

## UK THEATRE & SOLT SURVEY 5: IMPACT OF COVID-19 (PRODUCTIONS)

About this survey: please read these notes carefully

UK Theatre and SOLT are continuing to investigate the impact of Coronavirus (COVID-19) - this time, specifically on productions.

Please complete the survey by Monday 22 June at noon.

Questions to be completed by the Lead Producing entity/only one producer or GM per show to avoid duplication. Please confer with your colleagues if necessary! You can [download the questions](#) here first to discuss with them.

Aim of the survey is to enable us to assess:

- a) Cost of possible TTR (Theatre Production Tax Relief) and the proposed changes to HMRC using the last few years of history to recalculate
- b) The level that might be required under the Commercial CIPS Fund (Cultural Investment Participation Fund)
- c) The likely return on the Commercial CIPS Fund based on recent production history.

Please note:

- There are sections to be completed by commercial shows.
- There is a section to be completed by not-for-profit members.

For the purposes of this survey we are categorising commercial shows as those that are funded with investment on the basis of a potential commercial return.

Please only complete for all shows that capitalised at over £250k. This is to limit the data input required and is not intended to be a threshold for any government support.

If you are 'commercial' at the end of each section you will be asked if you want to add another show.

Please be aware we are collecting data for three types of show:

- 1) Past Shows (ENTER UP TO 20 SHOWS)
- 2) Post COVID / New Shows (ENTER UP TO 10 SHOWS)
- 3) Re-mounted shows (ENTER UP TO 10 SHOWS)

To add more than one show per category, you will click 'I'd like to add another show'. If you click no, you will be taken to the next section, e.g. if you've just completed Past Shows, you'll be taken to Post-Covid shows.

If you need to ADD MORE SHOWS THAN is allowed per category as specified above e.g. we know some of you will have more than twenty shows in the 'Past-shows' section. If this is the case, please submit this entry and start a new survey and in 'organisation name' please state for instance 'Joe Blogs Productions - Submission 2'

**We recognise that this is asking for a lot of information and at a time where everybody is stretched. Please complete as much as you can but don't worry if you can't answer every question, or access the data for every show. Some answers are better than none.**

**Data will be shared externally (with government and other relevant stakeholders). All commercial sales data will be aggregated and anonymised. If there are specific venue examples that we need to quote, we will seek the venue's permission beforehand. To see UK Theatre's privacy policy, visit here: <https://uktheatre.org/privacy-policy/>. To see SOLT's privacy policy visit here: <https://solt.co.uk/privacy-policy/>**

**Email [ceooffice@soltukt.co.uk](mailto:ceooffice@soltukt.co.uk) if you have any questions.**

\* 1. Do you agree to sharing your data in the above-mentioned ways?

Yes

## UK THEATRE & SOLT SURVEY 5: IMPACT OF COVID-19 (PRODUCTIONS)

### Organisation Details

\* 2. Organisation / Company name

\* 3. Your email address (this is in case we need to contact you about your answers)

\* 4. Are you a member of

- Society of London Theatre
- UK Theatre
- Both UK Theatre and SOLT
- None of these

\* 5. What type of organisation are you representing?

- Theatre building/venue
- Production/touring company
- We do / are both of these

\* 6. Where is your organisation based?

- England
- Northern Ireland
- Scotland
- Wales

7. If you are in England, are you in London's West End?

- Yes
- No
- N/A - I/We are not in England

\* 8. Are you:

- Fully commercial
- Not-for-profit

## UK THEATRE & SOLT SURVEY 5: IMPACT OF COVID-19 (PRODUCTIONS)

### Past Shows

**Questions to be completed by the Lead Producing entity/only one producer or GM per show to avoid duplication. Please confer with your colleagues if necessary!**

**Please complete for all shows which opened in the Fiscal Year eg. Apr to March for 16/17, 17/18, 18/19 & 19/20.**

**As a reminder: please only complete for all shows that capitalised at over £250k. This is to limit the data input required and is not intended to be a threshold for any government support.**

\* 9. Do you have past shows to enter?

Yes

No

## UK THEATRE & SOLT SURVEY 5: IMPACT OF COVID-19 (PRODUCTIONS)

### FIRST SHOW DATA ENTRY FOR Past Shows

**Questions to be completed by the Lead Producing entity/only one producer or GM per show to avoid duplication. Please confer with your colleagues if necessary!**

**Please complete for all shows which opened in the Fiscal Year eg. Apr to March for 16/17, 17/18, 18/19 & 19/20.**

**As a reminder: please only complete for all shows that capitalised at over £250k. This is to limit the data input required and is not intended to be a threshold for any government support.**

10. Name of Show

11. Year of first performance

- 16/17
- 17/18
- 18/19
- 19/20

12. Was the production still running as of 16 March 2020?

- Yes
- No

13. Total Capitalisation (to nearest £ bracket below). Please include claims for recasts and royalties

- |                                   |                                    |
|-----------------------------------|------------------------------------|
| <input type="radio"/> 250 - 500 K | <input type="radio"/> 5.1 M - 6 M  |
| <input type="radio"/> 501 - 750 K | <input type="radio"/> 6.1 M - 7 M  |
| <input type="radio"/> 751 K - 1 M | <input type="radio"/> 7.1 M - 8 M  |
| <input type="radio"/> 1.1 M - 2 M | <input type="radio"/> 8.1 M - 9 M  |
| <input type="radio"/> 2.1 M - 3 M | <input type="radio"/> 9.1 M - 10 M |
| <input type="radio"/> 3.1 M - 4 M | <input type="radio"/> 10 M +       |
| <input type="radio"/> 4.1 M - 5 M |                                    |

14. Total TTR funds returned, applied for OR to be applied for. Please include claims for recasts and royalties

- |                            |                             |
|----------------------------|-----------------------------|
| <input type="radio"/> 50K  | <input type="radio"/> 700K  |
| <input type="radio"/> 100K | <input type="radio"/> 800K  |
| <input type="radio"/> 200K | <input type="radio"/> 900K  |
| <input type="radio"/> 300K | <input type="radio"/> 1M    |
| <input type="radio"/> 400K | <input type="radio"/> 1.25M |
| <input type="radio"/> 500K | <input type="radio"/> 1.5M  |
| <input type="radio"/> 600K | <input type="radio"/> 2M +  |

15. Was it

- |  |  |
|--|--|
| <input type="radio"/> West End (i.e. 20% rate)                                   | <input type="radio"/> Other Regional (i.e. 20% rate) |
| <input type="radio"/> West End Including touring before or after (i.e. 25% rate) | <input type="radio"/> Touring (i.e. 25% rate)        |
| <input type="radio"/> Other London (i.e. 20% rate)                               |  |

16. Total pre-production marketing cost within the capitalisation

- |                            |                             |
|----------------------------|-----------------------------|
| <input type="radio"/> 50K  | <input type="radio"/> 700K  |
| <input type="radio"/> 100K | <input type="radio"/> 800K  |
| <input type="radio"/> 200K | <input type="radio"/> 900K  |
| <input type="radio"/> 300K | <input type="radio"/> 1M    |
| <input type="radio"/> 400K | <input type="radio"/> 1.25M |
| <input type="radio"/> 500K | <input type="radio"/> 1.5M  |
| <input type="radio"/> 600K | <input type="radio"/> 2M +  |

17. Total reserve as part of the capitalisation

- |                            |                             |
|----------------------------|-----------------------------|
| <input type="radio"/> 50K  | <input type="radio"/> 700K  |
| <input type="radio"/> 100K | <input type="radio"/> 800K  |
| <input type="radio"/> 200K | <input type="radio"/> 900K  |
| <input type="radio"/> 300K | <input type="radio"/> 1M    |
| <input type="radio"/> 400K | <input type="radio"/> 1.25M |
| <input type="radio"/> 500K | <input type="radio"/> 1.5M  |
| <input type="radio"/> 600K | <input type="radio"/> 2M +  |

18. Was the estimated TTR:

- |  |
|--|
| <input type="radio"/> Part of that reserve   |
| <input type="radio"/> Treated as additional return not allowed for the original capitalisation |

19. What profit as a percent of capital was earned or has been earned to date (after deduction of qualifying net profit shares but before producer split) I.e. pure producer recoupment calculation?

- |                           |                            |
|---------------------------|----------------------------|
| <input type="radio"/> 0%  | <input type="radio"/> 60%  |
| <input type="radio"/> 10% | <input type="radio"/> 70%  |
| <input type="radio"/> 20% | <input type="radio"/> 80%  |
| <input type="radio"/> 30% | <input type="radio"/> 90%  |
| <input type="radio"/> 40% | <input type="radio"/> 100% |
| <input type="radio"/> 50% |                            |

20. What percentage of the capital was recouped or has been recouped to date, including unspent reserves?

- |                           |                            |
|---------------------------|----------------------------|
| <input type="radio"/> 0%  | <input type="radio"/> 60%  |
| <input type="radio"/> 10% | <input type="radio"/> 70%  |
| <input type="radio"/> 20% | <input type="radio"/> 80%  |
| <input type="radio"/> 30% | <input type="radio"/> 90%  |
| <input type="radio"/> 40% | <input type="radio"/> 100% |
| <input type="radio"/> 50% |                            |

\* 21. Would you like to add another PAST SHOW?

- Yes  
 No

## UK THEATRE & SOLT SURVEY 5: IMPACT OF COVID-19 (PRODUCTIONS)

### Post-Covid shows / New Shows

Please complete for all shows (whether confirmed or planned) that you anticipate will commence performances

- In the West End within 1 year of theatres re-opening (assuming Spring 2021 reopening)
- for touring/non-West End productions, within 2 years of theatres re-opening. (as defined by their first performance date while touring). These could subsequently come into the West End.

This section is for shows that were not yet on sale, pre COVID-19 shutdown. The subsequent section is for suspended shows

\* 249. Do you have shows to enter into the Post-Covid / New shows category?

Yes

No



## UK THEATRE & SOLT SURVEY 5: IMPACT OF COVID-19 (PRODUCTIONS)

### FIRST SHOW DATA ENTRY FOR CATEGORY: Post Covid / New Shows

**Please complete for all shows (whether confirmed or planned) that you anticipate will commence performances**

**- In the West End within 1 year of theatres re-opening (assuming Spring 2021 reopening)**

**- for touring/non-West End productions, within 2 years of theatres re-opening. (as defined by their first performance date while touring). These could subsequently come into the West End.**

**This section is for shows that were not yet on sale, pre COVID-19 shutdown. The subsequent section is for suspended shows**

250. New Shows: New show name (enter 'TBC' and a show name OR if you wish for it to remain anonymous call it: Show A, Show B etc.)

251. Total Capitalisation (to nearest £ bracket below).

- |                                   |                                    |
|-----------------------------------|------------------------------------|
| <input type="radio"/> 250 - 500 K | <input type="radio"/> 5.1 M - 6 M  |
| <input type="radio"/> 501 - 750 K | <input type="radio"/> 6.1 M - 7 M  |
| <input type="radio"/> 751 K - 1 M | <input type="radio"/> 7.1 M - 8 M  |
| <input type="radio"/> 1.1 M - 2 M | <input type="radio"/> 8.1 M - 9 M  |
| <input type="radio"/> 2.1 M - 3 M | <input type="radio"/> 9.1 M - 10 M |
| <input type="radio"/> 3.1 M - 4 M | <input type="radio"/> 10 M +       |
| <input type="radio"/> 4.1 M - 5 M |                                    |

252. Total of pre-production costs eligible for TTR

- |                            |                             |
|----------------------------|-----------------------------|
| <input type="radio"/> 50K  | <input type="radio"/> 700K  |
| <input type="radio"/> 100K | <input type="radio"/> 800K  |
| <input type="radio"/> 200K | <input type="radio"/> 900K  |
| <input type="radio"/> 300K | <input type="radio"/> 1M    |
| <input type="radio"/> 400K | <input type="radio"/> 1.25M |
| <input type="radio"/> 500K | <input type="radio"/> 1.5M  |
| <input type="radio"/> 600K | <input type="radio"/> 2M +  |

253. Total of anticipated marketing cost as part of capital raise?

- |                            |                             |
|----------------------------|-----------------------------|
| <input type="radio"/> 50K  | <input type="radio"/> 700K  |
| <input type="radio"/> 100K | <input type="radio"/> 800K  |
| <input type="radio"/> 200K | <input type="radio"/> 900K  |
| <input type="radio"/> 300K | <input type="radio"/> 1M    |
| <input type="radio"/> 400K | <input type="radio"/> 1.25M |
| <input type="radio"/> 500K | <input type="radio"/> 1.5M  |
| <input type="radio"/> 600K | <input type="radio"/> 2M +  |

\* 254. Is it

- |  |  |
|--|--|
| <input type="radio"/> West End (i.e. 20% rate)                                   | <input type="radio"/> Other Regional (i.e. 20% rate) |
| <input type="radio"/> West End Including touring before or after (i.e. 25% rate) | <input type="radio"/> Touring (i.e. 25% rate)        |
| <input type="radio"/> Other London (i.e. 20% rate)                               |  |

\* 255. Would you like to add another Post-Covid show?

- Yes
- No

## UK THEATRE & SOLT SURVEY 5: IMPACT OF COVID-19 (PRODUCTIONS)

### Re-mounted Shows

**We all anticipate there will be remounting costs involved in remounting a suspended show. For the purposes of this survey we are calling these costs Remounting Capital. Please include 'hibernation costs' in this figure, net of government support such as CJRS reimbursement, but including any CJRS employer contribution or redundancy costs.**

**This section is for shows that were on sale pre-COVID-19 shutdown and you intend to re-open.**

\* 309. Do you have shows to enter into the Re-Mounted shows category?

Yes

No

## UK THEATRE & SOLT SURVEY 5: IMPACT OF COVID-19 (PRODUCTIONS)

### FIRST SHOW DATA ENTRY FOR CATEGORY: Re-mounted Shows

**We all anticipate there will be remounting costs involved in remounting a suspended show. For the purposes of this survey we are calling these costs Remounting Capital. Please include 'hibernation costs' in this figure, net of government support such as CJRS reimbursement, but including any CJRS employer contribution or redundancy costs.**

**This section is for shows that were on sale pre-COVID-19 shutdown and you intend to re-open.**

310. Remounting Show Name (again TBC is fine)

311. Total reopening Capital needed to re-open the production (assuming Spring 2021 reopening)?

- |                                   |                                    |
|-----------------------------------|------------------------------------|
| <input type="radio"/> 250 - 500 K | <input type="radio"/> 5.1 M - 6 M  |
| <input type="radio"/> 501 - 750 K | <input type="radio"/> 6.1 M - 7 M  |
| <input type="radio"/> 751 K - 1 M | <input type="radio"/> 7.1 M - 8 M  |
| <input type="radio"/> 1.1 M - 2 M | <input type="radio"/> 8.1 M - 9 M  |
| <input type="radio"/> 2.1 M - 3 M | <input type="radio"/> 9.1 M - 10 M |
| <input type="radio"/> 3.1 M - 4 M | <input type="radio"/> 10 M +       |
| <input type="radio"/> 4.1 M - 5 M |                                    |

312. Can that reopening capital be partly or fully funded by undistributed reserve?

- Partly funded by undistributed reserve
- Fully funded by undistributed reserve
- New funds required

313. How much of the above reopening capital would be eligible for TTR if the re-mount costs were defined as per current qualifying / non qualifying rules for pre-production costs (to nearest £10k)?

- |                            |                             |
|----------------------------|-----------------------------|
| <input type="radio"/> 50K  | <input type="radio"/> 700K  |
| <input type="radio"/> 100K | <input type="radio"/> 800K  |
| <input type="radio"/> 200K | <input type="radio"/> 900K  |
| <input type="radio"/> 300K | <input type="radio"/> 1M    |
| <input type="radio"/> 400K | <input type="radio"/> 1.25M |
| <input type="radio"/> 500K | <input type="radio"/> 2M +  |
| <input type="radio"/> 600K |                             |

314. How much of this anticipated marketing cost as part of the relaunch?

- |                           |                            |
|---------------------------|----------------------------|
| <input type="radio"/> 10% | <input type="radio"/> 60%  |
| <input type="radio"/> 20% | <input type="radio"/> 70%  |
| <input type="radio"/> 30% | <input type="radio"/> 80%  |
| <input type="radio"/> 40% | <input type="radio"/> 90%  |
| <input type="radio"/> 50% | <input type="radio"/> 100% |

315. Is it

- West End
- Other London
- Touring
- Single venue regional

\* 316. Would you like to add another show?

- Yes
- No

If you choose not to add another show the survey will complete and you will not be able to amend your previous answers.

## UK THEATRE & SOLT SURVEY 5: IMPACT OF COVID-19 (PRODUCTIONS)

To be completed by Not-For-Profits

Questions to be completed by the Lead Producing entity/only one producer or GM per show to avoid duplication. Please confer with your colleagues if necessary!

Please complete for all shows which opened in the Fiscal Year eg. Apr to March for 16/17, 17/18, 18/19 & 19/20.

379. What was your total Production expenditure per year (only complete if your accounting makes this easy to answer)?

- |                           |                                |
|---------------------------|--------------------------------|
| <input type="radio"/> 10K | <input type="radio"/> 100K     |
| <input type="radio"/> 20K | <input type="radio"/> 100-250K |
| <input type="radio"/> 30K | <input type="radio"/> 250-500K |
| <input type="radio"/> 40K | <input type="radio"/> 500k-1M  |
| <input type="radio"/> 50K | <input type="radio"/> 1-5M     |
| <input type="radio"/> 60K | <input type="radio"/> 5-10M    |
| <input type="radio"/> 70K | <input type="radio"/> 10-50M   |
| <input type="radio"/> 80K | <input type="radio"/> 50M +    |
| <input type="radio"/> 90K |                                |

380. How many productions does this cover per year (only complete if your accounting makes this easy to answer) ?

- 0
- 1
- 2
- 3
- 4
- 5-10
- 10-20
- 20-50
- 50+

381. What was your total marketing cost across the Fiscal Year? (to nearest £ bracket below)

- |                           |                                |
|---------------------------|--------------------------------|
| <input type="radio"/> 10K | <input type="radio"/> 100K     |
| <input type="radio"/> 20K | <input type="radio"/> 100-250K |
| <input type="radio"/> 30K | <input type="radio"/> 250-500K |
| <input type="radio"/> 40K | <input type="radio"/> 500k-1M  |
| <input type="radio"/> 50K | <input type="radio"/> 1-5M     |
| <input type="radio"/> 60K | <input type="radio"/> 5-10M    |
| <input type="radio"/> 70K | <input type="radio"/> 10-50M   |
| <input type="radio"/> 80K | <input type="radio"/> 50M +    |
| <input type="radio"/> 90K |                                |

382. What was your total TTR claim per Fiscal Year, including any recast and royalties.

- |                           |                                |
|---------------------------|--------------------------------|
| <input type="radio"/> 10K | <input type="radio"/> 100K     |
| <input type="radio"/> 20K | <input type="radio"/> 100-250K |
| <input type="radio"/> 30K | <input type="radio"/> 250-500K |
| <input type="radio"/> 40K | <input type="radio"/> 500k-1M  |
| <input type="radio"/> 50K | <input type="radio"/> 1-5M     |
| <input type="radio"/> 60K | <input type="radio"/> 5-10M    |
| <input type="radio"/> 70K | <input type="radio"/> 10-50M   |
| <input type="radio"/> 80K | <input type="radio"/> 50M +    |
| <input type="radio"/> 90K |                                |

383. Did you claim

- Only at the 20% TTR rate?
- Only at the 25% TTR rate?
- A combination of both rates?