

This short document contains most of the technical information necessary for your church to host an Acoustic Smoke concert. Please read over it if you are hosting the band in your church.

Ticket Sales and The Fundraiser Option

A church may bring the band in as an entertainment/draw event alone, or they may wish to use the concert as a fundraiser for what is typically the men's ministry.

Here is how it works

Acoustic Smoke will always take a minimum of \$8 at the door. The church, may charge nothing beyond that price if they wish, but the band's take will not be less than \$8 per adult. In this case the non profit/church would be bringing in the band as an entertainment/draw event rather than an entertainment/draw/fund raiser

Typically, for a more rural community, if a fundraiser is desired, ticket prices are set at \$12 per adult, 13 and under free. This is the standard price and will net Acoustic Smoke their minimum \$8 and the non profit/church \$4 per adult.

If more than \$12 is to be charged, the entire ticket price is simply divided at 67% for the band, and 33% for the church.

In more metropolitan areas, ticket prices can run as high as \$25 per adult 13 and under free. In such a case the band still takes 67% and the non profit/church takes 33%.

Other than the \$8 minimum personal take for the band, Acoustic Smoke will not dictate what ticket price the non profit/church chooses to charge, we will consult and gladly offer advice based on your geography and population base, but it is up to you how much you choose to charge.

Acoustic Smoke will sell merchandise at the concert, and the band will retain 100% of those earnings. Should the church choose to sell concessions or merchandise at the concert, the church will retain 100% of those earnings.

What Does the Church Provide?

Venue

Acoustic Smoke will play wherever you want them to, but there are several things you should keep in mind to make your event the most successful.

Gymnasium: Yes, we will play in your gymnasium, but don't forget this is not a youth concert. If you put adult men and their wives in a room with poor acoustics, metal folding chairs, lousy temperature control, and no lighting options it won't mess up the churches carpet, but it won't be a particularly pleasant, relaxing experience for them either. Avoid this if possible.

The Fellowship Hall: Possibly better than the gym depending on the hall. Are the acoustics better, will you still be seating them in metal folding chairs? Is it large enough?

Does it have simple performance lighting so the stage can be lit while the house can be dimmed?

The Sanctuary: It's obvious why the sanctuary is the best option if possible. Seating is generally more comfortable, acoustics are better, there is a stage, simple lighting options are generally available for the room as separate from the stage/alter. The room ambiance is generally much better.

The Stage: Whatever space you choose, a stage is not optional. Acoustic Smoke will require a raised stage of 6" minimum height. You would be surprised how standing on a flat floor with the crowd manages to deflate a performance. It's an odd psychological reality. The raised stage must be 10' wide by 6' deep or larger. In the case of ampatheater seating a sunken stage as found in many modern sanctuaries is perfectly acceptable as well. Consider how many people might attend. If you put 200 people in a fellowship hall, consider making the stage taller. As a general rule, the more people there are, the more the stage needs to stand out.

Power: The band will require a single 110volt power outlet or grounded drop chord within 25' of the stage. Our power needs are not large and we do not tend to trip breakers.

Volunteers

At 30min prior to show time, the church will need to provide no less than two volunteers to take tickets at the door. The church ought to provide them a table, chairs, cash box, and some change to get started. Acoustic Smoke will provide numbered tickets to be given out. One ticket will be issued per paying adult. We use the tickets to track how many people came and compare it to the money earned from ticket sales at the end of the show.

The church may wish to provide an MC of sorts to introduce the band and what we are doing, but this is optional.

If it is determined Acoustic Smoke's sound system is too small for your venue, the band will typically plug into the house system. In that case, the church will need to provide an engineer to run the system. In most cases this is not necessary. Our 1000 watt PA system is normally adequate for up to 500 people.

Sometimes Acoustic Smoke travels with between 1 to 5 "groupies", typically wives and or children of the band. If they do not have them at your show, we would certainly appreciate a volunteer to assist us at our merchandise table after the show.

Advertising

Normally churches do not spend much effort advertising beyond their own congregation, but you certainly could if you wish to improve your fund raiser return. Or simply get more people in the doors of your church. The best of all advertisements are 1. Directly to your own parishioners, and 2. Encouraging those parishioners to invite friends. We encourage you to place posters for the concert around your church at least one month in advance. We encourage whatever organization has chosen to bring Acoustic Smoke in (often the men's ministry) to do a little promotion during Sunday mornings in advance of

the show. You may even want to show one of the Acoustic Smoke's video's from our web page to give people a taste, or at least show them where to find the web page so they can see for themselves what we offer.

Outside promoting can be effective, and if your church has established advertising channels it tends to use, leverage those. The media download page on our web site offers you photos, playbills, posters, video's press releases and such for you to use at your discretion for advertising and promotional purposes.

What happens the day of the show?

Acoustic Smoke will want to arrive as early as possible to set up, test sound, work out any bugs, talk over details or anything else that needs doing. When they can arrive will depend on where their last show was. The band's business manager or booking agent will stay in touch with whomever your church chooses as a liaison for the show letting you know what their expected schedule is. If possible, they will arrive at minimum 2hrs before the concert.

Your ticket volunteers must be in place 30min before the concert is scheduled to begin.

After the concert, Acoustic Smoke will be available near their merchandise table for a meet and greet as long as people are interested. This is the reason a volunteer is nice to help at that table as the band is often busy chatting with people.

Once most of the crowd is gone the finances are taken care of and the band packs up. One should plan as much as two hours from the time the concert ends to the time the band drives away.

How is the Money Handled?

After the show, both a representative of the band, and a representative of the church will compare number of tickets sold to cash taken, minus change started with. The numbered ticket roll system with two volunteers, is there to encourage volunteers to act with integrity, after all, they are handling a great deal of cash. However legitimate, mistakes are made, minor discrepancies do appear, and the band won't get too worked up over these things.

Checks taken at the door will be written out to the church institution hosting the event. The church will be keeping all checks and cash from the ticket sales. Once the money is counted the church will be expected to issue two checks to the band's business entities in equal amounts. One check to Cornerstone Management, and one check to KB Productions. ***It is important the church have someone on hand with the authority to issue these two checks at the end of the night, or have two blank, signed checks prepared to be filled in by someone authorized to do so.***