**COMMISSION RATES**

**Fill in the proposed commission rate for each category.**

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| **Commission Description** | **Commission Rate to PCC on Gross Receipts** |
| 1. PCCD Audio Visual Rental

(competitive rates approved by PCCD for this equipment used Offeror) |  |
| 1. Offeror Audio Visual Equipment Rental

(This category includes third-party or sub-rented equipment). |  |
| 1. Offeror Audio Visual Equipment Rental for Existing Offeror Contracted Clients (applies to clients that were contracted with current AV contractor within 30-days of the effective date of this agreement. Rigging, labor and PCC-owned equipment commissions will be paid at the existing rate for these events. Existing contractor will provide documentation that clients were pre-existing before a contract with new Offeror was executed).
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| 1. Offeror Rigging Equipment Rental (this category includes a third-party or sub­ rented equipment. Includes an annual PCC competitive set pricing review of equipment rental rates beginning July 1, 2026. Offeror may offer rental rates for 1-day or weekly. Weekly rates consist of the one-day rate plus 50% with a maximum of five days. Process will be re-evaluated beginning July 1, 2026.
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| 1. Labor (includes an annual PCC competitive set pricing review beginning July 1, 2026. Category also includes any position filled by freelance technicians).
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| 1. Rigging Labor (includes an annual PCC competitive set pricing review beginning July 1, 2026. Category also includes any position filled by freelance technicians).
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**EXPANDED COMMISSION STREAMS**

**Equipment rental commissions**

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| 1. Multi-Venue Events (commission to be paid on all equipment rental for events at PCC that have related events held in other venues which Offeror provides audio-visual services).
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| 1. Lost Events/Non-PCC Events (a one-time commission payable on all equipment for Offeror events in which client introduction was made via PCC, but the client selects a different venue than PCC).
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| 1. Non-Repeat Business within a 12-month period (known as 'renewal events" in other venues. Offeror will pay commission on equipment revenue for events that will not be returning to PCC within a 12-month period but have contracted Offeror to provide audio visual services at other venues within the aforementioned timeframe).
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| 1. Offer will Pay commission on all creative content produced for events at PCCD. Creative content includes, but is not limited to projection mapping projects, ultra-wide full screen presentations, 3D animations, holographic projection, visual effects, compositing and roto- scoping. Offeror creative content services are not typically offered by other audio-visual companies. These services are billed separately in order to be distinguished from other “standard services”.
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