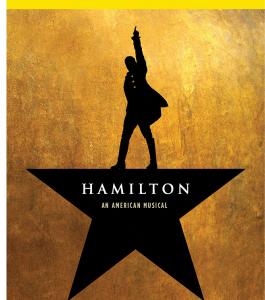


PLAYBILL

RICHARD RODGERS THEATRE





PLAYBILL

2020 Media Kit





2020 Editorial Profile

PLAYBILL Theatre

As the exclusive and most-trusted magazine in the theatre community for over 130 years, PLAYBILL's coverage and access to the most exciting events and personalities on the stage is unparalleled.

Inside a PLAYBILL, theatregoers find a wealth of stories dedicated to productions around the world, as well as pieces advising theatregoers on travel, dining and drinks. Playbill magazine features these beloved staples:

- "PROGRAM" SECTION: An essential guide to the show you are about to see, including: Who's Who bios of the actors, creative team, producers etc.; a list of the musical numbers or play scenes and acts; and other theatre particulars.
- **THEATRE QUIZ**: A magazine staple for decades that is a conversation generator before curtain and during intermission.
- ON THE TOWN: PLAYBILL's invaluable tool to navigating the culinary and bar scenes in and around the theatre district and city at large. It includes "Celebrity Choice," featuring stage stars' picks for their favorite dining experiences.
- **HOW MANY HAVE YOU SEEN?**: The go-to listing for current productions.
- **PLAYBILL INTERVIEWS** with the industry's most respected talents, stars in the making and people working behind the scenes.



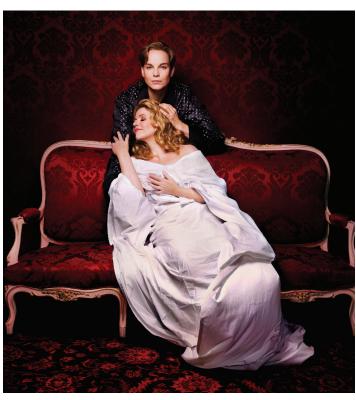
2020 Editorial Profile

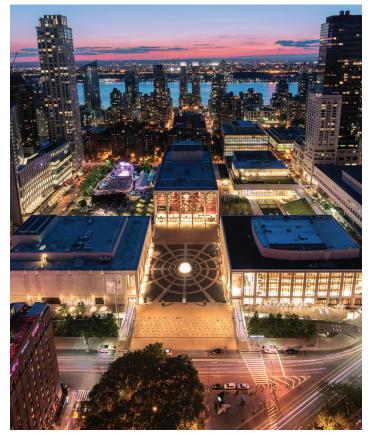


PLAYBILL Classic Arts

PLAYBILL's Classic Arts editions present editorial content that enhances and deepens a concertgoer's appreciation of the classical arts - from the solo piano recital to the most lavish opera production to thrilling high-concept festivals.

By spotlighting upcoming concerts, artists, and performances in compelling features, Playbill Classic Arts provides valuable context for listeners in the concert hall; it's also a beautiful keepsake from a memorable evening on the town.





2020 National Market List



Markets

Avg. Monthly Circulation*

New York, NY	1,885,808
Midwest (Chicago, St. Louis, Ohio, Minneapolis, Indianapolis, Kansas City)	583,292
Mid-Atlantic (Philadelphia, Baltimore, Washington D.C.)	293,130
Western (San Francisco, Los Angeles, San Diego)	342,800
Southeast (Nashville, New Orleans)	32,330
Florida (Miami, Ft. Lauderdale, West Palm Beach)	177,000
South Central (Dallas, Houston, San Antonio)	141,100
New England (Boston)	217,550
TOTAL	3,673,010

*In season distribution

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2020 National Broadway Market List



Markets

Avg. Monthly Circulation*

New York, NY	1,368,808
Midwest (Chicago, St. Louis, Ohio, Minneapolis, Indianapolis, Kansas City)	531,292
Mid-Atlantic (Philadelphia, Baltimore, Washington D.C.)	99,030
Western (Los Angeles, San Francisco, San Diego)	277,800
Southeast (Nashville, New Orleans)	32,330
Florida (Miami, Ft. Lauderdale, West Palm Beach)	135,000
South Central (Dallas, Houston, San Antonio)	141,100
New England (Boston)	187,150
TOTAL	2,772,510

*In season distribution

2020 National Classic Arts Market List



Markets Avg. Monthly Circulation*

517,000
30,000
22,000
139,000
55,100
65,000
42,000
30,400
900,500

*In season distribution

Note: National Classic Arts include Dallas Opera, delivered as a bonus, when in season. Dallas Opera available to buy in select months. In-season distribution: 17,000.

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advertising@playbill.com

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New York City Distribution

NEW YORK CITY THEATRES

BROADWAY THEATRES

Ambassador Longacre American Airlines Lunt-Fontanne

Lyceum Atkinson Lyric Barrymore Majestic Beaumont Marquis Belasco Minskoff Booth Music Box Broadhurst Nederlander Broadway New Amsterdam Circle in the Square

O'Neill Cort Friedman Rodgers Schoenfeld Gershwin Shubert Golden Simon Hayes Sondheim Hirschfeld Hudson St. James Studio 54 **Imperial** Wilson Jacobs

Kerr Winter Garden

OFF-BROADWAY THEATRES (Subject to change)

Abrons Art Center

A.R.T./NY Atlantic Theatre Company

Daryl Roth
Duke on 42nd
Laura Pels
MTC 1
MCC/Frankel

Marjorie S. Dean Little MCC/Newman, Mills Minetta Lane

Mitzi Newhouse New World Stages 1,2,4,5 New World Green Room

Newhouse NYCC Stage II **Players**

Public/Anspacher
Public/LuEsther
Public/Newman
Public/Martinson
Second Stage
Signature/Diamond
Signature/Griffin
Signature/Linney
Soho Playhouse

Soho Playhou St. Clement's Stage 42 TFANA Theatre 511

Westside/Upstairs

NEW YORK CITY CLASSIC ARTS

LINCOLN CENTER

Metropolitan Opera House Alice Tully Hall David Geffen Hall David H. Koch Theater

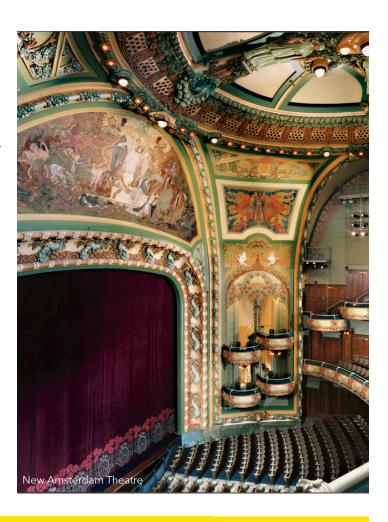
CARNEGIE HALL

Stern Auditorium Weill Recital Hall Zankel Hall

TIME WARNER BUILDING

Rose Theater Allen Room

NEW YORK CITY CENTER



National Distribution

NEW YORK CITY Market

See page 7, New York City Distribution

NEW ENGLAND Market

BOSTON: Citizens Bank Opera House including all performances of The Boston Ballet, The Charles Playhouse I & II, The Emerson Colonial Theatre, The Wang Theatre, and The Shubert Theatre

MID-ATLANTIC Market

PHILADELPHIA: Philadelphia Broadway Series at The Walnut Street Theatre and The Forrest Theatre, The Philadelphia Orchestra at the Kimmel Center, Pennsylvania Ballet

BALTIMORE: Baltimore Broadway Series at the Hippodrome Performing Arts Center.

WASHINGTON D.C: The Kennedy Center including the National Symphony Orchestra and the Washington Opera, The National Theatre

FLORIDA Market

MIAMI: Adrienne Arsht Center for the Performing Arts

FORT LAUDERDALE: Broward Center for the Performing Arts, Broadway Series

WEST PALM BEACH: Kravis Center For The Performing Arts, Broadway Series

SOUTHEAST Market

NASHVILLE: Nashville Children's Theatre **NEW ORLEANS:** The Saenger Theatre

MIDWEST Market

CHICAGO: CIBC Theatre, Oriental Theatre, Cadillac Palace Theatre, Goodman Theatre, Broadway Playhouse, Briar Street Theatre, Drury Lane Theatre, Marriott Theatre, Metropolis, Victory Gardens, Paramount Theatre, Second City, Theater at the Center, Greenhouse-American Blues, Waltzing Mechanics, Remy Bumppo, MPAACT, Sideshow, Teatro Vista

CINCINNATI: Cincinnati Broadway Series at The Aronoff Center

COLUMBUS: Columbus Broadway Series at The Ohio Theater and The Palace Theater

INDIANAPOLIS: Indianapolis Broadway Series at Murat Theatre and Clowes Memorial Hall

KANSAS CITY: Kansas City Broadway Series at Municipal Auditorium Music Hall

MINNEAPOLIS: The Minnesota Orchestra, Minneapolis Broadway Series at The State Theatre and The Orpheum Theatre

ST. LOUIS: St. Louis Symphony at Powell Hall, St. Louis Broadway Series at The Fox Theatre

SOUTH CENTRAL Market

DALLAS: Dallas Opera, Dallas Summer Musicals at Music Hall at Fair Park

HOUSTON: Houston Broadway Series at The Hobby Center for the Performing Arts, Theatre Under The Stars, The Alley Theatre

SAN ANTONIO: San Antonio Broadway Series at The Majestic Theatre.

WESTERN MARKET

LOS ANGELES: Hollywood Pantages Theatre, Geffen Playhouse, Dolby Theatre

SAN DIEGO: Broadway San Diego Series at Civic Theatre **SAN FRANCISCO:** Curran Theatre, San Francisco Symphony

BERKELEY: Cal Performances

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The Demographics of the Broadway Audience 2018-19

Residence	
New York DMA	35.0%
Tourists	65.0%
New York City Residents	19.9%
Manhattan	11.0%
Other Boroughs	8.5%
New York City Suburbs	15.5%
Long Island	5.7%
Westchester/Rockland	3.0%
Northern New Jersey	6.8%
Domestic U.S.	
Other New York State	2.2%
Other New Jersey	3.3%
Pennsylvania	3.7%
Connecticut	2.5%
California	5.6%
Massachusetts	2.2%
International	18.9%
Frequency of Attendance	
Average Per Year	4
1 Show	38.6%
2-4 Shows	38.6%
5-9 Shows	13.4%
10-14 Shows	4.7%
15-24 Shows	2.2%
25+ Shows	2.5%
Avg. Reported Ticket Price	\$145.60

Gender*	
Female	68.3%
Male	31.2%
Age	
Average	42.3
Under 18 years	12.9%
18-34 years	28.9%
25-49 years	37.5%
50-64 years	23.6%
65+ years	15.6%
Annual Household Income	;
Average	\$261,200
Under \$50,000	15.2%
\$50,000-\$99,000	22.2%
\$100,000-149,999	18.7%
\$150,000+	44.1%
Education	
Post Graduate Degree	46.9%
Completed College+	81.4%

Source: The Demographics of the Broadway Audience 2018-2019. Survey conducted by The Broadway League * 5% did not identify gender.





PLAYBILL[®]

Current Advertisers

AUTOMOTIVE

Acura Audi **BMW** Cadillac Ford Lexus Lincoln

Mercedes-Benz

Nissan Subaru Toyota

COSMETICS / FRAGRANCE

Chanel Beauté

Estée Lauder - Estée Lauder

Estée Lauder - MAC

Estée Lauder

Hermes - Jours de Hermes

LVMH - Givenchy Parlux - Kenneth Cole Parlux - Vince Camuto

ENTERTAINMENT

20th Century Fox **Amazon Studios**

AMC. Audible

Bleecker Street Films

CBS Films Direct TV

Disney Entertainment

FX Network **HBO** Network

Hulu

Lifetime Network Lionsgate

Live Nation Luminary Audible

National Geographic Channel

NBC Universal

Netflix

Paramount Home Entertainment

Paramount Pictures

Sony Music Sony Pictures Television StubHub

Synergy/ABC Entertainment

TruTV

Warner Bros. Studios

FASHION/LUXURY GOODS

Andrew Marc Cartier Chanel Christian Dior Citizen Watch David Yurman

DKNY Gucci

Harry Winston Hermes Oska

Michael Kors Pandora Piaget Rolex Swarovski Tiffany

Van Cleef & Arpels

Zenni

FINANCIAL

Bank of America Capital One Chase Sapphire Chubb

Chase Sapphire Preferred

City National Bank Ernst & Young First Republic Bank

Geico **HSBC**

JP Morgan Chase Mastercard Travelers Insurance USAA

GALLERIES / MUSEUMS

American Folk Art Museum The Metropolitan Museum of Art The Morgan Library & Museum MoMA Morgan Library New York Historical Society

Whitney Museum of American Art

PUBLISHING

Hachette Book Group Harper Collins Macmillan Publishing Oxford University Press Penguin Putnam Publishing Random House Scholastic

RETAIL

Bloomingdale's Brookfield Place Macy's Nordstrom Saks Fifth Avenue The Shops at Grand Central Tourneau

TRAVEL

Cars Co. Crystal Cruises Marriott Memphis Convention Bureau Mohegan Sun Newfoundland Tourism USVI

OTHER

AMDA

Atlantic Tomorrow's Office

Boar's Head

The Brooklyn Academy of Music

Carnegie Hall Compass Real Estate Gilead

Harmon Kardon

Hershev

The Hospital for Special Surgery

The Joyce Theater

Ketel One

Lincoln Center Presentations

M&M World

The Manhattan School of Music The Metropolitan Opera

Nespresso

The New York Yankees The Phillips Club Omaze

One Day University

The Richard Tucker Foundation

Steinway & Sons Sub-Zero

The Julliard School

Visiting Nurse Service of NY

*2018 to current issue

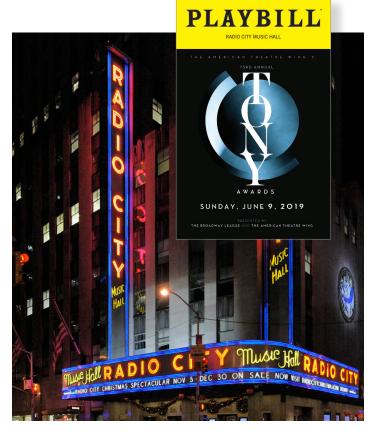


2020 TONY® Awards Playbill



On Sunday, June 7 2020, theatre lovers across the globe will gather to celebrate the 2019-20 Broadway season at the 74th Annual TONY® Awards broadcast live from New York City's legendary Radio City Music Hall.

As the exclusive and trusted magazine of the theatre community, PLAYBILL's coverage of Broadway is unparalleled. For the past 135 years, PLAYBILL has served as the magazine of record for the theatre community and has served as the preeminent destination for all things related to live performance. With both print and extensive digital capabilities, PLAYBILL engages theatregoers in-venue, online and across all social media platforms, in partnership with Broadway.



Total Circulation for the issue 10,000

2020 Net Advertising Rates Full Page: \$6,588

Full Page: \$6,588 Half Page: \$3,688 Quarter Page: \$2,858

Space Commitment Due: 5/1/2020 Materials Due: 5/8/2020



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30 Days of Pride

PLAYBILL, through an array of multi-media coverage, will showcase a philosophy of equality and freedom with an in-depth look at our wonderful community of artists, innovators and theatre lovers onstage, behind the scenes, and in the audience. Content will feature not only people in and around Broadway, but will also reference Pride Month in cities such as San Francisco, Los Angeles, Miami, Orlando, Chicago, Houston and more.

Whether brand specific or a corporate "good citizenship" message, opportunities for Pride Month include print and digital advertising, native content and sponsorship.

The PRIDE 2020 section of PLAYBILL Digital properties will aggregate original, unique and exclusive editorial, photographic, and video content. In addition to standard ad units and rising stars rich media, the PLAYBILL editors will create or repurpose content regarding your brand or company's support, involvement and philosophy in support of the rights of the LGBTQ community.

Omni-channel offerings include:

- The New York Theatre edition of PLAYBILL (circulation 1.4 million)
- PLAYBILL's Digital Network and Social Media (reaching an additional 3 million+ Broadway fans and entertainment influencers)
- A special PRIDE daily email story will go out to PLAYBILL Club's nearly 475,000+ opt-in subscribers

PRIDE returns June 1, 2020, celebrating LGBTQ Pride and the theatre's diverse community of thinkers, doers and believers.

Within the pages of PLAYBILL, partners can show their support of the PRIDE movement with targeted or custom messages. Advertisers may indicate their brand or company is a "PROUD PLAYBILL PRIDE PARTNER" within the body copy or tag line.



Net 2020 Rates

PLAYBILL Magazine P4CB: \$77,429

PLAYBILL Digital: Minimum Spend \$25,000

Bonus/Added Value

Each ad page and/or \$50,000 net digital spend advertiser will receive a bonus P4CB in the June 2020 Tony Awards® PLAYBILL issue (Circ. 10,000)

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PLAYBILLder is the exclusive, web-based custom publishing division of the PLAYBILL brand. **PLAYBILLder** provides schools, as well as other local theatre outlets, the opportunity to publish their own edition of the magazine.

Over the course of the peak performance season of September through June, advertisers have the opportunity to target teens, tweens and parents at over 60,000 schools across the country. The total distribution is currently at 1.5 million and growing!

Advertising opportunities in PLAYBILLder allow brands to deliver their advertising message to this influential young audience and their families, building brand awareness that can last a lifetime.





Our parents love our new PLAYBILLs so much! So now we have volunteers who are helping design the program and even going out into the community to sell ads! We now feel like a legitimate drama department!

Sandra Serling, Theatre Director The Shool of Performing Arts, Naperville, IL

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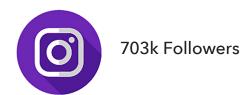
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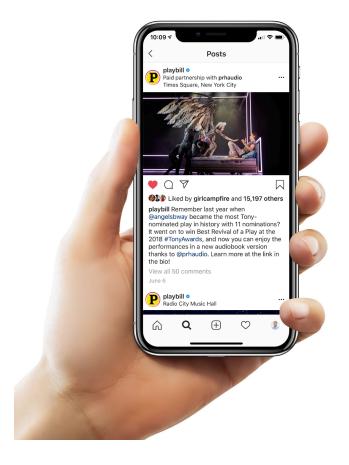
PLAYBILL Social Media Statistics

PLAYBILL social media gives theatre fans and industry members unparalleled access to "all things Broadway."

With nearly 1.5 million followers across all platforms, PLAYBILL leverages Facebook, Twitter, Instagram, Snapchat, and more to provide exclusive behind-thescenes moments. PLAYBILL has broadcast on Facebook Live from the red carpet at Broadway opening nights, has captured the enthusiastic reactions of winners like Bryan Cranston immediately after receiving the Tony® Award, and has welcomed our followers to the stage of the Winter Garden Theatre for School of Rock's curtain call through Snapchat Spectacle.

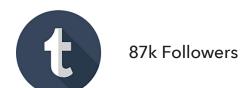














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2020 Space & Material Closing Dates

<u>ISSUE</u>	SPACE CLOSING	MATERIAL DEADLINE
January	Wednesday, November 27	Tuesday, December 3
February	Friday, December 27	Thursday, January 2
March	Friday, January 31	Thursday, February 6
April	Friday, February 28	Thursday, March 5
May	Wednesday, April 1	Tuesday, April 7
June	Friday, May 1	Thursday, May 7
July	Friday, May 29	Thursday, June 4
August	Wednesday, July 1	Tuesday, July 7
September	Friday, July 31	Thursday, August 6
October	Monday, August 24	Friday, August 28
November	Thursday, October 1	Wednesday, October 7
December	Friday, October 30	Thursday, November 5

- Non-cancelable insertion orders for <u>Premium Positions</u> are due the first of the month, 3 months preceding the month of issue. Example: Premium position space close for May issue is February 1.
- All digital files should be sent via email to the appropriate production manager listed below. Ads running in two venues per region require one file and two proofs. If more than two venues, four proofs are required. National buys require six proofs. All proofs should be shipped to PLAYBILL, NYC, attn: Production Department.

Production Contacts:

Maude Popkin (mpopkin@playbill.com) 646-751-4110

- Classic Arts New York
- Classic Arts Texas
- Classic Arts Florida
- Classic Arts Philadelphia
- Classic Arts St. Louis
- Classic Arts Minnesota
- Classic Arts Washington D.C.

Alex Near (anear@playbill.com) 646-751-4120

- National Ads
- Classic Arts Boston
- Broadway New York
- Broadway Boston
- Broadway Chicago
- Broadway Cincinnati
- Broadway Columbus
- Broadway Indianapolis
- Broadway Kansas
- Broadway Minneapolis
- Broadway St. Louis
- Broadway Texas

Jenna Perrino (jperrino@playbill.com) 718-606-3256

- Classic Arts California
- Broadway New York Showbill (Lyric)
- Broadway Florida
- Broadway California
- Broadway Philadelphia
- Broadway Baltimore
- Broadway Washington D.C.
- Broadway New Orleans
- Broadway Nashville

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2020 Mechanical Requirements

PLAYBILL DIGEST FORMAT Mechanical Requirements

LIVE AREA & AD SIZE AD SIZE FINAL TRIM NONBLEED WITH BLEED 5.375" x 8.5" 4.625" x 7.75" 5.625" x 8.75" 10.75" x 8.5" (Gutter safety .25") 10.25" x 7.75" 11.00" x 8.75"

Half Page Vertical $2.25" \times 7.75"$ Half Page Horizontal $4.625" \times 3.75"$ Quarter Page Vertical $2.25" \times 3.75"$

Half Page "ABC Topper"

4.875" x 3.8125"

Available Broadway only

(nonbleed)

• BLEED ON FULL SIZE PAGES ONLY: Add .125", extended past final trim marks, indicated above

• Copy Safety: .375" from trim on all edges

• All crop/bleed marks and color bars should be offset from the live/bleed area of the file.

DIGITAL FILES

Full Page

Full Page Spread

DELIVER VIA: Email or FTP

• Please email appropriate production manager listed below with file name when posted/uploaded

PDF: Hi-Res, press ready files. Composite CMYK or Grayscale. PDF/X-1A compliant. TIFF: Must be flattened and final. No layers. Hi-res binary data. No compression.

JPEG: CMYK or Grayscale. High Quality Baseline Standard.

PROOFS: • All files should be supplied with an approved color proof at 175 line screen.

• 2 proofs per region. 5 Proofs for NATIONAL ADS.

• All files without a color proof will run to standard ink densities.

Material Shipping Address: PLAYBILL

729 Seventh Avenue, 4th floor

New York, NY 10019

Attn: Production Dept. (indicate contact person per below)

Production Contacts:

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- Classic Arts New York
- Classic Arts Texas
- Classic Arts Florida
- Classic Arts Philadelphia
- Classic Arts St. Louis
- Classic Arts Minnesota
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- National Ads
- Classic Arts Boston
- Broadway New York
- Broadway Boston
- Broadway Chicago
- Broadway Cincinnati
- Broadway Columbus
- Broadway Indianapolis
- Broadway Kansas
- Broadway Minneapolis
- Broadway St. Louis
- Broadway Texas

Jenna Perrino (jperrino@playbill.com) 718-606-3256

- Classic Arts California
- Broadway New York Showbill (Lyric)
- Broadway Florida
- Broadway California
- Broadway Philadelphia
- Broadway Baltimore
- Broadway Washington D.C.
- Broadway New Orleans
- Broadway Nashville

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2020 Large Format Mechanical Requirements

PLAYBILL LARGE FORMAT Mechanical Requirements (Dallas Opera/Minnesota Orchestra ONLY)

	FINAL TRIM	LIVE AREA & AD SIZE NONBLEED	AD SIZE WITH BLEED
Full Page	8.375" x 10.875"	7.625" x 10.125"	8.625" x 11.125"
Full Page Spread	16.75" x 10.875" (Gutter safety: .25")	16.00" x 10.125"	17.00" x 11.125"
Two-Thirds Vertical	(Minnesota Orch.)	5.00" x 10.125"	
One Half Vertical	(Minnesota Orch.)	5.00" x 7.5"	
One Half Horizontal	(Minnesota Orch.)	7.625" x 5.00"	
One Third Vertical	(Minnesota Orch.)	2.5" x 10.125"	
One Third Square	(Minnesota Orch.)	5.00" x 5.00"	
One Sixth Vertical	(Minnesota Orch.)	2.5" x 5.00"	
One Sixth Horizontal	(Minnesota Orch.)	5.00" x 2.5"	
One Half Horizontal	(Dallas Opera)	7.625" x 5.00"	
One Half Vertical	(Dallas Opera)	3.75" x 10.125"	
One Quarter Vertical	(Dallas Opera)	3.75" x 5.0"	
One Quarter Horizontal	(Dallas Opera)	7.625" x 2.375"	
One Half Spread Horizontal	(Dallas Opera)	16.00" x 5.00"	
One Quarter Spread Horizonta	al (Dallas Opera)	16.00" x 2.375"	

- BLEED ON FULL SIZE PAGES ONLY: Add .125", extended past final trim marks, indicated above
- Copy Safety: .375" from trim on all edges
- All crop/bleed marks and color bars should be offset from the live/bleed area of the file.

DIGITAL FILES

DELIVER VIA: Email or FTP https://ftpq.playbill.com Username: AdDrop Password: playbillAdDrop

 Please email production manager, Maude Popkin (mpopkin@playbill.com) 646.751.4110 when files are posted/uploaded.

PDF: Hi-Res, press ready files. Composite CMYK or Grayscale. PDF/X-1A compliant. TIFF: Must be flattened and final. No layers. Hi-res binary data. No compression. JPEG:

CMYK or Grayscale. High Quality Baseline Standard.

PROOFS: • All files should be supplied with an approved color proof at 175 line screen.

• 2 proofs per region. 5 Proofs for NATIONAL ADS.

• All files without a color proof will run to standard ink densities.

Material Shipping Address: **PLAYBILL**

729 Seventh Avenue, 4th floor

New York, NY 10019

Attn: Maude Popkin, Production Dept.

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SUNDAY, JUNE 9, 2019

PRESENTED BY
THE BROADWAY LEAGUE AND THE AMERICAN THEATRE WING