**SOLT & UK Theatre Annual Membership Survey: Venue FDs**

Thank you for taking the time to complete the SOLT & UK Theatre annual survey. This section of the survey is aimed at Venue FDs.

**Who should complete it?** Those responsible for financial accounting in a venue - whether producing or presenting, NPO or commercial, regardless of size or location.

**Data required:** Balance sheets, P&L statements, or other financial reports.

**Deadline: 12pm on Monday 13 March 2025**  
  
**You can use this word version to compile your response but please enter the final version into the survey page.**

*If another colleague in your organisation is better suited to complete this section, please forward the survey link to them:*

<https://www.surveymonkey.com/r/SOLTUKTMemberSurvey2025Venues>

The survey is presented in three sections, links to sections 1 and 3:   
**All Theatre Industry Leaders:**

<https://www.surveymonkey.com/r/SOLTUKTMemberSurvey2025>

**Producers and General Managers:**

<https://www.surveymonkey.com/r/SOLTUKTMemberSurvey2025Producers>

All responses will be kept confidential, we collect contact details to align responses, remove duplicate responses and to ensure we don’t remind you to complete the survey when you already have!

**Contact information**

1. **Name**
2. **Role**
3. **Email**
4. **What organisation do you work for\*:**
5. **What type of organisation are you?** *Tick the closest option.*
   1. Producing venue
   2. Presenting venue
   3. Producing and presenting venue
   4. Multi-venue organisation (venues only)
   5. Multi-venue organisation (venues and producing)
   6. Other, please specify
6. Which organisation are you a member of? *Select all that apply.*
   1. SOLT
   2. UK Theatre
   3. None of the Above

## **Financial statements**

*When answering the following questions, please use the financial year which most closely aligns with the Government tax year of 6 April 2023 to 5 April 2024. This is the year we mean in the rest of the survey when we refer to 2023/24 (even if your closest financial year is 2022/23).*

1. **In what month does your financial year begin?** 
   1. **April**
   2. **May**
   3. **June**
   4. **July**
   5. **August**
   6. **September**
   7. **October**
   8. **November**
   9. **December**
   10. **January**
   11. **February**
   12. **March**

Please complete the tables below for your financial year which is closest to 6 April 2023 to 5 April 2024

1. **Income**

|  |  |
| --- | --- |
|  | 2023/24 financial year |
| Core activities (i.e. ticket sales) |  |
| Other earned income (i.e. Café/Bar/Merchandising/Education) |  |
| **TOTAL Public Funding** |  |
| *Of which, Arts Council investment (include NPO funding and other investment, exclude capital investment)* |  |
| *Of which, Local Authority Grants (excluding for Capital investment)* |  |
| *Of which, Capital Funding Grants* |  |
| *Of which, Other public funding grants* |  |
| **TOTAL Private Donations** |  |
| *Of which, Sponsorship (including corporate membership)* |  |
| *Of which, individual giving (including public membership schemes)* |  |
| *Of which, other private donations (e.g. fundraising events)* |  |
| **TOTAL INCOME** |  |

1. **Expenditure**

|  |  |
| --- | --- |
|  | 2023/24 financial year |
| Artistic programme or other main activity |  |
| Other community and social activity |  |
| Marketing |  |
| Overheads |  |
| Cost of generating funds |  |
| Governance costs |  |
| Capital projects |  |
| Other costs |  |
| **TOTAL EXPENDITURE** |  |

## **Reserves**

As at 31 January 2025…

1. Do you have cash reserves?
   1. Yes
   2. No
   3. Don’t Know/Not Sure
2. How long could your reserves sustain the business if your income fell significantly?
   1. Our reserves would not be able to sustain our business operations for any period of time
   2. Less than 3 months
   3. 3-6 months
   4. 6 months – 1 year
   5. Over 1 year
   6. Don’t Know/Not Sure

## **Loan/Debt obligations**

As at 31 January 2025…

1. Do you have loan/debt obligations?
   1. Yes
   2. No
   3. Don’t Know/Not Sure
2. Thinking about the current financial year compared with the 2023/24 financial year, as a ratio of debt to turnover is your debt:
   1. Significantly smaller
   2. Slightly smaller
   3. About the same
   4. Slightly larger
   5. Significantly larger
   6. Don't know/Not sure
   7. Too early to say
3. When do you expect to have paid off your current debt obligations?
   1. In less than 1 year
   2. In 1-5 years
   3. In 5-10 years
   4. In over 10 years
   5. Don’t know/Not sure
   6. Too early to say
4. Are you able to access adequate finance for your organisation? *Please select the option that most closely fits your current situation*
   1. Yes - We have viable financing options available if required
   2. No - we are unable to increase our debt ratio within our current model
   3. No - Current rates make financing unviable at this time
   4. No - we have tried to access finance and have been refused
   5. No - we are not able to access finance due to our charitable/funding obligations
   6. Don’t know
   7. We have no requirement for finance at the moment
   8. Other, please specify

## **Workforce**

As at 31 January 2025…

1. What is the size of the workforce in your organisation? Please include the total number of employees, contract staff and freelancers (not volunteers).
   1. 1 – Sole Trader
   2. 2 to 4
   3. 5 to 9
   4. 10 to 19
   5. 20-49
   6. 50-99
   7. 100-249
   8. 250+
   9. None – volunteer run
2. **Approximately what % of this workforce is...** *Please enter a percentage for each so that the total adds up to 100*
   1. Full time (permanent contract)
   2. Part time (permanent contract)
   3. Zero hours contract (casual)
   4. Freelance/Contracted staff

## **Audiences** [UK Theatre ONLY]

1. Are you signed up to the UK Theatre Evidence Centre? If you are unsure, you can check at this link.
   1. Yes
   2. No

## **Audiences** [UK Theatre venues that aren’t signed up to evidence centre ONLY]

Venues who are signed up to the Evidence Centre do not need to complete this section. If you would like to sign-up to share your data with us via the Evidence Centre, please email [Rebecca.gregg@soltukt.co.uk](mailto:Rebecca.gregg@soltukt.co.uk).

Please complete the following table using the totals for the calendar year 2024.

|  |  |
| --- | --- |
|  | **2024** |
| Total number of performances across all auditoriums |  |
| Total number of seats sold (excluding comps) |  |
| Total seating capacity (for all performances in a year) |  |
| Total Revenue, including VAT (Total box office receipts) |  |
| Total revenue capacity, including VAT (£) |  |
| Total Dark Weeks |  |

1. How many tickets did you sell at each of these price points?
   1. £0-£10
   2. £10.01 – £20
   3. £20.01 - £30
   4. £30.01 - £40
   5. £40.01 - £50
   6. £50.01 - £60
   7. £60.01 - £70
   8. £70.01 - £80
   9. £80.01 - £90
   10. £90.01 - £100
   11. Over £100

## **Thank you**

Thank you for taking the time to complete the 2025 SOLT & UK Theatre Annual Survey: Venue FDs.

Please submit your response at: <https://www.surveymonkey.com/r/SOLTUKTMemberSurvey2025Venues>