23510	(757) 627-4547	corporate events, event	TuWThFSa	booking@thenorfolk.com		Kelly G
Atkins Theater	Norfolk	624	http://www.atkinstheater.com	1610 Church St. Norfolk, VA 23510	(757) 854-6464	contemporary music, jazz	in Atlantic At Scope Box Office Day of Event	info@sevenvenues.com		Kelly G
Scope Arena	Norfolk	11,253	http://www.scopearena.com	201 E. Broad Street Ave. Norfolk, VA 23510	(757) 854-6464	Norfolk Admirals hockey	in SEASON Beginning of Sept (Labor Day)	info@sevenvenues.com		Kelly G
Wells Theater	Norfolk	641	http://www.wellstheater.com	108 E. Tazewell St. Norfolk, VA 23510	(757) 627-1234	theater, Broadway, off-B	Monday through Friday 10AM - 8PM Saturday	info@sevenvenues.com		Kelly G
Grandy Theater	Norfolk	1,000-30	http://www.grandytheatre.com	421 Grandy St. Norfolk, VA 23510	(757) 807-8894	weddings, charity events	Every day 9-6	info@grandytheatre.com	has booking info no contact	Kelly G
Croyder Hall	Norfolk	2,000	http://www.croyderhall.com	215 Saint Pauls Boulevard Norfolk, Virginia 23510	(757) 864-6464	premier performing arts	11-7:30 minutes before show on Saturday or	info@sevenvenues.com		Kelly G

Hanson Opera House	Norfolk	1,832	http://www.hansonopera.com/home	160 W Virginia Beach Blvd, Norfolk, VA 23012	(757) 684-6666	classical music, drama, v The Box Office for the Hanson Opera House info@hansonopera.com	Nathan Mariani 757.684.6666 Rob Hanson 757.684.6667	Kelly G
Union Bank and Trust Pavilion	Portsmouth	6,500	http://www.unionbankandtrust.com	16 Crawford Cir, Portsmouth, VA 23704	(757) 393-8181	broad spectrum of dance Monday - Friday 10am - 6pm Show Days 10am - Showtime	Talent Buyer Ted Heing 1 AC	Aerlyn S
The National	Richmond	1,500	http://www.thenationaltheatre.org	108 E Broad St Richmond Va 23219	(804)912-1900	all genres Mon-Sat	boxoffice@nationaltheatre.org	Aerlyn S
Reginald Center	Richmond	2,151	http://www.reginaldcenter.org	715 Williams Rd Roanoke VA 24016	(804)653-2241	music, live performance Box office is 11am-6pm M-F and Sunday 10am-5pm info@reginaldcenter.org	Kathy Schen 540-853-8881	Aerlyn S
Dr Pepper Park at the Bridges	Richmond	standing room/bleeds	http://www.drpepperpark.com	9 Old Whitmore Ave Roanoke VA 24016	(540)206-2414	cover bands, country, top box office hours are TTh 10-2 and Shows are info@drpepperpark.com	You either email or text out a c.c Aerlyn S	
The Broadway	Richmond	150-500	http://www.thebroadwaytheatre.com	2729 W. Broad St, Richmond, VA 23220	(804) 353-1888	concerts, wedding venue info@thebroadwaytheatre.com	booking@thebroadwaytheatre.com	Kelly G
The Carle Club	Richmond	400-720	http://www.carleclub.com	1140 E. Cary St, Richmond, VA 23219	(804) 643-2582	punk, rock, alternative Tues-Sat after 8pm info@theclub.com	booking@theclub.com	Camaron S
The Camel	Richmond	200	http://www.thecamelformerly.com	1620 W. Broad St., Richmond, VA 23220	(804) 523-4801	rock, country, indie Mon-Sat 1pm-2am booking@thecamelformerly.com	booking@thecamelformerly.com	Camaron S
Commonwealth Center	Richmond	1,800	http://www.commonwealthcenter.org	660 E Grace St, Richmond, VA 23219	(804) 582-0330	classical, theater Box Office does not have daily hours Open on info@commonwealthcenter.com	info@commonwealthcenter.com	Camaron S
The Spotted Owl	Roanoke	125	http://www.spottedowltheatre.org	22 Kirk Avenue SW Roanoke Va 24011	n/a	Folk, indie Th/F/Sa booking@spottedowltheatre.org	email or text out a form	Aerlyn S
Jefferson Theater	Roanoke	750	http://www.jeffersontheatre.com	1411 Lusk Avenue Suite 221 Roanoke VA 24018	(804)343-2824	Opera, Jazz and Pop/Jazz Everyday but Sunday info@jeffersontheatre.org	Box office: (841) 343-2824	Aerlyn S
Sanctuary Performance Hall	Roanoke	297	http://www.sanctuaryperformancehall.com	1717 Maple Avenue Roanoke, VA 24018	(804)796-9818	Punk and Indie Sat it was open on days they have shows booking@sanctuaryperformancehall.com	form on website	Aerlyn S
Blue 5 Restaurant	Roanoke	N/A	http://www.blue5restaurant.com	312 2nd Street Roanoke, VA 24011	(804) 688-2174	Blues, jazz Tu-Th 11:30am-midnight F 11:30am-1am Sat 4 booking@blue5restaurant.com	email or call (804)688-2174	Aerlyn S
Whitrap	Vienna	700+	http://www.whitrap.org	1449 Tray Road	703.255.1900	all genres WThFriSa 7-10:30, Su afternoon info@whitrap.org	events@whitrap.org	Ken H
Jammin' Jam	Vienna	800	http://www.jamminjam.com/boxoffice	227 Maple Ave E	703.266.1888	Jazz, Swing, Soul, Gospel, etc info@jamminjam.com	Mark Bradley	Ken H
The Barns at Wolf Trap	Vienna	387	http://www.wolftrap.org/boxoffice	1835 Trap Rd, Vienna, VA 22180	(703) 255-1900	all genres The Barns lobby and bar, which serves appet wolftrap@wolftrap.org	703.255.4000	Kelly G
Veterans United Home Loans Amphitheater	Virginia Beach	20,000	http://www.veteransunitedhome.com	3600 Carter Door Hwy VA 23406	(757)368-3000	all genres Mon-Fri 10am-4pm & Sat Shows 10am-10pm it is through Live Nation and you contact@veteransunitedhome.com	contact@veteransunitedhome.com	Aerlyn S
Center for the Performing Arts	Virginia Beach	1,208	http://www.centerfortheperformingarts.org	301 Market Street Virginia Beach VA 23462	(757)369-2187	all genres Everyday but Sunday info@centerfortheperformingarts.org	form on their website	Aerlyn S
Pepper's Neighborhood	Virginia Beach	500	http://www.peppersneighborhood.com	2108 21st Street VA Beach VA 23461	(757)427-4572	Club, live, no booking, 60% Th/F/Sa peppers@peppersneighborhood.com	to book a show or to send an Aerlyn S	Aerlyn S
The Bunker	Virginia Beach	100-180	http://www.bunkertheatre.com	211 21st Street VA Beach 23461	(757)227-4283	Musical today hits and old M/V/WThFriSa noon until 10pm and F/Sa Noon until midnight form on webpage		Aerlyn S
Zedens American Dream Theater	Virginia Beach	300	http://www.zedens.com	4809 Commerce Street Va Beach 23462	(757)499-0317	Orchestra, Jazz, and Pop/Funk info@zedens.com	Tara S. Fink Executive Dir Aerlyn S	Aerlyn S

Mock Tour

Status	Date	Gas Travel	Venue, ticket price, capacity, gross potential, 60% of house, processing fees	Lodging	Food	Total Revenue/Expense (going by 80% of house)
LA	December 8th	Depart: Sheppard's Valley Regional Airport Destination: LAX Flight Costs: \$384.4-\$150 Rental Van Cost at LAX: \$88 a day+ \$25.68 Gas Costs: -miles traveled in van: 46.6 -gas costs: \$10.20 INFO ON GAS FOR REST OF STOPS: 28 gallon van, 12 miles per gallon, can go 312 for full tank, \$88.9 to fill up the tank, calculated gas money by area multiplying (in which is gas cost/miles traveled for 350) realized 88.9/312 Total: \$424.20 (vans)	Venue: The Fonda Theatre ticket price+processing: fee of \$7: \$307+7437 capacity: 1,200 gross potential: \$4,000 -agent agent: \$6,600 -commissioner: \$37,400 60% of house: \$24,640 -agent agent: \$3985 -commissioner: \$2,844 Total: \$424.20 (vans)	Hotel: Hampton Inn & Suites LAX E Sepulveda CA Price for 2 night two rooms: -\$344	per day per person: \$40 4 in the band Days: 8th, 7th, 6th Total: \$400	Total Revenue: \$20,160 -agent: \$6,600 -expenses: \$22,644 Total Expenses: \$4880.3 Total Profit: \$19,651.7 -agent: \$2,640 (after expenses) -agent: \$1500/ \$444- each band member split: \$751.04
Houston	December 9th	Depart: Houston Inn & Suites LAX Destination: COURT YARD HOUSTON Flight Costs: \$40.00 Rental Van Cost at LAX: \$88 a day+ \$25.68 Gas Costs: -miles traveled in van: 46.6 -gas costs: \$10.20 INFO ON GAS FOR REST OF STOPS: 28 gallon van, 12 miles per gallon, can go 312 for full tank, \$88.9 to fill up the tank, calculated gas money by area multiplying (in which is gas cost/miles traveled for 350) realized 88.9/312 Total: \$424.20 (vans)	Venue: Janna L Knight Center ticket price+processing: fee of \$7: \$307+7437 capacity: 4000 gross potential: \$180,000 -agent agent: \$25,367.85 -commissioner: \$42,695.06 60% of house: \$10,431.8 -agent agent: \$15,254.77 -agent: \$86,217.03 Total: \$83.37	Hotel: COURT YARD HOUSTON 9800 SHELTON Price for 2 night two rooms: -\$588.48	per day per person: \$40 4 in the band Days: 10th, 10th, 11th Total: \$400	Total Revenue: \$20,160 -agent: \$6,600 -expenses: \$22,644 Total Expenses: \$4880.3 Total Profit: \$19,651.7 -agent: \$2,640 (after expenses) -agent: \$1500/ \$444- each band member split: \$751.04
Miami	December 12th	Depart: COURT YARD HOUSTON Destination: COURT YARD HOUSTON Flight Costs: \$40.00 Rental Van Cost at LAX: \$88 a day+ \$25.68 Gas Costs: -miles traveled in van: 46.6 -gas costs: \$10.20 INFO ON GAS FOR REST OF STOPS: 28 gallon van, 12 miles per gallon, can go 312 for full tank, \$88.9 to fill up the tank, calculated gas money by area multiplying (in which is gas cost/miles traveled for 350) realized 88.9/312 Total: \$424.20 (vans)	Venue: Janna L Knight Center ticket price+processing: fee of \$7: \$307+7437 capacity: 4000 gross potential: \$180,000 -agent agent: \$25,367.85 -commissioner: \$42,695.06 60% of house: \$10,431.8 -agent agent: \$15,254.77 -agent: \$86,217.03 Total: \$83.37	Hotel: COURT YARD HOUSTON 9800 SHELTON Price for 2 night two rooms: -\$588.48	per day per person: \$40 4 in the band Days: 12th, 12th, 14th Total: \$400	Total Revenue: \$20,160 -agent: \$6,600 -expenses: \$22,644 Total Expenses: \$4880.3 Total Profit: \$19,651.7 -agent: \$2,640 (after expenses) -agent: \$1500/ \$444- each band member split: \$751.04
Atlanta	December 16th	Depart: Hampton Inn & Suites Miami Destination: Holiday Inn Atlanta Airport South Flight Costs: \$40.00 Rental Van Cost at LAX: \$88 a day+ \$25.68 Gas Costs: -miles traveled in van: 46.6 -gas costs: \$10.20 INFO ON GAS FOR REST OF STOPS: 28 gallon van, 12 miles per gallon, can go 312 for full tank, \$88.9 to fill up the tank, calculated gas money by area multiplying (in which is gas cost/miles traveled for 350) realized 88.9/312 Total: \$424.20 (vans)	Venue: Janna L Knight Center ticket price+processing: fee of \$7: \$307+7437 capacity: 4000 gross potential: \$180,000 -agent agent: \$25,367.85 -commissioner: \$42,695.06 60% of house: \$10,431.8 -agent agent: \$15,254.77 -agent: \$86,217.03 Total: \$83.37	Hotel: Holiday Inn Atlanta Airport South Price for 2 night two rooms: -\$800	per day per person: \$40 4 in the band Days: 16th, 16th, 17th Total: \$400	Total Revenue: \$20,160 -agent: \$6,600 -expenses: \$22,644 Total Expenses: \$4880.3 Total Profit: \$19,651.7 -agent: \$2,640 (after expenses) -agent: \$1500/ \$444- each band member split: \$751.04
Chicagoland	December 18th	Depart: Holiday Inn Atlanta Destination: Holiday Inn Chicagoland Riverfront Flight Costs: \$40.00 Rental Van Cost at LAX: \$88 a day+ \$25.68 Gas Costs: -miles traveled in van: 46.6 -gas costs: \$10.20 INFO ON GAS FOR REST OF STOPS: 28 gallon van, 12 miles per gallon, can go 312 for full tank, \$88.9 to fill up the tank, calculated gas money by area multiplying (in which is gas cost/miles traveled for 350) realized 88.9/312 Total: \$424.20 (vans)	Venue: Janna L Knight Center ticket price+processing: fee of \$7: \$307+7437 capacity: 4000 gross potential: \$180,000 -agent agent: \$25,367.85 -commissioner: \$42,695.06 60% of house: \$10,431.8 -agent agent: \$15,254.77 -agent: \$86,217.03 Total: \$83.37	Hotel: Holiday Inn Chicagoland Riverfront Price for 2 night two rooms: -\$713.71	per day per person: \$40 4 in the band Days: 18th, 18th, 20th Total: \$400	Total Revenue: \$20,160 -agent: \$6,600 -expenses: \$22,644 Total Expenses: \$4880.3 Total Profit: \$19,651.7 -agent: \$2,640 (after expenses) -agent: \$1500/ \$444- each band member split: \$751.04

Chicago	December 21st	Depart: Holiday Inn, Cincinnati- Revereport Destination: Kinzo Hotel Gas Costs: 297.3 -miles driven: 265.66 -gas costs: \$65.66 Total: \$65.66 Depart: Holiday Inn, Cincinnati- Revereport Destination: Home Gas Costs: -miles driven: 616.5 -gas costs: \$136.15 Total: \$136.14	Venue: Metro Ticket price-processing: fee of \$7: \$307-\$37 capacity: 1,100 gross potential: \$40,700 -agent agent: \$6,100 -bandmanager: \$4,395 60% of house: \$24,205 -agent agent: \$3,630 -bandmanager: \$20,757	Hotel: Kinzo Hotel Price for 1 night two rooms: \$322 HOME	per day per person: \$40 4 in the band Days: (2, 3, 4) Total: \$160	Total Revenue: \$24,420 -band agent gets 15%: \$3,663 -expenses: \$20,757 Total Expenses: \$54,766 Total Profit: \$20,203.34 -band: \$17,734+ each band member split: \$4294.48
NEW JERSEY BREAK (HOLIDAY)	December 22nd					Expenses: -\$136.14
NYC	December 28th	Depart: Home Destination: Hotel Indigo Gas Costs: 243.9 -miles driven: 243.9 -gas costs: \$7.71 Total: \$7.71	Venue: Apollo Theater Ticket price-processing: fee of \$7: \$307-\$37 capacity: 1,506 gross potential: \$55,722 -agent agent: \$8,358.30 -bandmanager: \$47,203.7 60% of house: \$33,433.2 -agent agent: \$5,015 -bandmanager: \$28,418.22	Hotel: Hotel Indigo Price for 1 night two rooms: \$1,038	per day per person: \$40 4 in the band Days: (28th, 29th, 30th, 31st, 1st) Total: \$800	Total Revenue: \$33,433.2 -band agent gets 15%: \$5,015.08 -expenses: \$28,418.22 Total Expenses: \$1,866.71 Total Profit: \$26,571.51 -band: \$22,645.78+ each band member split: \$5646.45
Boston	January 2nd	Depart: Hotel Indigo Destination: 14 - Boston Hotel Gas Costs: 213.8 -miles driven: 213.8 -gas costs: \$47.17 Total: \$47.17	Venue: Paradise Rock Club Ticket price-processing: fee of \$7: \$307-\$37 capacity: 833 gross potential: \$34,621 -agent agent: \$5,193.15 -bandmanager: \$32,427.85 60% of house: \$20,725 -agent agent: \$3,108 -bandmanager: \$17,617	Hotel: 14 - Boston Hotel Price for 4 nights two rooms: \$546	per day per person: \$40 4 in the band Days: (2nd, 3rd, 4th, 5th) Total: \$840	Total Revenue: \$20,725 -band agent gets 15%: \$3,108.75 -expenses: \$17,616.25 Total Expenses: \$1,635.47 Total Profit: \$19,089.53 -band: \$15,411.53+ each band member split: \$3,763.53
Philadelphia	January 6th	Depart: 14 - Boston Hotel Destination: Holiday Inn Express - Philadelphia - Penn's Landing Gas Costs: 305.5 -miles driven: 305.5 -gas costs: \$67.47 Total: \$67.47	Venue: The Fillmore Philadelphia Ticket price-processing: fee of \$7: \$307-\$37 capacity: 2,500 gross potential: \$82,500 -agent agent: \$13,875 -bandmanager: \$78,625 60% of house: \$55,500 -agent agent: \$8,325 -bandmanager: \$47,175	Hotel: Holiday Inn Express - Philadelphia- Penn's Landing Price for 4 nights two rooms: \$1,136.50	per day per person: \$40 4 in the band Days: (6th, 7th, 8th, 9th) Total: \$840	Total Revenue: \$55,500 -band agent gets 15%: \$8,325 -expenses: \$47,175 Total Expenses: \$1,844.97 Total Profit: \$45,328.03 -band: \$36,799.21+ each band member split: \$9,199.75
Virginia Beach	January 10th	Depart: Holiday Inn Express - Philadelphia- Penn's Landing Destination: Ocean Holiday Gas Costs: 275 -miles driven: 275 -gas costs: \$60.73 Total: \$60.73	Venue: Elevation 27 Ticket price-processing: fee of \$7: \$307-\$37 capacity: 600 gross potential: \$22,200 -agent agent: \$3,330 -bandmanager: \$18,870 60% of house: \$13,320 -agent agent: \$1,998 -bandmanager: \$11,322	Hotel: Ocean Holiday Price for 1 night two rooms: \$136	per day per person: \$40 4 in the band Days: (10th) Total: \$160	Total Revenue: \$13,320 -band agent gets 15%: \$1,998 -expenses: \$11,322 Total Expenses: \$358.75 Total Profit: \$10,963.27 -band: \$9,316.77+ each band member split: \$2,329.70
Total Revenue:		\$305,345				
-Expenses		\$16,395.38				
-Manager payments		\$47,067.21				
-Talent Agent Payments		\$59,361.75				
Band Profit		\$271,677.66	or \$271,677.61 depending how you round			

State	Date	Gas/Travel	Venue (ticket price, capacity, gross potential, 60% of house, processing fees)	Lodging	Per diem	Total Revenue/Expense (going by 60% of house)
LA	December 6th	Depart: Shenandoah Valley Regional Airport Destination: LAX Flight Costs : \$3894+\$1066 Rental Van Cost at LAX: \$66 a day= \$2698 Gas Costs: -miles traveled to van= 46.6 -gas costs: \$10.30 INFO ON GAS FOR REST OF STOPS: 26 gallon van, 12 miles per gallon, can go 312 for full tank. \$68.9 to fill up the tank, calculated gas money by onix multiplying (x which is gas cost)(the miles traveled for stop) multiplied 68.9x12 Total: -\$4504.30 (yikes)	Venue: The Fonda Theatre ticket price +processing: fee of \$7: \$30+7=\$37 capacity: 1,200 gross potential: \$44,000 talent agent: \$6,600 band/manager: \$37,400 60% of house: \$26,640 talent agent: \$3996 band/manager: \$22,644	Hotel: Hampton Inn & Suites LAX El Segundo CA Price for 1 night two rooms: -\$244	per day per person: \$40 4 in the band Days: (6th, 7th, 8th) Total= -\$480	Total Revenue: \$26,640 -talent get 15%=-\$3996 \$22,644 -expenses Total Expenses: \$4988.3 Total Profit: \$1755.7 -manager= \$2,648.36 (after expenses) -band= \$15007.34/+ each band member split= \$3751.94
Houston	December 9th	Depart: Hampton Inn & Suites LAX El Segundo CA 7th Destination: COURTYARD HOUSTON BROOKHOLLOW Gas Costs: -miles driven: 1557 -gas costs: \$343.84 Total: -\$343.84	Venue: Warehouse Live ticket price +processing: fee of \$7: \$30+7=\$37 Capacity: 1,300 Gross Potential: \$48,100 talent agent: \$7,215 band/manager= \$40,885 60% of house: \$28,860 talent agent: \$4,329 band/manager: \$24,531	Hotel: COURTYARD HOUSTON BROOKHOLLOW price for 3 nights two rooms: -\$636.48	per day per person: \$40 4 in the band Days: (9th, 10th, 11th) Total= -\$480	Total Revenue: \$28,860 -talent get 15%=-\$4,329 24531 -expenses Total Expenses: \$1,460.32 Total Profit: \$28,397.68 -manager= \$3460.61 (after expenses) -band= \$19,610.07/+ each band member split= \$4,902.52
Miami	December 12th	Depart: COURTYARD HOUSTON BROOKHOLLOW Destination: Comfort Inn & Suites Miami International Airport Gas Costs: -miles driven: 1,192.6 -gas costs: \$263.37 Total: -\$263.37	Venue: James L. Knight Center ticket price +processing: fee of \$7: \$30+7=\$37 capacity: 4569 gross potential: \$168,053 talent agent: \$25,357.95 band/manager: \$143,695.05 60% of house: \$101,431.8 talent agent: \$15,214.77 band: \$86,217.03	Hotel: Comfort Inn & Suites Miami International Airport price for 3 nights two rooms: -\$507	per day per person: \$40 4 in the band Days: (12th, 13th, 14th) Total= -\$480	Total Revenue: \$101,431.8 -talent agent gets 15%: \$15,214.77+ \$86,217.03 -expenses Total Expenses: \$1,250.37 Total Profit: \$84,966.66 -manager: \$12,745 (after expenses) -band= \$72,221.60/+ each band member split= \$18,055.4
Atlanta	December 15th	Depart: Comfort Inn & Suites Miami International Airport Destination: Holiday Inn Atlanta Airport South Gas Costs: -miles driven: 659.4 -gas costs: \$145.62 Total: -\$145.62	Venue: Tabernacle Ticket Price + Processing: Fee of \$7: \$30+7=\$37 Capacity: 2,600 Gross Potential: \$96,200 -manager: \$14,430 -talent agent: \$14,430 band: \$67,340 60% of House: \$57,720 -manager: \$8,658 -talent agent: \$8,658 band: \$40,404	Hotel: Holiday Inn Atlanta Airport South Price for 3 nights two rooms: -\$505	per day per person: \$40 4 in the band Days: (15th, 16th, 17th) Total= -\$480	Total Revenue: \$57,720 -talent agent gets 15%: \$8,658+ \$49,062 -expenses Total Expenses: \$1,130.62 Total Profit: \$47,931.38 -manager: \$7,189.71 (after expenses) -band= \$40,741.67/+ each band member split= \$10185.42
Cincinnati	December 18th	Depart: Holiday Inn Atlanta Airport South Destination: Holiday Inn - Cincinnati-Riverfront Gas Costs: -miles driven: 469.5 -gas costs: \$103.68 Total: -\$103.68	Venue: Bogart's Ticket price +processing: fee of \$7: \$30+7=\$37 capacity: 1,500 gross potential: \$55,500 talent agent: \$8,325 band/manager: \$47,172 60% of house: \$33,300 talent agent: \$4995 band/manager: \$28,305	Hotel: Holiday Inn - Cincinnati-Riverfront Price for 3 nights two rooms: -\$713.71	Per Day Per Person: \$40 4 in the band Days: (18th, 19th, 20th) Total= -\$480	Total Revenue: \$33,300 -talent agent gets 15%: \$4,995 \$28,305 -expenses Total Expenses: \$1,297.39 Total Profit: \$27,007.61 -manager: \$4,051.15 -band= \$22,956.46/+ each band member split= \$5739.12
Chicago	December 21st	Depart: Holiday Inn - Cincinnati-Riverfront Destination: Kinzie Hotel Gas Costs: -miles driven: 297.3 -gas costs: \$65.66 Total: -\$65.66	Venue: Metro Ticket price +processing: fee of \$7: \$30+7=\$37 capacity: 1,100 gross potential: \$40,700 talent agent: \$6,105 band/manager: \$34,595 60% of house: \$24,420 talent agent: \$3,663 band/manager: \$20,757	Hotel: Kinzie Hotel Price for 1 night two rooms: -\$322	per day per person: \$40 4 in the band Days: (21 st) Total= -\$160	Total Revenue: \$24,420 -talent agent gets 15%: \$3,663 \$20,757 -expenses Total Expenses: \$547.66 Total Profit: \$20,209.34 -manager: \$3031.41 -band= \$17177.93/+ each band member split= \$4294.48
NEW JERSEY BREAK (HOLIDAY)	December 22nd	Depart: Holiday Inn - Cincinnati-Riverfront Destination: Home Gas Costs: -miles driven: 616.5 -gas costs: \$136.15 Total: -\$136.14		HOME		Expenses: -\$136.14

NYC	December 28th	Depart: Home Destination: Hotel Indigo Gas Costs: -miles driven: 34.9 -gas costs: \$7.71 Total: -\$7.71	Venue: Apollo Theater Ticket price +processing: fee of \$7: \$30*7=\$37 capacity: 1,506 gross potential: \$55,722 -talent agent: \$8,358.30 -band/manager: \$47,363.7 60% of house: \$33,433.2 -talent agent: \$5,014.98 -band/manager: \$28,418.22	Hotel: Hotel Indigo Price for 1 night two rooms: -\$1,039	per day per person: \$40 -4 in the band Days: (28th, 29th, 30th, 31st) Total: -\$800	Total Revenue: \$33,433.2 -talent agent gets 15%: \$5,014.98 \$28,418.22 -expenses Total Expenses: \$1,846.71 Total Profit: \$26,571.51 -manager: \$3,985.73 -band: \$22,585.78 / 4 = each band member split = \$5,646.45	
Boston	January 2nd	Depart: Hotel Indigo Destination: HI - Boston Hostel Gas Costs: -miles driven: 213.6 -gas costs: \$47.17 Total: -\$47.17	Venue: Paradise Rock Club Ticket price +processing: fee of \$7: \$30*7=\$37 capacity: 933 gross potential: \$34,521 -talent agent: \$5,178.15 -band/manager: \$29,342.85 60% of house: \$20,720 -talent agent: \$3,108 -band/manager: \$17,612	Hotel: HI - Boston Hostel Price for 4 nights two rooms: -\$848	per day per person: \$40 -4 in the band Days: (2nd, 3rd, 4th, 5th) Total: -\$640	Total Revenue: \$20,720 -talent agent gets 15%: \$3,108 \$17,612 -expenses Total Expenses: \$1,535.17 Total Profit: \$16,076.83 -manager: \$2,411.53 -band: \$13,665.31 / 4 = each band member split = \$3,416.33	
Philadelphia	January 6th	Depart: HI - Boston Hostel Destination: Holiday Inn Express : Philadelphia - Penns Landing Gas Costs: -miles driven: 305.5 -gas costs: \$67.47 Total: -\$67.47	Venue: The Fillmore Philadelphia Ticket price +processing: fee of \$7: \$30*7=\$37 capacity: 2,500 gross potential: \$92,500 -talent agent: \$13,875 -band/manager: \$78,625 60% of house: \$55,500 -talent agent: \$8,325 -band/manager: \$47,175	Hotel: Holiday Inn Express : Philadelphia - Penns Landing Price for 4 nights two rooms: -\$1,139.50	per day per person: \$40 -4 in the band Days: (6th, 7th, 8th, 9th) Total: -\$640	Total Revenue: \$55,500 -talent agent gets 15%: \$8,325 \$47,175 -expenses Total Expenses: \$1,846.97 Total Profit: \$45,328.03 -manager: \$6,799.21 -band: \$38,528.82 / 4 = each band member split = \$9,632.21	
Virginia Beach	January 10th	Depart: Holiday Inn Express : Philadelphia - Penns Landing Destination: Ocean Holiday Gas Costs: -miles driven: 275 -gas costs: \$60.73 Total: -\$60.73	Venue: Elevation 27 Ticket price +processing: fee of \$7: \$30*7=\$37 capacity: 600 gross potential: \$22,200 -talent agent: \$3,330 -band/manager: \$18,870 60% of house: \$13,320 -talent agent: \$1,998 -band/manager: \$11,322	Hotel: Ocean Holiday Price for 1 night two rooms: -\$138	per day per person: \$40 -4 in the band Days: (10th) Total: -\$160	Total Revenue: \$13,320 -talent agent gets 15%: \$1,998 \$11,322 -expenses Total Expenses: \$358.73 Total Profit: \$10,963.27 -manager: \$1,644.50 -band: \$938.77 / 4 = each band member split = \$2,329.70	
Total Revenue:		\$395,345					
-Expenses		\$16,306.38					
-Manager payments		\$47,967.21					
-Talent Agent Payments		\$59,301.75					
Band Profit		\$271,677.66 or \$271,677.61 depending how you round					

Mock Tour Contracts and Riders

Kelly Giammarino

MUI 422

12/3/19

ARIZONA Mock Tour

This Mock Tour includes me as the manager and the Band "A R I Z O N A" going on a tour across the country. The average ticket price is \$37 and the tour stops include LA, Houston, Miami, Atlanta, Cincinnati, Chicago, NYC, Boston, Philadelphia and Virginia Beach. The talent agent gets 15% of the cut before expenses and the manager and d band get paid after the expenses are taken out. They traveled to LA through a flight and then did a van tour throughout the country. They rented the van and then paid for gas food and lodging all across the country. The manager gets 15% of the cut after expense and the band gets 85%. The talent agent gets 15% before expenses are taken out. Each band member got \$50 dollars a day for food and for lodging two people stayed in one room and they purchase two rooms at each hotel. All purchases of hotel rooms were considered expenses and were taken out of the profit.

The manager contract and protections are as follows :

Side Porch Productions

Established 2019
Kelly Giammarino
Contract Number: 1345786947298

This agreement, made this day, December 4th, 2019
by and between
A R I Z O N A and
Kelly Giammarino of Side Porch Productions

Witnesseth

In consideration of the covenants herein contained, the parties here to have agreed and do agree as follows.
That the organization herewith contracts the personal services of the musician to provide entertainment
according to the following terms and conditions:

Name, Tour Dates, and Place of Performance:

A R I Z O N A, Tour dates and stops: 12/6/19-1/10/20, LA, Houston, Miami, Atlanta, Cincinnati, Chicago, NYC, Boston, Philadelphia and Virginia Beach

Date of Engagement: December 4th 2019

Payment to be made: Side Porch Productions

Gross Wages or Compensation: 85% of profit after expenses are deducted
Manager Compensation: 15% of profit after expenses are deducted
Agent Compensation: 15% of profit before expenses are deducted

General Nature of Entertainment: American rock and electro pop band
Performance Length: 2 hours
Entertainment Deposit: yes ___ no x

Behavior Restrictions: respect all equipment, no over playing, no inappropriate behavior to staff or fans

Capacity Limitations: depending on venue restrictions

Hospitality Restrictions: \$50 per day for food and lodging, both deducted as expenses

Term Length: December 5th to January 10th

Artist agrees that a placement fee of 15% of the gross wages for this engagement is due to the agency and manager by the group leader weekly. In the event that the group leader in designated to remit the placement fees, the fees are not being paid weekly the agency reserves the right to require the organization to deduct the placement fees due the agent from the entertainers final wages and forward the fees to the agency.

X _____

TERMS AND CONDITIONS

The parties agree that Musician is an independent contractor. The Agency shall not be liable for any acts, omissions, loss or damage to any person caused by either the Musician or the Organization. The Organization shall maintain conditions such that Musician shall suffer no injury or damage to its person or equipment by the Organization's facility, employees, agents, or customers. Representatives of Agency shall have free access to the place of performance and Musician.

Should Organization fail to pay wages or compensation to Musician as provided herein, Musician may refuse to provide its services without prejudice to its right to recover payment in full of all amounts due under this contract, plus interest at 15% from the time each amount is due, plus attorney's fees of 33-1/3%. Organization agrees that any action for recovery of the compensation due under this contract to Musician and Agency may be brought in the name of Musician, Agency, or either.

Agency may deduct from any proceeds due to Musician under this contract any amounts advanced by Agency for Musician or otherwise owed to Agency by Musician. If Musician receives payment directly from Organization, it will pay to Agency all amounts advanced by, or owed to, Agency. If Musician defaults under this contract, it shall pay to Agency 75% of the placement fee otherwise due for any engagements not performed.

Agency is acknowledged by all parties as the exclusive booking agent for Musician for all engagements with Organization. Musician and Organization shall not schedule any engagements between themselves, except through Agency, for a period of one year after the date of last employment. Should an engagement be scheduled in violation of this paragraph, Organization and Musician agree, jointly and severally, to pay Agency a placement fee at the rate specified in this contract. If Organization or Musician consists of more than one person, its obligations shall be joint and several.

Musician shall be excused from performance only for conditions beyond its control. Organization and Musician agree that if one or more members of Musician are unable to perform, Agency may, in its discretion, substitute or replace such member(s) with equivalent talent without change in the contract price. Agency shall in no event be obligated to provide, nor be liable for, such substitutions or replacements. Musician shall immediately notify Agency of any reason for non-performance by any member.

This Agreement states the terms and conditions that govern the contractual agreement between Side Porch Productions having its principal place of business at Side Porch Productions, and A R I Z O N A who agrees to be bound by this Agreement.

No Modification Unless in Writing: No modification of this Agreement shall be valid unless in writing and agreed upon by both Parties.

Applicable Law: This Agreement and the interpretation of its terms shall be governed by and construed in accordance with the laws of the State of [State] and subject to the exclusive jurisdiction of the federal and state courts located in [County], [State].
IN WITNESS WHEREOF, each of the Parties has executed this Agreement, both Parties by its duly authorized officer, as of the day and year set forth below.

I have read and understood the above contract

[Side Porch Productions Manager]

[First name]

[Last name]

[Title]

[Entertainment]

[First name]

[Last name]

[Title]

A R I Z O N A Tour Rider

This rider is hereby agreed to be attached to, and thereby making it an integral part of

the original engagement contract entered between _____ (hereafter referred to as "the Promoter") and The Agency Group (hereafter referred to as "The Agent") for a performance by the musical act known as A R I Z O N A on the date of _____ by both political parties of that contract, the promoter and the agent. Any and all terms made by this rider both amend and supersede any similar or like ones presented in the original engagement contract that are not included in this rider are still considered binding. **The terms of this rider are:**

1) The promoter agrees to furnish at his/her expense all that is necessary for the presentation of A R I Z O N A, such requirements shall follow.

2) A R I Z O N A shall have sole and exclusive control over the presentation and performance of the engagement thereunder. The obligation of A R I Z O N A thereunder are subject to detention or prevention by sickness, inability to perform, accident, means of transportation, Acts of God, riots, labor difficulties, any act or order of any public authority or any cause, similar or dissimilar, beyond the control of A R I Z O N A

3) The promoter agrees to provide a top quality PA system and monitor system and will provide the following:

- Two (2) sober able-bodied loaders at time of load in and load out to assist A R I Z O N A with their equipment.
- A barricade not more than three (3) feet away from the stage
- A full sound and lighting check at least one (1) hour prior to admission of audience.
- A sixty (60) minute sound check is required. Access to the venue at this time will be strictly limited to the Artist, Artist's crew members, Artist's guest, support acts, and venue staff.
- A high grade (Yamaha, Soundcraft) console with at least twenty-four (24) channels.
- Console must have phantom power, inserts, and at least six (6) sends per channel.
 - Must also provide at least six (6) channels of compression, four (4) channels of gates, and at least two (2) quality multi-F/X (Yamaha, Lexicon). Purchaser must provide competent, sober sound engineer familiar with this system to operate soundboard for the entire engagement.
- System to include a cassette, CD and DAT player.
- A separate on stage console (Ramsa, Soundcraft) with at least six (6) mixes. Each mix must have a dedicated 31 band EQ. Wedges must be capable of producing 120 db of level with no distortion.

- Bi-amped wedges would be preferred. Purchaser must provide competent, sober monitor engineer (separate from house engineer), familiar with the monitor system to be available at ALL times to operate for the entire engagement.
- 4)** The promoter agrees to provide one clean room to accommodate band members and their crew. With the dressing room, the promoter will provide: A meal buyout of \$10 per person. There are 4 people in total
- Artist tour manager is to be given this \$100 upon arrival at the venue.
 - Three (3) cases of well iced water
 - Chips
 - Two (2) large bags of snack food (potato chips, pretzels)
 - Deli tray to include quality roast beef, turkey and ham for twelve people
 - sandwich bread and deli meats, three lives three packs of meat
 - One (1) large vegetable platter to include cut carrots, celery, cucumbers, peppers, etc. with assorted dip
 - Paper plates, cups, napkins, knives and forks
 - Eight (8) large, clean bath towels. NO BAR RAGS!
- 5)** A R I Z O N A have the sole and exclusive right, but not the obligation, to sell souvenir items, including t-shirts, records, and tapes, etc. in connection with the performance thereunder and the receipts thereof shall belong exclusively to ARIZONA. The promoter agrees to provide an area inside the venue so the artist or its associates can sell merchandise if they so desire.
- 6)** The promoter guarantees proper security at all times to insure the safety of the band, crew, their instruments, equipment, and personal property before, during and after the show.
- 7)** A R I Z O N A shall receive billing in 100% type in all advertising and publicity issued or under the control of the promoter in regard to the engagement thereunder. 75% Special Guest billing in support situations.

Artist

Promoter

Conclusion

Through planning concerts, stimulating local business, and donating money to Big Brothers Big Sisters Side Porch Productions was ultimately a success. After losing the opportunity to host a large scale event, Side Porch Productions realized that communication and good business are at the core of this enterprise. Without a large

show the company missed out on what could have been a great monetary success, but accomplished its goals nonetheless. As a class we learned from our experiences and took steps into the concert industry. Overall, Side Porch Productions was a perfect way to learn within the entertainment profession. Together we produced, promoted, and fundraised to not only better the Harrisonburg Music Scene, but the Harrisonburg Community.