**Classical Music Concerts and Recitals Tariff ‘LC’**

**Consultation questionnaire and Response Form**

**Instructions**

* Please provide your answers in the grey cells, following the template instructions and format below.
* If you are a *PRS for Music* member, please exclude sections 3&4.
* Numeric values should be provided in a number format (e.g. 1,000 - not one thousand).
* All monetary values should be entered in Pounds Sterling.
* If you hold more than one *PRS for Music* Tariff LC licence (e.g. due to operating in multiple capacities as a concert promoter and venue owner or festival promoter), we ask you to submit separate response forms to reflect this.
* When answering revenue and cost related questions, please use your most recent full financial year figures available (please specify the period start and end date in your answer). Please provide the values excluding VAT.
* If you have comments that are not covered by the specific questions raised, please provide them in section 6 of this document.
* If you would like us to receive your answers on a confidential basis, please indicate this in section 1.
* Please complete this questionnaire (including any supporting evidence or attachments) and email it to us by 31 December 2019 at: LC.consultation@prsformusic.com. Alternatively, you can also complete the online questionnaire at [www.prsformusic.com/classicalconsultation](http://www.prsformusic.com/classicalconsultation) to submit your responses.

**Questionnaire**

|  |  |
| --- | --- |
| **1** | **Respondent information** |
| 1.1 | Respondent name |  |
| 1.2 | Company name and address |  |
| 1.3 | Are you a *PRS for Music* member? If yes, in what capacity (e.g. composer, publisher, society )? |  |
| 1.4 | Please outline your type of business and its role within the live classical music industry (e.g. concert/ festival promoter, venue operator, music publisher or songwriter).*(If you are involved in the live classical music industry in several capacities, please complete separate response forms in respect of each of these capacities.)* |  |
| 1.5 | If you are a *PRS for Music* licensee, what is your annual revenue from the activity described in your response to Question 1.4? *(Please use the most recent complete 12-month period.)* |  |
| 1.6 | Please identify any trade body or organisation that communicates with *PRS for Music* on your behalf?(This assists the consultation process) |  |
| 1.7 | Would you like *PRS for Music* to keep your answers confidential? If so, please indicate if this applies to the information provided in all or only part of your responses. |  |

|  |  |
| --- | --- |
| **2** | **Tariff LC - General Response** |
| 2.1 | What is your view on the issues raised in sections 1.3 and 1.4 of the consultation?(i.e. the reasons for conducting a review of Tariff LC, the differences between Tariffs LC and LP and the effect of public subsidies on the live classical music market) |  |
| 2.2 | In light of the views you have expressed in response to question 2.1, and generally (particularly taking into account section 1.4 in the consultation document), would you agree that changes are required to (a) the Tariff LC rate and/or (b) the Tariff LC revenue base, and if so what changes? |  |
| 2.3 | Please outline any changes to *PRS for Music’s* licensing **process** under Tariff LC that you would like to see. |  |

|  |  |
| --- | --- |
| **3** | **Classical Live Event Revenue** (to provide some context for your responses to the consultation these questions are an opportunity to give information about the revenues derived from the classical live events you are associated with) |
| 3.1 | What is the revenue split (%) between ticket sales and other sources of revenue(e.g. hospitality, programme sales etc.)?  |  |
| 3.2 | Within your **ticket sales** revenue, what is the % split between:1. revenue from the face value of the ticket;
2. revenue from other ticketing related items (e.g. booking fees, payments from ticketing agents etc.)?
 |  |
| 3.3 | On average, what percentage of tickets do you distribute on a complimentary or discounted basis?*(Please include tickets not sold via ticket vendors, such as those provided free of charge or at a discount to press representatives, record labels, sponsors or corporate partners.)* |  |
| 3.4 | For revenue received from season tickets or boxes at live classical events, please specify:1. the percentage that the season ticket revenue represents compared to your ticketing (general sale) revenue;
2. the percentage that the box revenue (sold e.g. as part of corporate hospitality packages) represents compared to your ticketing (general sale) revenue.
 |  |

|  |  |
| --- | --- |
| **4** | **Costs of staging a classical live event** (to provide some context for your responses to the consultation, these questions are an opportunity to give information about the costs of the classical live events you are associated with) |

Please illustrate how the costs of staging a live classical event are divided between the following categories on average. Please add any missing cost categories if necessary (so these add up to 100%):

|  |  |  |
| --- | --- | --- |
| **Cost category** | **% of total costs of staging a live event** | **Comments** |
| Artist compensation (excluding *PRS for Music* licence fees) |  |  |
| Production/equipment |  |  |
| Venue hire |  |  |
| Staffing (incl. venue & security) |  |  |
| Promotion |  |  |
| Other, please specify |  |  |
| Other, please specify |  |  |
| Other, please specify |  |  |

|  |  |
| --- | --- |
| **5** | **PRS for Music Proposals** |
| 5.1 | What are your views on the initial proposals for a new Tariff LC (e.g. the rate increase; phasing in the rate increase; the treatment of complementary tickets; including the cost of concert programmes in the definition of gross receipts; a dedicated rate for the performance of television and film scores; reporting requirements; and excluding events with no or low admission charges from the tariff) |  |
| **6** | **General comments to the consultation** |
| 6.1 | If you are a licensee, please include any additional comments you would like to make here. |  |
| 6.2 | If you a *PRS for Music* member, please include any additional comments you would like to make here. |  |