

[®]
PLAYBILL

National Rate Card

No.58

Effective January, 2018

Including rates for
New York
New England
Mid-Atlantic
Florida
Southeast
Midwest
South Central and
Western Markets

729 Seventh Avenue
Fourth Floor
New York, NY 10019
212.557.5757





Wynton Marsalis, Jazz at Lincoln Center

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NATIONAL Edition

All editions of PLAYBILL® throughout the United States, including all editions serving Classic Arts attractions. See individual Market pages.

Four Color:

	1x	3x	6x	9x	12x
Page	\$207,840	\$198,150	\$185,556	\$166,272	\$129,194
1/2 Page	\$114,312	\$108,983	\$102,057	\$ 91,450	\$ 71,057
1/4 Page	\$ 62,871	\$ 59,941	\$ 56,131	\$ 50,298	\$ 39,082

Premium Positions:

Subject to Space Availability

Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Center Spread: Earned four color rate plus 15%

Bleed: Included

Continuity & Frequency:

1,3,6 and 9-time insertions are subject to discounts for insertions in any of the following months:

June 9%, July 17%, August 20%, September 11%

The 12-time rate is pre-discounted consistent with these monthly percentages and is not subject to further discount.

Retail & Fashion Rates:

Retail rates: 85% of earned rate

Fashion rates: 80% of earned rate

Distribution:

See Regional Market pages for distribution details in the New York, Midwest, Mid-Atlantic, West, Southeast, South Central and New England Markets which include the cities of New York, Philadelphia, Baltimore, Washington, DC, Boston, Miami, Ft. Lauderdale, West Palm Beach, Orlando, Dallas, Houston, San Antonio, Nashville, New Orleans, Chicago, Cincinnati, Columbus, St. Louis, Kansas City, Minneapolis, Indianapolis, Los Angeles, San Francisco, Berkeley and San Diego.

Average Monthly Circulation:

3,485,987 (see seasonal adjustments above)

Fifth Color available on full pages only. Contact your PLAYBILL representative for details.

Hamilton, National Tour



NATIONAL BROADWAY Edition

Four Color:

	1x	3x	6x	9x	12x
Page	\$156,742	\$150,098	\$142,664	\$130,616	\$106,258
1/2 Page	\$ 86,208	\$ 82,553	\$ 78,465	\$ 71,839	\$ 58,442
1/4 Page	\$ 47,414	\$ 45,405	\$ 43,156	\$ 39,512	\$ 32,144

Premium Positions:

Subject to Space Availability
Cover 2 & Cover 2 Spread: Earned four color rate plus 5%
Center Spread: Earned four color rate plus 15%

Bleed: Included

Continuity & Frequency:

1,3,6 and 9-time insertions are subject to discounts for insertions in any of the following months:
June 9%, July 17%, August 20%, September 11%

The 12-time rate is pre-discounted consistent with these monthly percentages and is not subject to further discount.

PLAYBILL® New York insertions credited to National frequency.
National editions' frequency applies to all markets.

Retail & Fashion Rates:

Retail rates: 85% of earned rate
Fashion rates: 80% of earned rate

Distribution:

See Regional Market pages for distribution details to theatres and theatrical attractions in the New York, Midwest, Mid-Atlantic, Western, Southeast, South Central and New England Markets which include the cities of New York, Philadelphia, Baltimore, Washington, DC, Boston, Miami, Ft. Lauderdale, Palm Beach, Orlando, Dallas, Houston, San Antonio, Nashville, New Orleans, Chicago, Cincinnati, Columbus, St. Louis, Kansas City, Minneapolis, Indianapolis, Los Angeles, San Francisco, Berkeley and San Diego.

Average Monthly Circulation:

2,585,487

Fifth Color available on full pages only. Contact your PLAYBILL representative for details.

NATIONAL CLASSIC ARTS Edition

Four Color:

	1x	3x	6x	9x	12x
Page	\$60,120	\$54,153	\$50,698	\$47,240	\$45,090
1/2 Page	\$33,066	\$29,784	\$27,885	\$25,981	\$24,799

Premium Positions:

Subject to Space Availability
Cover 2 & Cover 2 Spread: Earned four color rate plus 5%
Center Spread: Earned four color rate plus 15%

Bleed: Included

Continuity & Frequency:

Due to seasonal activity of most cultural attractions the maximum frequency discount is 10%

Retail & Fashion Rates:

Retail rates: 85% of earned rate
Fashion rates: 80% of earned rate

Distribution:

Metropolitan Opera, Carnegie Hall, New York City Center, New York Philharmonic, New York City Ballet, Jazz at Lincoln Center, Lincoln Center including all performances at David Geffen Hall (Great Performers, Mostly Mozart, Lincoln Center Festival), Alice Tully Hall (New York Film Festival, Chamber Music Society of Lincoln Center), Philadelphia Orchestra, Pennsylvania Ballet, Kennedy Center (National Symphony Orchestra, Washington National Opera), Boston Ballet, Adrienne Arsht Center for the Performing Arts, Kravis Center, Minnesota Orchestra, St. Louis Symphony, San Francisco Symphony, and Cal Performances.

Dallas Opera delivered as bonus when in season.

Average Monthly Circulation:

900,500*

*In season distribution

July through September each: 50% of earned rate
July through September each insertion credited as 50% for frequency.

Fifth Color available on full pages only. Contact your PLAYBILL representative for details.

®

PLAYBILL



Wicked



Lincoln Center

NEW YORK CITY THEATRES

BROADWAY THEATRES

Ambassador	Longacre
American Airlines	Lunt-Fontanne
Atkinson	Lyceum
Barrymore	Lyric
Beaumont	Majestic
Belasco	Marquis
Booth	Minskoff
Broadhurst	Music Box
Broadway	Nederlander
Circle in the Square	O'Neill
Cort	Palace
Friedman	Rodgers
Gershwin	Schoenfeld
Golden	Shubert
Hayes	Simon
Hirschfeld	Sondheim
Hudson Theatre	St. James
Imperial	Studio 54
Jacobs	Wilson
Kerr	Winter Garden

OFF-BROADWAY THEATRES

42 West	Newhouse
Atlantic Theater	The Public Theater:
Barrow Street Theatre	Anspacher, Delacorte,
Cherry Lane	LuEsther, Martinson,
City Center, Stage 1 & 2	Newman
Classic Stage Company	Second Stage Theatre
Gym at Hudson	Signature Theatre Co.
Stage 42	St. Lukes
Laura Pels Theatre	Theatre at Saint Clement's
Lucille Lortel	Theatre for a New
Minetta Lane	Audience
New World Stages (2, 4, 5)	Westside (ustairs & downstairs)

NEW YORK CITY CLASSIC ARTS

LINCOLN CENTER

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

CARNEGIE HALL

Stern Auditorium
Weill Recital Hall
Zankel Hall

TIME WARNER BUILDING

Rose Theater
Allen Room

CITY CENTER

*Theatrical attractions at the theatres listed above include the "Broadway" theatres historically served by PLAYBILL® as well as leading "Off-Broadway" theatres. The list does not represent geographic division but rather a convenient and traditional theatre industry grouping.

**The Off-Broadway Theatre list is subject to revision and change. PLAYBILL provides service to theatres and theatre organizations of repute, with continuity of presentation and adequate facility.

NEW YORK Market

Four Color:

	1x	3x	6x	9x	12x
Page	\$127,740	\$121,588	\$114,998	\$108,132	\$97,265
1/2 Page	\$ 70,348	\$ 66,959	\$ 63,330	\$ 59,551	\$ 53,711
1/4 Page	\$ 35,216	\$ 33,520	\$ 31,706	\$ 29,814	\$ 26,889

Distribution:

All New York City PLAYBILL Theater and PLAYBILL Classic Arts editions.
For additional information see adjacent.
Average Monthly Circulation: 1,830,000

THEATRE New York

Four Color:

	1x	3x	6x	9x	12x
Page	\$86,748	\$83,018	\$78,854	\$74,430	\$66,194
1/2 Page	\$47,800	\$45,744	\$43,450	\$41,012	\$36,614
1/4 Page	\$23,942	\$22,913	\$21,764	\$20,543	\$18,339

Distribution:

All New York City PLAYBILL Theater and SHOWBILL editions.
For additional information see adjacent.

Average Monthly Circulation: 1,313,000

CLASSIC ARTS New York

Four Color:

	1x	3x	6x	9x	12x
Page	\$49,798	\$46,887	\$43,990	\$41,091	\$38,090
1/2 Page	\$27,392	\$25,791	\$24,197	\$22,604	\$20,952
1/4 Page	\$13,696	\$12,895	\$12,102	\$11,305	\$10,477

Distribution:

Metropolitan Opera, Lincoln Center, Carnegie Hall/City Center editions, as well as Shakespeare in the Park.
For additional information see adjacent.

Average Monthly Circulation: 517,000*

*In Season Distribution

July through September: bill at 50% of earned rate.
July through September each insertion credited as 50% for frequency.

Premium Positions All New York Editions

Subject to Space Availability
Back Cover & Center Spread: Earned four color rate Plus 15%
Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

PLAYBILL® New York

Four Color:

	1x	3x	6x	9x	12x
Page	\$82,631	\$79,077	\$75,112	\$70,897	\$63,051
1/2 Page	\$45,532	\$43,574	\$41,387	\$39,066	\$34,877
1/4 Page	\$22,806	\$21,826	\$20,731	\$19,568	\$17,470

Premium Positions:

Subject to Space Availability
 Back Cover & Center Spread: Earned four color rate plus 15%
 Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Strips:

One Quarter page horizontal color strip \$21,828 per month or \$261,935 for 12x schedule. Guaranteed position to 12x advertisers. No frequency discount.

Bleed: Included

Retail & Fashion Rates:

Retail rates: 85% of earned rate
 Fashion rates: 80% of earned rate

Distribution:

All New York City **PLAYBILL** editions. See page 6.

Average Monthly Circulation:

1,255,000

Fifth Color available on full pages only. Contact your PLAYBILL representative for details.

SHOWBILL New York

Four Color:

	1x	3x	6x	9x	12x
Page	\$8,290	\$7,933	\$7,536	\$7,113	\$6,326
1/2 Page	\$4,566	\$4,371	\$4,152	\$3,919	\$3,499

Premium Positions:

Subject to Space Availability
 Back Cover & Center Spread: Earned four color rate plus 15%
 Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

Retail & Fashion Rates:

Retail rates: 85% of earned rate
 Fashion rates: 80% of earned rate

Combination Rate:

When **PLAYBILL** New York and **SHOWBILL** New York insertions are in the same calendar month, **SHOWBILL** less 50%

Distribution:

New Amsterdam Theatre

Average Monthly Circulation:

58,000

Fifth Color available on full pages only. Contact your PLAYBILL representative for details.



Frozen the Broadway Musical

METROPOLITAN OPERA HOUSE New York

Four Color:

	1x	3x	6x	9x	12x
Page	\$14,932	\$14,036	\$13,140	\$12,243	\$11,348
1/2 Page	\$ 8,213	\$ 7,719	\$ 7,227	\$ 6,734	\$ 6,243
1/4 Page	\$ 4,105	\$ 3,859	\$ 3,614	\$ 3,367	\$ 3,120

Premium Positions:

Subject to Space Availability
 Back Cover & Center Spread: Earned four color rate plus 15%
 Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

Retail & Fashion Rates:

Retail rates: 85% of earned rate.
 Fashion rates: 80% of earned rate. Max. frequency 6x.

Combination Rates:

When PLAYBILL® New York insertion and Metropolitan Opera House insertion are in the same calendar month, Metropolitan Opera less 10%.

Distribution:

All performances at the Metropolitan Opera House, including the Metropolitan Opera, annual New York season of American Ballet Theatre, Metropolitan Opera New York Metropolitan Area Parks Series.

Average Monthly Circulation:

137,600*

*In season distribution. No edition in months of August and September.

Fifth Color available on full pages only. Contact your PLAYBILL representative for details.



La Bohème, Metropolitan Opera

LINCOLN CENTER New York

Four Color:

	1x	3x	6x	9x	12x
Page	\$23,999	\$22,631	\$21,272	\$19,917	\$18,568
1/2 Page	\$13,203	\$12,451	\$11,703	\$10,957	\$10,214
1/4 Page	\$ 6,603	\$ 6,227	\$ 5,853	\$ 5,480	\$ 5,109

Premium Positions:

Subject to Space Availability
 Back Cover & Center Spread: Earned four color rate plus 15%
 Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

Retail & Fashion Rates:

Retail rates: 85% of earned rate.
 Fashion rates: 80% of earned rate.

Combination Rates:

When PLAYBILL New York insertion and/or Metropolitan Opera House insertion are in the same calendar month, Lincoln Center less 10%.

Distribution:

All performances at Alice Tully Hall, David Geffen Hall, David H. Koch Theater, Rose Theater and Allen Room, and the New York Philharmonic's New York Metropolitan Area Park Series. Resident companies include: New York City Ballet, New York Philharmonic, Jazz at Lincoln Center, The New York Film Festival, Great Performers, American Songbook, Chamber Music Society of Lincoln Center White Lights Festival, Julliard, New York City Opera, Lincoln Center Festival, Mostly Mozart, and Lincoln Center Calendar.

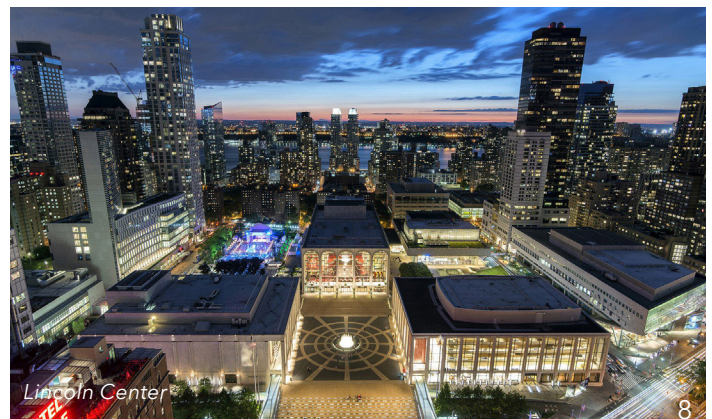
Average Monthly Circulation:

240,000*

*In season distribution.

August through September bill at 50% of earned rate.
 Each insertion credited as 50% for frequency.

Fifth Color available on full pages only. Contact your PLAYBILL representative for details.



Lincoln Center

CARNEGIE HALL / CITY CENTER New York

Four Color:

	1x	3x	6x	9x	12x
Page	\$14,603	\$13,726	\$12,850	\$11,971	\$10,952
1/2 Page	\$ 8,030	\$ 7,547	\$ 7,067	\$ 6,586	\$ 6,022
1/4 Page	\$ 4,015	\$ 3,774	\$ 3,535	\$ 3,293	\$ 3,013

Premium Positions:

Subject to Space Availability

Back Cover & Center Spread: Earned four color rate plus 15%

Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

Retail & Fashion Rates:

Retail rates: 85% of earned rate.

Fashion rates: 80% of earned rate.

Combination Rates:

When PLAYBILL® New York insertion and/or Metropolitan Opera House insertion are in the same calendar month, Carnegie Hall less 10%.

Distribution:

All performances at Carnegie Hall including Stern Auditorium, Weill Recital Hall, Zankel Hall, and New York City Center

Average Monthly Circulation:

139,400*

*In season distribution.

July and September bill at 50% of earned rate.

Each insertion credited as 50% for frequency.

No August edition.

Fifth Color available on full pages only. Contact your PLAYBILL representative for details.



®

PLAYBILL



Chicago Theatre, Chicago IL



The Kennedy Center for the Performing Arts, Washington, D.C.



The Kravis Center for the Performing Arts, Palm Beach, FL

NEW ENGLAND Market

Including:
Boston

PLAYBILL Incorporated publishes the New England edition of PLAYBILL® Magazine and represents this edition for the sale of national advertising. Local advertisers should contact the Regional Sales Director listed on back cover for details of local rate structure.

Four Color:

	1x	3x	6x	9x	10x
Page	\$20,232	\$19,221	\$18,206	\$17,197	\$16,186
1/2 Page	\$11,128	\$10,571	\$10,015	\$ 9,459	\$ 8,902
1/4 Page	\$ 5,564	\$ 5,286	\$ 5,007	\$ 4,729	\$ 4,451

Strips:

One quarter page horizontal strips sold on a 12-month B/W contract for \$60,012 (\$5,001 per month).

Bleed: Included

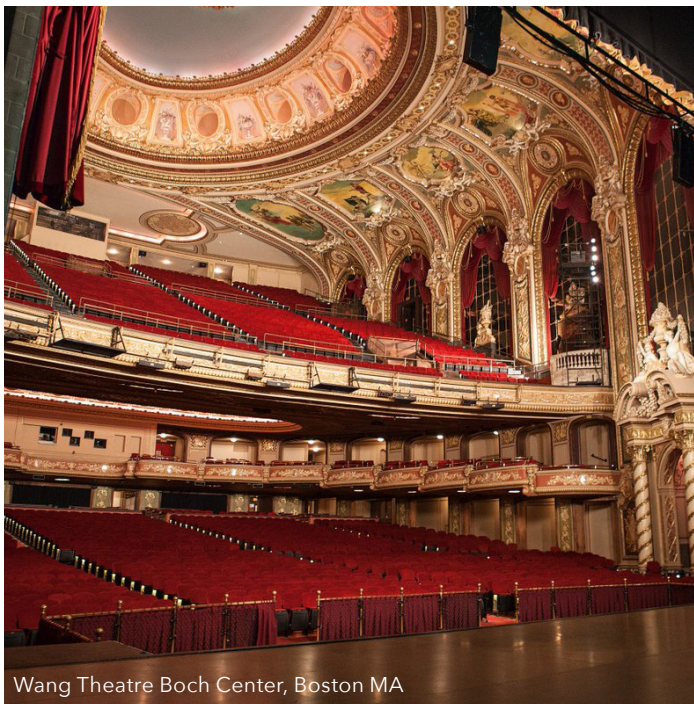
Distribution:

Boston: The Opera House, including all performances of The Boston Ballet; The Charles Playhouse I & II; The Citi Colonial Theatre, The Wang Theatre and The Fiddlehead-Shubert Theatre.

Average Monthly Circulation:

217,550 October through May
125,143 June through September

Due to seasonal circulation differential, the New England edition offers maximum discount for a ten month seasonal schedule. However, advertisers may purchase months from June to September at 50%. Each two such out-of-season insertions will earn frequency discount as one (1) insertion.



Wang Theatre Boch Center, Boston MA

MID-ATLANTIC Market

Including:
Philadelphia, Baltimore, Washington D.C.

PLAYBILL Incorporated publishes the Mid-Atlantic edition of PLAYBILL® Magazine and represents this edition for the sale of national advertising. Local advertisers should contact the Regional Sales Director listed on back cover for details of local rate structure.

Four Color:

	1x	3x	6x	10x
Page	\$30,015	\$27,693	\$26,218	\$24,715
1/2 Page	\$16,538	\$15,197	\$14,369	\$13,535
1/4 Page	\$ 8,269	\$ 7,598	\$ 7,184	\$ 6,768

Premium Positions:

Subject to Space Availability

Back Cover & Center Spread: Earned four color rate plus 15%

Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

Retail & Fashion Rates:

Retail rates: 85% of earned rate.

Fashion rates: 80% of earned rate.

City Rates:

Advertisers may purchase circulation exclusively in Philadelphia for 39% of listed rates in Baltimore for 9% of listed rates and in Washington D.C. for 62% of listed rates.

Distribution:

Philadelphia: Forrest Theatre, Walnut Street Theatre (Main Stage), Mann Center for the Performing Arts (all attractions), the Philadelphia Orchestra (Kimmel Center), Pennsylvania Ballet.

Baltimore: Theatrical attractions at the Hippodrome Performing Arts Center.

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

Average Monthly Circulation:

293,130 September through June
175,900 July through September

Due to seasonal circulation differential, the Mid-Atlantic edition offers maximum discount for a ten month seasonal schedule. However, advertisers may purchase July or August at 60%. Each such out-of-season insertions will earn frequency discount as one (1) insertion. No August edition.



Kimmel Center, Philadelphia, PA

FLORIDA Market

Including:

Miami, Ft. Lauderdale, Palm Beach, Orlando

PLAYBILL Incorporated publishes the Southeast edition of PLAYBILL® Magazine and represents this edition for the sale of national advertising. Local advertisers should contact the Regional Sales Director listed on back cover for details of local rate structure.

Four Color:

	1x	3x	6x	8x
Page	\$21,007	\$19,326	\$18,696	\$16,387
1/2 Page	\$11,554	\$10,629	\$10,282	\$ 9,013
1/4 Page	\$ 5,777	\$ 5,315	\$ 5,141	\$ 4,505

Premium Positions:

Subject to Space Availability

Back Cover & Center Spread: Earned four color rate plus 15%

Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

Distribution:

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

Orlando: Dr. Phillips Center for the Performing Arts; Broadway Series

Average Monthly Circulation:

183,000 September through June

73,000 July & August

Due to seasonal circulation differential, the South Central edition offers maximum discount for a ten month seasonal schedule. However, advertisers may purchase July or August at 80%. Each such out-of-season insertions will earn frequency discount as one (1) insertion.



Adrienne Arsht Center for the Performing Arts, Miami FL

SOUTHEAST Market

Including:

Nashville, New Orleans

PLAYBILL Incorporated publishes the Southeast edition of PLAYBILL® Magazine and represents this edition for the sale of national advertising. Local advertisers should contact the Regional Sales Director listed on back cover for details of local rate structure.

Four Color:

	1x	3x	6x	9x
Page	\$3,711	\$3,414	\$3,303	\$2,895
1/2 Page	\$2,041	\$1,878	\$1,817	\$1,592
1/4 Page	\$1,021	\$ 939	\$ 908	\$ 796

Premium Positions:

Subject to Space Availability

Back Cover & Center Spread: Earned four color rate plus 15%

Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

Distribution:

Nashville: Nashville Children's Theatre

New Orleans: Saenger Theatre

Average Monthly Circulation:

32,330 September through June

Due to seasonal circulation differential, the Southeast edition offers maximum discount for a nine month seasonal schedule.



Saenger Theatre, New Orleans, LA

MIDWEST Market

Including:

Chicago, Cincinnati, Columbus, St. Louis, Minneapolis, Indianapolis, Kansas City

PLAYBILL Incorporated publishes the Midwest edition of PLAYBILL® Magazine and represents this edition for the sale of national advertising. Local advertisers should contact the Regional Sales Director listed on back cover for details of local rate structure.

Four Color:

	1x	3x	6x	9x	12x
Page	\$54,237	\$51,091	\$48,542	\$45,776	\$41,137
1/2 Page	\$29,831	\$28,100	\$26,698	\$25,177	\$22,626
1/4 Page	\$14,915	\$14,050	\$13,349	\$12,588	\$11,312

Premium Positions:

Subject to Space Availability

Back Cover & Center Spread: Earned four color rate plus 15%

Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

City Rates:

Advertisers may purchase circulation exclusively in Chicago for 65% of listed rates, in Cincinnati and Columbus for 15% of listed rates, in St. Louis and Kansas City for 17% of listed rates, and in Minneapolis for 11% of listed rates.

Distribution:

Chicago: CIBC Theatre, Briar Street, Broadway Playhouse, Cadillac Palace Theater, Drury Lane Theater Oakbrook, Ford-Oriental Theatre, Marriott Theatre, Metropolis Theater, Paramount Theatre, Second City, Theater at the Center, Victory Gardens, Greenhouse

Cincinnati: Cincinnati Broadway Series, Childrens' Theatre of Cincinnati: Taft Theatre

Columbus: Columbus Broadway Series: Ohio Theater and Palace Theater

St. Louis: Saint Louis Symphony, St. Louis Broadway Series: Fox Theatre

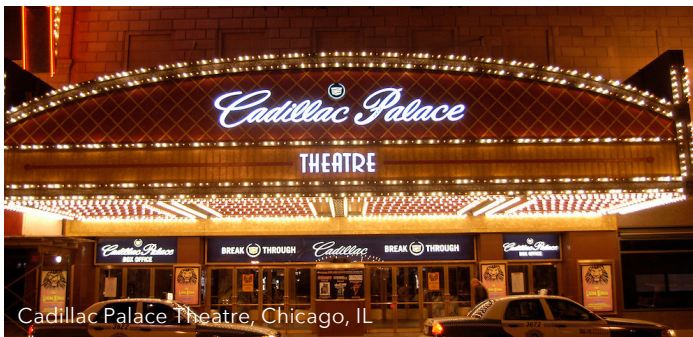
Kansas City: Kansas City Broadway Series: Municipal Auditorium Music Hall

Minneapolis: Minnesota Orchestra, Minneapolis Broadway Series: State Theatre, Orpheum Theatre, Pantages Theater

Indianapolis: Murat/Clowes Theatre

Average Monthly Circulation:

547,877



Cadillac Palace Theatre, Chicago, IL

SOUTH CENTRAL Market

Including:

Dallas, Houston, San Antonio

PLAYBILL Incorporated publishes the South Central edition of PLAYBILL® Magazine and represents this edition for the sale of national advertising. Local advertisers should contact the Regional Sales Director listed on back cover for details of local rate structure.

Four Color:

	1x	3x	6x	10x
Page	\$15,311	\$14,393	\$13,474	\$12,555
1/2 Page	\$ 8,421	\$ 7,916	\$ 7,410	\$ 6,906
1/4 Page	\$ 4,211	\$ 3,959	\$ 3,706	\$ 3,452

Premium Positions:

Subject to Space Availability

Back Cover & Center Spread: Earned four color rate plus 15%

Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

City Rates:

Advertisers may purchase circulation exclusively in Houston for 65% of listed rates, in Dallas for 30% of listed rates and in San Antonio for 17% of listed rates.

Distribution:

Dallas: Dallas Opera, Dallas Broadway Series: Music Hall at Fair Park, Majestic Theatre, Dallas Summer Musicals: Music Hall at Fair Park, Wortham Center

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

San Antonio: San Antonio Broadway Series: Majestic Theatre.

Average Monthly Circulation:

141,100 September through June

112,880 July & August

Due to seasonal circulation differential, the South Central edition offers maximum discount for a ten month seasonal schedule. However, advertisers may purchase July or August at 80%. Each such out-of-season insertions will earn frequency discount as one (1) insertion.



Theatre Under the Stars, Houston, TX

WESTERN Market

Including:
Los Angeles, San Diego, San Francisco

PLAYBILL Incorporated publishes the Western edition of PLAYBILL® Magazine and represents this edition for the sale of national advertising. Local advertisers should contact the Regional Sales Director listed on back cover for details of local rate structure.

Four Color:

	1x	3x	6x	9x	12x
Page	\$18,587	\$17,509	\$16,636	\$15,688	\$14,098
1/2 Page	\$10,224	\$ 9,631	\$ 9,150	\$ 8,628	\$ 7,754
1/4 Page	\$ 5,113	\$ 4,815	\$ 4,575	\$ 4,315	\$ 3,877

Premium Positions:

Subject to Space Availability
Back Cover & Center Spread: Earned four color rate plus 15%
Cover 2 & Cover 2 Spread: Earned four color rate plus 5%

Bleed: Included

State & City Rates:

Advertisers may purchase circulation exclusively in Southern California (Los Angeles and San Diego) for 75% of listed rates; in Los Angeles for 65% of listed rates; in San Francisco for 40% of listed rates.

Distribution:

Los Angeles: Pantages Theatre, Geffen Playhouse

San Diego: Civic Theatre, Playgoers Series

San Francisco: San Francisco Symphony

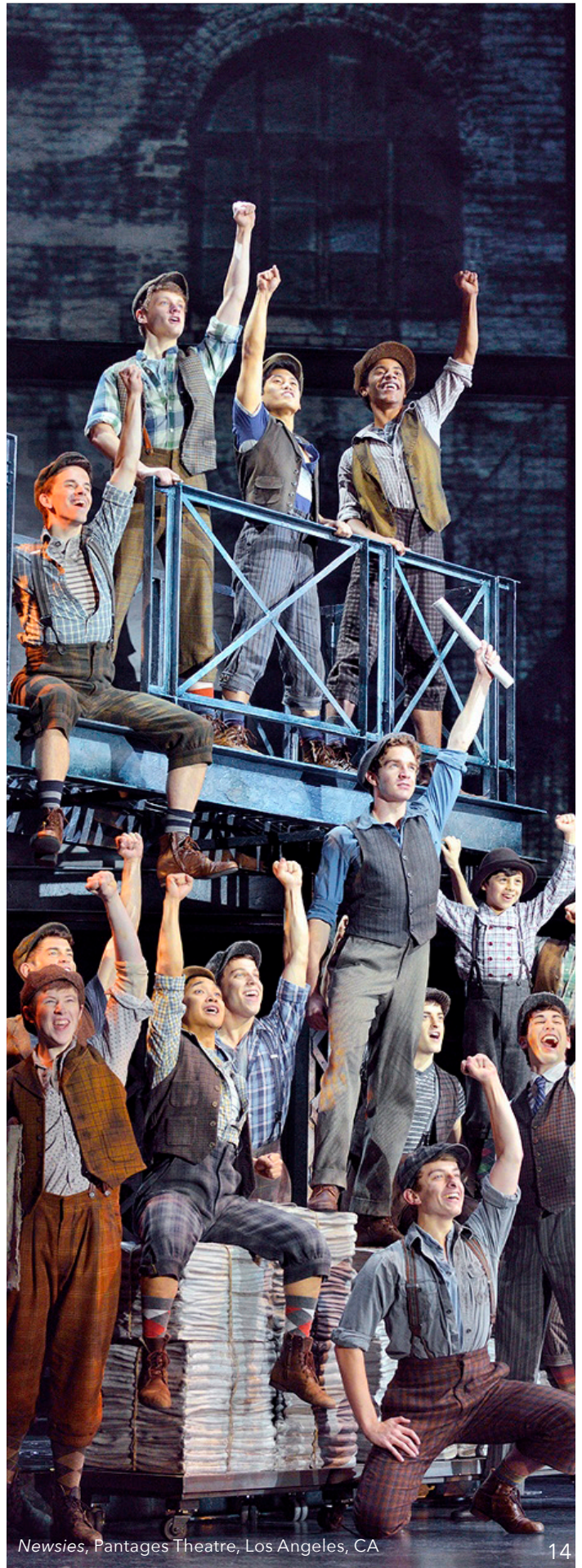
Berkeley: Cal Performances

Average Monthly Circulation:

241,000



Louise M. Davies Symphony Hall, San Francisco, CA



Newsies, Pantages Theatre, Los Angeles, CA

RESTAURANT New York Market

Contact:

Clara Barragán,
Director of Restaurant and Entertainment Sales
646.751.4127
cbarragan@playbill.com

Restaurant Display Advertiser Listing:

Restaurant advertisers purchasing 1/8 page display space or larger earn free Dining Guide Listings in each issue in which display advertisement appears. Listings must be for restaurants under the advertiser's direct management and control. Contact your sales representative for details.

Theatre-by-Theatre Advertising PLAYBILL® New York

Available on a limited basis. Contact your PLAYBILL sales representative for details.

Theatrical Performance Advertising New York

Theatrical performances and other related attractions serviced by Playbill qualify for a special rate. Ads are full pages only, and are reserved on a space available basis. Please contact the New York sales office for more information.

Online/Digital Advertising

PLAYBILL offers a range of opportunities to advertise on its family of digital properties. For more information, please contact the New York sales office or send an email to ad-online@playbill.com.

MISCELLANEOUS RATES New York

Non-Profit and Charity Rate:

Limited to advertising for non-profit organizations and established charities, deduct 25% from earned rates.

ABC Rate PLAYBILL® only:

Listings for "live" theatrical performances. Monthly Rates

Per Title Line	\$ 447
Per Standard Line	\$ 239
Bi-weekly Minimum	\$2,122

Monthly minimum is the total of 1 title line and 7 standard lines.

ABC 2/color available for an additional 25%

ABC 4/color available for an additional 50%

ABC listings not included in subscription edition

Supplements & Thematic Sections:

Rates available upon request.

Reply Cards:

Printed by Playbill® and available strictly in accordance with Playbill® special mechanical requirements. Advertisers are required to purchase a four color page to run adjacent. Insert card billed as a second four color page plus the following production charges: Standard card size, not to exceed horizontal half page, plus 25%; card size exceeding horizontal half page, plus 50%; use of rear flap, 25% in addition to card charge. Production charges are not subject to agency discount. There is no insertion charge.

Retail Categories:

In addition to traditional retail stores, the following categories are eligible for the Retail Rate: Stock Broker, Real Estate, Publishers and Mail Order.

Distant Destination Rate:

Advertisers offering goods or services not available within 200 miles of the New York metropolitan area are eligible for 20% discount of the applicable earned rate. New York Market only.



Dear Evan Hansen

MECHANICAL Requirements

	<i>Trim</i>	<i>Bleed</i>	<i>Non-Bleed</i>
<i>Covers or Pages</i>	5.375 x 8.5	5.625 x 8.75	4.625 x 7.75
<i>Spreads</i>	10.75 x 8.5	11.00 x 8.75	10.25 x 7.75
<i>Half Page Vertical</i>	2.25 x 7.75		
<i>Half Page Horizontal</i>	4.625 x 3.75		
<i>Quarter Page Vertical</i>	2.25 x 3.75		

• BLEED ON FULL SIZE PAGES ONLY:

- Add .125", extended past final trim marks, indicated above.
- Copy Safety: .25" from trim on all edges.

DALLAS OPERA AND MINNESOTA ORCHESTRA EDITIONS:

Dallas Opera and Minnesota Orchestra PLAYBILL® prints standard page trim size.

	<i>Trim</i>	<i>Bleed</i>	<i>Non-Bleed</i>
<i>Covers or Pages</i>	8.375 x 10.875	8.625 x 11.125	7.375 x 9.875
<i>Spreads</i>	16.75 x 10.875	17 x 11.125	15.75 x 9.875

• BLEED ON FULL SIZE PAGES ONLY:

- Add .125", extended past final trim marks, indicated above.
- Copy Safety: .25" from trim on all edges.
- Please contact production dept. for partial size ads.

FILE REQUIREMENTS:

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:

SWOP color proof at 175 line screen required.

2 proofs per region, 5 proofs for national ads. Files without a color proof will run to standard ink densities. If acceptable proof is not supplied, advertiser waives color guarantee. Playbill® will not be held liable for any misprints.

Density of Tone:

The sum of percentages of tone value should not exceed 300%, with not more than one color printed solid. Single color tonal values greater than 85% should be considered solid

Solid Black:

To achieve good, rich, solid black these undercolor percentages of tone are recommended: 60% process blue, 40% process magenta, 40% process yellow.

PRODUCTION OFFICES and SHIPPING INSTRUCTIONS

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
- Broadway Kansas
- Classic Arts Boston
- Broadway Minneapolis
- Broadway Chicago
- Broadway St. Louis
- Broadway Cincinnati
- Broadway Texas
- Broadway Columbus
- Broadway Indianapolis

Judy Samelson (jsamelson@playbill.com) 718-606-3260

- Broadway Florida
- Broadway Washington D.C.
- Broadway California
- Broadway New Orleans
- Classic Arts California
- Broadway Nashville
- Broadway Philadelphia
- Broadway Boston
- Broadway Baltimore

DIGITAL FILES

DELIVER VIA Email or FTP

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

Address: <https://ftpq.playbill.com>

Username: AdDrop

Password: playbillAdDrop

SHIPPING ADDRESS for Proofs and other materials:

PLAYBILL

729 Seventh Avenue, 4th floor

New York, NY 10019

Attn: Production Dept. (indicate contact person above)

ISSUANCE and CLOSING DATES

- All editions are printed to be available for delivery on the 1st of each month.
- Closing date for insertions is the 1st of the month one month preceding the month of issue. Non-cancelable insertion orders for Premium Positions are due the first of the month, 3 months preceding the month of issue.
- Closing date for material is the 7th of the month preceding the month of issue.
- No contract insertion orders or copy changes will be accepted without written confirmation.

General INFORMATION

Advertising is exclusively solicited by the representatives of PLAYBILL®.

Playbill® and **Showbill®** are published by Playbill Incorporated (Publisher), 729 Seventh Avenue, New York, NY 10019 (212) 557-5757.

CONTRACT AND COPY REGULATIONS

1. Contract period is 12 consecutive months. All contracts subject to increases in rates and applicable rate protection, if any. When new rates are announced, such announcement will be made 3 months prior to effective date.
2. Publisher reserves the right to exclude any advertisement which, in its opinion, does not conform to the standards of the publications.
3. All advertisements are accepted and published upon the representation that the agency and/or advertiser is authorized to publish the entire contents and subject matter thereof. In consideration of the publisher's acceptance of such advertisements for publication, the agency and/or advertiser will indemnify and hold the publisher harmless from and against any loss or expense resulting from claims or suits based upon the contents or subject matter of such advertisements, including, without limitation, claims or suits for libel, violation of right of privacy, plagiarism and copyright infringement.
4. All orders are accepted subject to labor disputes, accidents, fires, acts of God, or other contingencies beyond the publisher's control (whether like or unlike any of those enumerated herein) which prevent the publisher from partially or completely producing or distributing any of the listed publications. Further, the publisher shall not be liable for damages if there is failure to publish an advertisement for any reason.
5. Failure to make insertion orders correspond in price and otherwise with the rate schedule is regarded only as a clerical error and publication is made and charged for upon the terms of the schedule in force without further notice. Any production material submitted and accepted after the closing date for the submission of such material will be printed as submitted and billed accordingly.
6. No contract, insertion orders or copy changes will be accepted without written confirmation. Only those conditions appearing in the publisher's acceptance of advertising orders are binding upon the publisher. Publisher will not be bound by any condition of any nature appearing on order blanks or copy instructions submitted by or on behalf of the advertiser when such condition conflicts with any provision contained within its Rate Card or with the magazine's policies.
7. All advertisements must be clearly identifiable as such with the trademark or signature of the advertiser, or the word "Advertisement" shall be placed with copy which in the publisher's opinion resembles editorial copy.
8. Frequency discounts are earned for space used within a 12 month period. For New York advertisers market, retail and fashion insertions may be combined for frequency within a 12 month period.
9. Advertising schedules comprised of mixed space units of standard sizes earn frequency discount only for the number of insertions of the same unit of space in a contract year.
10. In addition to multiple insertions in the same market, advertisers can earn frequency as follows: National editions earn frequency in all markets. New York Playbill® insertions earn frequency in all markets including National editions. Twelve time (12x) advertisers in complete Midwest, Mid-Atlantic, Western, Southeast, South Central or New England markets earn twelve time (12x) frequency in all such markets (other than National editions or New York). Frequency earned in complete Midwest, Mid-Atlantic, Western, Southeast, South Central or New England markets applies to segments of the same markets. Segments of Midwest, Mid-Atlantic, Western, Southeast, South Central or New England markets do not earn frequency for other than the same market segment.
11. Cancellations will not be accepted after applicable closing date for insertion orders. Verbal cancellations must be confirmed in writing the same day. Publisher accepts no liability for verbal cancellations.
12. Where a special position has been guaranteed for a contract year, cancellation of any portion of guaranteed position contract must be received in writing at least 90 days prior to effective cancellation date. Where a special position has been guaranteed for one or more months, cancellation of such insertions must be received in writing at least 90 days prior to the first day of month of issue.
13. Should any portion of a New York strip advertising contract be canceled, advertiser will be short-rated to earned 1/4 PAGE rated plus 50%.

14. Publisher is not responsible for errors in key numbers or other typesetting done by publisher.
15. Contact publisher for mechanical requirements, applicable rates and conditions for special inserts prior to printing material of any kind for insertion in these publications.
16. Charges for mechanical work not subject to agency commission. Premium charges for gatefolds and other special advertising units are commissionable.
17. Publisher reserves the right to assign delinquent accounts to established collection services. All invoices so assigned are not subject to agency discount. Agency commissions are considered earned only if invoices are paid without collection expense.
18. Advertisers placing insertions in any calendar year are eligible for rate protection for the first three months of the subsequent calendar year.
19. Productions principally performed for children may prohibit advertising of certain product categories. In such event, appropriate and proportionate credit will be reflected on the applicable invoices.
20. In regional theatrical venues, the performance schedules of touring shows and limited engagement attractions frequently do not conform to calendar months. Advertising is included in all editions published in the month of insertion. Some editions may continue to be distributed at performances in the first days of the immediately following month.
21. Some Markets are combinations of two or more larger cities in which advertising may be purchased for a percentage of the Market rate. These percentages are averages and individual cities can have greater month to month circulation variation than will the Market in its entirety.
22. Publisher must prior confirm all position requests. In some regions, position implementation may vary from edition to edition due to limited pagination. Publisher must prior confirm requests for intervening pages ("Gapping") between competitive products greater than a minimum guarantee of two intervening spreads. In some regions, implementation of a Gapping commitment greater than two intervening spreads may vary from edition to edition due to limited pagination.
23. The following additional discounts are available to New York PLAYBILL® edition advertising clients extending their buy with the same unit of space in the same month: 10% on the purchase of advertising in the Metropolitan Opera edition; 10% on the purchase of advertising in the Lincoln Center edition; 10% on the purchase of advertising in the Carnegie Hall/City Center edition; 40% discount on the purchase of complete Markets (other than New York).
24. The following additional discounts are available to New York Classic Arts package (Metropolitan Opera, Lincoln Center, Carnegie Hall/City Center) advertising clients extending their buy with the same unit of space in the same month: 40% on Classic Arts attractions throughout the country (ask your representative for a current list of Classic Arts attractions and rates); 20% discount on complete Markets purchased including the Classic Arts Attractions in that Market.
25. The following additional discounts are available to New York Metropolitan Opera edition advertising clients extending their buy with the same unit of space in the same month: 10% on the purchase of advertising in the Lincoln Center edition and 10% on the purchase of advertising in the Carnegie Hall/City Center edition.
26. The following additional discounts are available to National Classic Arts advertising clients extending their buy with the same unit of space in the same month: 40% discount on the purchases of the complete balance of any Market other than New York. There is no further discount for the purchase of the balance of the New York Market.
27. The following additional discounts are available to National Broadway advertising clients extending their buy with the same unit of space in the same month: 40% discount on the purchases of Classic Arts Attractions in any city other than New York and 10% on the purchase of New York Classic Arts attractions.
28. Retail insertions and payments for all National editions and New York Market advertisers qualifying for the retail rate must originate at the AGENCY OF RECORD for the store promoted in the advertisement and the store name and identity must be clearly as PROMINENT as names of products or services featured in the advertisement.
29. Fashion insertions accepted for National editions and New York Market advertisers engaged in the manufacture of all facets of apparel and home furnishings are qualified for these rates.

General INFORMATION continued

AVERAGE MONTHLY CIRCULATION

The immediately preceding three year's figures are averaged to form the current base figure. This is appropriately adjusted for changes in theatre services, construction and other known factors affecting circulation at the time of rate card publication.

This circulation projection is to serve as a guide for advertisers. It is not a guarantee. Publisher guarantees to provide complete service to theatrical attractions at listed theatres. Actual circulation experience varies from year to year. Publisher adds theatres wherever practical to support circulation projections.

If distribution to listed theatres falls significantly below average monthly circulation projections, compensating circulation will be provided as possible and applicable in additional markets and/or increased size of space for future insertions in the affected markets.

ADVERTISING AGENCY COMMISSION

Agency Commission15 %

Bills are rendered on the last Monday of the month prior to month of issue and payable on the 10th of the month of issue.

NATIONAL SALES

NEW YORK SALES OFFICE
PLAYBILL®
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(212) 557-5757



Harry Potter and the Cursed Child