

Working with Performance Venues



Hello!

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“The loss of revenue is
devastating.”

—Ric Waldman, Vice
President, Programming, The
Bushnell



Challenges

- Lost revenue
- Government restrictions
- Understaffed
- Uncertainty
- Technical fears and unknowns
- Weather

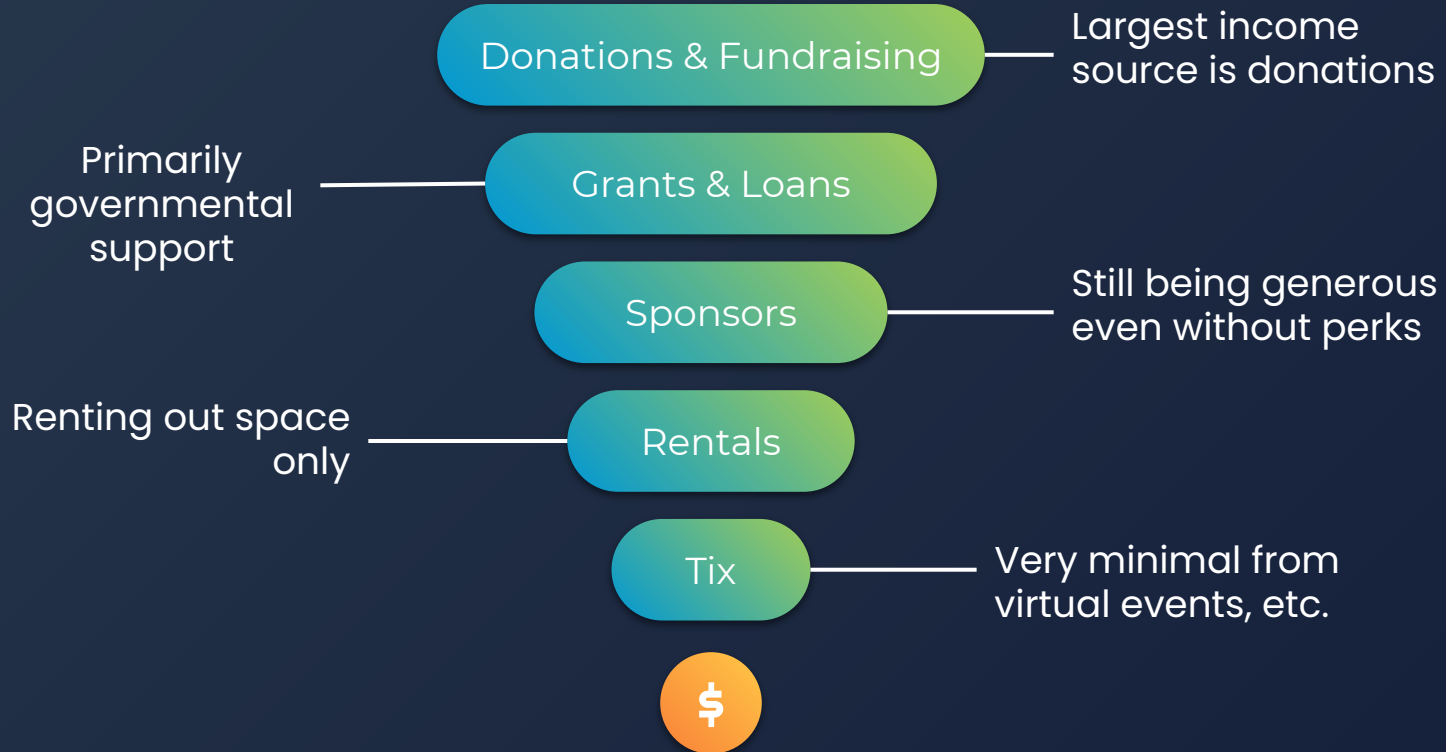



Major Changes

- Furlough/layoff staff, reduced hours, hiring freezes
- Cutting back on other expenses
- Changing business models and find new income (livestream, etc.)
- Implementing new protocols



Revenue Sources





“We’re not the highest priority for donations, there are a lot of other issues that require immediate aid but we are still out there raising money.”

—Ric Waldman, Vice
President, Programming, The
Bushnell



Fears



Losing the
Venue

Not being able to
pay rent or
mortgage



Audiences
Intent to Visit

Will audiences
want to return
anytime soon?




Losing Their
Job

Being laid off
and/or having to
search for another
career

VENUES ARE FLEXIBLE





“Like a lot of performing arts centers, we’re being incredibly flexible with rental tenants. With deposits and everything like that, we’re flexible.”

—Ric Waldman, Vice
President, Programming, The
Bushnell



Creative Uses of Space

- Livestreaming
- Filming projects and recordings
- School educational programs
- Small events, weddings, proms
- Movies, silent theatre
- Renting space for dance recitals, fitness classes, music lessons



PARTNERSHIPS ARE KEY



Partnership Ideas

- Joint fundraisers
- Joint programming
- Joint grant applications
- Joint marketing initiatives
- Space and ticket sales exchange
- Advocate together locally



4 Ways You Can Help Venues



Have a Plan

Lay out revenue, audience, safety, restrictions, tech elements, and alternate options



Keep Booking

Show that you will commit to business now and in future



Communicate

Keep trying to communicate, be patient with response times



Advocate

Help Save Our Stages locally and nationally; donate



WHAT'S BEEN YOUR
EXPERIENCE WORKING
WITH VENUES?



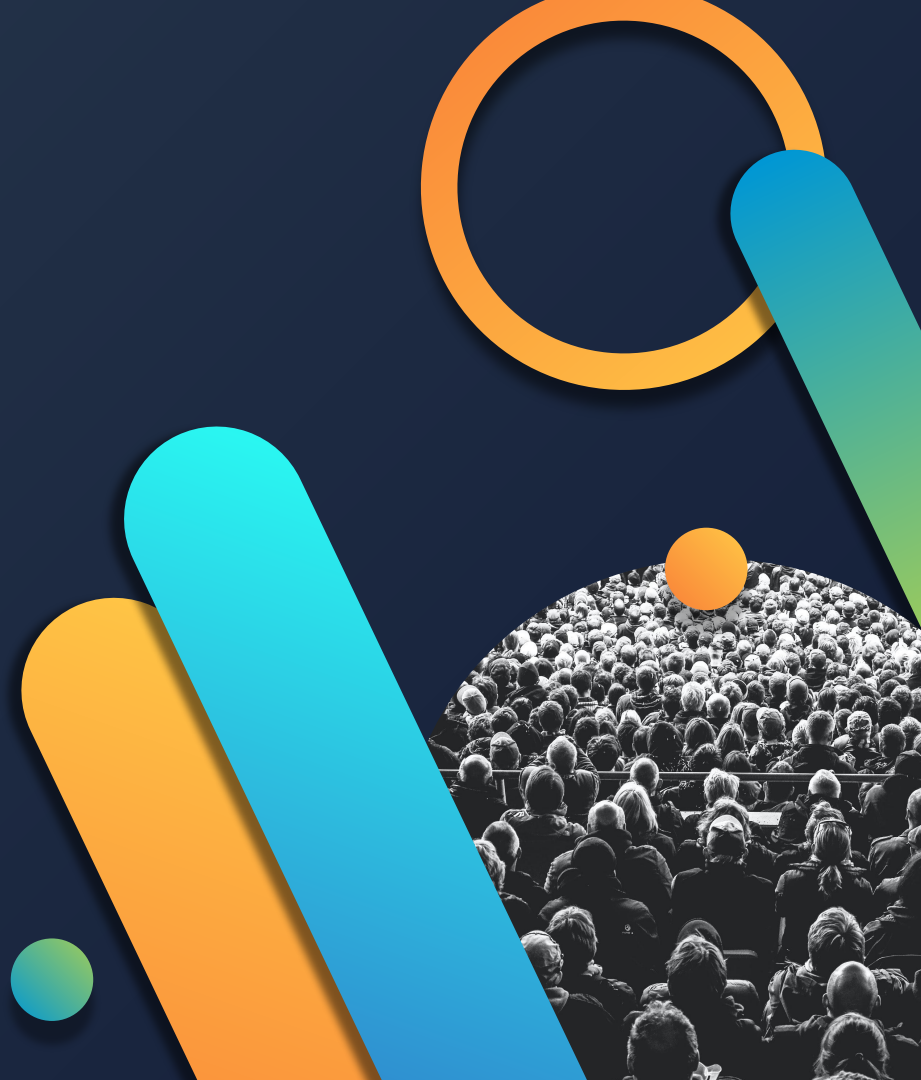


Download the slides:
bit.ly/workingwithvenues

Additional Resources:

- [Questions Choruses Should Ask Concert Venues](#)
- [What Performing Arts Organizations Need from Venues](#)
- [Save Our Stages](#)

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