



# GREENSIDE

PERFORMER PACK

# Welcome

Welcome to Greenside Venues, you must be here as you're thinking about performing at the biggest and best arts festival in the world?

We really hope you find that one of our venues is the one for you!

Here at Greenside we believe that you and everyone else just like you should have the opportunity to perform at the Fringe. We are proud to be open programming, which means everyone is welcome.

We promise to make things clear and simple. This means we have an inclusive at hire deal; you pay us one cost and keep all your box office takings that you generate from our box office.

We also promise that you're in safe hands; in 2017 our wonderful programme bursting with every conceivable genre was the seventh biggest programme at the biggest Arts Festival in the World- considering there are well over 300 Venues we're pretty happy with that achievement! We think we're just the right size to care and know all our shows individually but big enough to stand out.

Finally and importantly we promise to be friendly, approachable and fair. We do this because we want to create great venues and places that people want to be at. We do this because we love the Festival and we want you to love it too.

Greenside Venues – Open, Clear and Friendly.

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# At a Glance

Lets get the important bits out of the way first; you're looking for that perfect space and that perfect space has to be the right size and capacity. We have summarised the key info on all our spaces below;

Once you've found the space that looks right delve deeper into the pack and find specific information and plans about your space.

Venue	Royal Terrace	Nicolson Square			Infirmary Street			
Space	Jade Studio	Lime Studio	Emerald Theatre	Fern Studio	Forest Theatre	Mint Studio	Olive Studio	Ivy Studio
Capacity	60	50	90	30	70	40	40	44
Stage Width	7m	7m	8m	4.5m	6m	4m	7m	6m
Stage Depth	6.5m	4.5m	7m	2.5m	7.5m	4m	3m	3m
Stage Height	3.75m	4m	4.2m	2.5m	4.5m	4m	3.5m	3.8m
Page in Pack	8-9	12-13	14-15	16-17	20-21	22-23	24-25	26-27

You will find plans for all our spaces in this pack but for the most up to date and detailed plans please check our website.

Importantly please let us know if you have any specific acessibility requirements as some of our venues may be more suitable than others.

Greenside @ Royal Terrace is where we created our ethos and way of working.

It was our first ever venue and as such is a very special member of the Greenside Venues family.

*“Undoubtedly one of the most charming venues at the Fringe”*  
...or so The Guardian says!

Just a gentle 15 minute stroll from the Royal Mile and set in its own beautiful gardens it's a tranquil oasis in these crazy Fringe times, with a beautiful courtyard cafe and bar, matched with a stunning Studio Space, Royal Terrace is the ideal Fringe venue.

For the second year in a row Royal Terrace has the highest average audience across any of our venues. Testament to the fact that location isn't all its cracked up to be!

GREENSIDE @  
ROYAL TERRACE

TECH SPECS

**LIGHTING**  
 Zero88 Jester ML48  
 12 x 500W Fresnels  
 6 x 575W Source 4 36 Deg. Profiles  
 12 x LED Pars  
 4 x 500W Zoom Profiles (refocusables)  
 2 x 300W Floods (House Lights)

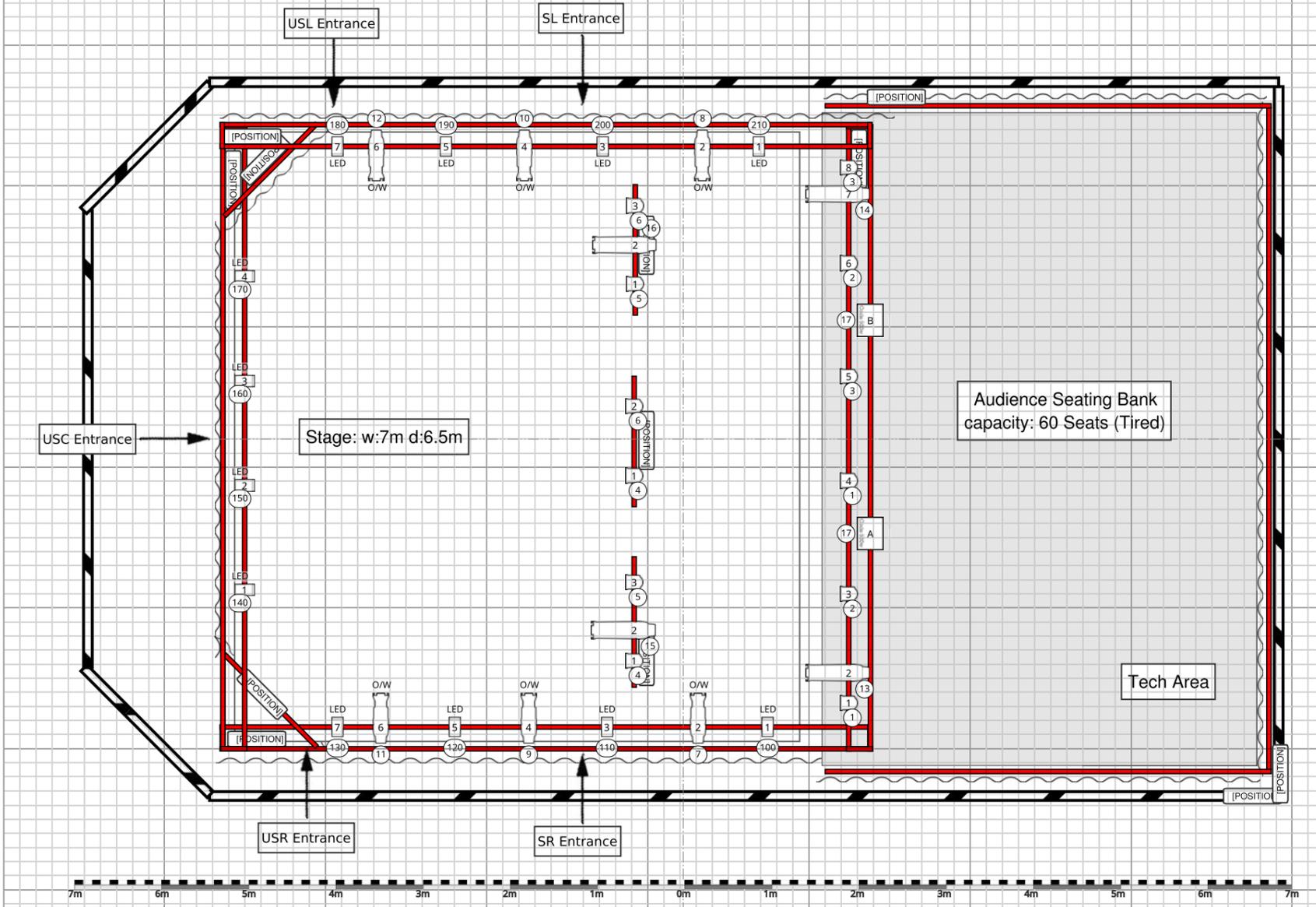
**SOUND**  
 2 x 8" Active Subs  
 2 x 10" Active Tops (10" Drivers) (Flown)  
 16 Channel Analogue Mixer  
 16/8 way Multicore (stage box USR)  
 3.5mm jack for iPod/laptop

GREENSIDE @ ROYAL TERRACE

JADE STUDIO

**AUDIENCE CAPACITY**  
 60 (seated)

**STAGE SIZE:**  
 7m x 6.5m  
 Height: 3.5m (lowest)





Set in the heart of town, we have the internationally renowned Festival Theatre around the corner, the bright lights of Bristo Square and George Square Gardens are less than a minutes walk away and the hustle and bustle of the Royal Mile only moments away. We have delivered our desire for creating great spaces and passion for service to the heart of the festival.

**Emerald Theatre**

We have something exciting... our HUGE thrust stage. Perfect for large stage productions, amazing for dance and big musicals. Who said you need to compromise at the Fringe?!

**Lime Studio**

We have what we know you love; a black box studio with a nice big stage and great Tech Facilities....perfect!

**Fern Studio**

Brand new for 2018 meet the baby of the family - Fern Studio! It's a black box 30 seater Studio absolutely made for smaller intimate pieces of work.

**GREENSIDE @ NICOLSON SQUARE**

# GREENSIDE @ NICOLSON SQUARE

# LIME STUDIO

## TECH SPECS

### LIGHTING

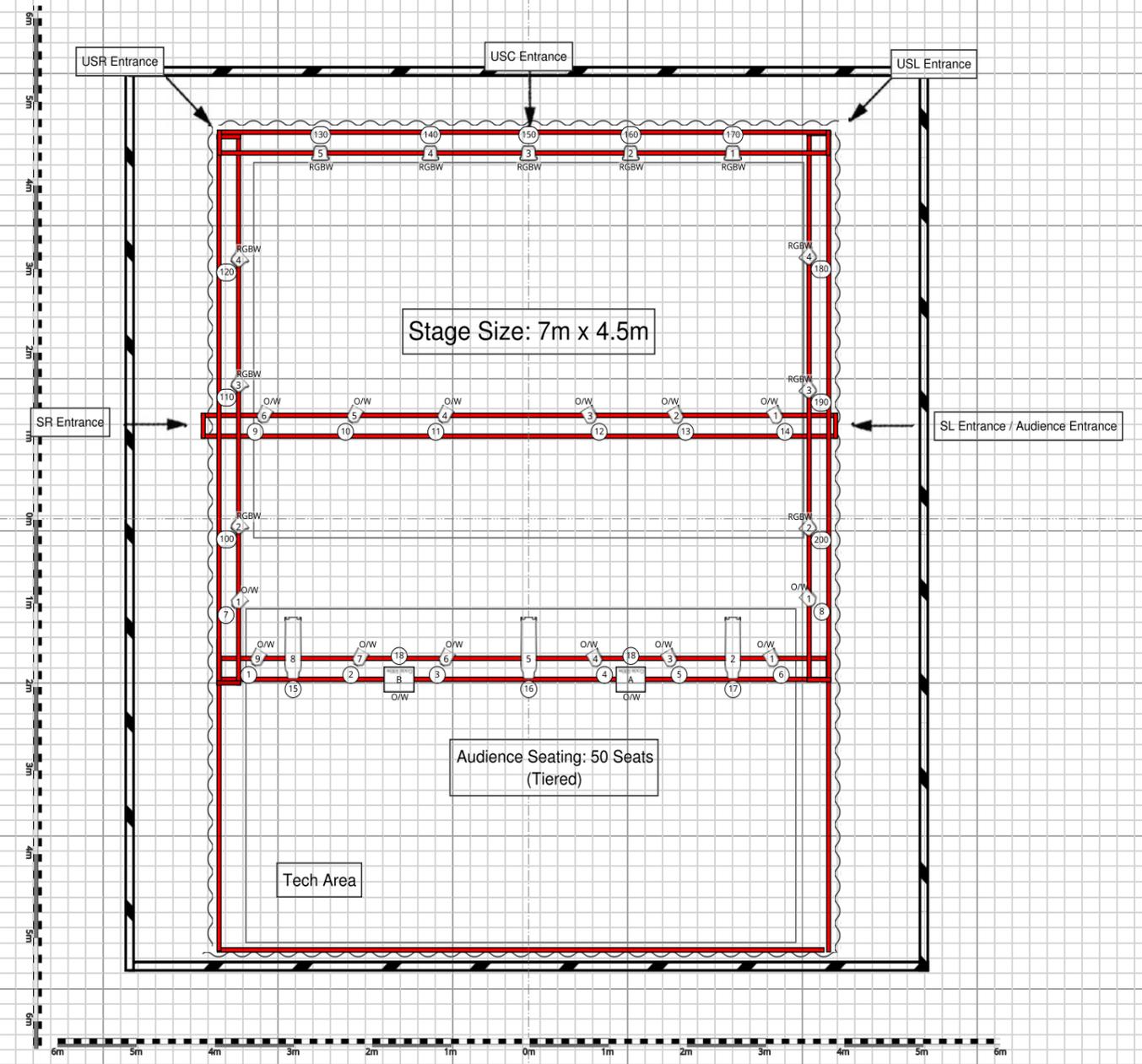
- Control: Zero88 Jester ML24
- 14 x 500W Fresnels
- 11 x LED Pars
- 3 x 600W Zoom Profiles (refocusables)
- 2 x 300W Floods (House Lights)

### SOUND

- 1 x 6" Active Sub
- 2 x Tops (6" Drivers) (Flown)
- 8 Channel Analogue Mixer
- 3.5mm Jack for iPod/laptop

**AUDIENCE CAPACITY**  
50 (seated)

**STAGE SIZE:**  
7m x 4.5m  
Height: 4m (lowest)



# FLOOR PLAN

# GREENSIDE @ NICOLSON SQUARE

# EMERALD THEATRE

## TECH SPECS

**LIGHTING**  
 ETC ION Desk  
 12x 575W Source4 Profile Spots  
 6 x Source 4 LED Lustr  
 4 x Source 4 Jnr  
 12 x RGBW LED pars  
 3 x Martin Mac 250 Entours

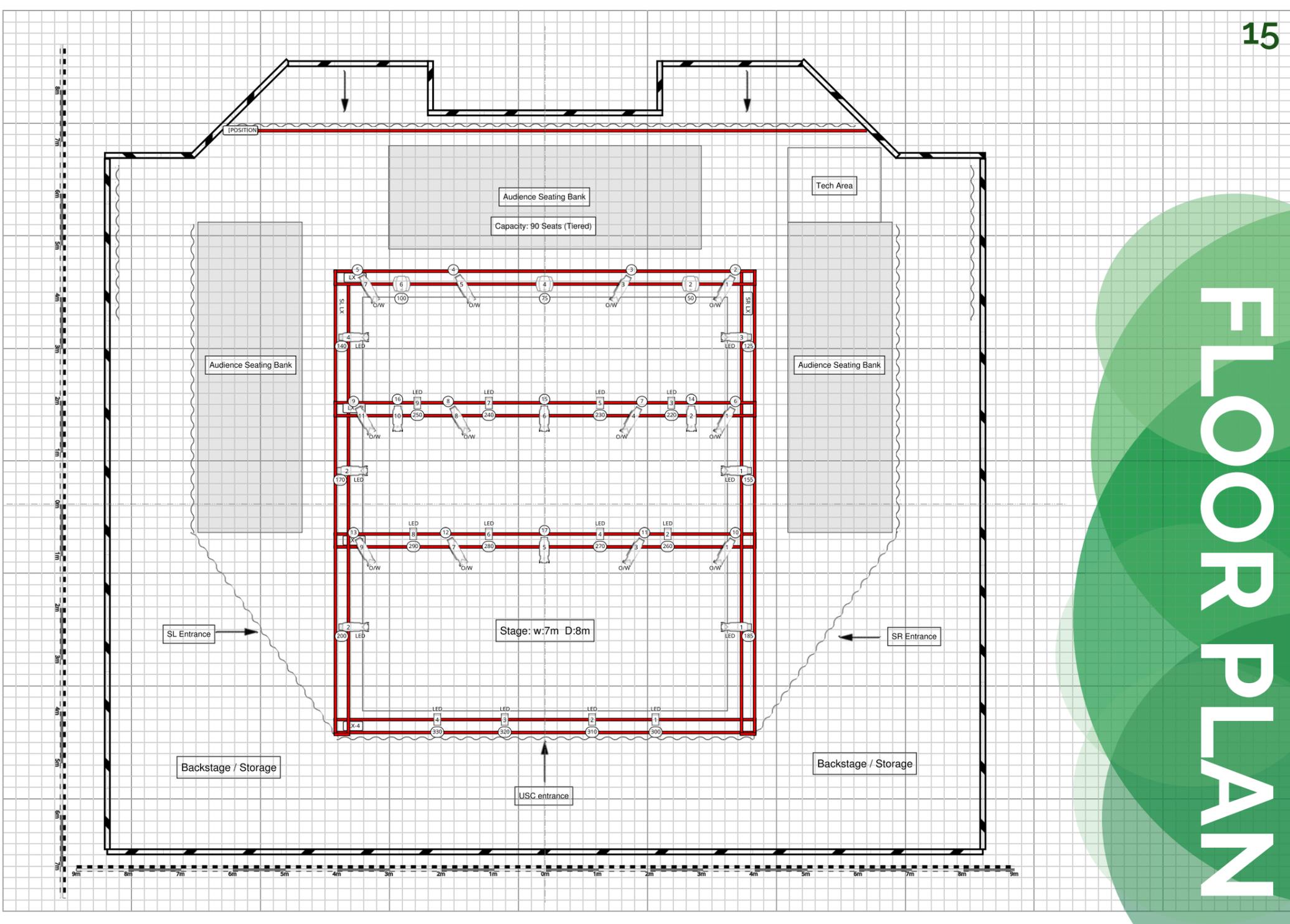
**SOUND**  
 Fohhn Xperience II Active PA  
 1x 2x6" sub  
 4x flown tops (10"drivers 1"CD horns)  
 Stage foldback  
 24 Channel Digital Mixer  
 3.5mm jack for iPod/laptop

## AUDIENCE CAPACITY

90 (seated)

## STAGE SIZE:

8m x 7m  
Height: 3.8m (lowest)



# GREENSIDE @ NICOLSON SQUARE

# FERN STUDIO

## TECH SPECS

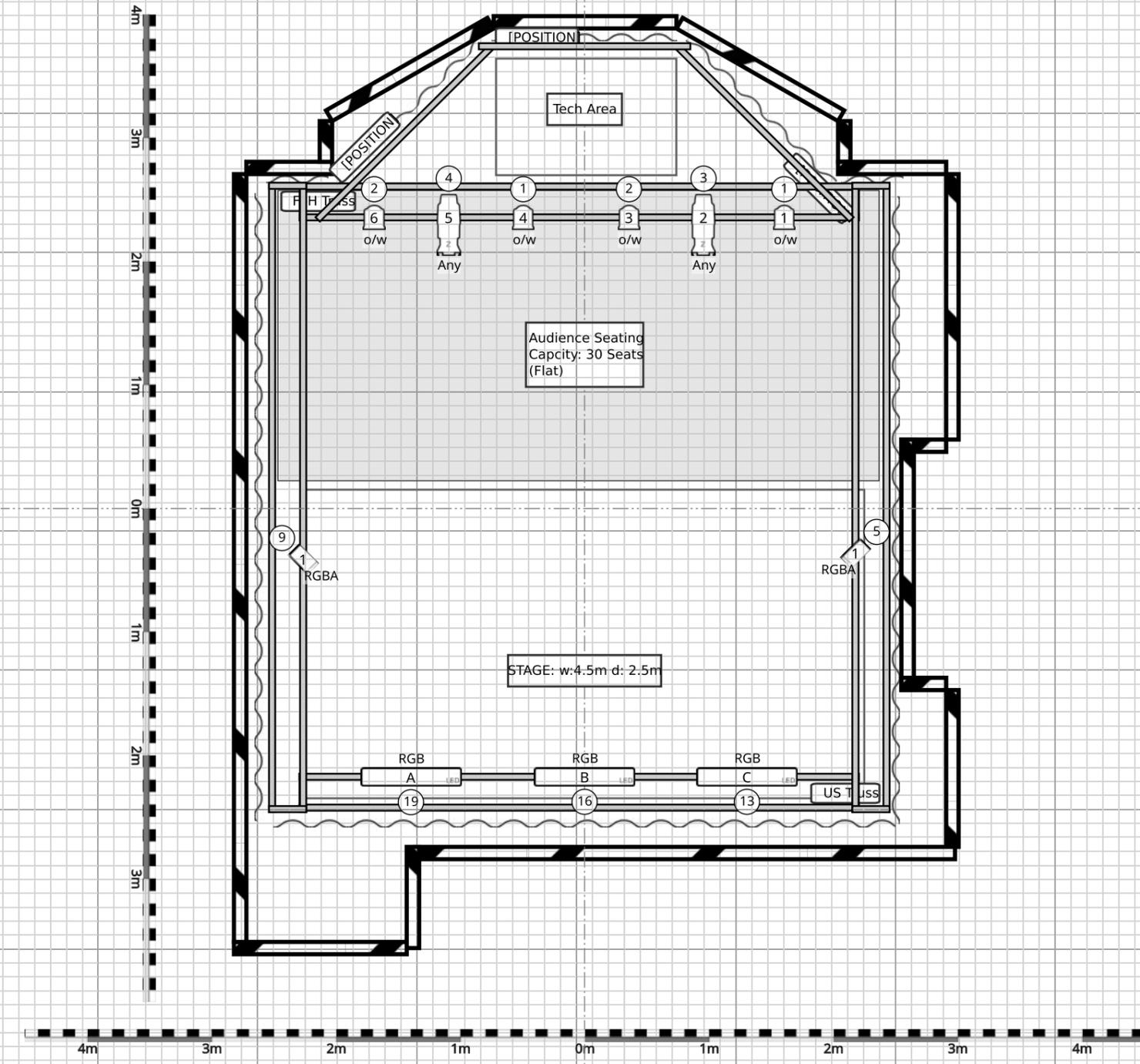
- LIGHTING**
- 4 x 500W Fresnel
  - 2 x Source 4 Jnrs (Refocusables)
  - 3 x RGB Battens
  - 2 x RBGA LED Pars
  - 2 x 300 W (House Lights)

- SOUND**
- 6 channel Analogue Mixer
  - 2 x D&B E3 Speakers
  - 3.5mm jack for iPod/laptop

**AUDIENCE CAPACITY**  
30 (seated)

**STAGE SIZE:**  
4.5m x 2.5m  
Height: 2.5m (lowest)

**BRAND NEW FOR 2018!**



**FLOOR PLAN**

Set just moments away from the Royal Mile directly off the hustle and bustle of South Bridge is the gorgeous former Victorian School building. With bags of character and charm, Infirmary Street is the perfect blend of our original Fringe Home @ Royal Terrace yet just moments away from Greenside @Nicolson Square.

As always we've listened to what you are looking for and created four beautiful spaces:

### Forest Theatre

Our biggest end on Studio Space with a massive stage and fantastic audience capacity, this studio is set to be a Fringe favourite.

### Mint Studio

Looking for an intimate and inviting space where you're not swallowed up by a massive stage and your audience is in reaching distance? Mint boasts a unique shaped stage and beautifully intimate audience capacity.

### Olive Studio

Modelled on the success of Mint Studio, Olive brings together a perfectly sized audience of 40 with a generous sized stage all in a perfectly formed end on black box studio.

### Ivy Studio

Modelled on Lime Studio at Nicolson Square, we bring you Ivy Studio - a beautifully crafted end on black box studio - great sized stage and audience capacity to match!

So, four great spaces, outdoor seating area, an indoor bar /cafe all set in the heart of the festival makes Greenside @ Infirmary Street the perfect Fringe Venue!

# GREENSIDE @ INFIRMARY STREET

# GREENSIDE @ INFIRMARY STREET

# FOREST THEATRE

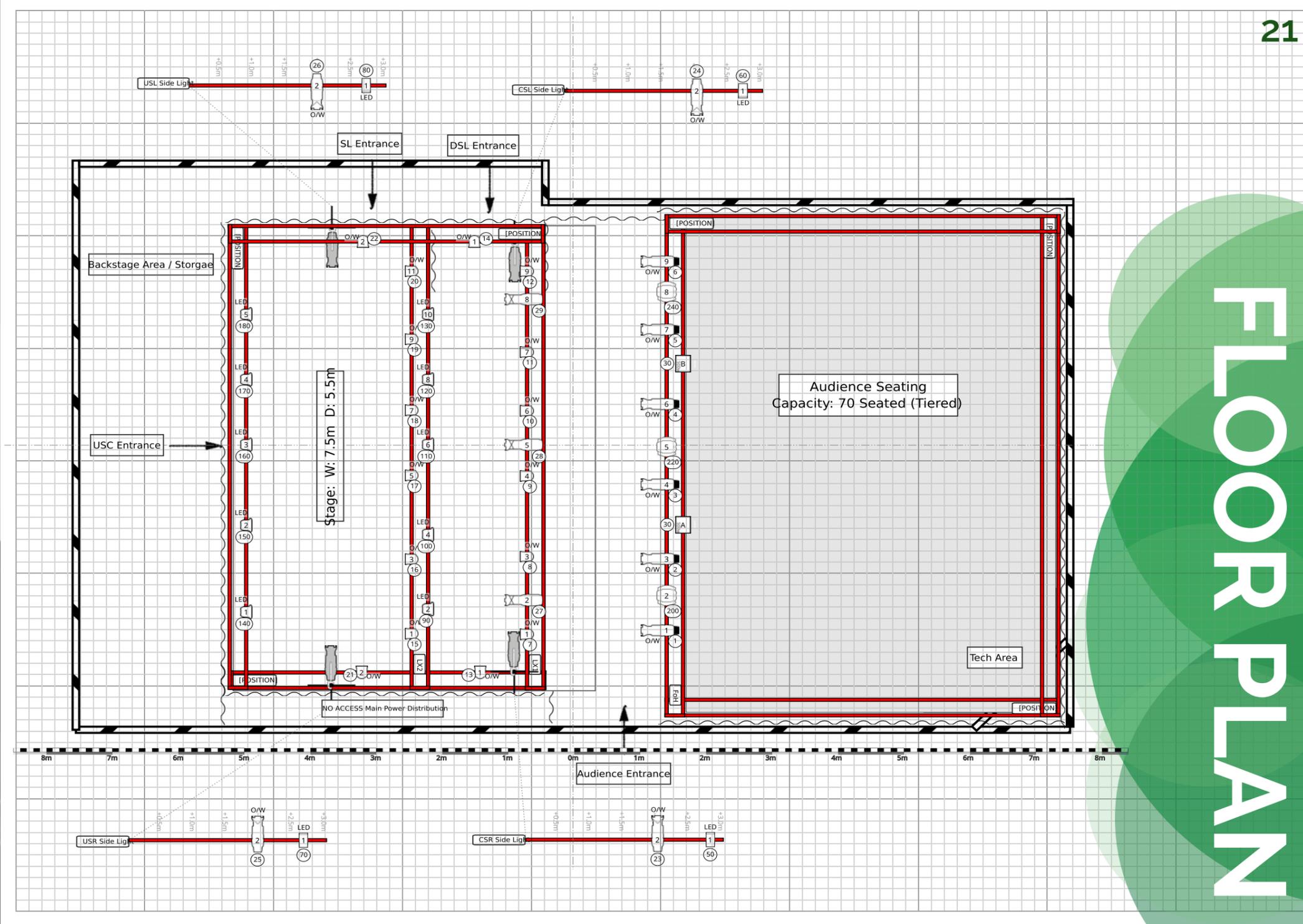
## TECH SPECS

**SOUND**  
 2x flown tops (10"drivers 1"CD horns)  
 16 Channel Analogue Mixer  
 3.5mm jack for iPod/laptop

**LIGHTING**  
 10 x RGB LED par 64 (LED)  
 4 x RGBA LED Par (Drop sidelight)  
 16 x 550w fresnels  
 10 x Source 4 profiles – fixed  
*(6 Front Light, 4 drop Side light)*  
 2 x 300w floods (house lights)  
 3 x 500w zoom profiles - refocusables  
 3 x Martin Mac 250 Entours  
 ETC Ion

**AUDIENCE CAPACITY**  
 70 (seated)

**STAGE SIZE:**  
 7.6m x 6m  
 Height: 4m (lowest)



# FLOOR PLAN

# MINT STUDIO

## TECH SPECS

### LIGHTING

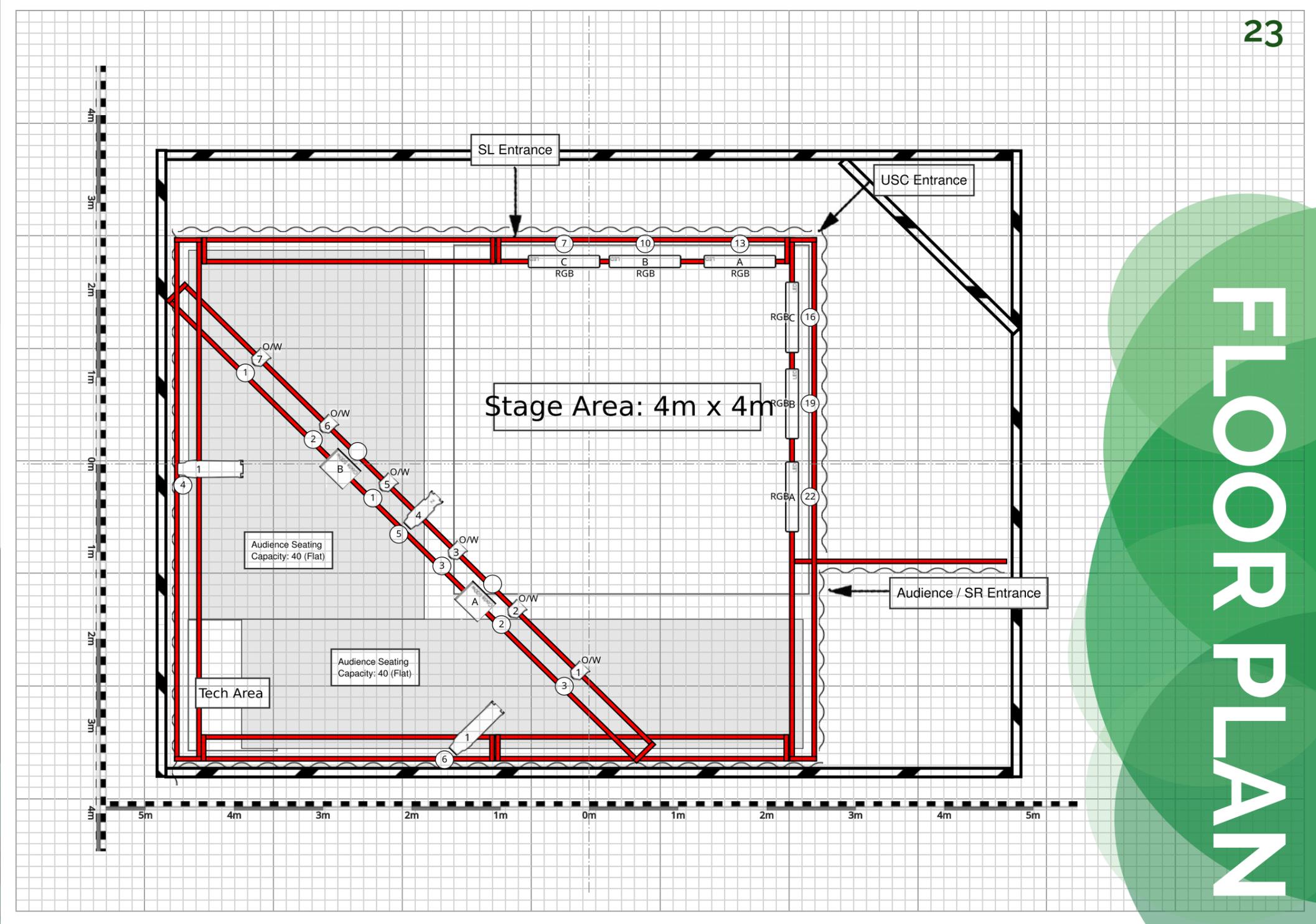
- 6 x LED battens
- 6 x 550W fresnels
- 3 x 500w zoom profiles
- 1 x 300w ood (house light)
- Zero 88 jester ML24

### SOUND

- 2x flown tops – Fohhn XT-10
- 8 Channel Analogue Mixer
- 3.5mm jack for iPod/laptop

**AUDIENCE CAPACITY**  
40 (seated)

**STAGE SIZE:**  
4m x 3.7m  
Height: 3.5m (lowest)



FLOOR PLAN

# GREENSIDE @ INFIRMARY STREET

# OLIVE STUDIO

## TECH SPECS

### LIGHTING

- 6 x 500W Fresnel
- 3 x ETC Source 4 Jr 15/50 Deg. 575W
- 2 x Floods (House Lights)
- 4 x LED Batten
- 2 x RGBA Pars (Side Light)
- Zero 88 Jester 12/24

### SOUND

- 2 x Fohhn XT-1 Loudspeakers
- 8 Channel Analogue Mixer
- 3.5mm jack for iPod/laptop

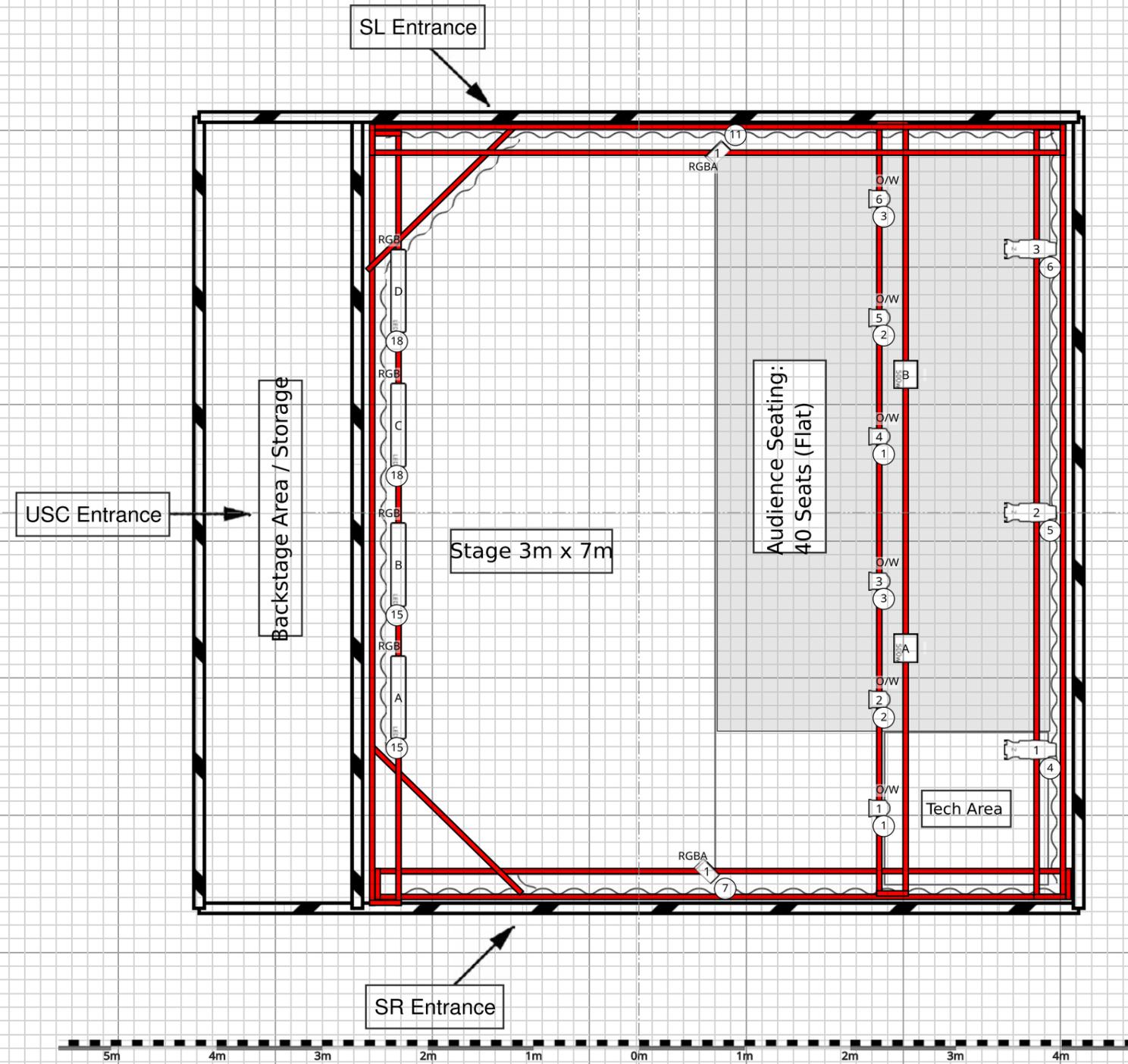
**AUDIENCE CAPACITY**

40 (seated)

**STAGE SIZE:**

7m x 3m

Height: 3.5m (lowest)



# FLOOR PLAN

# GREENSIDE @ INFIRMARY STREET

# IVY STUDIO

## TECH SPECS

### LIGHTING

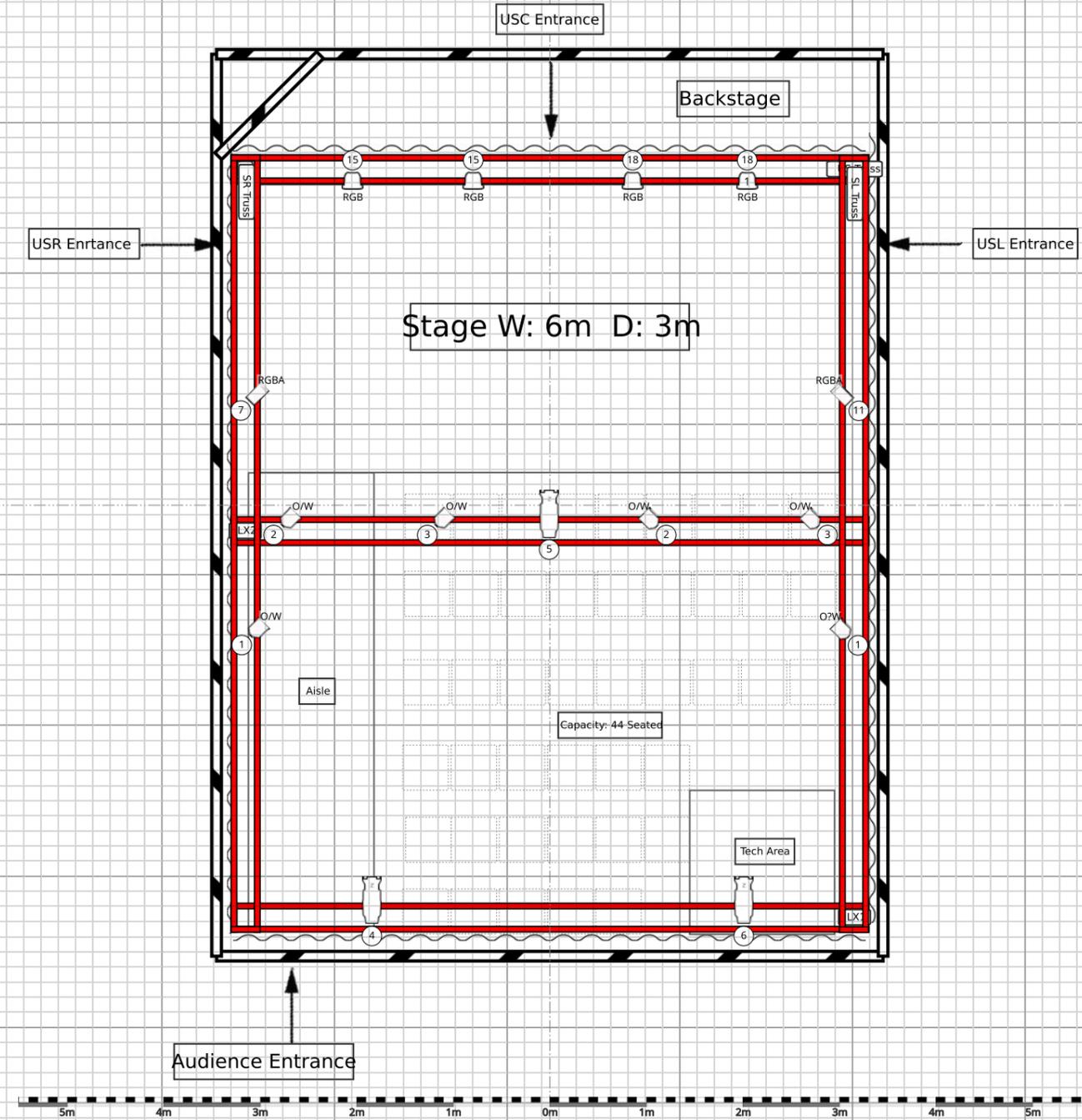
- 6 x 500W Fresnel
- 3 x 500W Profile Spots (Refocusables)
- 2 x Selecon Hui Flood 300W (House Lights)
- 4x RGB LED Parcans
- 2 x RGBA Par (Side Light)

### SOUND

- 2 x D&B E3 Speakers
- 8 Channel Analogue Mixer
- 3.5mm jack for iPod/laptop

**AUDIENCE CAPACITY**  
44 (seated)

**STAGE SIZE:**  
6m x 3m  
Height: 3.8m (lowest)



# FLOOR PLAN

# WE'RE HERE FOR YOU!

We believe that we uphold the founding principles of the Fringe festival. The Fringe should truly be a platform where anybody who wishes to perform should be able to perform. Now we know that's quite a claim to make but its one that we passionately stand by. Everyone is welcome at Greenside.

Providing a Space however is just the start of our service. We aim to provide you the most inclusive, friendly and approachable service at the Fringe. We want to create a community of likeminded people with shared goals and values. How? Well we've been there before, your Management Team all started the Fringe as performers and we know how hard it is. Its scary, daunting and seems like the work load is never ending, but it's worth every second! We want to be your ultimate Fringe support. We want to be able to help you out with aspects of the Fringe that you wouldn't think of asking us for. Like where should you stay, how to get to Edinburgh, where to park, where the best pint in town is, that secret restaurant that only locals know about.

Anything else that you can think of, we really do go by the saying that is 'there is no such thing as a stupid question.'

We're here for you every step of the way!



# HOW DOES IT WORK?

## Slots/Time of Day/Which Week to Perform

You've probably asked yourself one of the following questions:

*'What time of day should we perform?'*

*'What week should we perform in?'*

*'How many weeks should we perform for?'*

The truth is there is no definitive answer; each show/company is different. We'd love to have the opportunity to have a good natter over the phone with you and help you make those decisions.

To help in advance though here's some important info about the way Greenside operates.

- Our slots are 1hr and 10 minutes this is to include your get in, performance and get out.
- The 'standard' Fringe show is around 50 minutes with 10 minutes either side.

Need Longer? Speak to us and let us discuss your options.

## Our Key 2017 Dates are\*:

Venue Press Launch Wednesday 01/08/18

Week Zero/ One Tech day - Thursday 02/08/18

Week Zero Previews - Friday 03/8/18 - Sunday 05/8/18\*\*

Week One - Monday 06/08/18 - Saturday 11/08/18

Week Two Tech Day - Sunday 12/08/18

Week Two - Monday 13/08/18 - Saturday 18/08/18

Week Three Tech Day - Sunday 19/8/18

Week Three - Monday 20/08/17 - Saturday 25/8/18

\* Please note these are our fixed dates however you may only be able to perform for five days and need your tech on a Monday... we're more than flexible to discuss your specific requirements.

\*\* We are restricted to what performances can take place on this first Sunday - please discuss at point of booking. Sunday 6th is the ONLY Sunday that Greenside has performances.

# HOW MUCH DOES IT COST?

We offer an all inclusive one off straight hire fee.

So... we've made it really (really) simple: You pay us one cost, if you perform earlier in the day it is cheaper than later. You then pay this before you arrive in two instalments one with your signed contract and one in May.

Simple right?

This flat hire includes the FULL use of your venue and:

- FULL Support staff (Box Office, Venue Manager and yes with Greenside you get venue Front of House!)
- Venue Box Office that is linked with the Fringe - HUGE plus to increase sales and cross selling with the Frige.
- Fully assisted Technical Rehearsal with a Greenside technician showing you how everything works.
- Fully Licensed and council approved spaces.
- Complimentary Entry in our Venue Programme
- Opportunity to send all print to Greenside before arrival and store it for free.
- PRS Background Music license
- Opportunity to perform at the VIP Venue Press Launch (availability permitting)
- Free admittance\* to ALL Greenside shows with your snazzy Greenside Lanyard! There is a small cost for the lanyard of £10 per person paid for when in Edinburgh.
- Discount at ALL Greenside Cafés and Bars with your Greenside Lanyard.

In 2017 we had 492 accredited members of the Press and Industry attend Greenside shows. Whilst we would love to tell you that this means that you are guaranteed to have reviews coming in left, right and centre; unfortunately this isn't always the case. In any event our small yet experienced Press team are on hand throughout the festival to help and assist you. An open door office policy means you're always welcome to nip in and have a chat or more formally we hold our weekly drop in sessions for you to discuss all things Press. As you'd expect this service is all included in your rental fee.

Now we know the burning question: ... 'this all sounds great but how much is it going to cost me?' ...sound about right? We'd love to have the opportunity to tell you, the truth is that the cost of your stay with us is variable on a lot of factors. The time of day, length of slot, duration of run etc all have an impact. We want to give you the best cost and the right cost and you're just a short phone call away from us telling you. Drop us an email or give us a call and within 24hrs you will have a quote for your venue.

There are only two optional additional costs that could add to your total. If you would like to hire in additional kit for the rig that we do not already provide. If you would like one of Greenside's technicians to operate the lights and sound for your show. Please discuss with us if you would like more information on this.

There is nothing to work out after you leave; no deduction from your Box Office by Greenside. It's nice and simple, every single penny you make on our Box Office, you keep and we really do mean every single penny!

\*T+C's apply to free admittance.

# WHAT ELSE?

Finding and sourcing your venue is only part of your Fringe administration there are other costs and considerations that you need to think of as early as possible so you can budget/plan accordingly.

## Fringe Registration

Firstly you have to pay to 'Register' with the Fringe this is so you are included in the Fringe Programme. The Fringe can sell tickets on your behalf and all other benefits associated with being a registered Fringe show. Please check [edFringe.com](http://edFringe.com) for the specific deadlines.

## PRS

If your show uses copyright music then the Fringe will automatically deduct a percentage of your box office takings and pay this to PRS. Again please check with the Fringe the percentage rate.

## Insurance

To perform at Greenside we do require you to have Public Liability insurance. Don't worry though it's not as scary as it sounds, we recommend a specialist insurer who deals specifically with Fringe performers; [http://www.wrightsure.co.uk/Fringe\\_festival.php](http://www.wrightsure.co.uk/Fringe_festival.php). Members of equity may already have adequate individual cover please check.

## Accommodation/Travel

This is a whole separate document to be had! Speak to us... we know some great deals and places to look!

Long story short... there really is a lot to do, the above list is by no means exhaustive, it's just to start you thinking about what else is in store! As we said earlier though becoming a member of the Greenside Family means we are always on hand to help!



# WHAT THEY DON'T TELL YOU

So the Fringe is great, it's the biggest and best Arts Festival in the World but beware behind the glitz and glam is a whole lot of hard work. It is a tough hard slog and at times when it's raining hard and you've just had your thousandth flyer pushed in your face, and your best friend has just sent you a picture of themselves soaking up the sun on an exotic beach, you can question your sanity for being in Edinburgh. Anyone that has been to the Fringe before will have experienced something along these lines. Sometimes it isn't easy, far from it.

We are proud of our service and our venues but lets be sure we are all singing from the same green hymn sheet. You are paying a flat hire venue, which means you get the benefit of keeping 100% of your Box Office but simply put you are hiring a performance space. We promise to provide you a functional performance venue with lights and sound equipment. Staff who will sell tickets through the box office that we provide, and we will let your audience in and out of the performance space. Nobody can guarantee you an audience in Edinburgh and we won't pretend to either; it's an incredibly fierce market place with over 3,000 shows all vying for attention.

We are here to support and guide you as much or as little as you need with the experience we have gained from running venues at the Fringe for over 10 years. However we do not have a massive marketing department that can work tirelessly on your behalf getting your individual show reviewed and bums on seats. We do have press support and that means that we will ensure that any reviews you receive are printed and displayed at your venue, we will also deal with your venue press enquires and ensure the tickets are allocated. You also have the opportunity to meet some members of the press at your venue launch and we even distribute our own venue programme which you are of course include in. We're not by any means washing our hands of responsibility but its important to clarify that the responsibility of individually promoting your show is down to the expert of your show... ..which is you!

We think that you are the best person for the job, you have the tools and knowledge to passionately promote your show.

It might seem like a silly thing to bring up BUT... all venues in Edinburgh will get hot.. our venues are thriving. We have performances taking place in each space every hour, all day every day. The theatre lights are on in spaces that have been covered head to toe in black material with all windows covered and all doors shut. Throw into the mix a full house and cast on stage it's only natural that things will get hot! We work hard to minimise the impact with fans but its something we want to be clear about right from the start.

The facts from 2017; Despite us confirming just how hard it is to get an audience at the Fringe we are super proud of our statistics from Fringe 2017. Our average number of bums on seats per performance was 25 (made up of paying full tickets, paying concession tickets, complimentary tickets, press and promoter tickets) Our overall bums on seats increased by a MASSIVE 14% on 2017 compared to the

Fringe average increase of 9% in 2017 you can see why we're so proud of that number. The average seating capacity of our spaces was 56 so by our calculations an audience of 25 in a 56 seater makes an average capacity of 45%. Now that is just an average - some of our shows had far in excess of that number and others had far less.

So... if you're coming to the Fringe for financial success, 5\* reviews, dreams of sell out audiences, critical acclaim, a west end transfer afterwards and generally an experience that will positively change your life forever, then the Fringe may not provide that for you. We are not saying that never happens because it does, however if you're coming to experience the largest arts festival in the world, and not just experience the best bits, but also the tough bits along the way.. If you get any one of the amazing things we've just mentioned and you'd consider that a bonus then you're in the right place.



## WHAT NEXT?

We really hope that you like what you see and have read. Choosing your venue is such an important decision and we really hope that you decide that one of our spaces is right for you.

This pack has been designed as an introduction to Greenside.

All you need to do now is get in touch, no complicated online application forms just a simply email; [enquiries@greensidevenue.co.uk](mailto:enquiries@greensidevenue.co.uk)

You can contact either Darren or Tara directly;

Darren Neale - Venue Director  
[darren@greensidevenue.co.uk](mailto:darren@greensidevenue.co.uk)  
 07821418200

Tara Stapleton - Venue Director  
[tara@greensidevenue.co.uk](mailto:tara@greensidevenue.co.uk)  
 07845279094

### Find us on Social Media

We love social media and use it as a key way to communicate and promote our Venue and in turn your show.

Follow us on Twitter here:  
[@GreensideVenue](https://twitter.com/GreensideVenue)

Like us on Facebook here:  
[Greenside Venue](https://www.facebook.com/GreensideVenue)

We look forward to hearing from you!

*Tara & Darren*



GREENSIDE