

Heads of Agreement: C Arts and SESAM

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1. Introduction

Hartley Kemp of [C Arts](#) has offered to hire the Meeting House at 7 Victoria Terrace, Edinburgh, for use as an Edinburgh Festival Fringe venue from 2024-07-21–2024-08-31 (seven weeks). He has provided both a draft contract and supporting information including a draft budget and a number of emails with details of his dealings with the other venues he uses and the performers he features in them.

He has asked for a decision from us as a matter of urgency. This document sets out our offer as a basis for an agreement in principle to go ahead. We aim to agree a version of these terms by 8 March, with an actual contract to follow as soon as possible thereafter.

2. Details

2.1. Primary costing

Spaces in use Meeting room, Hall, possibly Library, possibly Creche, East half of Foyer

Spaces reserved Office, West half of Foyer (assuming Cafe)

Spaces for discussion Bow Room

Seats 140

Days in venue 42 (21/7–31/8), assuming week -1 get-in is viable

Venue hire £8800 (approx. 140 * £63)

Payable in 4 equal installments on 1 June, 14 July, 14 August, 14 September

2.2. On-costs

Electricity CA to cover their usage: £500 deposit, we will record meter on 13/7, 20/7 and 1/9, invoice for 42 days based on KW/hrs from 21/7–31/8 less our estimated baseline from KW/hrs between 13/7–20/7

Cleaning CA to cover cost of cleaning the spaces they are using (see above, plus Stair, 1st and 2nd floor hallways, upstairs toilets), either by their own people + hired-in, or by our people and we will invoice for an agreed percentage (80%?)

Sundries CA to cover cost of all toilet supplies for upstairs toilets (loo roll, soap, towels)

3. Cafe

We plan to have a pop-up cafe in operation, provided by the proprietors of the Hideout Cafe up the road from the Meeting House, in the West half of the Foyer and possibly the Bow Room.

4. Profit-sharing

We are bearing some of the risk, we would like some of the profits, if any. As CA typically operate on a guarantee + split basis with their shows, we'd like to have a small share of CA's share of the split, maybe 1% or 1.5% out of their 50%.

Basically we're looking for something that would yield a further £2,000 if CA hit the £20,000 'profit' they are aiming for.