



Delaware State Fair Promoter's Guide

 **M&T Bank**
Grandstand



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Delaware State Fair
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GENERAL INFORMATION

The Delaware State Fair, Inc.

www.delawarestatefair.com

PO Box 28
Harrington, DE 19952-0028

Physical Address:
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Harrington, DE 19952

Phone: (302) 398-3269
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Venue Rental Manager: Robin
Rockemann Office Phone: 302-398-7005
Cell: 302-632-9279
Email: robin@thestatefair.net

Stage Manager: Patrick Brown
Facility Manager: George Scuse, Jr.
General Manager: William J. DiMondi

OUR FACILITY

The Delaware State Fair's M&T Bank Grandstand is the premier outdoor concert venue on the Delmarva Peninsula, and is uniquely situated to reach beyond the local Delmarva market and into Baltimore, Washington, DC and Philadelphia. Built as part of a multi-purpose fairground complex, our venue is constructed to handle large-scale events night after night, and our staff is experienced in managing large events in rapid succession. Our facility is centrally and conveniently located in Harrington, Delaware, and easily accessed from all directions. We look forward to working with you to bring new entertainment to the Delmarva Peninsula.

Our position as a regional hub allows event promoters using our facility the unique opportunity to penetrate four of the top 50 media markets simultaneously – Philadelphia (7), Washington, DC (8), Baltimore (21) and Newport News/Virginia Beach (44). Such a wide and diverse audience within easy reach makes our location a fertile ground for all genres of entertainment – whether country or pop, rock or comedy, your audience is nearby and ready to fill the seats.



Our M&T Bank Grandstand venue has a 94-year history of hosting some of the largest acts in the entertainment industry, including:

- Alan Jackson
- Demolition Derbies
- Toby Keith
- Three Days Grace
- Miranda Cosgrove
- Monster Truck Thrill Shows
- Big Time Rush
- Josh Turner
- The Band Perry
- Frankie Valli
- TNA Professional Wrestling
- Ke\$ha
- Jeff Dunham
- Brad Paisley
- Jason Aldean
- Paramore
- Lady Antebellum
- Craig Morgan
- Rascal Flatts
- Daughtry
- Kelly Clarkson
- Carrie Underwood
- LeeAnn Rimes
- Lynyrd Skynyrd
- Hank Williams Jr.
- Travis Tritt
- Bill Cosby
- Larry the Cable Guy
- Trace Adkins
- Darius Rucker
- New Kids on the Block
- Paula Deen
- The Beach Boys
- Staind
- Three Doors Down
- Hinder





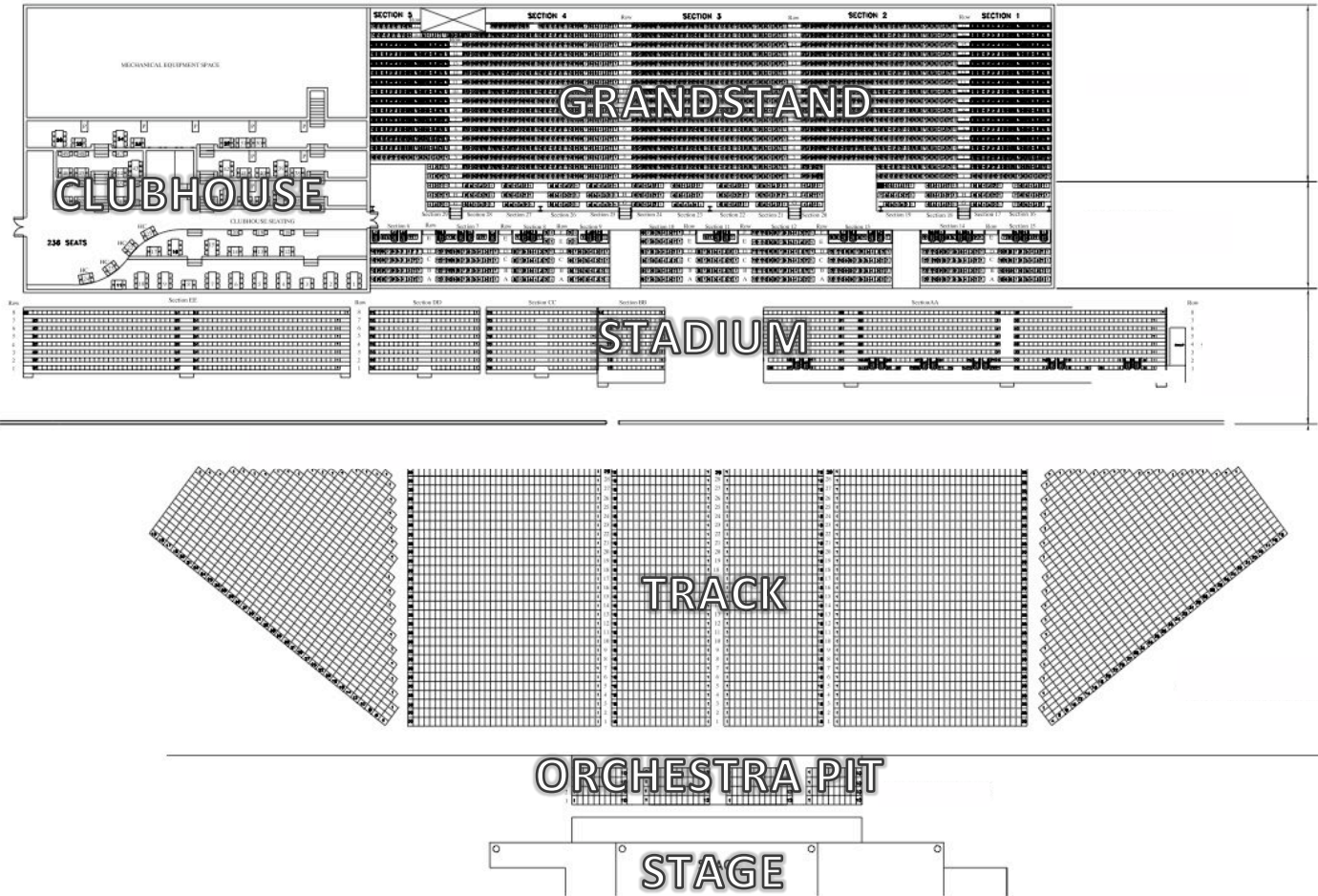
Our Grounds

Our M&T Bank Grandstand venue is integrated into our nearly 300-acre multipurpose fairground complex. Our multiple entrances ensure that patrons, event management staff and crews can easily get in and out of our facility, where they find parking for over 15,000 vehicles, as well as designated parking for RVs and tour buses. All of our facilities are ADA compliant and are maintained to the highest standards; all of our staff is accustomed to the needs of large-scale events.

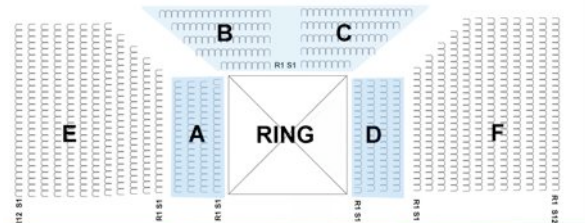
Our Venue

Represented in red on the map above, our permanent stage, designed by Brown United and constructed in 2011, is the most recent addition to our complex. Featuring a 60 foot wide by 48 foot deep performance area covered by a 48'6" high roof (rated for 100mph wind speeds), and is flanked by two 40-foot sound wings. The M&T Bank Grandstand, represented in green on the above map, overlooks the stage; additional seating, as indicated in the following seating charts, is installed on the front track area between the two structures according to the needs of a particular show.





Flexible seating configurations are offered for the track areas to suit each shows individual needs.



CONCERT SEATING CONFIGURATION

ORCHESTRA PIT	800
TRACK SEATING	3,360
STADIUM SEATING	1,013
GRANDSTAND	2,856
CLUBHOUSE	236

TOTAL SEATING CAPACITY 8,265



Event Dates & Holds

Contact Robin Rockemann by phone at (302) 398-7005 or by email at robin@thestatefair.net in order to determine date availability. The Delaware State Fair will tentatively reserve requested dates, if available, after acceptance of a promoter's proposal. A date is not considered firm until a contract is signed by both parties. The Delaware State Fair retains final and exclusive authority to approve and to reject events proposed for the venue, and may deny the use of any or all of the facility to any individual, group, organization or event that after professional review determines one of the aforementioned would result in an unfair degree of competition or it is not in the best interest of the Delaware State Fair.

Insurance

All lessees/promoters must maintain, at own expense, commercial general liability insurance in the minimum amount of \$1,000,000 with a maximum \$250 per occurrence deductible naming The Delaware State Fair, Inc. as an "additional named insured" in form and with an insurer acceptable to the Fair. The policy must contain a standard thirty (30) day cancellation/major change provision and must be deemed primary; term of coverage must span the entire time promoter and/or promoter's goods and equipment is/are present on the Fairgrounds, or the duration of the event per the contract/lease agreement, whichever is the longer period. Tenant/Promoter shall also maintain, at own expense, Workman's Compensation Insurance covering its players, performers and other employees who participate in the event in any way. Certificate of Insurance providing proof of coverage must be submitted to Fair no less than two (2) weeks prior to event.

Production Equipment and Services

We are pleased to offer our tenants access to our wide inventory of equipment, as well as the expertise of our personnel, at competitive rates for their events. Our equipment and service offerings include, but aren't limited to:

Personnel

Stage Manager
Box Office Manager
Ticket Sellers/Takers
Stagehands
Loaders
General Labor
Equipment Operators
Ushers
Electricians
Riggers

Equipment

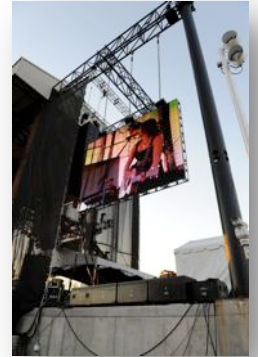
Tables
Chairs
Electric Panels
Tram Shuttles
Forklifts
Pipe and Drape
Phone Lines
High-Speed Internet Connections
Barricades (standard or Mojo type)
Stage Risers

Special requests can typically be accommodated with sufficient notice; please contact our Venue Rental Manager, Robin Rockemann, at (302) 398-7005 or robin@thestatefair.net to discuss your event's needs.



Sound, Lights and Video Walls

We maintain close relationships with a number of regional providers of sound, light, and video wall equipment and, upon request, can provide competitive pricing to fulfill artist technical rider production requirements. Promoters wishing to utilize their own preferred production vendors may do so.



Artist Dressing Rooms

Upon request, a four-room mobile shower/dressing room facility can be made available to those using the M&T Bank Grandstand entertainment venue. In the event that the production requirements or artist hospitality requirements of a particular show make other facilities necessary, Delaware State Fair staff can obtain competitive pricing from local sources for the necessary equipment to meet artist hospitality rider requirements.



General Policies

Accessibility

All of our facilities, including our Track and Grandstand Seating, are fully ADA-compliant. Using the Delaware State Fair's Box Office and ticketing system will ensure that reserved accessible seating is available to patrons of your event.

Alcoholic Beverages

All rights and privileges to the selling and serving of alcohol on the Delaware State Fair's Harrington Campus/Grounds are retained by Harrington Raceway and Casino, the holder of the license for alcoholic beverage service on the property. If desired, a promoter may request alcoholic beverage service at any event, and may negotiate with Harrington Raceway and Casino regarding commissions to be paid based upon sales within the event venue during a particular event. The Delaware State Fair and Harrington Raceway and Casino management, and their designees, reserve the right to cease alcoholic beverage sales at any point.

Non-Alcoholic Beverages

The exclusive supplier of all bottled water, juices, sports and energy drinks and other soft drinks (bottled or fountain) on the Delaware State Fair's Harrington campus/grounds is the Mid-Atlantic Coca-Cola Bottling Company, located in Salisbury, Maryland. Any promoter offering any form of beverage service in connection with any event, directly or by way of a third-party vendor, agrees to ensure strict compliance (including compliance of any third-party vendors) with this exclusive supply agreement.

Food Service

Event promoters are free to select any food service provider for event food concession purposes and/or backstage catering without any commission or obligation due the Delaware State Fair. If desired, Delaware State Fair can provide promoter with contact information for Harrington Raceway and Casino's Food and Beverage department as well as third-party vendors who are familiar with events conducted on the grounds as well as promoters' needs to fulfill artist hospitality rider requirements.

Merchandise Sales

Promoter is free to offer any artist or other merchandise within the venue throughout the duration of the event, without any further fee or obligation due the Delaware State Fair. Promoter will bear sole responsibility for receiving, stocking and selling all such merchandise and settling with artist management for merchandise sales.

Parking

Approximately 100 total acres of parking, as well as a parking management staff, can be made available based upon identified needs for a particular event. Fees and other arrangements will be negotiated on an individual basis.

General Policies continued...

Load-In, Load-Out, Back of House Arrangements

All load-in and load-out times and stagehand/loader staffing needs, as well as forklift/equipment needs, will be identified in detail in the event contract/lease agreement. All load-in and load out will be conducted under the strict supervision and direction of the Delaware State Fair's Stage Manager. Backstage parking, including sites with full utilities (water, electric, sewer, wireless internet), is available for tour buses, loading trailers, campers, etc. Dressing rooms and shower facilities can be made available as negotiated to fulfill the needs of a particular show.

Non-Smoking Facility

The entire venue is a non-smoking facility. Designated smoking areas may be identified upon request after a seating chart is finalized for a particular event.

Post-Event Settlement

Final settlement, and payment for all outstanding charges due the Delaware State Fair, shall be made upon closure of the Box Office on the day of a particular event, or at another time as mutually agreed between the promoter and the Delaware State Fair.

Ticketing and Box Office

The Delaware State Fair can provide full-service online ticketing and box office sales services, including advance sales through mail-order, Etix.com and a toll-free call center, and day of show sales in the Box Office, located in the lower level of the Grandstand.

Patrons purchasing tickets from the Delaware State Fair's online ticketing system or in person at the box office may pay via cash, money order or credit card (Visa, MasterCard, Discover and American Express are accepted by the Delaware State Fair).

Promoters wishing to utilize their own ticketing system(s) may do so, subject to approval by the Delaware State Fair.

Event Security

Security arrangements and requirements will be determined on a case by case basis. Security expenses are typically the responsibility of the promoter.

Seating Arrangements

Using a combination of permanent and temporary seating, the venue is extremely flexible and able to meet the needs of any promoter. The M&T Bank Grandstand provides a total of 4,357 permanent seats. On the west end of the M&T Bank Grandstand, the climate-controlled Clubhouse provides an additional 236 seats in a unique table-style setting. Additional seats can be placed according to existing seating charts utilized during the ten days of the Delaware State Fair, or, if desired, according to a custom seating chart mutually agreed upon by the promoter and the Delaware State Fair. General admission and "bring your own lawn chair" festival-style arrangements can also be accommodated.

The Delaware State Fair offers flexible seating options to help maximize your specific size audience.

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