



## Barcelona Bound Venues

### Instructions:

Facilitators role play being a venue managers. Below are detailed descriptions of the venues. The idea is to take on the persona of the manager and describe the venue to the music directors when they “phone” you for information without just reading straight from the page. Offering more information than they need to complete the weight and rate table requires the students to sift through their interaction with you to find the facts. This is a good learning exercise unto itself, but it’s your decision on how hard to make the communication based on your opinion of the capabilities of the students. Find the balance of challenging and fun but not so hard it becomes frustrating.

### The Venues

#### Terramar Beach Chalet

This bustling beachside cabana on the Costa Brava is a perennial summer favorite of locals. Bands perform on a square wooden stage that is just 20 meters from the tide marker. Beachgoers often stop by to order a drink and enjoy the music for a while before they skip into the waves. Shows start at 6m and go until sundown, the longer a band can play, the better. Terramar Chalet wants to attract people and sell drinks to make money. Bands can play as loud as they want, because the sound system is vintage and the lapping waves act as a natural sound dampener. The patrons respond best to laid back, mellow songs that match the calm undulation of the surrounding sea. The owner has stated that the most important expectation to him is that the band plays a long set. This factor accounts for  $\frac{3}{4}$  of the success of the gig. The ability to play chill, down-tempo music accounts for the remaining quarter of success.

#### The Cava Club

Located in the heart of Barceloneta, a hip section of the city that is one of the trendiest locales along the sunny Mediterranean coastline, embodies sophisticated nightlife at its zenith. People that come to the Cava Club want to dance the night away. There’s always a full lineup of 7 bands and DJs, so each artist typically performs for 45-60 minutes. The sound system is state-of-the-art and the club manager always wants it resonating at maximum levels. There’s no need for a band to vary their volume. The owner has stated that a band’s success at the Cava Club is primarily dependent on their ability to get the crowd dancing and drinking, so performing an upbeat set is about 80% of what will lead to success. If the crowd is enjoying the music, the band will be allowed an encore at the end of the night to please the fans, so the length of the set they are capable of playing only becomes a factor if people are grooving and accounts for 20% of band success.

#### Hotel Garrofer Resort

Located in Sitges, a beach community about 15 minutes north of Barcelona, Garrofer is a popular campground destination for tourists from every corner of Europe who appreciate a rustic, down-to-earth approach to vacationing. The on-site bar and restaurant has live music each Thursday, Friday, and Saturday nights. The most important expectations about performing bands that play Garrofer are, in order of priority, that:





- a) the band can start off playing loud, but quiet down significantly after sundown so that the people who want to relax and go to sleep early are undisturbed
- b) the band plays for at least 90 minutes every performance, ideally 2 hours
- c) the band plays music that has enough rhythm to motivate people from the restaurant onto the dancefloor – thirsty customers buy more drinks and the venue makes more money.

The owners have stated that the first expectation is twice as important as the other two. They feel that the second two expectations, set duration and rhythmic vibe are equal to each in importance.

