



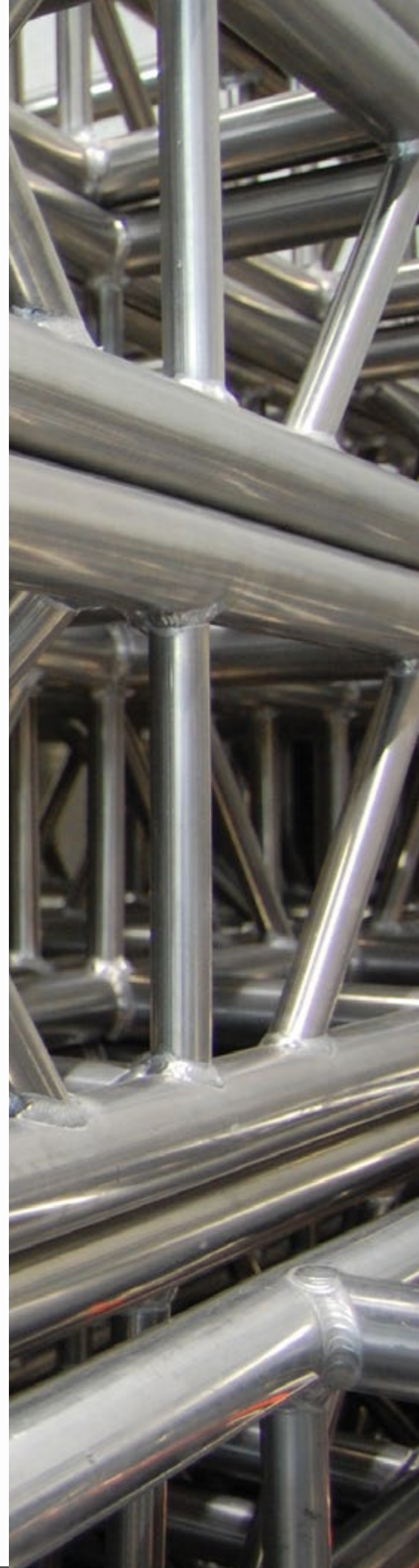
Company Information & Price Guide



The exclusive rigging provider for the Massachusetts Convention Center Authority.

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Welcome to JCALPRO

JCALPRO, Inc. is the exclusive rigging provider for the MCCA (Massachusetts Convention Center Authority). We are a full-service production company, specializing in labor and equipment for rigging, lighting, as well as stage management and event design.

MCCA Exclusivity

As the exclusive rigging provider for the MCCA, we are responsible for the assembly, attachment and rigging of all overhead objects. This includes rigging by truss and motors or ground supported rigging (when crank-up Genie Towers are used). We will assemble and attach all hanging equipment such as lighting, a/v, or decor items. JCALPRO is also the necessary provider and operator of aerial lifts for theatrical related purposes.

One-Stop Shopping

In addition to our exclusive services, we can provide any ancillary labor or equipment you need to ensure that your event is a success, while still maintaining one invoice and one point of contact! Our experienced union staff of core employees is hardworking and knowledgeable and can fill a variety of positions from Camera Operators, Lighting Directors, and Audio Leads, to a variety of other technical and back-up positions. We also have a full line of truss, motors, soft goods, and theatrical lighting on-site that is competitively priced, so that you can save on shipping and avoid costly trucking delays.

Contact Us

Phone:617.954.2345
Fax:617.954.2346
Email:info@jcalpro.com

Choose from our extensive line of services for your next event:

- Rigging
- Lighting
- Audio
- Video
- Staging
- Production
- Stage management
- Signage
- Time lapse photography
- Teleprompter services
- Hair and makeup
- Booth Promotions



You Can Feel Confident with JCALPRO



Experience in the Venue

Our experience working as the exclusive rigging provider at the MCCA means that we know the facility inside and out and can work more efficiently on your behalf. We also provide a comprehensive customer service experience, by evaluating your drawings and offering you up-front and accurate estimates. This will help you to plan for the most cost-effective move-in and setup options, as well as identify your total cost beforehand.

Over 50 Years of Combined Experience

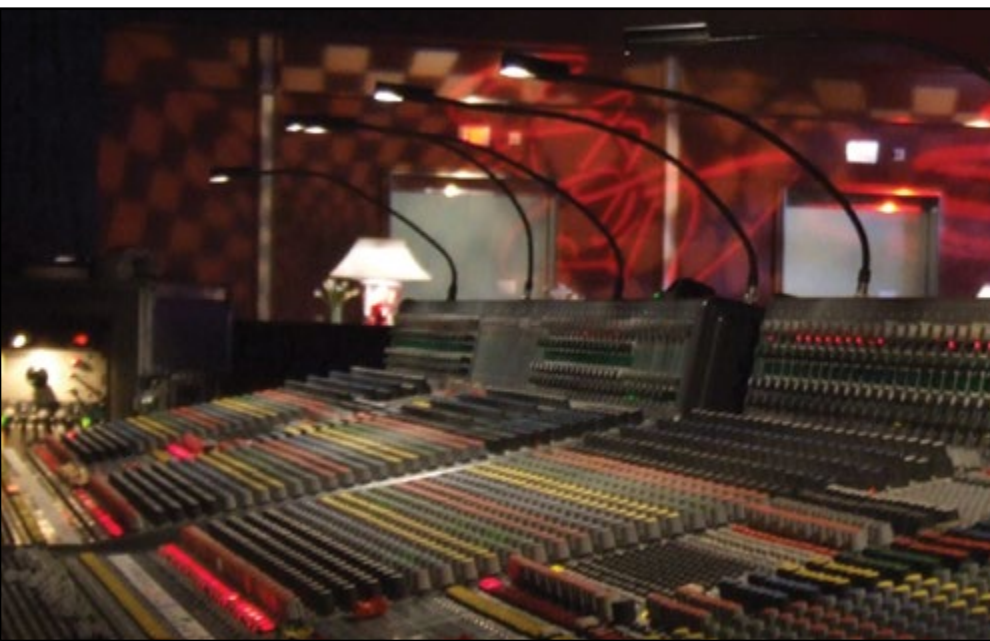
Our senior management staff has over 50 years of combined industry experience. This expertise spans tradeshows, concerts, local and national events and beyond. The JCALPRO team is safe, fast and thorough. We will coordinate with you directly to ensure the best setup and layout for your event, saving you time and money! You can also feel confident knowing that all of our staff members are up to date on their industry certifications.

Competitive and Cost-Effective Contract Conditions

We work with IATSE Local 11 members to rig, and offer full-service discounts and incentives for clients who maximize union labor. Our conditions allow for the maximum amount of hours at straight time, while time-and-a-half only occurs on Sundays and holidays. We also have the lowest teamster rates available for your labor needs within the MCCA.

Tied to the Community

Our far reach of influence and long-standing relationships with local companies and vendors spans across the South Boston community, and ensures that we can get a hold of practically anything you need, quickly and at a competitive rate. We also believe in giving back to the community. That's why we've established the SBSA (South Boston Scholarship for the Arts), a charity foundation to help support South Boston residents who are pursuing arts educations.



Labor Rates

Head Rigger/Crew Chief Rates

(Minimum 1 each up to 24 laborers)	Straight Time	Time-and-a-Half	Double Time
Monday thru Saturday 7am–12am	\$100.00	\$150.00	\$200.00
Sunday and Holidays 7am–5pm	—	\$150.00	\$200.00
12am–7am, After 5pm Sunday, or After 8 hours Time 1/2	—	—	\$200.00

Rigging/Technician Rates

(Minimums vary based on location)	Straight Time	Time-and-a-Half	Double Time
Monday thru Saturday 7am–12am	\$89.00	\$134.00	\$178.00
Sunday and Holidays 7am–5pm	—	\$134.00	\$178.00
12am–7am, After 5pm Sunday, or After 8 hours Time 1/2	—	—	\$178.00

Heads, Camera Op. & Specialized Dept. Rates

(Min. 1 Head, when more than 3 extras used)	Straight Time	Time-and-a-Half	Double Time
Monday thru Saturday 7am–12am	\$76.00	\$114.00	\$152.00
Sunday and Holidays 7am–5pm	—	\$114.00	\$152.00
12am–7am, After 5pm Sunday, or After 8 hours Time 1/2	—	—	\$152.00

Stagehand (Video, Electric, Carpenter/Extra) Rates

(Minimums vary based on location)	Straight Time	Time-and-a-Half	Double Time
Monday thru Saturday 7am–12am	\$71.00	\$107.00	\$142.00
Sunday and Holidays 7am–5pm	—	\$107.00	\$142.00
12am–7am, After 5pm Sunday, or After 8 hours Time 1/2	—	—	\$142.00

Teamsters (Loaders/Unloaders)

(No minimums)	Straight Time	Time-and-a-Half	Double Time
Monday thru Friday 8am–5pm	\$105.00	\$158.00	\$210.00
After 5pm, Saturday, and Holidays	—	\$158.00	\$210.00
Sunday & hours between 12am–8am	—	—	\$210.00

Conditions

All JCALPRO rates include payroll taxes, unemployment benefits, workers comp., and employee contractual health, annuity, and pension benefits.



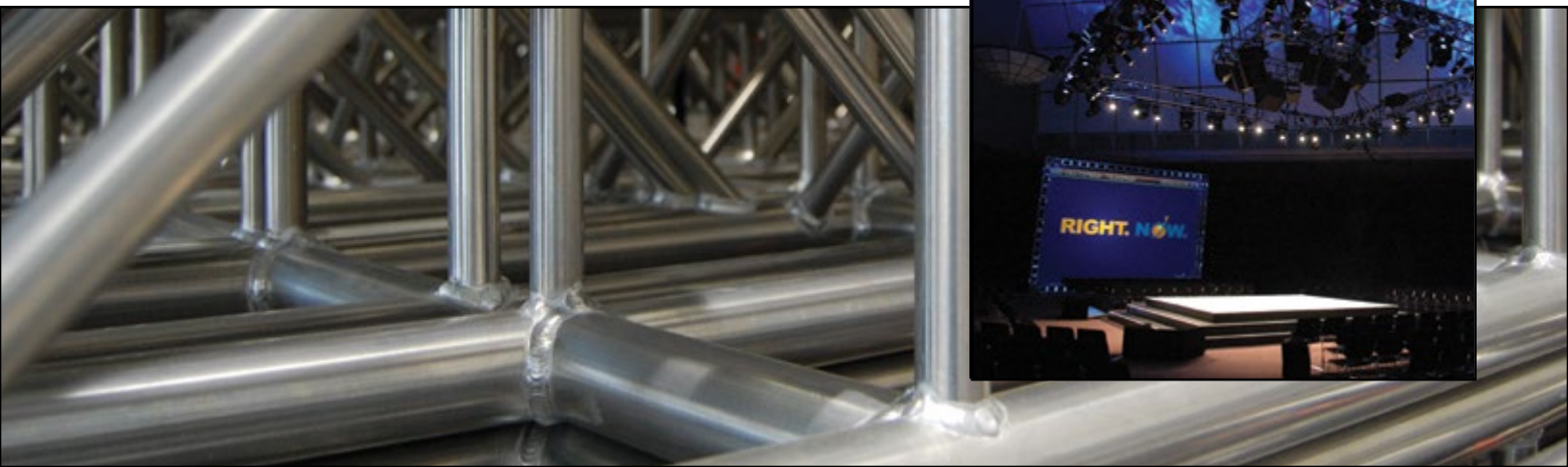
Rigger/Stagehand/Dept. Head

1. All calls are on an eight (8) hour minimum except break-out rooms, select show calls, exhibit work, or load outs when applicable (call for details).
2. All hours Monday through Saturday start at straight time 7am-Midnight. All Hours Midnight-7am are at double time.
3. All hours on Sundays and Holidays start at time-and-a-half 7am-5pm. All hours Midnight -7am, or after 5pm are at double time.
4. Meal Breaks are every 3-5 hours or may feed and continue to work.
5. All rigging calls require a minimum rigging crew of 3 at the BCEC and a minimum rigging crew of 4 at the Hynes.



Teamster (Loader/Unloader)

1. All calls on a Saturday, Sunday, Holiday, after 5pm on a weekday, or the day of an event are 4 hr minimums.
2. All other calls are 8 hr minimums.
3. All hours Monday through Friday from 7am-5pm start at straight time. 5pm-Midnight are at time-and-a-half.
4. All hours between Midnight and 7am are at double time.
5. All hours on Saturday 7am-5pm start at time-and-a-half. After 5pm hours are at double time.
6. All hours on Sundays and Holidays start at double time.
7. Meal breaks are every 4 hours and last 30 minutes.



Equipment Price List

All equipment prices are flat show rates covering a rental period up to 5 days (unless otherwise noted).

12"x12" Silver Box Truss	\$7/foot
(5', 8' or 10' sticks)	
12"x12" Silver Box Truss	\$40.00/section
(2', 3', or 4' sticks)	
12"x12" Black Box Truss	\$8/foot
20"x20" Silver Box Truss	\$10/foot
(All truss rental prices include bolts & hardware)	
CM Motors (1 ton, 1/2 ton, 1/4 ton)	\$185/week
(Motor rental prices include all steel, cables, and controllers)	
Truss Bases.....	\$35/each
Corner Blocks 12"x12" Silver.....	\$60/each
Corner Blocks 12"x12" Black.....	\$70/each
Corner Blocks 20"x20" Silver.....	\$75/each
Grapples	\$15/each
Beam CLamps.....	\$25/each
Hinge Plates.....	\$35/each
Cheeseboroughs.....	\$6/each
Lighting Packages	Quote upon request

Drape Rental

All drape rentals are black 22oz. encore & have current fire-proof certs. Prices are per one week rentals.

Black Encore Drape 60x20	\$20/ft
Black Encore Drape 50x20	\$18/ft
Black Encore Drape 40x20	\$15/ft
Black Encore Drape 30x20	\$13/ft
Black Encore Drape 25x20	\$11/ft
Black Encore Drape 20x20	\$10/ft
Black Encore Drape 16x20	\$9/ft
Black Encore Drape 2x40	\$3/ft
Black Encore Teasers	\$2.50/ft

Aerial Lift Rental

Fork Lift.....	\$750/wk
25'-32' Scissor Lift.....	\$450/day or \$800/wk
38'-40' Articulating Boom.....	\$950/wk
45' Articulating Boom.....	\$600/day or \$1,100/wk
60' Boom Lift.....	\$1,600/wk



Black Out and Sound Abatement Pricing

Black Out Pricing

Large Glass Windows (Except Hall C South).....	\$16,231.00
Large Glass Windows (Hall C South Only)	\$12,823.00
Partial Glass Window (Any Hall)	\$10,145.00
Clearstories (Hall A or Hall C)	\$3,932.00
Clearstories (Hall B1 or Hall B2)	\$3,432.00
Clearstories (Hall B)	\$4,432.00

Sound Abatement Pricing

180' Sound Baffle	\$5,835.00
240' Sound Baffle	\$6,645.00
300' Masking Baffle	\$7,845.00

Pricing is subject to change at any time

All prices are based on turn-key packages including all necessary lifts, labor, drape, and equipment for the put up and take down.



Quoting and Labor Assignment Practices FAQ's

What is JCALPRO required to provide labor to do?

JCALPRO is the exclusive provider of rigging services for the MCCA. Rigging is defined as the assembly and attachment of everything that goes overhead. This includes the building of truss, the attachment to the facility structure, and the assembly and attachment of A/V elements, like screens and speakers, as well as lighting, sound, décor, etc.

If I am ground supporting my set, do I need to use JCALPRO?

There are two situations classified as ground supported Rigging where you will need JCALPRO personnel. If you are using Super Towers or Crank Ups, our staff will need to operate them. We will need one person for every crank that needs to go up simultaneously. The second situation is for Goal Post trusses. If you have truss that is supported from the ground but goes overhead, our crews will assemble that truss and make any attachments. Goal Post trusses are set ups where there are at least two truss legs with a cross piece going over the top.

Do I need JCALPRO to set Lighting Trees?

No. We are not required to set lighting trees. Any set ups where there is just an upright pipe or piece of truss on a base, with no cross piece on top, these can be set by whatever labor is selected.

What information is needed to receive a labor quote?

The best way for us to estimate labor is to review an inclusive rigging plot of your set up. This should include cable management, sound points, and a lighting plot along with any information as to whatever other décor elements may be hanging off the truss. This information gives us an accurate understanding of the work we will need to provide labor for. We will also need a production schedule so we know when you're planning to load into the space, and over what amount of days and hours you have to set up. We will also need to know if you would like us to quote for our exclusive services only, or for a complete crew to manage every aspect of the event set up.

How is my labor quote determined?

There are a few minimum guidelines that we have when determining your labor estimate. The rest is simply taken on a case by case basis so we have the right balance of people and work to be done. Most spaces require a (3) or (4) rig team minimum. Each team is comprised of one Head Rigger. Only individuals operating a lift or making attachments to the building structure are billed out as a rigger. Anyone else responsible for bolting truss, running overhead cabling, attaching lights, building screens, etc. is billed out at a Stagehand rate. Once there are (10) or more stagehands, a Crew Chief will be added to the call. If stagehands are divided into departments, Electrical, Audio, Video, Carpenters, etc. then a Head of Department will be included for every department call over (3) people. Every position we quote for, is a **working** position and stagehands are able to move outside of an assigned department as needed. Everyone works together to accomplish the set up. If a production manager knows their show and how many people they would like, they can submit a labor request and we will confirm that against the diagram, and make recommendations should we feel there are any areas that may require more or less individuals. We do not have any set ratios that require a pre-determined number of our crew members, to outside crew members.

When my set up is done, what JCALPRO labor am I required to keep on for the show?

We do not require any show positions and *DO NOT SHADOW* any of your tech or operator positions. However, we are required to operate any and all aerial lifts, so if you anticipate needing access to a lift at any point after your load in is complete, you will want to budget for keeping a Rigger/Lift Operator on for the call. We do strongly recommend that shows do keep a Rigger Lift Operator on during their show calls for ease of access, as well as safety purposes, but it is not required.