**Stage Terms**

Crew Calls/ Calls

Load In

Sound Check

Focus

Show Call

Doors

Curtain

Intermission

Strike

Apron

Plaster Line

Center Line

Deck/ Stage

Rail

Dock

Bus and Truck

Shore Power

Upstage

Downstage

Stage Right

Stage Left

House Right

House Left

Back Stage

Back of House

FOH Front of House

Lobby

Mezzanine

Balcony

Logue

Vomitorium

Proscenium

Thrust

Round

Stadium

**Lighting Equipment**

Ellipsoidal (Source Four)

Par Can (Par)

Fresnel

Cyc Lights

Intelligent Instruments/ Automated

Electrics

Side Booms

Truss

Lighting Console

**Audio Equipment**

Arrays

Stacks

Front fill

Mix Position

Monitor Mix

Snake

Board/ Console

Analog or Digital

House Limit

Decibel

**Stage Equipment**

Fly or Counterweight System

Single Purchase

Double Purchase

Batten

Orchestra Shell/ Shell

Rigging

Points

Chain Motors

**Soft Goods**

Blacks

Cyclorama/ Cyc

Scrim

Borders

Legs

Teasers

Tormenter

Grand Drape (Main Rag)

Traveler

Guillotine

Fire Curtain

**Ticketing**

Comps

Kills

Holds

House Seats

Capacity

Working Capacity

House Count

Heat Map

PCI Compliant (PCI DSS)

Tiered

Dynamic Pricing

Reserved

General Admission

Subscription

**Contractual**

Offer

Contract/ Agreement

Rider

Addendum

Indemnity

Mutual Indemnification

Force Majeure

Settlement

Liability

Manifest

Bonded

Yellow Card

Merchandise (Merch)

Work Permits

Visas

Flat Guarantee

Support

Concessions

Percentage

Split

Backend

Royalties

Overages

Billing

Designee

Licensee

FEIN

ITIN

**Rights**

Performing Rights Organizations

ASCAP – American Society of Composers, Authors and Publishers

BMI – Broadcast Music Inc

SESAC

**Unions and Organizations**

IATSE – International Alliance of Theatrical Stage Employees

Equity (AEA) Actors Equity Association

AF of M (AFM) American Federation of Musicians

AGMA – American Guild of Musical Artists

SDC – Stage Directors and Choreographers

SAG-AFTRA – Screen Actor’s Guild - American Federation of Television and Radio Actors

OSHA – Occupational Safety and Health Administration

APAP – Association of Performing Arts Presenters

WAA – Wester Arts Alliance

Arts Midwest

Performing Arts Exchange

IAVM – International Association of Venue Managers

Arts Search

Booking Agent

**Marketing**

Leads

Packaging

Married Pages

Print/Printer Spread

Design/Designer spread

Mock-up

ROP – Run of paper, run of publication, run of press

ROS – Run of Station

Station Segmentation

Station rotator

Underwriting

Underwriting spot

Underwriting language

Call to Action (no call to action)

E Blast/E Newsletter

Emails

Four color, 4 color, full color

B&W/Black and White

Black plus one

Bleeds

Collateral

Ad columns

Ad sizing

Field Trips, Kids Shows

Mobile Optimized

Responsive Website

Brighten for Newsprint

DPI – Dots per Inch

PPI – Pixels Per Inch

High Resolution Image, Hi Res

Low Resolution, Low Res

Proof

Press Ready

Press proof

Blue line Proof

Digital Proof

Cookie

Browser History

Clear Catch

Cost Per click

Click Through

Boost

Cost per Engagement

Frequency

Impressions

Organic Reach

Paid Reach

Ad Banner

A/B Test

Analytics

Page views

Engagement

Custom Audiences

Target Audience

**Fundraising**

Gift

In-Kind

Restricted/ Unrestricted

Annual Giving

Endowment

Sponsorship

Underwriting

Advertising

Giving Levels

Stewardship

Renewal

Planned Giving

Estate Plan