

# THE DEMOGRAPHICS OF THE BROADWAY AUDIENCE



## 2022-2023



THE  
**DEMOGRAPHICS**  
OF THE BROADWAY AUDIENCE  
**2022–2023**

THE BROADWAY LEAGUE  
KAREN HAUSER

NOVEMBER 2023  
©THE BROADWAY LEAGUE  
ISBN: 979-8-9894173-0-8



729 SEVENTH AVENUE   T 212-764-1122  
5TH FLOOR                F 212-944-2136  
NEW YORK, NY 10019      BROADWAYLEAGUE.COM

CHARLOTTE ST. MARTIN  
PRESIDENT

BOARD OF GOVERNORS  
LAUREN REID\*  
CHAIR

KRISTIN CASKEY\*  
CHAIR-ELECT

COLLEEN JENNINGS-  
ROGGENSACK\*  
VICE-CHAIR OF THE ROAD

ELLIOT GREENE\*  
SECRETARY/TREASURER

THOMAS SCHUMACHER\*†  
IMMEDIATE PAST CHAIR

RICHARD BAKER  
SYDNEY BEERS  
DORI BERINSTEIN  
MAGGIE BROHN\*

STEPHEN C. BYRD  
KEN DAVENPORT

ARVIND ETHAN DAVID  
JOHN EKEBERG\*

NINA ESSMAN\*  
CHARLES FLATEMAN\*

ANDREW FLATT  
SUE FROST\*

TOM GABBARD  
HAL GOLDBERG\*

JOHN GORE\*

TEMAH HIGGINS

KENDRA WHITLOCK INGRAM  
AMY JACOBS

RICH JAFFE

VAN KAPLAN

DIONE KENNEDY

DEVIN M. KEUDELL\*

THOMAS KIRDAHY

SUSIE KRAJSA

ANTHONY LATORELLA\*

HAL LUFTIG

AARON LUSTBADER\*

KEVIN MCCOLLUM\*

BRIAN MORELAND\*

JAMES L. NEDERLANDER\*

ALBERT NOCCIOLINO\*

JOEY PARNS

JULIO PETERSON

DAVID RICHARDS\*

JORDAN ROTH\*

NICK SCANDALIOS\*†

CHRISTINA SELBY

JEFFREY SELLER

JOAN SQUIRES\*

DAVID STONE\*

DAVID TURNER

MARIA VAN LAANEN

LIA VOLACK

ROBERT E. WANKEL\*†

TAMMIE WARD

BARRY WEISSLER\*

BARBARA WHITMAN\*

KUMIKO YOSHII

COUNSEL

JEFFREY A. HORWITZ, ESQ.

November 2023

Dear Colleague,

As you know, before COVID, we annually published this report, profiling the demographics of the Broadway theatregoer. Our industry shut down in 2020 due to the pandemic, making the 2018-2019 season the last full season for which we collected audience data.

The 2022-2023 season was the first complete season since Broadway re-opened and we are pleased to share with you the information we gathered from those theatregoers.

While not yet back to pre-pandemic levels of attendance, we are welcoming audiences back to Broadway from across the globe. The 2022-2023 season sold 12.3 million tickets. This was a decrease of 17% from 14.8 million in 2018-2019, but it's important to remember that the season of 2018-2019 had the highest attendance in history.

We would like to point out that we are seeing some notable changes in post-COVID audiences.

The number of theatregoers from the NYC suburbs was the lowest ever reported, totaling 1.7 million admissions and representing 14% of total attendances. Also, both the average age and the number of admissions by senior citizens were lower than usual.

One of the positive signs was that this season attracted a relatively diverse audience. The season saw the highest percentage of admissions by people of color. This is likely a combination of outreach efforts and large number of plays written by and/or starring people of color.

A final observation is that the average date of ticket purchase was 34 days before the performance, down from 47 days in 2018-2019.

We hope this analysis is helpful to you in the marketing of your shows and planning future productions.

Sincerely,

A handwritten signature in black ink that reads "Charlotte St. Martin".

Charlotte St. Martin

President

\* Executive Committee

† Former Chair

# CONTENTS

I	Introduction and Summary	
	Foreword	4
	Executive Summary	5
II	Demographics of the Broadway Audience	
	Place of Residence	8
	Gender Identity	16
	Age	20
	Race / Ethnicity	24
	Education	28
	Annual Household Income	32
	Frequency of Attendance	36
	Making the Purchasing Decision	38
	Motivating Factors for Show Selection	39
	Method of Ticket Purchase	42
	Date of Ticket Purchase	44
	Sources of Theatre Information	46
	Method of Transportation to the Theatre	50
	Theatregoing Companions	52
	Paying for Tickets	54
	Age of First Broadway Show	55
	Likelihood to Attend in the Future	56
	Working in New York City	57
III	Appendices	
	Methodology	60
	Sample Questionnaire	62
	Acknowledgements	64

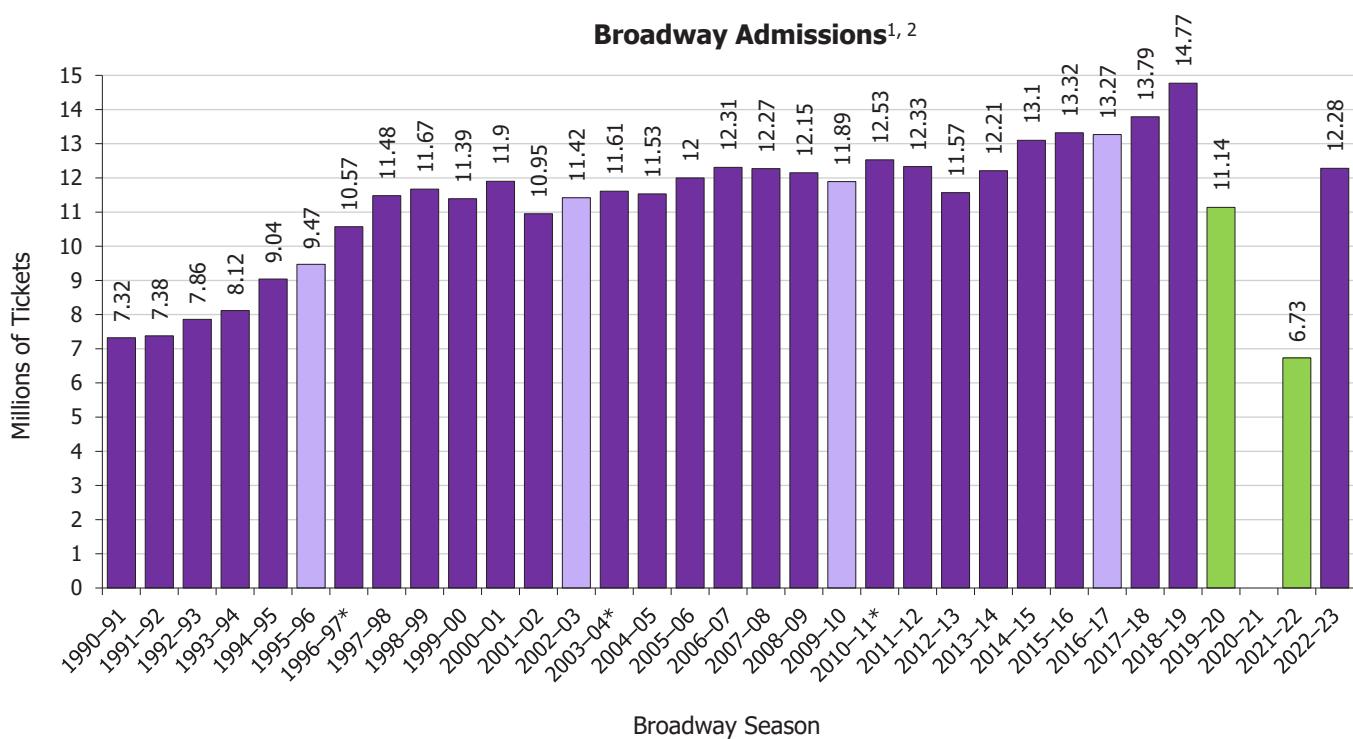
# FOREWORD

The Broadway industry was upended due to the COVID-19 pandemic. All shows shut down in March of 2020 and the industry began to slowly re-open in August of 2021. The shortened 2021–2022 season was disrupted by COVID concerns and unexpected performance cancellations.

The Broadway League resumed audience surveying with the 2022–2023 season, the first complete season since our re-opening.

The industry has not yet rebounded completely, but audiences have returned, reaching 12.3 million admissions this past season.

This report profiles theatregoers and their demographic changes, both over the long-term as well as since COVID.



1. Source: The Broadway League collects admissions data on a weekly basis from the theatre owners. Because the Broadway season is a 52-week period, running approximately from the beginning of June through end of May, it is comprised of 364 days, as opposed to the 365-day calendar year. Therefore, every seven years, we must add a week to the Broadway season in order to keep consistent with the calendar. On the above graph, all 53-week seasons are marked with an asterisk and a lighter shade of purple.
2. The 2019-2020 season was cut short by the onset of the COVID-19 pandemic which led to a complete shutdown of Broadway in March 2020. The season tallies for the 2019-2020 season reflect 41 weeks of the season. Broadway re-opened partway through the 2021-2022 season, for a 42-week season. Openings/re-openings were staggered, and the season was disrupted with numerous COVID-related cancellations of performances. The 2022-2023 season was the first full season since Broadway came back from the COVID-19 pandemic shutdown. Shows and tourism continued to be affected by COVID; however, the industry did not experience the extensive illness-related cancellations of the prior season.

# EXECUTIVE SUMMARY

- The 2022–2023 season was the first complete season after the Broadway industry had to shutter in March 2020 due to the COVID-19 pandemic.
- This season garnered 12.3 million admissions, 16.8% shy of the record-breaking 2018–2019 season pre-COVID (the last complete season before the shutdown).
- Approximately 35% of attendances were by people from the New York City metropolitan area (21.7% from New York City and 13.6% from the surrounding suburbs).
- Another 47.5% were by theatregoers from the United States (but outside New York City and its suburbs).
- Seventeen percent of theatregoers (or 2.1 million admissions) were from other countries. This was comparable with pre-COVID seasons.
- Sixty-five percent of the audiences identified as female.
- The average age of the Broadway theatregoer was 40.4 years old. That was the youngest in the past twenty seasons.
- Twenty-nine percent of attendees identified themselves as BIPOC (Black, Indigenous, or People of Color), the highest percentage to date.
- Of theatregoers aged 25 or older, 85.8% had completed college and 43.0% had earned a graduate degree.
- The average annual household income of the Broadway theatregoer was \$271,277.
- The average number of attendances by the Broadway theatregoer was four in the past year. The group of devoted fans who attended 15 or more performances comprised only 4.9% of the audience but accounted for 30.2% of all tickets (3.7 million admissions).
- The strongest motivating factors for show selection were the music and personal recommendation.
- The average reported date of ticket purchase for a Broadway show was 34 days before the performance, compared to 47 days in the 2018–2019 season.
- Most theatregoers attended in pairs or small groups of family or friends.
- Respondents reported having paid an average of \$161.20 per ticket.
- Ninety-five percent of attendees said they plan to see another Broadway show in the future.
- Twenty percent of theatregoers worked in New York City.



THE  
**DEMOGRAPHICS**  
OF THE BROADWAY AUDIENCE  
**2022–2023**

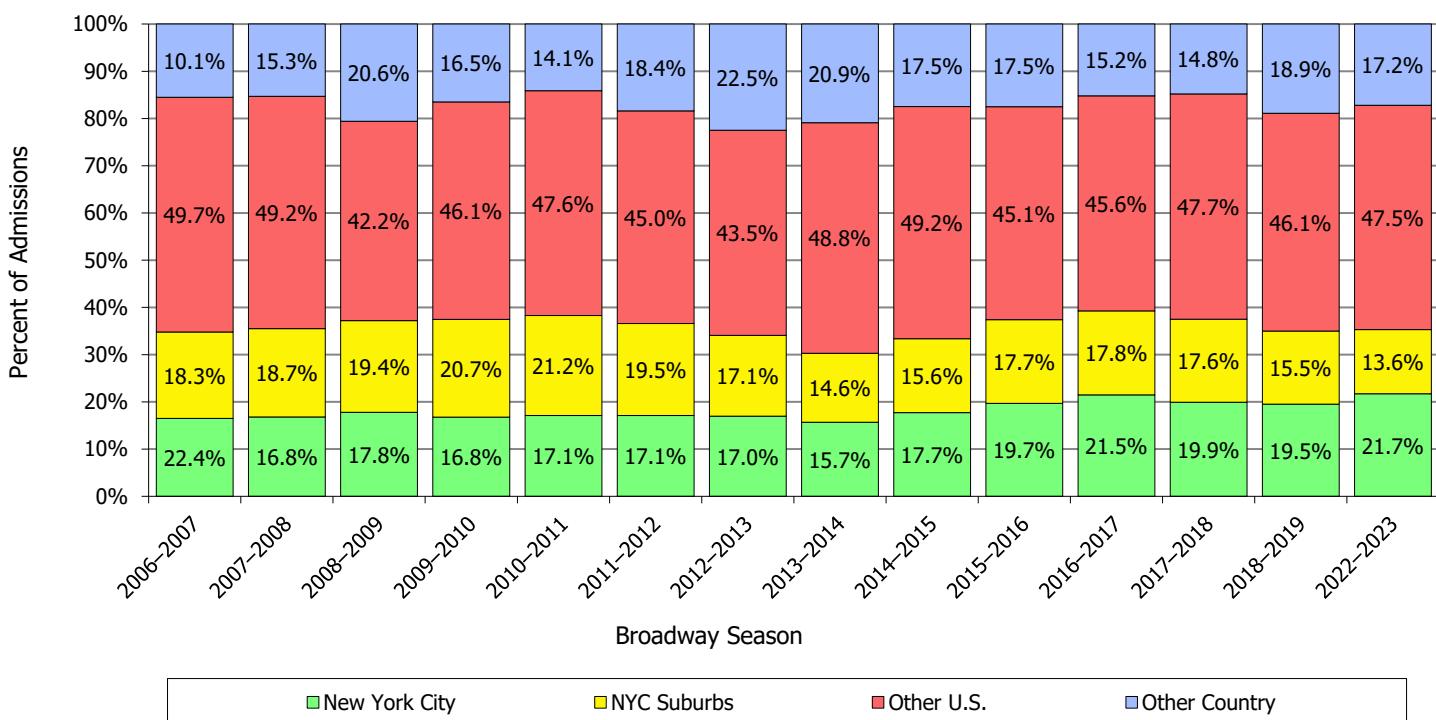
# PLACE OF RESIDENCE

In the 2022–2023 season, 12.3 million tickets were sold to Broadway shows. This was the first full season since Broadway came back from the COVID-19 shutdown. While shows continued to be affected by COVID, the industry did not experience the extensive illness-related cancellations of the prior season and attendances began to rebound.

This season was comprised of 35.3% locals (people who lived in New York City or the surrounding suburbs) and 64.6% tourists (people who lived elsewhere in the United States or in other countries).

The percentage of theatregoers from the suburbs was lower than previous seasons. Since the overall number of attendances was also relatively low after COVID, the real number of attendances by suburbanites only reached 1.7 million.

**Place of Residence of the Broadway Audience<sup>3</sup>**



3. The industry shut down due to the COVID-19 pandemic in March 2020, therefore the partial seasons of 2019–2020 and 2021–2022 are not included. We resumed data collection for this project at the start of the 2022–2023 season.

# PLACE OF RESIDENCE

	% of Admissions
<b>New York City</b>	<b>21.7%</b>
Manhattan	12.3%
Other NYC Borough	9.4%
<b>NYC Suburbs</b>	<b>13.6%</b>
Long Island	4.3%
Westchester / Rockland County	2.7%
Northern New Jersey (Bergen, Essex, Hudson, Middlesex, Morris, Passaic, Somerset, Union)	6.7%
<b>Domestic</b>	<b>47.5%</b>
Other New York	2.7%
Other New Jersey	3.2%
Other U.S. State	41.6%
<b>International</b>	<b>17.2%</b>
Canada	3.8%
United Kingdom	3.0%
Other Europe	4.7%
Asia	1.3%
Central or South America	2.3%
Australia or New Zealand	1.0%
Other	0.9%

# PLACE OF RESIDENCE

According to NYC & Company, in 2022, New York City welcomed 56.7 million visitors, up from 32.9 million in 2021.

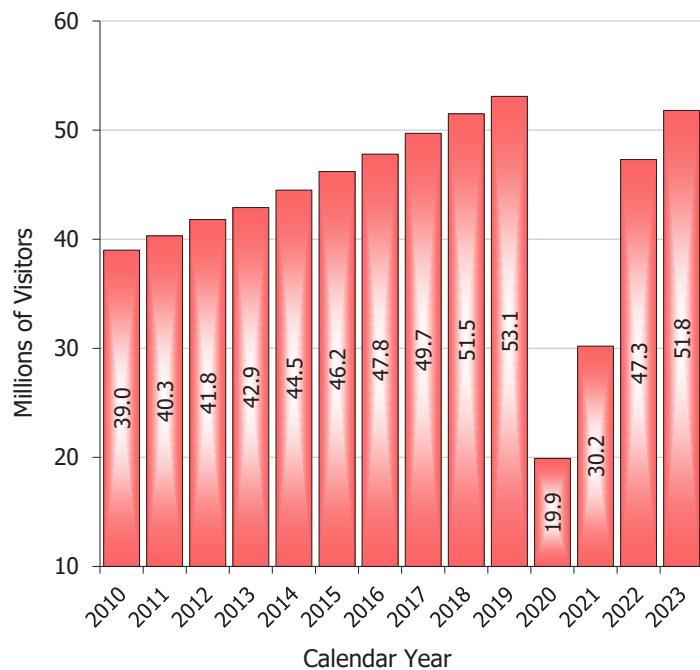
Domestic travel has mostly recovered since the start of COVID, but 2022 was still down by 11% from its 2019 level.

International visitation has also been improving, welcoming 9.4 million visitors in 2022. This was more than triple the number in 2021 but still a decrease of 30% from the 2019 volume.

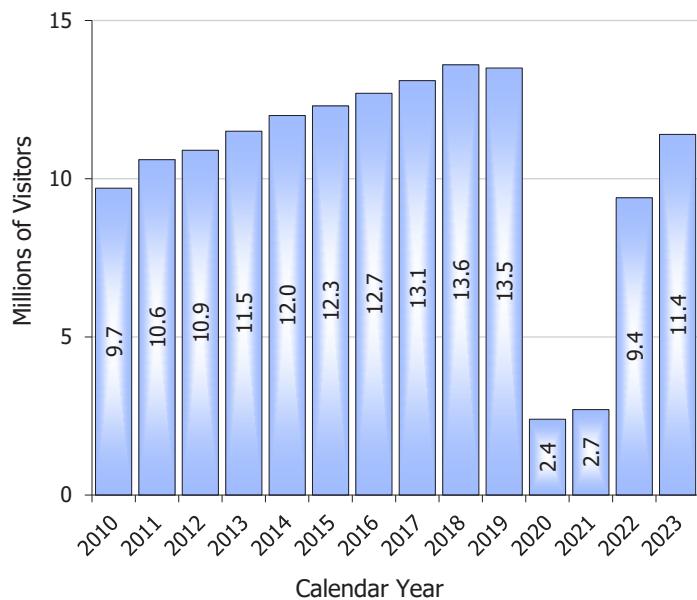
The trend was similar in the theatres, as audiences from other countries were returning to Broadway. While not reaching the record-breaking level of the 2018–2019 season, the numbers were comparable with pre-COVID years.

In comparison, admissions by New Yorkers were down 7% from the 2018–2019 season; admissions by NYC suburbanites were down 27%; admissions by domestic tourists were down 14%; and those by international visitors, down 24%.

**Domestic Visitors to NYC<sup>4</sup>**

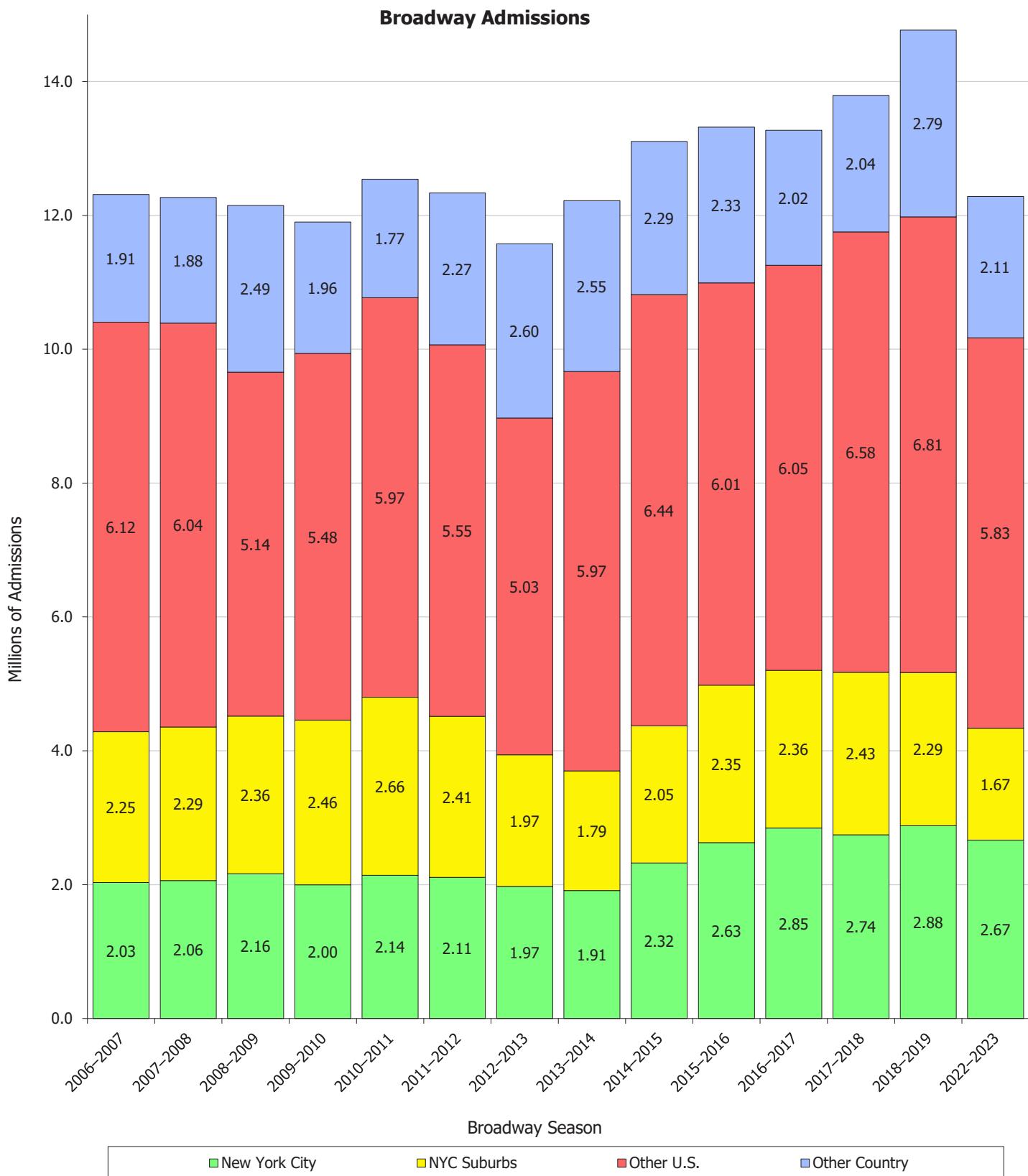


**International Visitors to NYC<sup>4</sup>**



4. Source: NYC & Company (2023 forecasted)

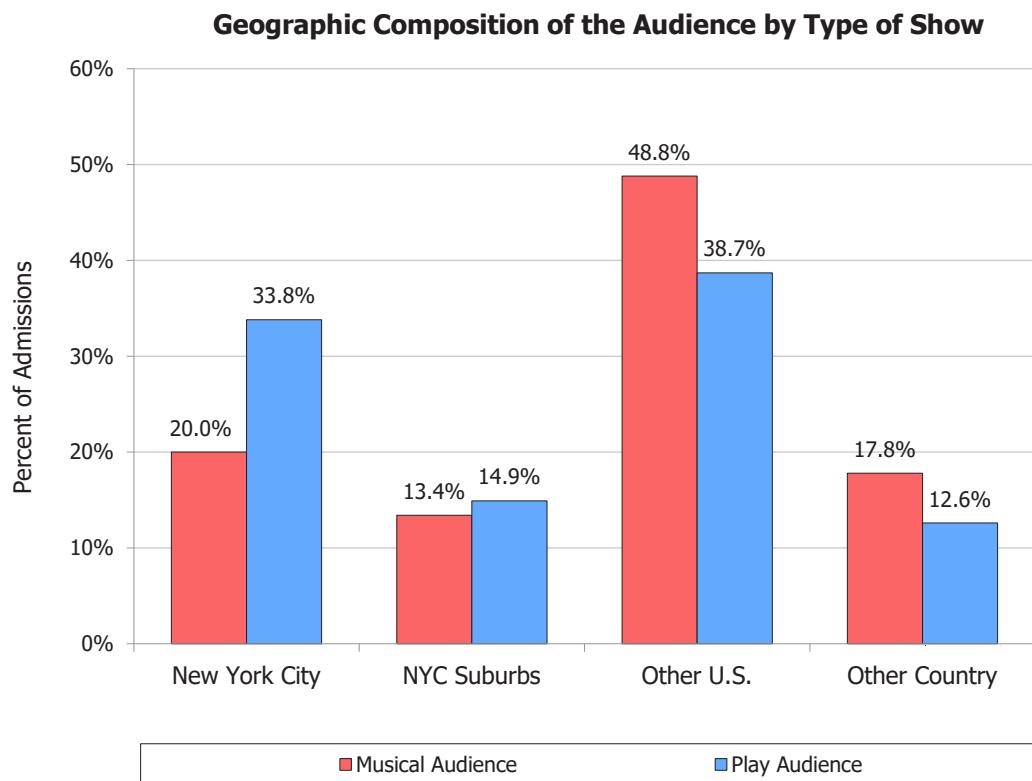
# PLACE OF RESIDENCE



# PLACE OF RESIDENCE

Musical audiences attracted a larger portion of tourists than plays.

Locals (theatregoers from New York City and the suburbs) comprised 48.7% of attendees at plays, but 33.4% at musicals.



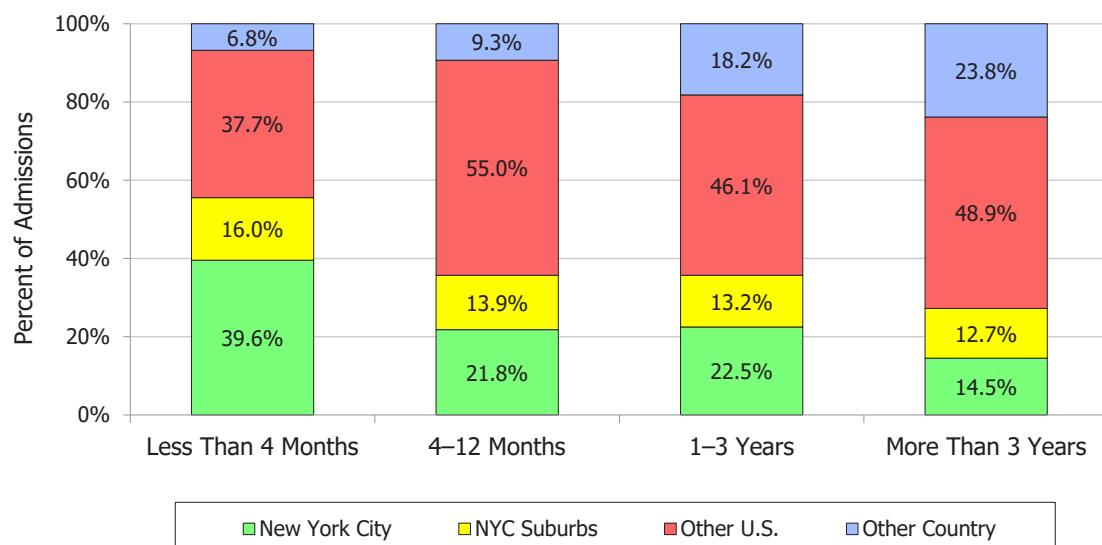
# PLACE OF RESIDENCE

The geographic composition of the audience varied depending upon length of a show's run, time of year, and performance time.

Audiences at new shows were more local than at long-running productions.

*This is not surprising, as it takes time for people to make travel plans and/or obtain theatre information.*

**Geographic Composition of the Audience by Length of Show's Run<sup>5-8</sup>**

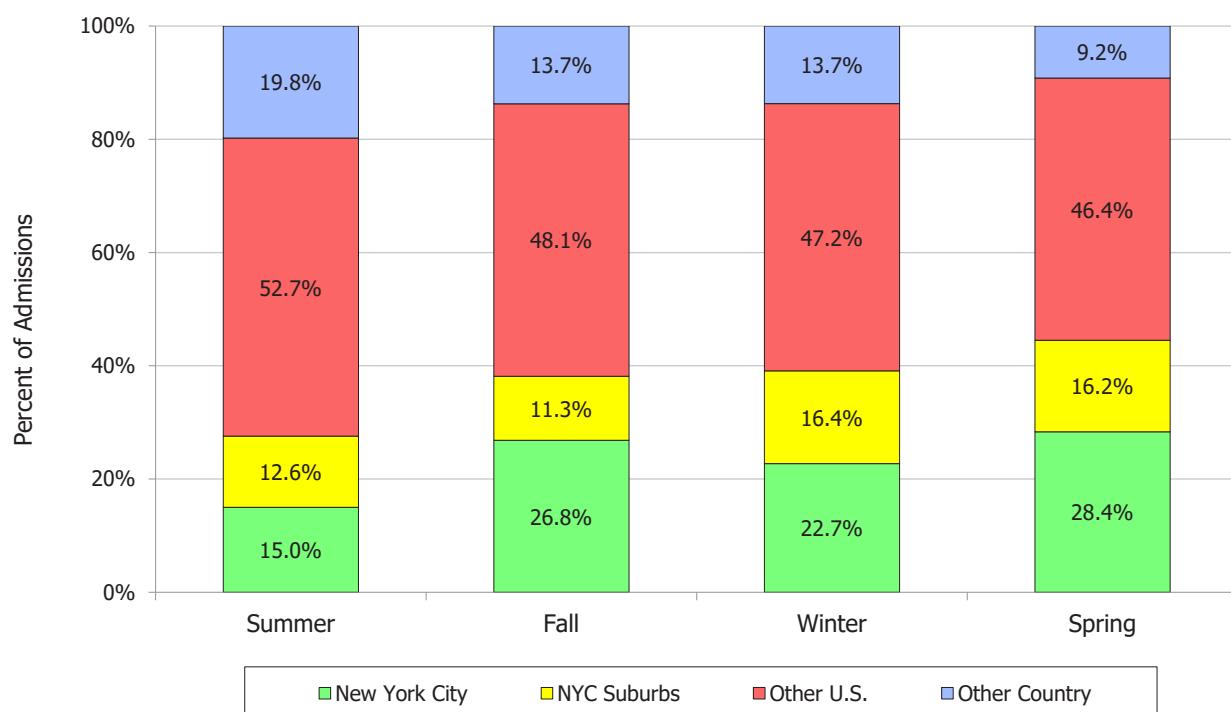


5. Productions "Less Than 4 Months (as of survey date)" included: *1776; A Christmas Carol; A Doll's House; American Buffalo; Bad Cinderella; Between Riverside and Crazy; Bob Fosse's Dancin'; Cost of Living; Death of a Salesman; Fat Ham; Kimberly Akimbo; Leopoldstadt; Life of Pi; Macbeth; Paradise Square; Peter Pan Goes Wrong; Pictures From Home; POTUS: Or, Behind Every Great Dumbass are Seven Women Trying to Keep Him Alive; Shucked; Some Like It Hot; Take Me Out* (return engagement); *The Collaboration; The Kite Runner; The Piano Lesson; The Thanksgiving Play; and Topdog / Underdog*
6. Productions "4–12 Months" included: *& Juliet; A Beautiful Noise; The Neil Diamond Musical; A Strange Loop; Company; Funny Girl; Into the Woods; Mr. Saturday Night; and The Music Man*
7. Productions "1–3 Years" included: *Beetlejuice; Hadestown; Harry Potter and the Cursed Child; MJ The Musical; Moulin Rouge! The Musical; Six; and Tina - The Tina Turner Musical*
8. Productions "More Than 3 Years" included: *Aladdin; Chicago; Come From Away; Dear Evan Hansen; Hamilton; The Book of Mormon; The Lion King; The Phantom of the Opera; and Wicked*

# PLACE OF RESIDENCE

Both domestic and international tourists were more likely to attend in the summer months.

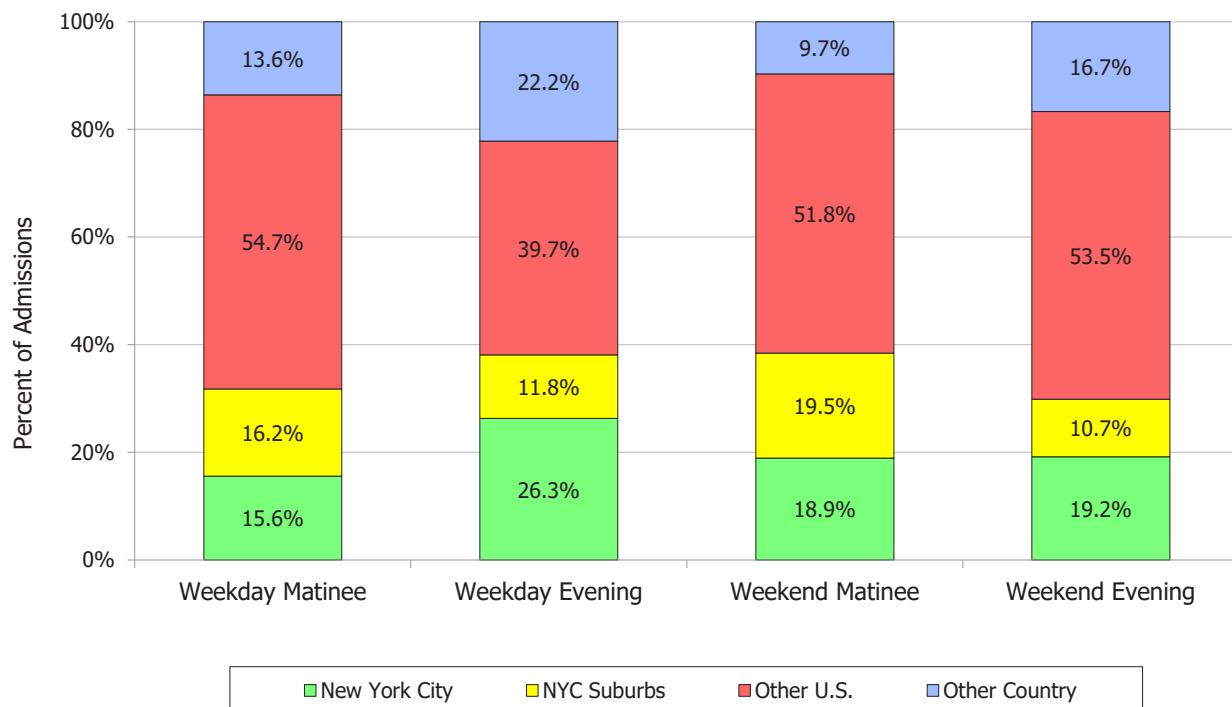
**Geographic Composition of the Audience by Season**



# PLACE OF RESIDENCE

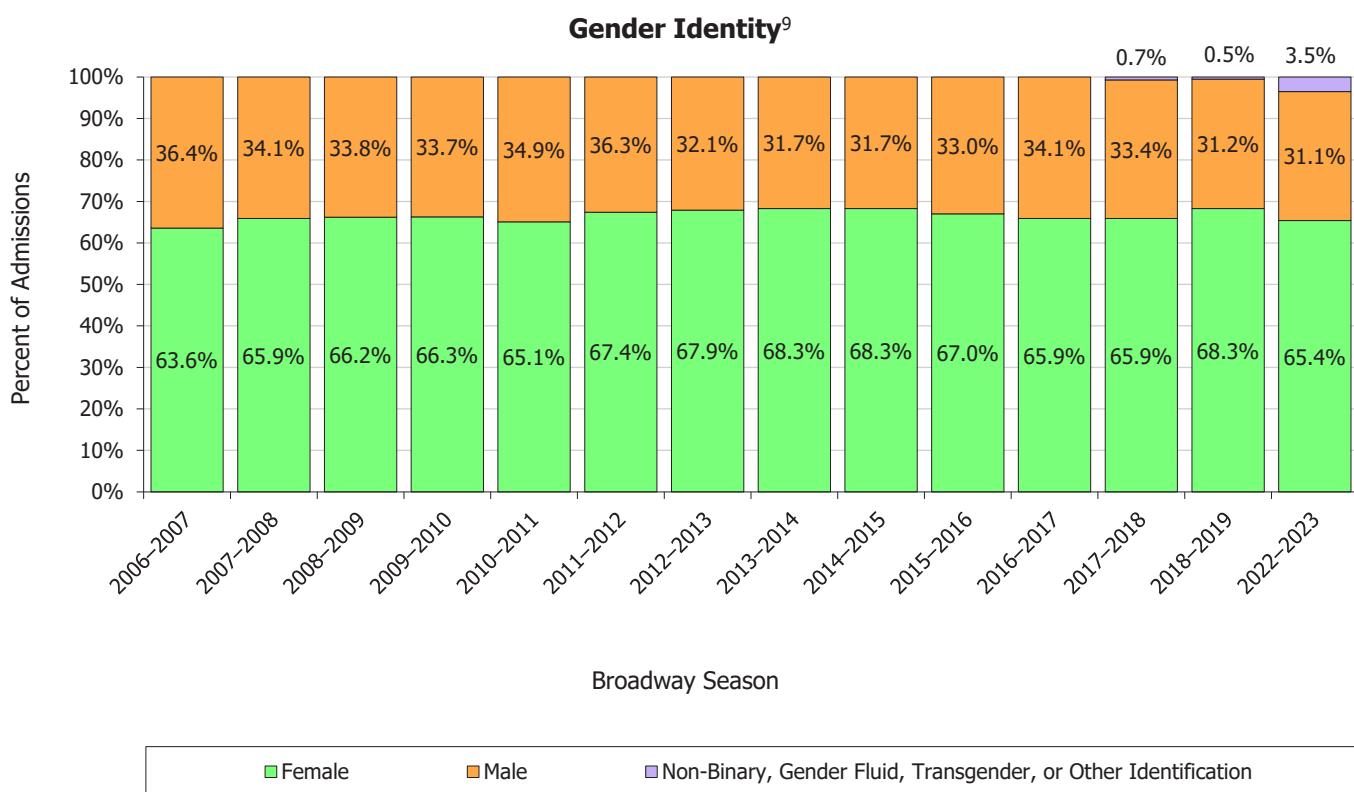
As far as performance time preference, New Yorkers and international visitors were more apt to attend on a weekday evening; suburbanites opted for matinees; and domestic tourists came on weekends or weekday matinees.

**Geographic Composition of the Audience by Performance Time**



# GENDER IDENTITY

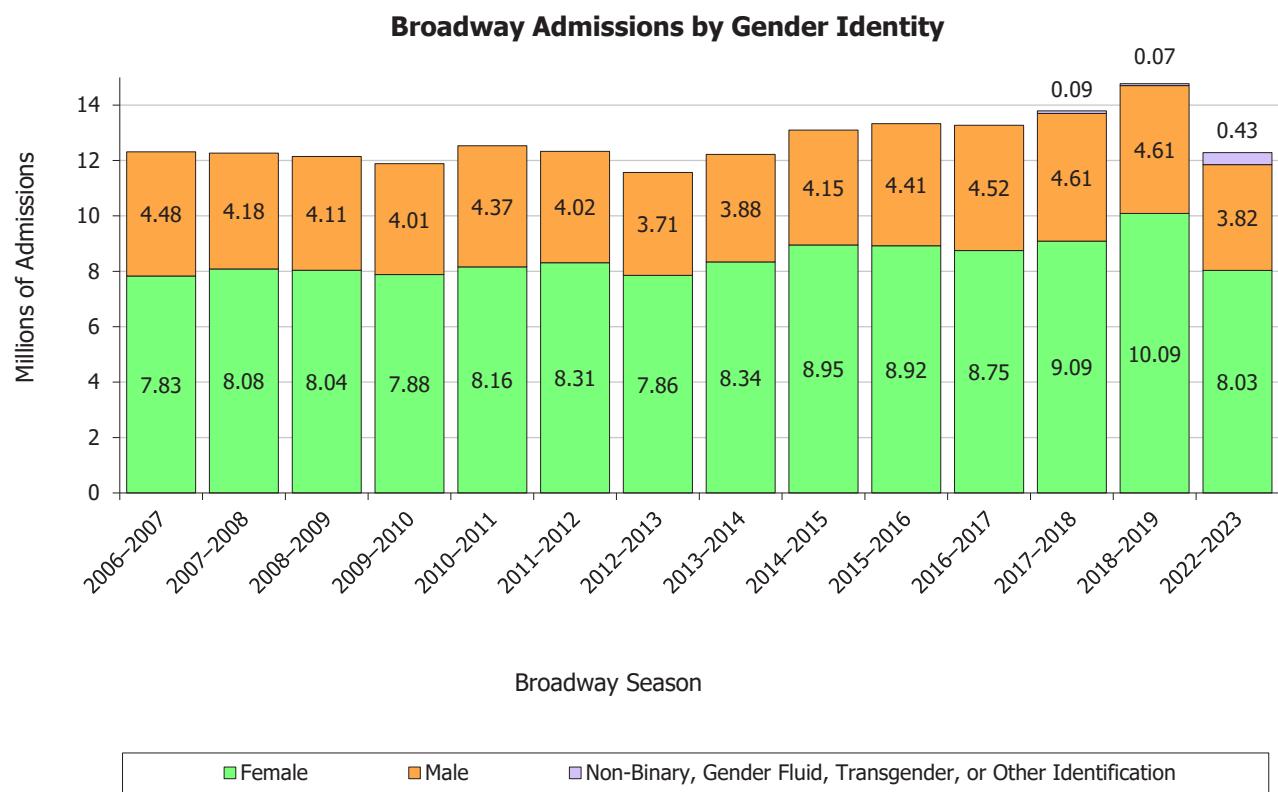
In the 2022–2023 season, 65.4% of the audience self-identified as female. Thirty-one percent identified as male and 3.5% reported that they were non-binary, gender fluid, transgender, other identification, or preferred not to say.



9. In the 2017–2018 season, additional categories were added besides “female” and “male.”

# GENDER IDENTITY

In real numbers, these percentages translated into eight million attendances by females; 3.8 million attendances by males; and 430,000 admissions by people who identified as non-binary, gender fluid, transgender, other, or preferred not to say.



# GENDER IDENTITY

In relation to the United States population in general, women and people that identify as non-binary, gender fluid, transgender, or other identification were over-represented in the theatres.

**Broadway Audience vs. U.S. Census**

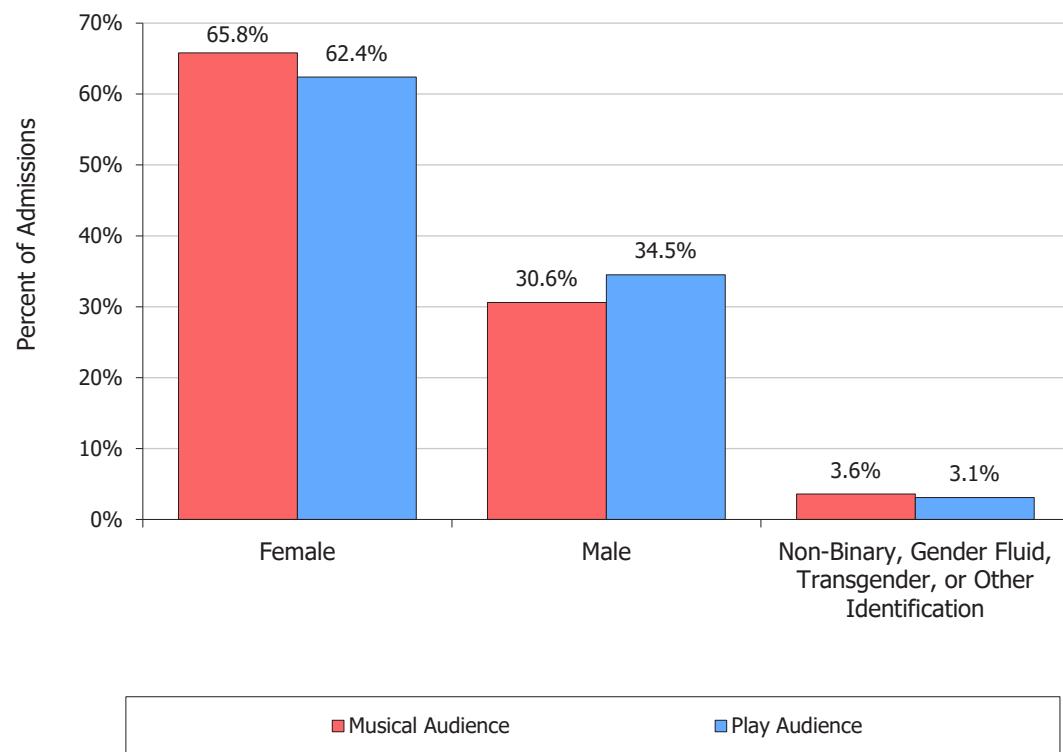
Gender Identity	Broadway Audience	U.S. Population <sup>10</sup>	Audience/Census Index
Female	65.4%	50.5%	129.5%
Male	31.1%	47.2%	65.9%
Non-Binary, Gender Fluid, Transgender, or Other Identification	3.5%	2.3%	152.2%

10. Source: U.S. Bureau of the Census

# GENDER IDENTITY

Musical audiences skewed even more female than play audiences.

**Gender Identity by Type of Show**

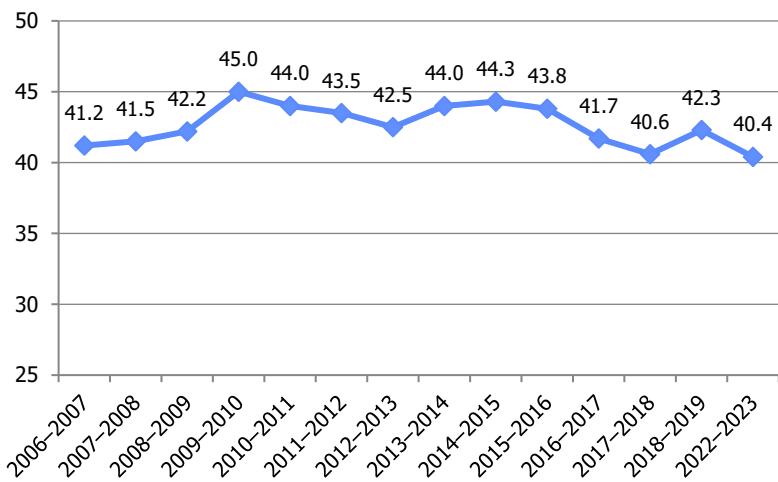


# AGE

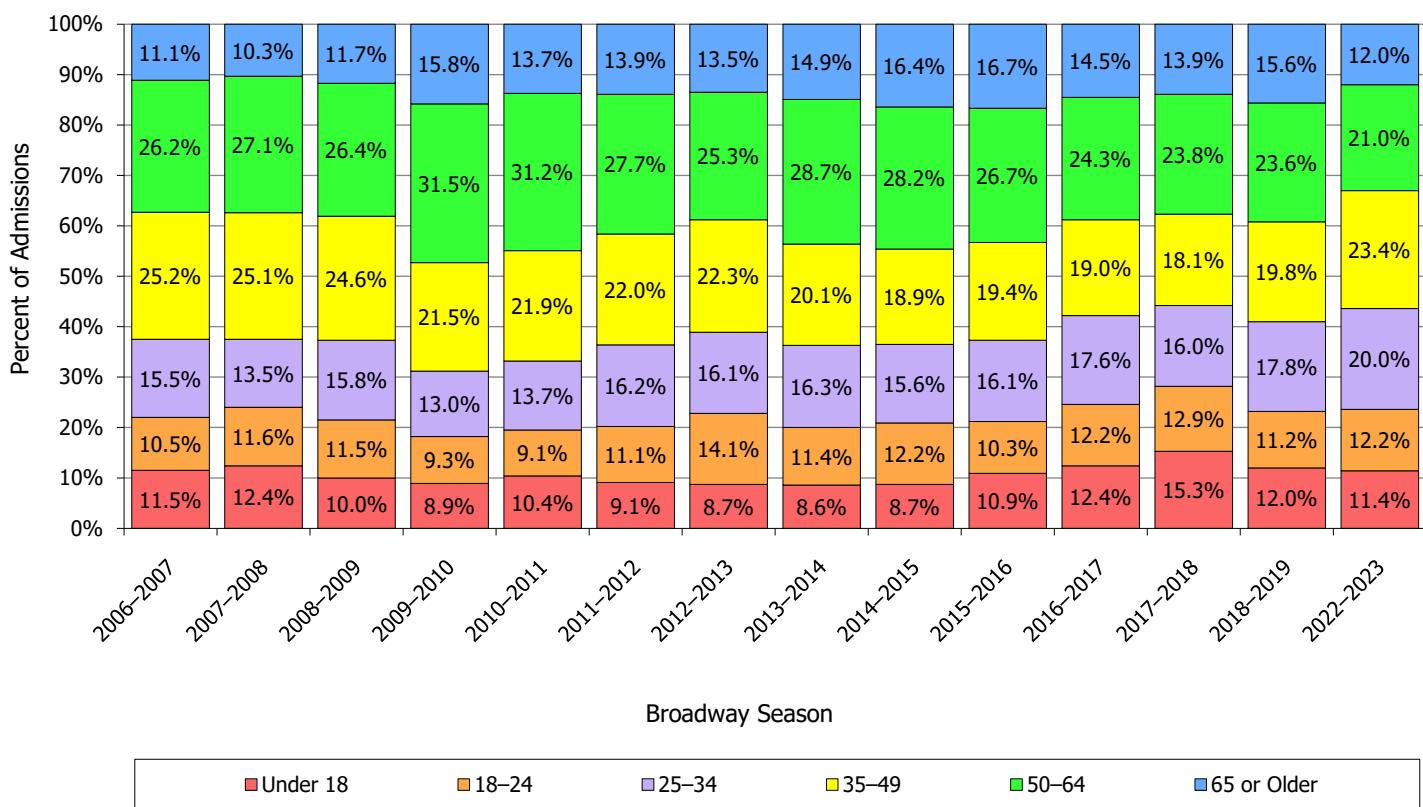
The average age of the Broadway theatregoer was 40.4 years.

This was two years younger than the average age in the 2018–2019 season.

**Average Age of the Broadway Theatregoer**



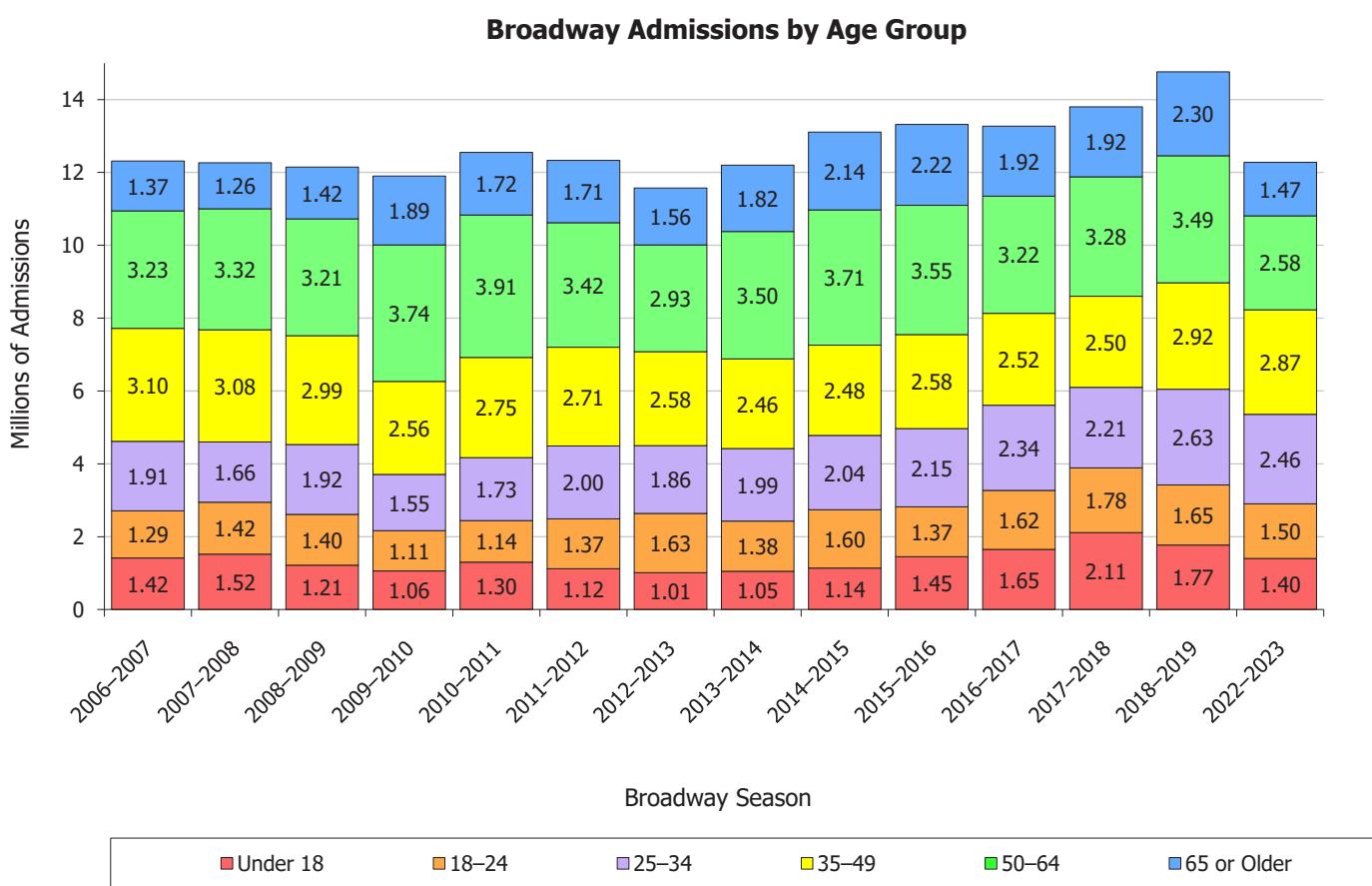
**Broadway Audience by Age Group**



# AGE

There were 1.4 million admissions by theatregoers under the age of 18 in the 2022–2023 season.

There were the fewest number of seniors in the audiences since the 2008–2009 season.



# AGE

Kids and teens were least represented in comparison to the population of the United States.

*This may be due to the cost of tickets, late hours, or fact that not all shows are appropriate for children.*

**Broadway Audience vs. U.S. Census**

Age Range	Broadway Audience	U.S. Population <sup>11</sup>	Audience/Census Index
Under 18	11.4%	22.1%	51.5%
18–24	12.2%	9.1%	134.0%
25–34	20.0%	13.6%	147.2%
35–49	23.4%	19.1%	122.3%
50–64	21.0%	19.2%	109.4%
65 or older	12.0%	16.8%	71.3%

11. Source: U.S. Bureau of the Census

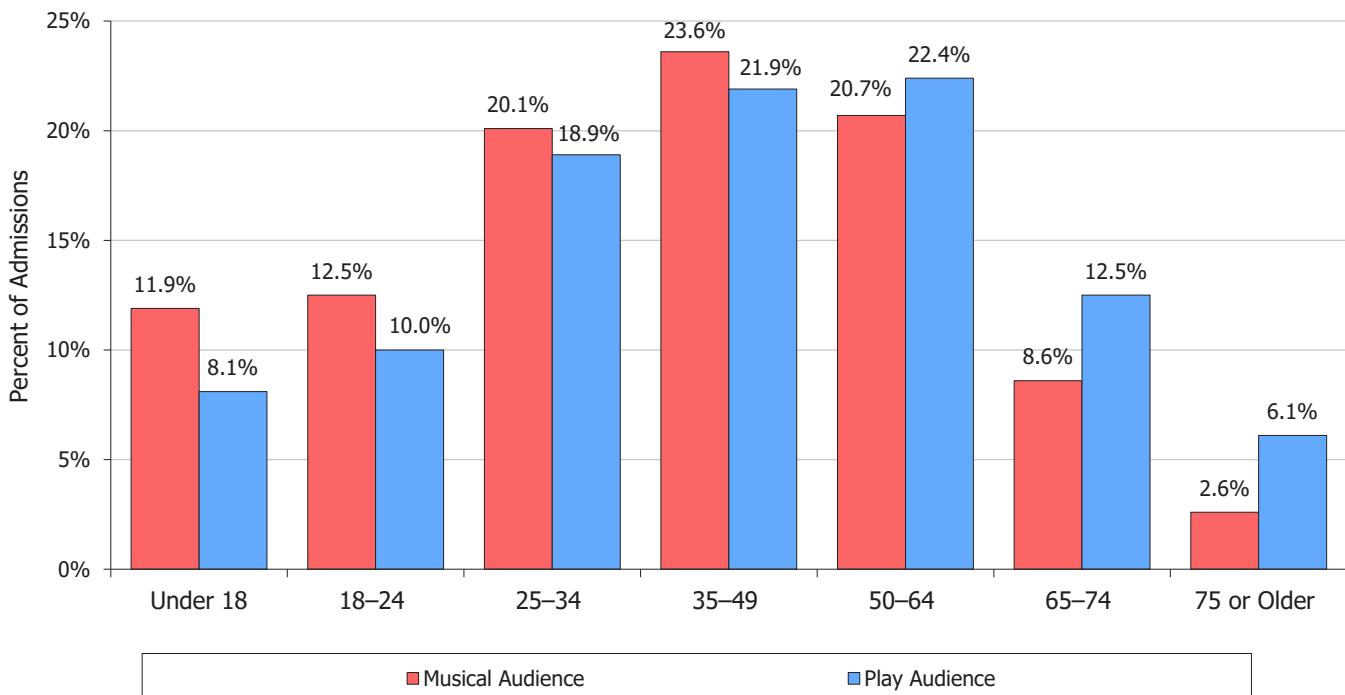
# AGE

International theatregoers were younger than domestic patrons. Their average age was 35.7 years, versus 41.5 years for U.S. residents.

Place of Residence	Average Age
New York City	39.5
NYC Suburbs	42.5
Other U.S.	42.1
Other Country	35.7

Theatregoers at musicals were younger than playgoers. The average age of the musical attendee was 39.8 years, compared to 44.5 years for the play attendee.

Age Ranges by Type of Show

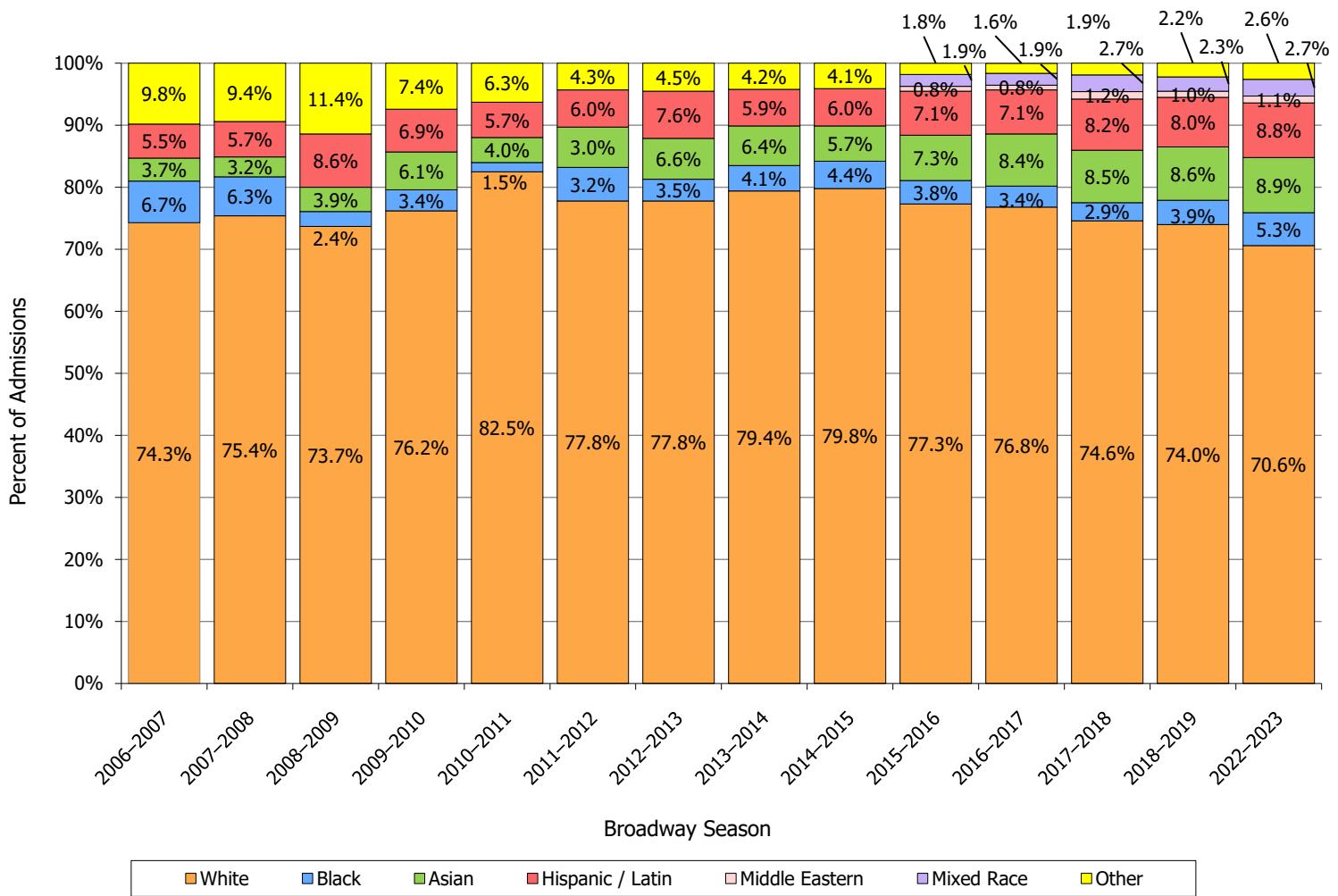


# RACE / ETHNICITY

Twenty-nine percent of theatregoers were BIPOC (Black, Indigenous, and People of Color), the highest percentage to date.

Looking more closely at the BIPOC audience, Black theatregoers represented the largest percentage increase from the 2018–2019 season.

**Race / Ethnicity of the Broadway Audience<sup>12</sup>**

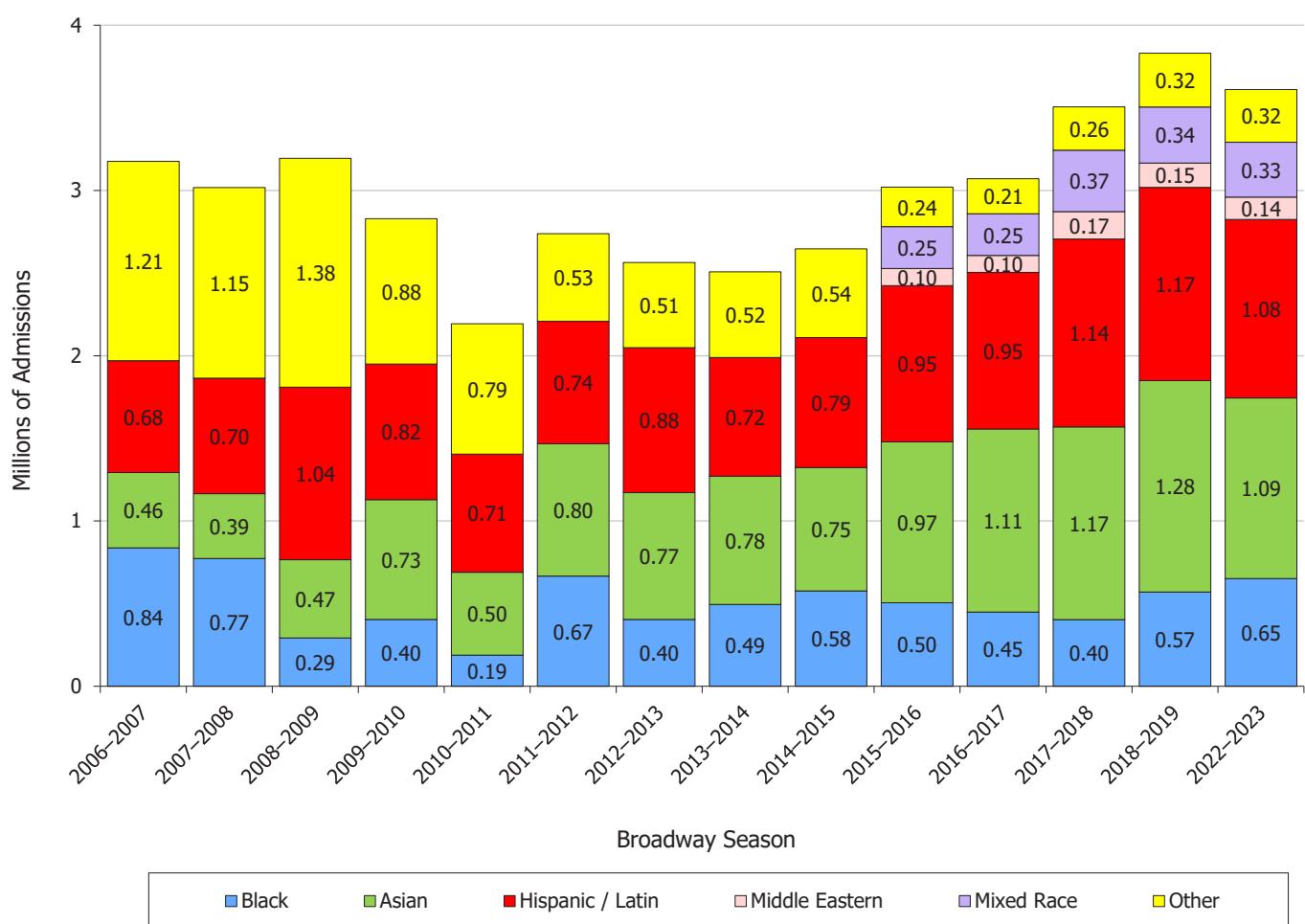


12. "Other" category before 2015–2016 season includes Middle Eastern, Mixed Race, and Other.

# RACE / ETHNICITY

In terms of real numbers, 3.6 million attendances were by BIPOC theatregoers.

**Broadway Admissions by BIPOC Theatregoers<sup>13</sup>**



13. "Other" category before 2015–2016 season includes Middle Eastern, Mixed Race, and Other.

# RACE / ETHNICITY

Theatregoers from New York City were more diverse than attendees from elsewhere.

In comparison to their respective proportions in the United States overall, the mixed race and Asian segments of the population were most over-represented in the Broadway audience.

## Race / Ethnicity of the Broadway Audience by Place of Residence

Race / Ethnicity	New York City	NYC Suburbs	Other U.S.	Other Country
Asian	12.0%	10.1%	6.5%	10.8%
Black	8.4%	6.0%	5.2%	1.2%
Hispanic / Latin	10.6%	9.3%	7.1%	10.8%
Middle Eastern	1.3%	0.8%	0.6%	2.0%
Mixed Race	3.3%	2.5%	2.2%	3.2%
Other	2.7%	2.0%	2.2%	3.8%
White	61.6%	69.3%	76.1%	68.2%

## Race / Ethnicity of the Broadway Audience vs. U.S. Census

Race / Ethnicity	Broadway Audience	U.S. Population <sup>14, 15</sup>	Audience/Census Index
Asian	8.9%	6.2%	143.3%
Black	5.3%	11.9%	44.6%
Hispanic / Latin	8.8%	23.8%	37.0%
Mixed Race or Other (non Hispanic)	5.3%	3.4%	156.5%
White (includes Middle Eastern)	71.7%	54.7%	131.0%

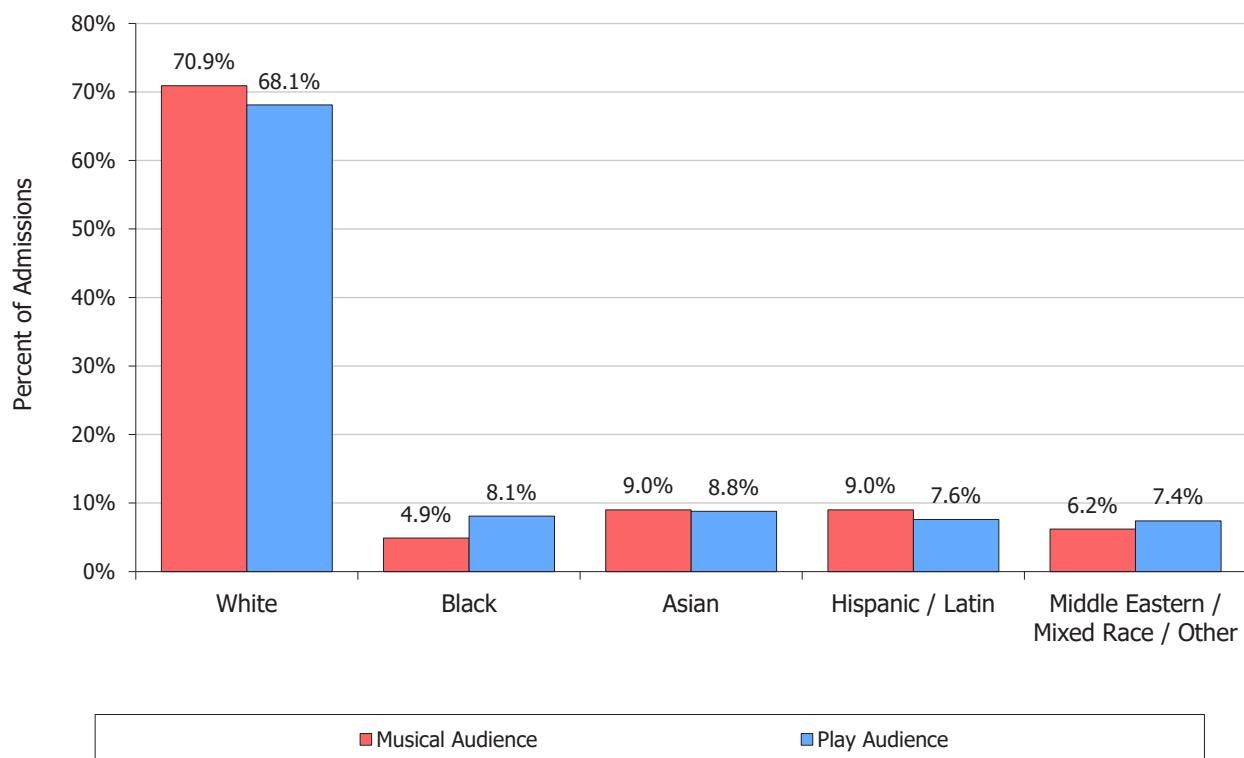
14. Source: U.S. Bureau of the Census

15. Census Data includes Middle Eastern and North African People in the "white" category.

# RACE / ETHNICITY

During the 2022–2023 season, Black audiences were notably more prevalent at plays than at musicals.

**Race / Ethnicity by Type of Show**

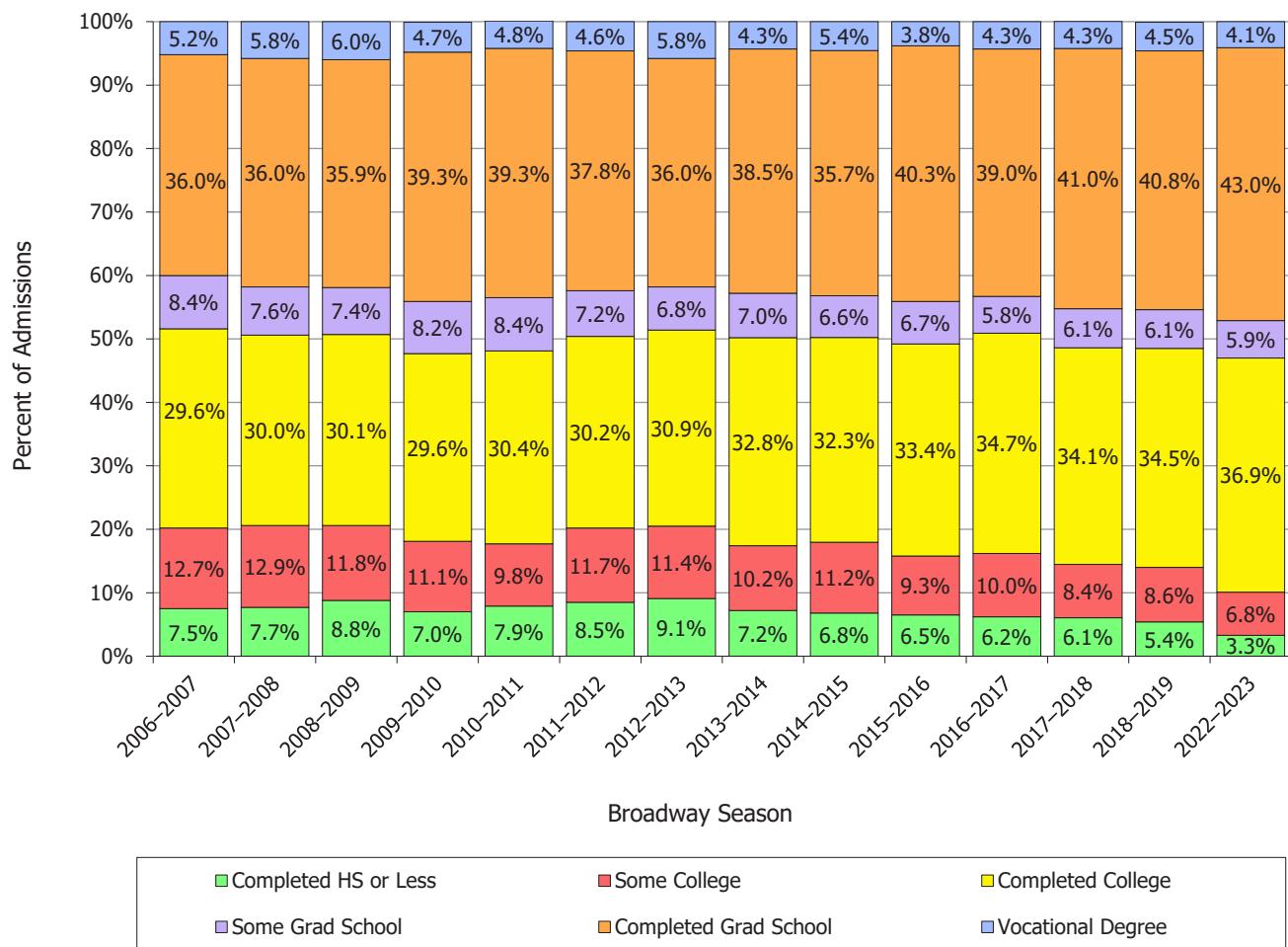


# EDUCATION

In the 2022–2023 season, educational attainment levels of Broadway theatregoers were higher than in previous years.

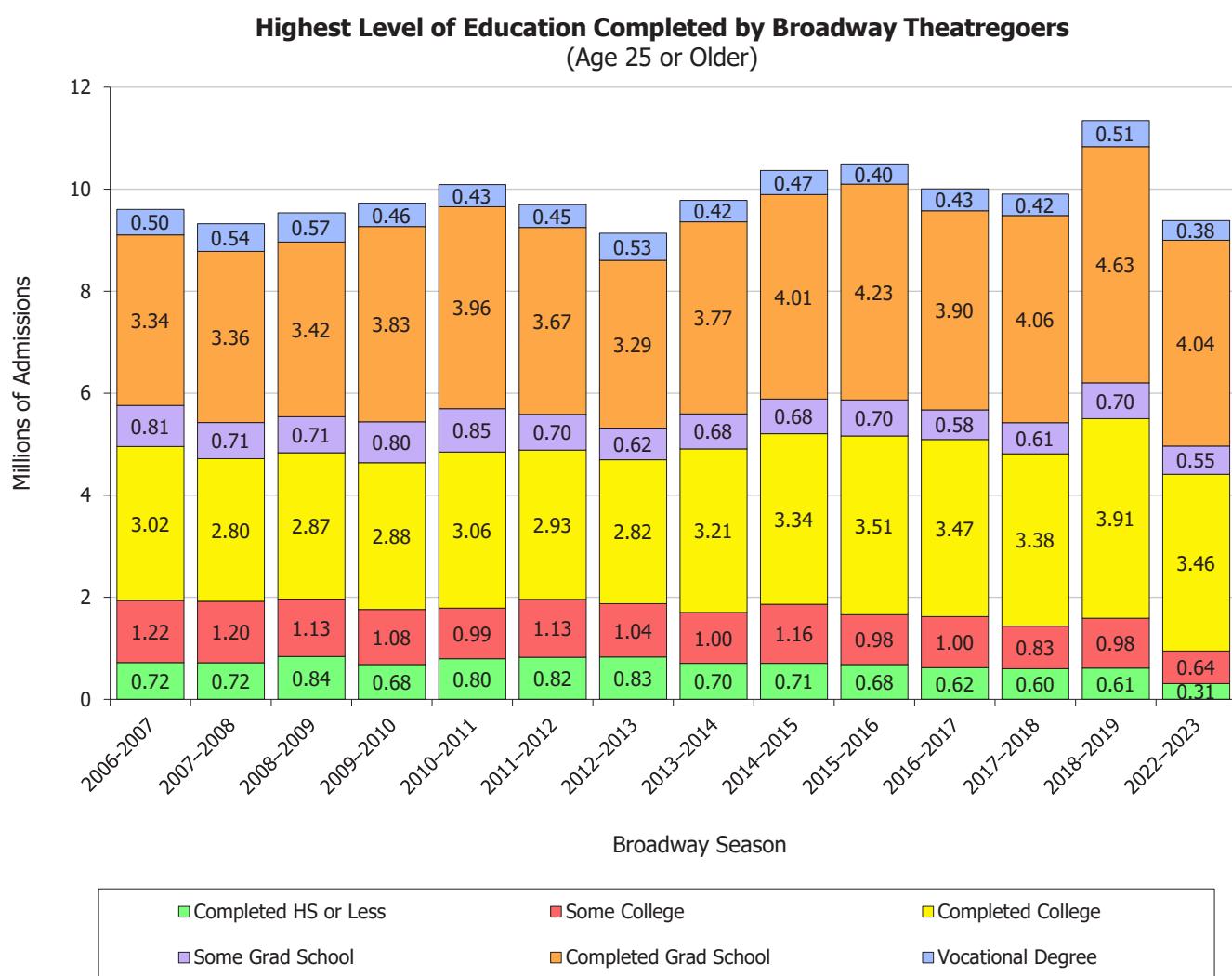
Eighty-six percent of those aged 25 or older had completed college and 43% had completed graduate school.

**Highest Level of Education Completed by Broadway Theatregoers**  
(Age 25 or Older)



# EDUCATION

Just over eight million admissions were by college graduates.



# EDUCATION

Broadway theatregoers had attained higher levels of education than the United States public in general.

## Broadway Audience vs. U.S. Census

Highest Level of Education Completed (Age 25 or older)	Broadway Audience	U.S. Population <sup>16</sup>	Audience/Census Index
Some High School or Less	0.9%	8.8%	10.2%
Completed High School	2.4%	28.5%	8.4%
Some College	6.8%	14.6%	46.6%
Completed College	36.9%	23.4%	157.7%
Advanced Education <sup>17</sup>	48.9%	14.2%	344.4%
Vocational Degree	4.1%	10.5%	39.0%

16. Source: U.S. Bureau of the Census

17. "Advanced Education" includes graduate studies and post-college degrees.

# EDUCATION

Local theatregoers reported having attained higher levels of education than tourists.

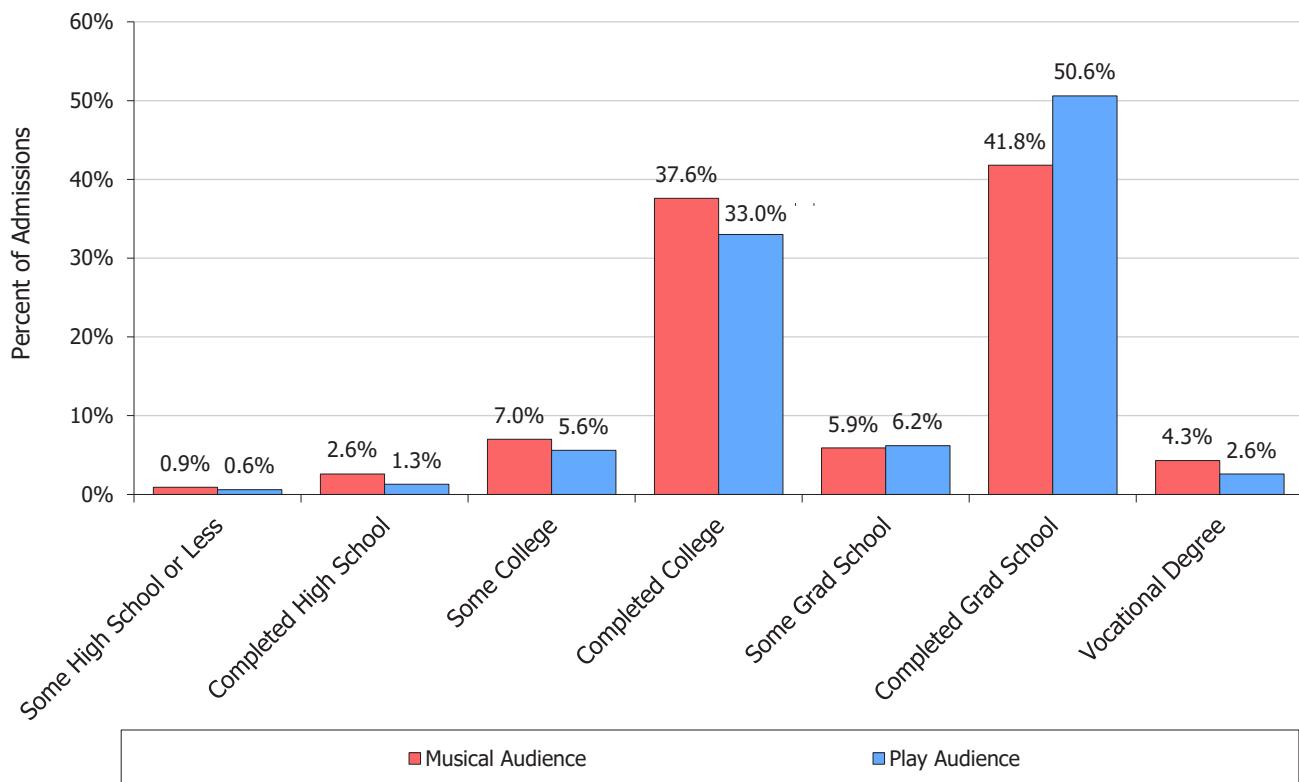
Theatregoers at plays had completed more schooling than those at musicals.

At plays, 89.8% of audience members held a college degree and 50.6% held a graduate degree, compared to 85.3% and 41.8% at musicals.

**Theatregoers Holding a College Degree**  
(Age 25 or Older)

Place of Residence	Broadway Theatregoers
New York City	89.5%
NYC Suburbs	88.2%
Other U.S.	86.6%
Other Country	75.3%

**Educational Attainment by Type of Show**  
(Age 25 or Older)

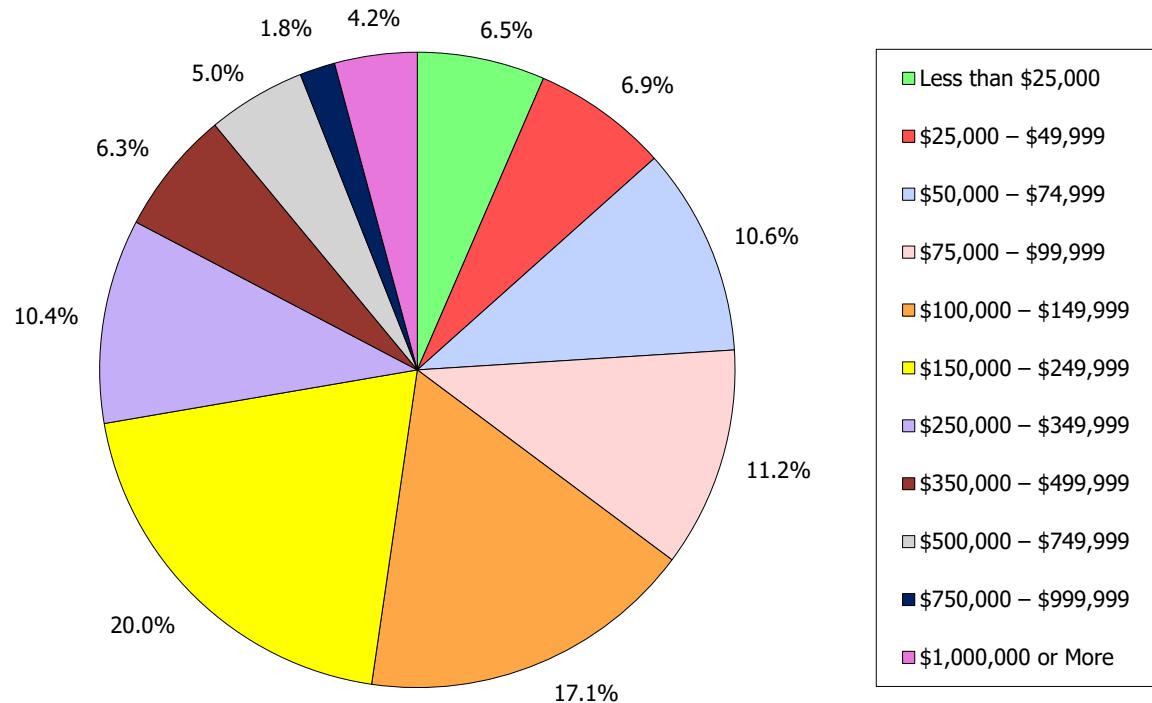


# ANNUAL HOUSEHOLD INCOME

The average annual household income of the Broadway theatregoer was approximately \$271,277.

Adjusted for inflation, this was \$37,000 less than in 2019.

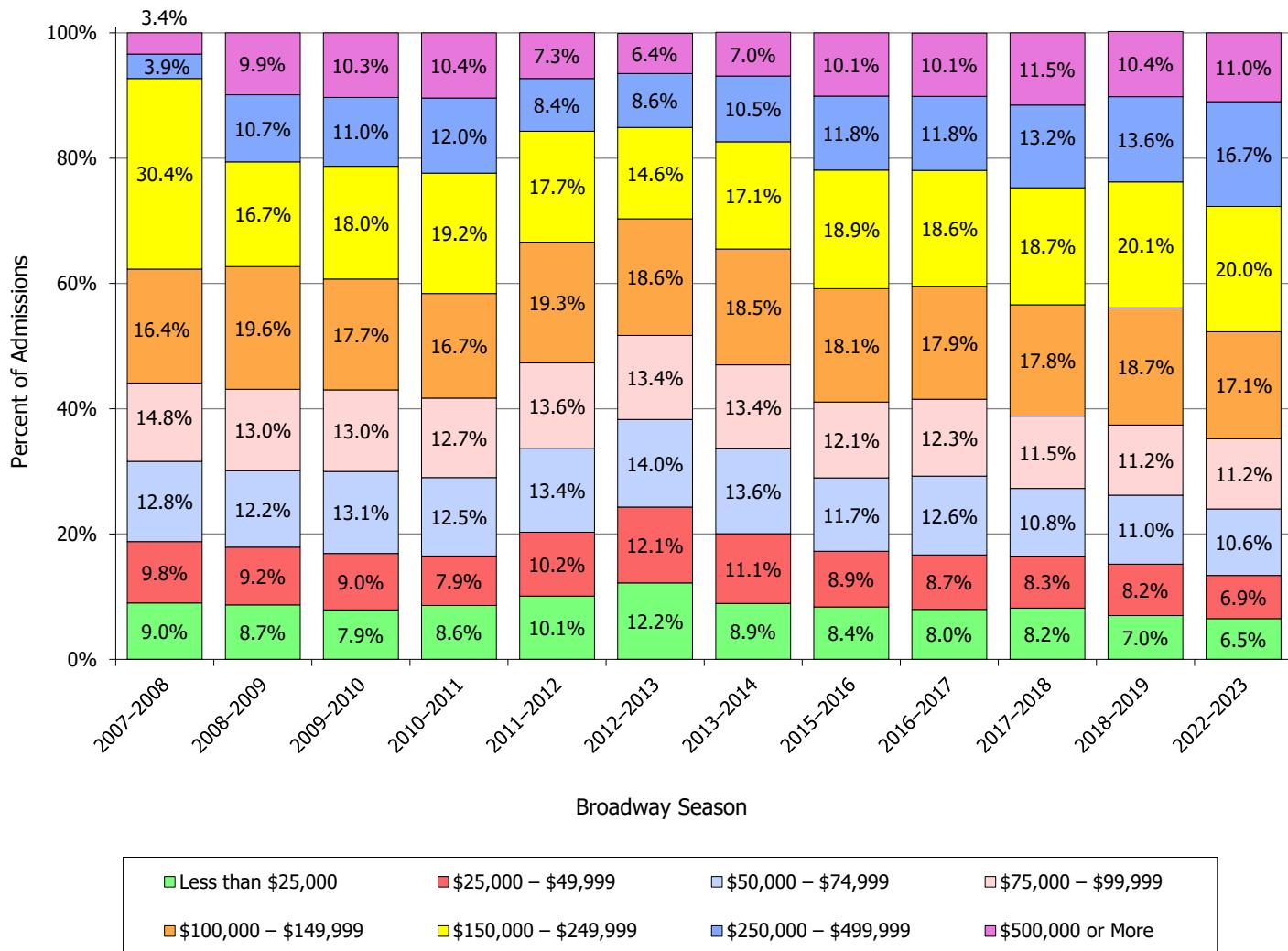
**Annual Household Income of the Broadway Audience**



# ANNUAL HOUSEHOLD INCOME

Eleven percent of respondents said that their annual household income was above \$500,000 and 4% reported \$1,000,000 or more.

**Annual Household Income of the Broadway Audience<sup>18</sup>**



(unadjusted for inflation)

18. Income question was not asked in 2014–2015.

# ANNUAL HOUSEHOLD INCOME

Theatregoers from the suburbs of New York City continued to report higher annual household income levels than theatregoers from other places.

Broadway theatregoers were more affluent than the United States population in general. Twenty-eight percent of the audience reported an average annual household income of \$250,000 or above, compared to seven percent of the U.S. population.

## Annual Household Income of the Broadway Theatregoer

Place of Residence	Average Annual Household Income
New York City	\$251,986
NYC Suburbs	\$294,224
Other U.S.	\$287,639
Other Country	\$224,425

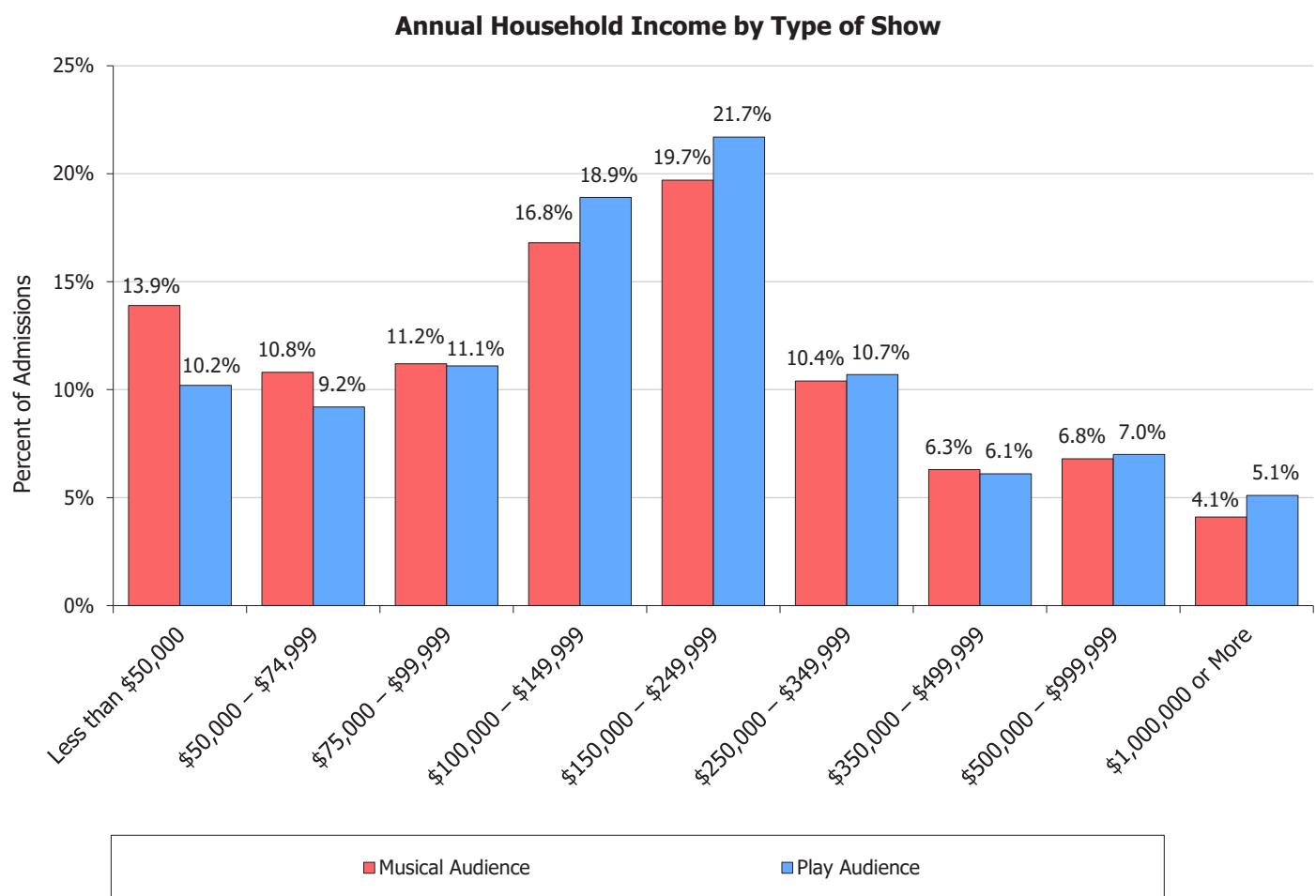
## Broadway Audience vs. U.S. Census

Annual Household Income	Broadway Audience	U.S. Population <sup>19</sup>	Audience/Census Index
Less than \$25,000	6.5%	17.4%	37.3%
\$25,000 – \$49,999	6.9%	18.8%	36.8%
\$50,000 – \$74,999	10.6%	16.2%	65.5%
\$75,000 – \$99,999	11.2%	11.9%	94.4%
\$100,000 – \$149,999	17.1%	15.9%	107.6%
\$150,000 – \$249,000	20.0%	12.9%	155.0%
\$250,000 or more	27.7%	7.0%	395.7%

19. Source: U.S. Bureau of the Census

# ANNUAL HOUSEHOLD INCOME

Playgoers were reportedly more affluent than musical attendees. They reported average annual household incomes of \$292,835 and \$268,023, respectively.



# FREQUENCY OF ATTENDANCE

The average Broadway theatregoer attended four shows in the prior 12 months.

The core group of dedicated fans who attended 15 or more performances in the past year comprised only 4.9% of all theatregoers but accounted for 30.2% of all theatre visits. This represented 3.7 million attendances by 148,000 people.

Theatregoers who lived closer to the theatres attended Broadway more frequently than those who lived farther away. Those from New York City reported having seen an average of seven shows in the past year; those from the NYC suburbs, five; and tourists, three.

Number of Shows Seen in Past Year	Percent of Theatregoers	Percent of Theatre Visits
1	44.6%	11.0%
2–4	33.7%	24.9%
5–9	12.7%	21.9%
10–14	4.1%	12.1%
15–24	2.4%	11.8%
25 or more	2.5%	18.4%

Number of Shows Seen in Past Year	Number of Theatregoers*	Number of Theatre Visits*
1	1,346,705	1,346,705
2–4	1,017,578	3,052,733
5–9	383,479	2,684,351
10–14	123,800	1,485,603
15–24	72,468	1,449,369
25 or more	75,488	2,264,638

\*estimated

Residence of Theatregoer	Average Number of Shows Seen in Past Year
New York City	7.4
NYC Suburbs	5.1
Other U.S.	3.1
Other Country	2.3

# FREQUENCY OF ATTENDANCE

There was a noticeable drop in attendance for playgoers. On average, theatregoers at plays reported having seen 5.5 shows in the past year, down from 6.8 shows in the 2018–2019 season.

On the other hand, musical attendance was similar. At musicals, the average attendee saw 4.0 shows in the past season, compared to 3.9 shows in the 2018–2019 season.

In general, the frequent theatregoer (who saw at least 10 shows in the past year) was older, more educated, and wealthier than the less frequent theatregoer.

Type of Attendee	Average Number of Shows Seen in Past Year
Musical Attendee	4.0
Play Attendee	5.5

Number of Shows Seen in Past Year	Average Age
1–4	39.5 years
5–9	43.2 years
10 or more	44.3 years

## Profile of the Frequent Theatregoer (10 or more shows per year)

- Saw 20 Shows in the Past Year
- 51% Live in New York City
- Average Age of 44.3 Years Old
- Average Annual Household Income of \$275,891
- Female
- White
- Paid \$128.10 Per Ticket

# MAKING THE PURCHASING DECISION

The average decision-maker when it came to purchasing Broadway tickets was female, 42 years old, well-educated, white, and a regular theatregoer.

Fifty-four percent of female respondents said they made the buying decision, as opposed to 45% of male respondents.

Similarly, 28% of male respondents said their spouse made the decision, compared to 8% of women in the audience.

## Profile of the Typical Decision-Maker

- Female
- 42.1 Years Old
- Attended 5 Broadway Performances in the Past Year
- Completed College
- White

Decision-Maker	Female	Male	Non-Binary, Gender Fluid, Transgender, or Other
Self	54.2%	45.4%	43.7%
Friend	11.3%	7.6%	10.2%
Parent	9.9%	8.7%	15.3%
Spouse/Partner	8.4%	27.7%	11.6%
Child	6.6%	4.3%	2.2%
Sibling(s)/Other Relative(s)	5.3%	3.2%	3.7%
Someone Else	1.3%	0.9%	3.9%
Group Leader	1.1%	1.0%	3.9%
Teacher	1.0%	0.6%	1.9%
Business Associate	0.6%	0.4%	2.5%
Part of Subscription	0.3%	0.3%	1.0%

# MOTIVATING FACTORS

Motivating Factor for Show Selection	Total	Decision Maker
Like the Music	29.2%	32.2%
Personal Recommendation	28.2%	24.2%
Saw the Movie	21.2%	20.9%
To See Particular Performer in Show	20.9%	23.9%
Saw Show Before	12.9%	14.8%
It Received Tony Awards® or Nominations	10.6%	11.9%
Read Articles About the Show	9.3%	10.9%
Critics' Review	9.0%	10.0%
Like the Author	8.9%	10.7%
Instagram	6.3%	7.3%
Received or Found a Discount	4.3%	4.9%
Internet Advertisement	3.5%	3.9%
Saw Scene of Show on Tony Awards® Telecast	3.2%	3.7%
TV Advertisement	3.0%	2.9%
On TKTS Board	2.8%	2.7%
Facebook	2.3%	2.5%
Saw Interview on Television	2.2%	2.6%
Outdoor Advertisement (Billboard)	1.9%	2.0%
Customer Review (Yelp, TripAdvisor, etc.)	1.7%	1.7%
Twitter	1.5%	1.8%
Print Advertisement	1.4%	1.5%
Heard Interview on Radio	1.2%	1.3%
Received an E-mail About the Show	1.1%	1.5%

# MOTIVATING FACTORS

Motivating Factor for Show Selection	New York City	NYC Suburbs	Other U.S.	Other Country
Like the Music	23.2%	28.0%	33.0%	27.4%
Personal Recommendation	30.8%	27.1%	28.3%	25.6%
Saw the Movie	15.1%	18.3%	22.9%	26.1%
To See Particular Performer in Show	24.7%	17.7%	22.4%	14.6%
Saw Show Before	13.8%	14.5%	14.1%	7.3%
It Received Tony Awards® or Nominations	11.7%	9.5%	11.1%	8.9%
Read Articles About the Show	10.1%	7.9%	9.8%	7.6%
Critics' Review	11.2%	7.0%	8.7%	8.2%
Like the Author	11.1%	8.6%	8.6%	6.9%
Instagram	8.5%	6.6%	5.3%	6.0%
Received or Found a Discount	8.7%	6.0%	2.1%	3.2%
Internet Advertisement	3.2%	4.2%	3.3%	3.7%
Saw Scene of Show on Tony Awards® Telecast	3.4%	3.1%	3.6%	1.7%
TV Advertisement	4.3%	5.5%	2.0%	1.9%
On TKTS Board	2.3%	2.0%	2.7%	4.6%
Facebook	2.2%	2.7%	2.4%	1.8%
Saw Interview on Television	2.4%	2.1%	2.3%	1.5%
Outdoor Advertisement (Billboard)	1.8%	1.6%	1.8%	2.6%
Customer Review (Yelp, TripAdvisor, etc.)	1.7%	1.7%	1.4%	2.2%
Twitter	1.8%	1.5%	1.2%	2.1%
Print Advertisement	1.6%	1.4%	1.1%	1.9%
Heard Interview on Radio	1.3%	1.7%	1.2%	0.7%
Received an E-mail About the Show	2.3%	1.5%	0.8%	0.5%

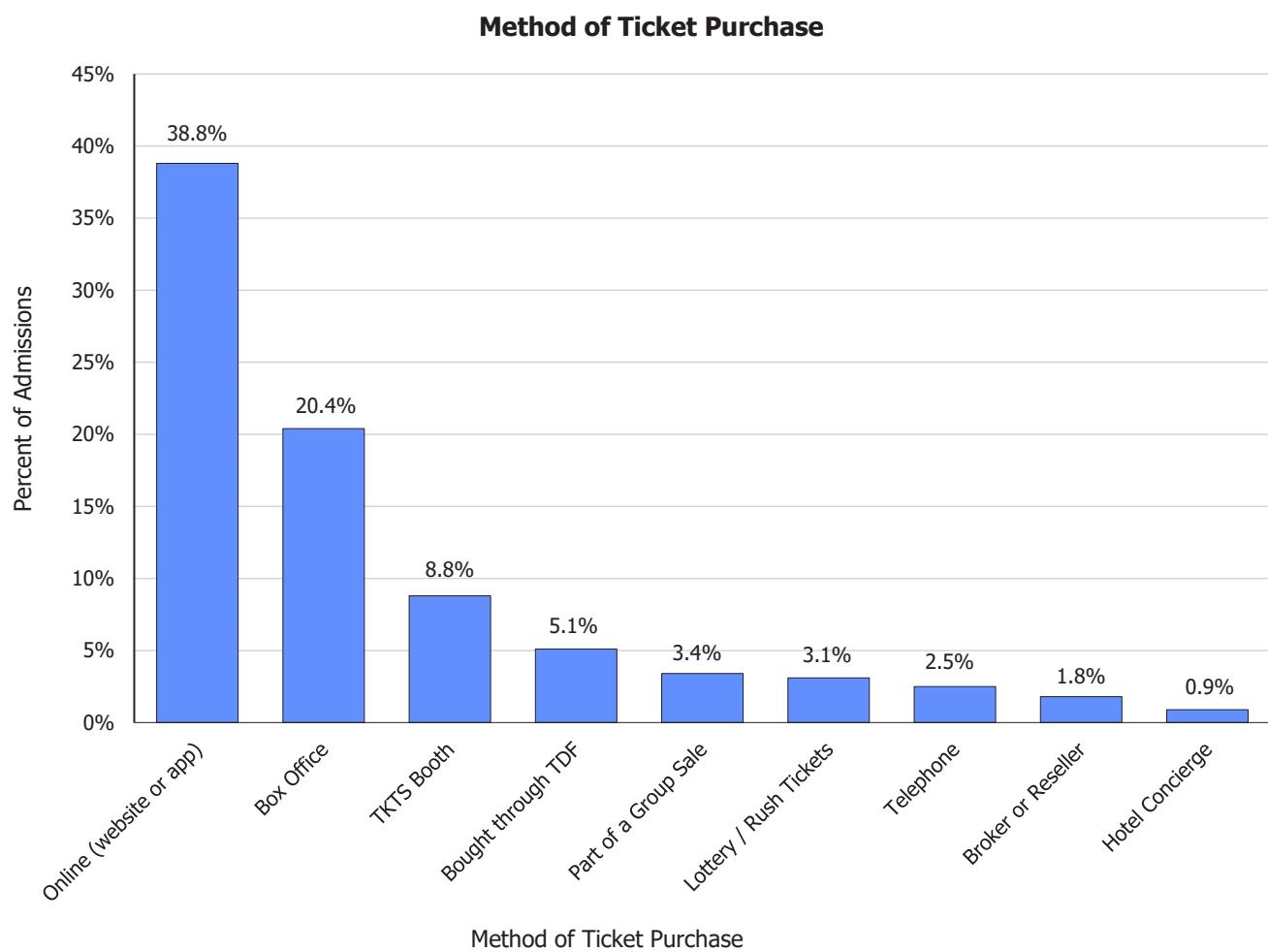
# MOTIVATING FACTORS

Motivating Factor for Show Selection	Less Than 25 Years Old	25–49 Years Old	50 Years or Older
Like the Music	34.6%	28.7%	26.6%
Personal Recommendation	28.6%	27.9%	28.3%
Saw the Movie	26.1%	23.4%	14.9%
To See Particular Performer in Show	18.1%	21.0%	22.6%
Saw Show Before	10.2%	13.6%	13.8%
It Received Tony Awards® or Nominations	10.1%	10.6%	11.0%
Read Articles About the Show	7.7%	7.6%	12.2%
Critics' Review	5.1%	8.3%	12.3%
Like the Author	8.2%	8.3%	9.8%
Instagram	13.3%	6.5%	1.6%
Received or Found a Discount	4.4%	5.0%	3.2%
Internet Advertisement	5.4%	3.3%	2.6%
Saw Scene of Show on Tony Awards® Telecast	3.8%	2.6%	3.6%
TV Advertisement	3.3%	2.6%	3.2%
On TKTS Board	2.9%	2.6%	3.0%
Facebook	2.1%	2.5%	2.1%
Saw Interview on Television	1.3%	1.8%	3.3%
Outdoor Advertisement (Billboard)	3.6%	1.7%	1.0%
Customer Review (Yelp, TripAdvisor, etc.)	1.6%	1.7%	1.6%
Twitter	2.8%	1.8%	0.4%
Print Advertisement	1.2%	1.2%	1.8%
Heard Interview on Radio	1.1%	1.0%	1.5%
Received an E-Mail About the Show	0.8%	1.2%	1.3%

# METHOD OF TICKET PURCHASE

Thirty-nine percent of respondents said they purchased their tickets online.

Another 20% said they went to the box office in person.



# METHOD OF TICKET PURCHASE

Theatregoers from other countries were more likely to purchase their tickets in person at the box office or at the TKTS booth than those from the United States.

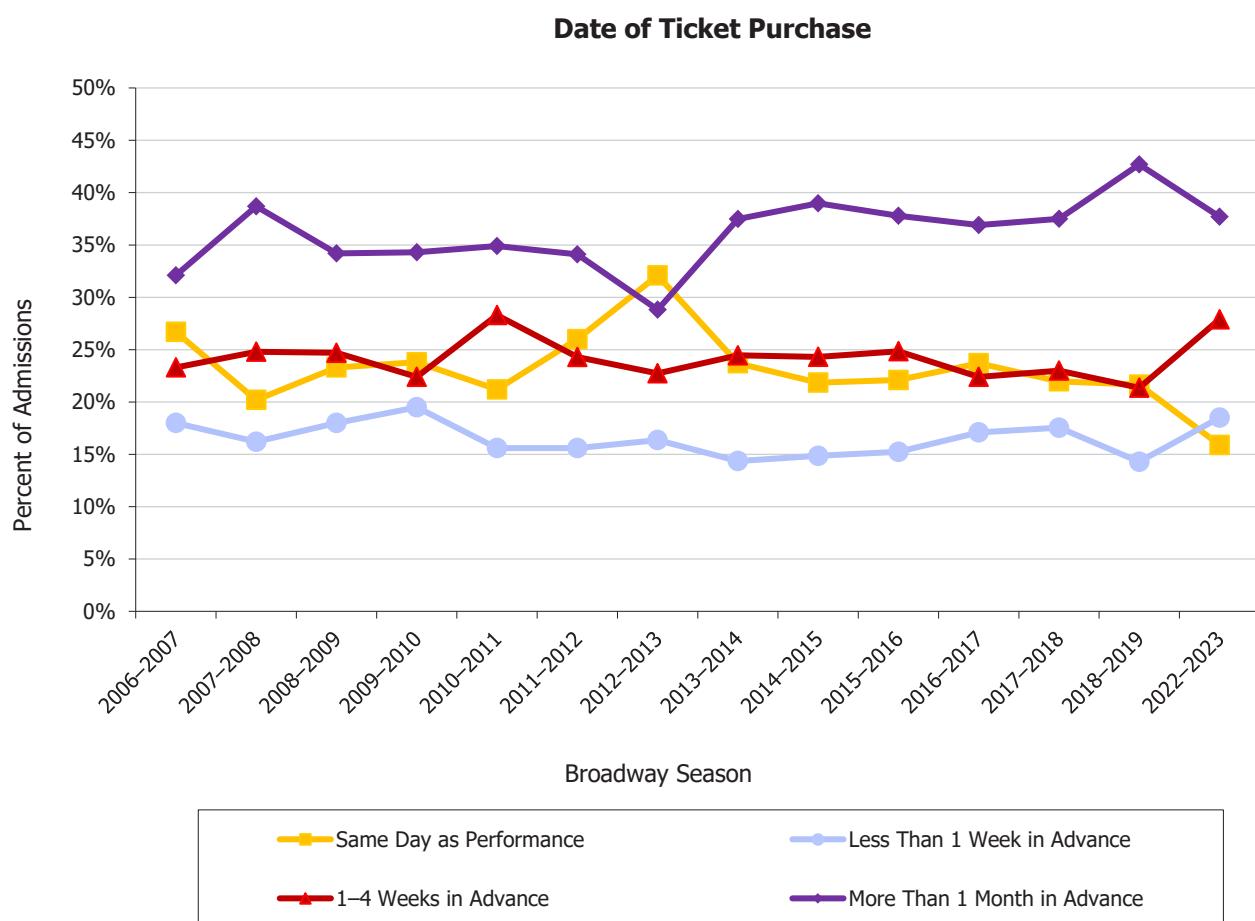
Method of Ticket Purchase	New York City	NYC Suburbs	Other U.S.	Other Country
Online (website or app)	34.5%	32.6%	46.7%	34.8%
Box Office	16.0%	19.0%	11.1%	30.1%
TKTS Booth	3.6%	5.5%	7.9%	12.2%
Bought through TDF	9.5%	6.5%	5.3%	3.0%
Part of a Group Sale	4.6%	2.9%	4.7%	1.9%
Lottery / Rush Tickets	5.8%	4.8%	2.3%	2.5%
Telephone	1.6%	2.6%	2.7%	2.6%
Broker or Reseller	1.2%	2.4%	1.1%	2.4%
Hotel Concierge	0.0%	2.4%	0.4%	1.3%

# DATE OF TICKET PURCHASE

In the 2022–2023 season, theatergoers were less likely to have planned in advance than in the 2018–2019 season.

Although same-day purchases were down, purchases between one and 30 days showed an increase and purchases made over one month in advance fell.

The average theatergoer reported having bought tickets 34 days in advance, down from 47 days in the 2018–2019 season.



# DATE OF TICKET PURCHASE

Domestic tourists planned farther ahead than local theatregoers and visitors from other countries.

International tourists were more likely to purchase on the same day of the show than other theatregoers.

*Perhaps they wait until arrival due to lack of awareness of shows or purchase methods in foreign countries.*

## Date of Ticket Purchase

Residence of Theatregoer	Average Number of Days Before Performance
New York City	24
NYC Suburbs	36
Other U.S.	39
Other Country	29

Date of Ticket Purchase	Total	New York City	NYC Suburbs	Other U.S.	Other Country
Same Day as Performance	15.9%	14.5%	8.4%	14.6%	27.8%
Less Than 1 Week in Advance	18.5%	25.2%	19.4%	14.3%	20.9%
1–2 Weeks in Advance	12.8%	18.0%	14.5%	11.3%	9.2%
2–4 Weeks in Advance	15.1%	17.6%	16.2%	15.0%	11.5%
1–2 Months in Advance	21.0%	16.6%	25.6%	23.4%	15.6%
2–4 Months in Advance	11.9%	5.7%	11.4%	15.7%	9.7%
4–6 Months in Advance	3.5%	1.7%	2.8%	4.3%	3.9%
More Than 6 Months in Advance	1.3%	0.7%	1.7%	1.3%	1.4%

# SOURCES OF THEATRE INFORMATION

When looking for theatre information, people turned to multiple places. The most commonly reported sources were Broadway.com, Google, and Ticketmaster.com.

Twenty-one percent of respondents also said they relied on personal recommendations.

Source	Total	Decision Maker
Broadway.com	29.5%	32.6%
Google	26.4%	26.4%
Ticketmaster.com	23.9%	23.8%
Personal Recommendation	20.8%	21.3%
Instagram	18.3%	20.1%
The New York Times	18.2%	19.5%
Playbill.com	17.3%	21.0%
TodayTix	17.0%	20.6%
TKTS	15.9%	18.3%
Telecharge.com	13.4%	16.4%
BroadwayWorld.com	12.8%	15.4%
Facebook	10.2%	11.5%
Broadway Direct	8.5%	9.5%
TDF	7.7%	9.3%
BroadwayBox.com	6.7%	7.8%
Twitter	6.0%	7.0%
Television	5.3%	5.1%
Broadway.org	5.1%	5.9%
Theatermania.com	4.9%	6.1%
The New Yorker	4.4%	4.8%
Time Out New York	4.1%	5.0%
Radio	2.6%	2.4%
New York Magazine	2.5%	2.5%
The New York Post	2.3%	2.4%
Wall Street Journal	2.2%	2.3%

# SOURCES OF THEATRE INFORMATION

Source	Female	Male	Non-Binary, Gender Fluid, Transgender, or Other
Broadway.com	31.0%	26.6%	28.4%
Google	25.6%	28.4%	26.8%
Ticketmaster.com	25.4%	20.7%	19.1%
Personal Recommendation	21.3%	20.1%	21.7%
Instagram	19.1%	15.6%	30.7%
The New York Times	17.6%	20.4%	15.9%
Playbill.com	17.3%	18.0%	23.9%
TodayTix	16.9%	15.9%	20.1%
TKTS	16.2%	15.7%	16.9%
Telecharge.com	13.6%	12.9%	13.6%
BroadwayWorld.com	12.7%	12.5%	16.5%
Facebook	9.8%	10.8%	14.2%
Broadway Direct	8.8%	8.0%	6.8%
TDF	7.6%	7.9%	9.2%
BroadwayBox.com	6.9%	6.1%	7.7%
Twitter	5.1%	7.4%	13.8%
Television	5.0%	5.6%	6.7%
Broadway.org	5.0%	5.0%	8.0%
Theatermania.com	4.6%	5.0%	10.1%
The New Yorker	4.1%	4.9%	6.4%
Time Out New York	4.0%	4.2%	5.0%
Radio	2.4%	2.5%	5.4%
New York Magazine	2.4%	2.6%	1.5%
The New York Post	1.9%	2.9%	4.4%
Wall Street Journal	1.8%	2.8%	2.7%

# SOURCES OF THEATRE INFORMATION

Source	New York City	NYC Suburbs	Other U.S.	Other Country
Broadway.com	25.4%	27.9%	34.6%	21.8%
Google	22.1%	20.0%	27.2%	34.4%
Ticketmaster.com	21.4%	32.6%	23.9%	20.5%
Personal Recommendation	29.0%	24.8%	18.9%	12.2%
Instagram	26.0%	19.1%	15.5%	15.5%
The New York Times	31.8%	19.6%	15.7%	6.5%
Playbill.com	25.7%	19.6%	16.5%	7.3%
TodayTix	32.4%	21.0%	11.2%	10.6%
TKTS	21.0%	17.4%	13.7%	14.4%
Telecharge.com	19.8%	21.4%	11.5%	3.8%
BroadwayWorld.com	15.9%	13.5%	12.6%	9.0%
Facebook	10.4%	11.7%	11.1%	6.2%
Broadway Direct	10.7%	11.6%	7.6%	5.8%
TDF	18.3%	13.6%	3.4%	1.4%
BroadwayBox.com	6.4%	9.2%	6.9%	4.3%
Twitter	8.4%	6.6%	5.0%	5.3%
Television	7.0%	8.3%	4.6%	2.5%
Broadway.org	4.3%	4.5%	6.0%	4.2%
Theatermania.com	8.3%	7.7%	3.7%	1.5%
The New Yorker	9.3%	3.3%	3.4%	1.7%
Time Out New York	8.5%	4.5%	2.5%	2.7%
Radio	3.3%	5.7%	2.1%	0.9%
New York Magazine	5.4%	2.8%	1.6%	0.8%
The New York Post	3.3%	3.0%	1.8%	1.8%
Wall Street Journal	3.3%	2.1%	2.2%	0.6%

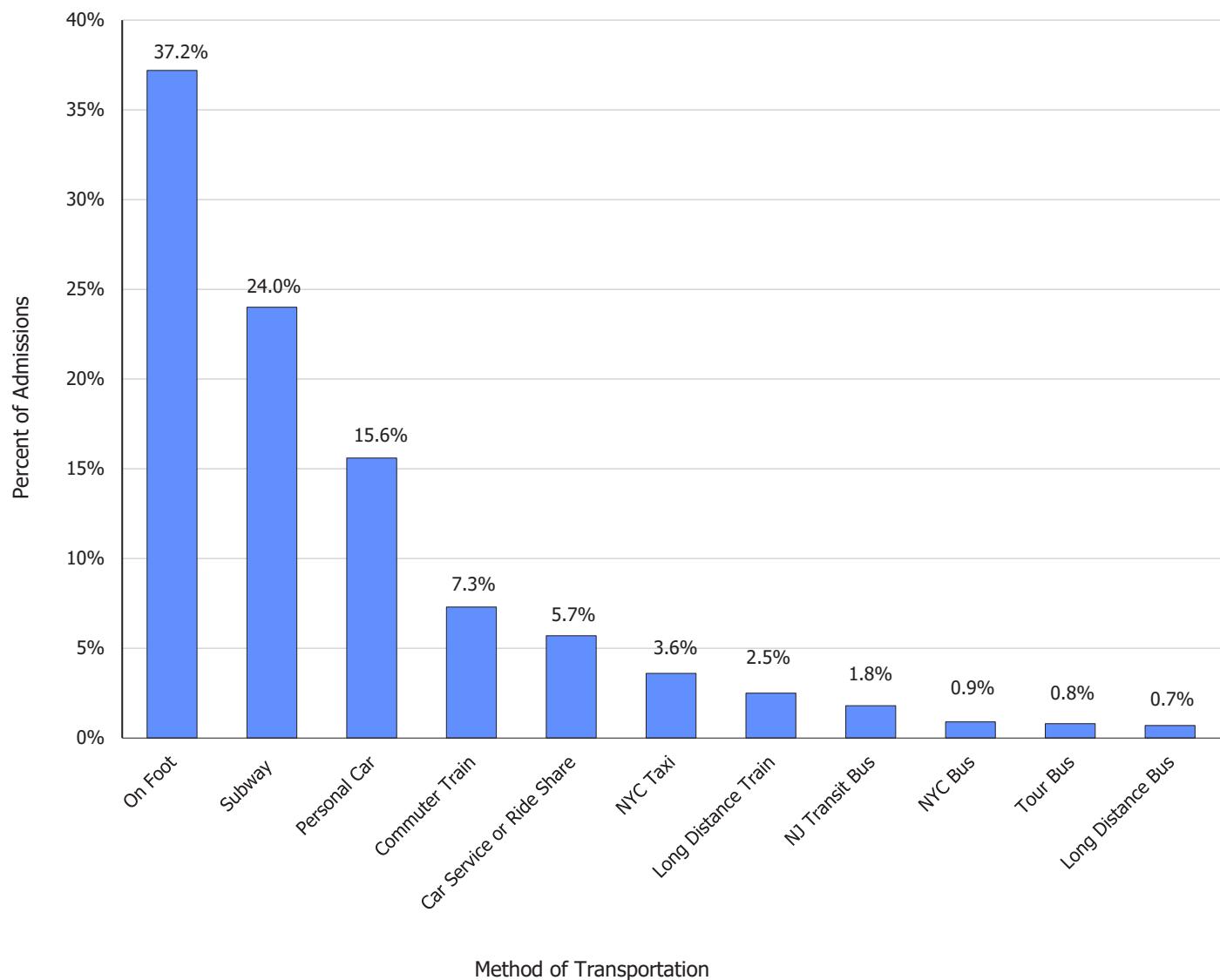
# SOURCES OF THEATRE INFORMATION

Source	Less Than 25 Years Old	25–49 Years Old	50 Years or Older
Broadway.com	30.3%	29.4%	29.2%
Google	30.9%	29.8%	19.1%
Ticketmaster.com	26.1%	24.0%	22.6%
Personal Recommendation	15.7%	19.7%	25.5%
Instagram	30.8%	21.5%	6.7%
The New York Times	12.4%	13.9%	27.3%
Playbill.com	19.9%	17.6%	15.6%
TodayTix	15.9%	21.7%	12.1%
TKTS	13.4%	16.2%	17.3%
Telecharge.com	9.6%	13.2%	16.0%
BroadwayWorld.com	16.5%	13.3%	9.8%
Facebook	8.3%	10.8%	10.6%
Broadway Direct	7.8%	8.7%	8.5%
TDF	4.2%	7.0%	10.8%
BroadwayBox.com	5.6%	4.9%	9.7%
Twitter	9.4%	6.8%	3.0%
Television	4.8%	3.5%	7.8%
Broadway.org	5.8%	4.6%	5.4%
Theatermania.com	4.4%	4.3%	5.9%
The New Yorker	2.3%	3.1%	7.3%
Time Out New York	2.1%	4.8%	4.7%
Radio	2.6%	1.9%	3.5%
New York Magazine	1.4%	1.9%	3.8%
The New York Post	3.4%	1.9%	2.1%
Wall Street Journal	1.9%	1.3%	3.4%

# METHOD OF TRANSPORTATION

Sixty-one percent of respondents said they traveled to the theatre either on foot or by subway.

**Method of Transportation to the Theatre**



# METHOD OF TRANSPORTATION

New York City dwellers were most likely to take a subway to the theatre.

Suburbanites were most likely to drive in a personal car or take a commuter train.

Both domestic and international tourists were more likely to walk.

Method of Transportation	New York City	NYC Suburbs	Other U.S.	Other Country
On Foot	16.1%	3.8%	46.8%	62.5%
Subway	58.3%	9.5%	13.0%	22.9%
Personal Car	10.5%	46.1%	13.9%	2.8%
Commuter Train	1.2%	24.2%	7.6%	1.1%
Car Service or Ride Share	6.6%	3.0%	6.8%	3.4%
NYC Taxi	4.1%	1.3%	3.5%	4.9%
Long Distance Train	0.3%	1.9%	4.5%	0.5%
NJ Transit Bus	0.0%	7.5%	1.3%	0.8%
NYC Bus	2.4%	0.9%	0.4%	0.5%
Tour Bus	0.3%	0.5%	1.3%	0.4%
Long Distance Bus	n/a	1.2%	1.0%	0.3%

# THEATREGOING COMPANIONS

The majority of theatregoers attended with family or friends.

Men were more likely than women to attend with a spouse, whereas women were more likely than men to attend with friends or other family members.

Theatregoing Companions	Total	Female	Male	Non-Binary, Gender Fluid, Transgender, or Other
On My Own	8.5%	7.4%	10.6%	12.4%
Friend(s)	23.1%	25.7%	17.3%	25.6%
Spouse/Partner	40.3%	32.7%	57.0%	27.2%
Parent(s)	20.7%	22.8%	15.6%	30.1%
Child or Children	17.1%	18.7%	14.9%	6.8%
Grandparent(s)	2.1%	2.4%	1.2%	5.5%
Grandchildren	1.5%	1.7%	1.3%	1.1%
Sibling(s)/Other Relative(s)	13.8%	15.0%	10.8%	16.8%
Business Associate(s)/Client(s)	0.8%	0.7%	0.7%	1.9%
Tour Group	0.5%	0.4%	0.6%	2.9%
School Group	1.6%	1.7%	1.2%	2.8%
Other Organized Group	0.8%	0.7%	0.7%	3.3%

# THEATREGOING COMPANIONS

Younger theatregoers were more likely to attend with family or school groups.

Theatregoing Companions	Under 18	18–34	35–49	50–64	65 or Older
On My Own	1.6%	10.6%	9.0%	8.0%	9.1%
Friend(s)	13.2%	28.0%	20.9%	22.7%	23.4%
Spouse/Partner	2.0%	33.2%	48.8%	52.8%	55.5%
Parent(s)	76.1%	27.4%	10.5%	4.4%	0.7%
Child or Children	1.7%	2.0%	34.6%	28.6%	16.8%
Grandparent(s)	10.3%	1.8%	1.0%	0.5%	0.6%
Grandchildren	0.0%	0.0%	0.1%	1.0%	10.0%
Sibling(s)/Other Relative(s)	37.4%	16.9%	8.1%	7.3%	6.1%
Business Associate(s)/Client(s)	0.0%	1.1%	1.1%	0.6%	0.3%
Tour Group	1.8%	0.5%	0.4%	0.3%	0.3%
School Group	7.6%	1.4%	0.7%	0.7%	0.1%
Other Organized Group	1.5%	0.6%	0.8%	0.7%	0.6%

# PAYING FOR TICKETS

Respondents reported having paid an average of \$161.20 per ticket to their Broadway shows. This amount was significantly higher than box office statistics, where the paid face value of a ticket averaged \$128.43.

*This was likely due to broker or service fees, which are not included in box office reports.*

The average reported cost for a play was \$130.00 and that of a musical, \$165.90.

Domestic tourists reported to have paid more than other theatregoers, whereas New York City residents paid least.

*Perhaps this was because domestic tourists were more likely than others to buy online through sellers with additional charges, whereas international visitors were most likely to go to the box offices in person (therefore avoiding service fees).*

*Furthermore, local theatregoers may have been more aware of discount opportunities.*

Residence of Audience	Average Paid Admission
New York City	\$130.70
NYC Suburbs	\$151.00
Other U.S.	\$182.80
Other Country	\$144.30

# AGE OF FIRST BROADWAY SHOW

The average Broadway theatregoer first attended a Broadway show (in New York City or on tour) at age 19. This was three years younger than the reported age in the 2018–2019 season.

Residence of Audience	Average Age for First Broadway Show
New York City	14.6
NYC Suburbs	14.1
Other U.S.	19.9
Other Country	25.8

# LIKELIHOOD OF FUTURE ATTENDANCE

Ninety-five percent of respondents said they were likely to attend another show in the future.

Forty-two percent said they plan to see that show within the next three months.

Likelihood to See Another Show	Total
Yes, within 3 months	41.6%
Yes, in 3 – 6 months	13.8%
Yes, in 6 – 12 months	17.6%
Yes, but not until at least a year from now	21.6%
No, not likely	5.4%

# WORKING IN NEW YORK CITY

Twenty percent of respondents worked in New York City.

Of those, two-thirds reported being in the office full time.

Days Per Week in NYC for Work	Total
1	8.3%
2	8.6%
3	9.1%
4	8.4%
5 (or more)	65.6%



## **APPENDICES**

# METHODOLOGY

From June 2022 through May 2023, the League's Research Department administered surveys at 50 different productions at 100 individual performance times.

We selected performances on a quarterly basis to represent what Broadway was offering that season (a proportionate number of musicals versus plays; revivals versus original works; new productions versus long-running shows; weekday versus weekend; and evening versus matinee).

In total, we distributed 25,624 paper questionnaires in person and 14,765 were returned, representing a 58% rate of return.

Audiences were also able to complete the survey online via a QR code at these performances. Furthermore, audiences at other shows could take the survey when they logged onto a theatre's WIFI. These electronic surveys added another 3,734 responses, bringing the total to 18,499.

We tabulated the completed questionnaires and weighted the data based upon the actual paid attendance for each show.

Totals in some charts may not add up exactly to 100%, due to rounding.

The following shows were surveyed in person:

*1776; & Juliet; A Beautiful Noise, The Neil Diamond Musical; A Christmas Carol; A Doll's House; A Strange Loop; Aladdin; American Buffalo; Bad Cinderella; Beetlejuice; Between Riverside and Crazy; Bob Fosse's Dancin'; Chicago; Come From Away; Company; Cost of Living; Dear Evan Hansen; Death of a Salesman; Fat Ham; Funny Girl; Hadestown; Hamilton; Harry Potter and the Cursed Child; Into the Woods; Kimberly Akimbo; Leopoldstadt; Life of Pi; Macbeth; MJ The Musical; Moulin Rouge! The Musical; Mr. Saturday Night; Paradise Square; Peter Pan Goes Wrong; Pictures From Home; POTUS: Or, Behind Every Great Dumbass are Seven Women Trying to Keep Him Alive; Shucked; Six; Some Like It Hot; Take Me Out (return engagement); The Book of Mormon; The Collaboration; The Kite Runner; The Lion King; The Music Man; The Phantom of the Opera; The Piano Lesson; The Thanksgiving Play; Tina - The Tina Turner Musical; Topdog / Underdog; Wicked*

# METHODOLOGY

## Broadway Productions in the 2022–2023 Season

<b>New Productions:</b>	<b>Continuing Productions:</b>
<ul style="list-style-type: none"><li>• <i>&amp; Juliet</i></li><li>• <i>1776</i></li><li>• <i>A Beautiful Noise, The Neil Diamond Musical</i></li><li>• <i>A Christmas Carol</i></li><li>• <i>A Doll's House</i></li><li>• <i>Ain't No Mo'</i></li><li>• <i>Almost Famous</i></li><li>• <i>Bad Cinderella</i></li><li>• <i>Between Riverside and Crazy</i></li><li>• <i>Bob Fosse's Dancin'</i></li><li>• <i>Camelot</i></li><li>• <i>Cost of Living</i></li><li>• <i>Death of a Salesman</i></li><li>• <i>Fat Ham</i></li><li>• <i>Good Night, Oscar</i></li><li>• <i>Grey House</i> (previews)</li><li>• <i>Into the Woods</i></li><li>• <i>Jonas Brothers on Broadway</i></li><li>• <i>Kimberly Akimbo</i></li><li>• <i>KPOP</i></li><li>• <i>Leopoldstadt</i></li><li>• <i>Life of Pi</i></li><li>• <i>Mike Birbiglia: The Old Man &amp; The Pool</i></li><li>• <i>New York, New York</i></li><li>• <i>Ohio State Murders</i></li><li>• <i>Once Upon a One More Time</i> (previews)</li><li>• <i>Parade</i></li><li>• <i>Peter Pan Goes Wrong</i></li><li>• <i>Pictures From Home</i></li><li>• <i>Prima Facie</i></li><li>• <i>Shucked</i></li><li>• <i>Some Like It Hot</i></li><li>• <i>Summer, 1976</i></li><li>• <i>Sweeney Todd: The Demon Barber of Fleet Street</i></li><li>• <i>Take Me Out</i> (return engagement)</li><li>• <i>The Collaboration</i></li><li>• <i>The Kite Runner</i></li><li>• <i>The Piano Lesson</i></li><li>• <i>The Sign in Sidney Brustein's Window</i></li><li>• <i>The Thanksgiving Play</i></li><li>• <i>Topdog / Underdog</i></li><li>• <i>Walking with Ghosts</i></li></ul>	<ul style="list-style-type: none"><li>• <i>A Strange Loop</i></li><li>• <i>Aladdin</i></li><li>• <i>American Buffalo</i></li><li>• <i>Beetlejuice</i></li><li>• <i>Birthday Candles</i></li><li>• <i>Chicago</i></li><li>• <i>Come From Away</i></li><li>• <i>Company</i></li><li>• <i>Dear Evan Hansen</i></li><li>• <i>for colored girls who have considered suicide / when the rainbow is enuf</i></li><li>• <i>Funny Girl</i></li><li>• <i>Girl From The North Country</i></li><li>• <i>Hadestown</i></li><li>• <i>Hamilton</i></li><li>• <i>Hangmen</i></li><li>• <i>Harry Potter and the Cursed Child</i></li><li>• <i>How I Learned to Drive</i></li><li>• <i>Macbeth</i></li><li>• <i>MJ The Musical</i></li><li>• <i>Moulin Rouge! The Musical</i></li><li>• <i>Mr. Saturday Night</i></li><li>• <i>Mrs. Doubtfire</i></li><li>• <i>Paradise Square</i></li><li>• <i>Plaza Suite</i></li><li>• <i>POTUS: Or, Behind Every Great Dumbass are Seven Women Trying to Keep Him Alive</i></li><li>• <i>Six</i></li><li>• <i>Take Me Out</i></li><li>• <i>The Book of Mormon</i></li><li>• <i>The Lion King</i></li><li>• <i>The Minutes</i></li><li>• <i>The Music Man</i></li><li>• <i>The Phantom of the Opera</i></li><li>• <i>The Skin of Our Teeth</i></li><li>• <i>Tina - The Tina Turner Musical</i></li><li>• <i>Wicked</i></li></ul>

# SAMPLE QUESTIONNAIRE

1. How many Broadway shows have you attended in New York City in the past year (including this one)?

- 1                    5–9                    15–24  
 2–4                    10–14                    25 or more

2. How old are you?

- Under 13 years old    18–24 years old    35–49 years old    65–74 years old  
 13–17 years old    25–34 years old    50–64 years old    75 or older

3. How do you identify your gender?

- Female    Transgender Female    Non-Binary    Prefer Not to Say  
 Male    Transgender Male    Gender Fluid    Self-identify: \_\_\_\_\_

4. Where do you live?

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Manhattan                   | <input type="checkbox"/> Northern New Jersey<br>(Bergen, Essex, Hudson, Middlesex,<br>Morris, Passaic, Somerset, or Union<br>counties) | <input type="checkbox"/> United Kingdom                  |
| <input type="checkbox"/> Brooklyn                    | <input type="checkbox"/> Other New Jersey State county   | <input type="checkbox"/> Other Europe: _____             |
| <input type="checkbox"/> Queens                      | <input type="checkbox"/> Other U.S. State: _____   | <input type="checkbox"/> Australia, New Zealand          |
| <input type="checkbox"/> Bronx                       | <input type="checkbox"/> Canada  | <input type="checkbox"/> Central or South America: _____ |
| <input type="checkbox"/> Staten Island               | <input type="checkbox"/> Mexico  | <input type="checkbox"/> Asia: _____                     |
| <input type="checkbox"/> Long Island                 |  | <input type="checkbox"/> Africa: _____                   |
| <input type="checkbox"/> Westchester / Rockland      |  | <input type="checkbox"/> Other Country: _____            |
| <input type="checkbox"/> Other New York State county |  |  |

U.S. Zip Code \_\_\_\_\_

5. With which race or ethnic background do you most closely identify?

- Asian    White    Middle Eastern    Native American, Alaskan Native, or Hawaiian Native  
 Black    Hispanic/Latino    Mixed Race    Other

6. What is the last grade of school you completed?

- Grade School    Completed College  
 Some High School    Some Graduate School  
 Completed High School    Completed Graduate School  
 Some College    Other Education Beyond High School (technical, nursing, etc.)

7. With whom are you attending this performance? PLEASE CHECK ALL THAT APPLY

- I'm on my own    Child or Children    Business Associate(s)/Client(s)  
 Friend(s)    Grandparent(s)    Tour Group  
 Spouse/Partner    Grandchildren    School Group  
 Parent(s)    Sibling(s)/Other Relative(s)    Other Organized Group: \_\_\_\_\_

8. How far in advance did you purchase your ticket to this show?

- Today    1–2 weeks ago    1–2 months ago    4–6 months ago  
 Less than 1 week ago    2–4 weeks ago    2–4 months ago    More than 6 months ago

9. How did you purchase your ticket for this performance?

- I bought online (website/app)    I went to the TKTS booth    Hotel Concierge  
 I went to the box office in person    I bought through TDF    Broker or Reseller  
 Part of a Group Sale    Part of a subscription    Someone else bought/did not pay  
 I called on the telephone    Lottery or Rush tickets    Other: \_\_\_\_\_

# SAMPLE QUESTIONNAIRE

10. Who was the *primary* decision-maker to see this particular show?

- |   |                                       |   |   |
|---|---------------------------------------|---|---|
| <input type="checkbox"/> Yourself       | <input type="checkbox"/> Parent       | <input type="checkbox"/> Sibling(s)/Other Relative(s) | <input type="checkbox"/> Teacher                |
| <input type="checkbox"/> Friend         | <input type="checkbox"/> Child        | <input type="checkbox"/> Business Associate           | <input type="checkbox"/> Someone Else:<br>_____ |
| <input type="checkbox"/> Spouse/Partner | <input type="checkbox"/> Group Leader | <input type="checkbox"/> Part of subscription         |   |

11. What was the *primary* way you travelled to the theatre today?

- |                                       |   |   |  |
|---------------------------------------|---|---|--|
| <input type="checkbox"/> On Foot      | <input type="checkbox"/> NYC Taxi       | <input type="checkbox"/> Tour Bus       | <input type="checkbox"/> Long Distance Bus   |
| <input type="checkbox"/> Subway       | <input type="checkbox"/> Car Service    | <input type="checkbox"/> NYC Bus        | <input type="checkbox"/> Long Distance Train |
| <input type="checkbox"/> Personal Car | <input type="checkbox"/> Commuter Train | <input type="checkbox"/> NJ Transit Bus |  |

11. How much did you pay for your (ONE) theatre ticket? (in total, including fees) \$\_\_\_\_\_.

12. Please indicate your annual household income (before taxes).

- |   |  |  |  |
|---|--|--|--|
| <input type="checkbox"/> Less than \$25,000 | <input type="checkbox"/> \$75,000-\$99,999   | <input type="checkbox"/> \$250,000-\$349,999 | <input type="checkbox"/> \$750,000-\$999,999 |
| <input type="checkbox"/> \$25,000-\$49,999  | <input type="checkbox"/> \$100,000-\$149,999 | <input type="checkbox"/> \$350,000-\$499,999 | <input type="checkbox"/> \$1,000,000 or More |
| <input type="checkbox"/> \$50,000-\$74,999  | <input type="checkbox"/> \$150,000-\$249,999 | <input type="checkbox"/> \$500,000-\$749,999 |  |

13. Where do you look for theatre information? PLEASE CHECK ALL THAT APPLY

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Telecharge.com    | <input type="checkbox"/> The New York Times  | <input type="checkbox"/> Personal Recommendation |
| <input type="checkbox"/> The New York Post | <input type="checkbox"/> BroadwayBox.com     | <input type="checkbox"/> Ticketmaster.com        |
| <input type="checkbox"/> Radio             | <input type="checkbox"/> Wall Street Journal | <input type="checkbox"/> Broadway.com            |
| <input type="checkbox"/> BroadwayWorld.com | <input type="checkbox"/> Newsday             | <input type="checkbox"/> Broadway.org            |
| <input type="checkbox"/> The Daily News    | <input type="checkbox"/> Facebook            | <input type="checkbox"/> IBDB.com                |
| <input type="checkbox"/> TodayTix          | <input type="checkbox"/> Twitter             | <input type="checkbox"/> Google                  |
| <input type="checkbox"/> Playbill.com      | <input type="checkbox"/> Agent               | <input type="checkbox"/> Travel Website          |
| <input type="checkbox"/> Television        | <input type="checkbox"/> Broadway Direct     | <input type="checkbox"/> Show Score              |
| <input type="checkbox"/> TDF               | <input type="checkbox"/> New York Magazine   | <input type="checkbox"/> The New Yorker          |
| <input type="checkbox"/> TKTS              | <input type="checkbox"/> The Star-Ledger     | <input type="checkbox"/> Theatermania.com        |
| <input type="checkbox"/> Instagram         | <input type="checkbox"/> Time Out New York   | <input type="checkbox"/> Other: _____            |

14. What motivated you to see this show? PLEASE CHECK ALL THAT APPLY

- |  |   |
|--|---|
| <input type="checkbox"/> To See Particular Performer in Show     | <input type="checkbox"/> Instagram                                  |
| <input type="checkbox"/> Saw the Movie                           | <input type="checkbox"/> Heard Interview on Radio                   |
| <input type="checkbox"/> Like the Author                         | <input type="checkbox"/> Saw Scene of Show on Tony Awards® Telecast |
| <input type="checkbox"/> It Received Tony Awards® or Nominations | <input type="checkbox"/> TV Advertisement                           |
| <input type="checkbox"/> Saw Show Before                         | <input type="checkbox"/> Saw Interview on Television                |
| <input type="checkbox"/> Like the Music                          | <input type="checkbox"/> Received Flyer or Postcard in the Mail     |
| <input type="checkbox"/> Personal Recommendation                 | <input type="checkbox"/> Print Advertisement                        |
| <input type="checkbox"/> On "tkts" Board                         | <input type="checkbox"/> Critics Review                             |
| <input type="checkbox"/> Outdoor Advertisement (Billboard)       | <input type="checkbox"/> Read Articles About the Show               |
| <input type="checkbox"/> Received or Found a Discount            | <input type="checkbox"/> Internet Advertisement                     |
| <input type="checkbox"/> Twitter                                 | <input type="checkbox"/> Received an E-mail About the Show          |
| <input type="checkbox"/> Snapchat                                | <input type="checkbox"/> Customer Review (Yelp, TripAdvisor, etc.)  |
| <input type="checkbox"/> Facebook                                | <input type="checkbox"/> Other: _____                               |

15. Are you likely to attend another Broadway show (in NYC or on tour) in the near future?

- |   |  |   |
|---|--|---|
| <input type="checkbox"/> Yes, within 3 months | <input type="checkbox"/> Yes, in 6-12 months                 | <input type="checkbox"/> No, not likely to attend |
| <input type="checkbox"/> Yes, in 3-6 months   | <input type="checkbox"/> Yes, but not for more than one year | another show at all                               |

16. How old were you when you saw your first Broadway show (in NYC or on tour)? \_\_\_\_\_

17. Do you work in New York City? If so, how many days per week?

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> Yes, once a week     | <input type="checkbox"/> Yes, 2 days per week         | <input type="checkbox"/> Yes, 3 days per week   |
| <input type="checkbox"/> Yes, 4 days per week | <input type="checkbox"/> Yes, 5 or more days per week | <input type="checkbox"/> No, do not work in NYC |

# ACKNOWLEDGEMENTS

Special thanks to Ilana B. Rose, Will Wegner, Ed Lefferson, Gennan Scott, Ellen Greenwald, Scalla Jakso, and Matthew White at The Broadway League; and to Theatre Development Fund for its generous support in co-funding this ongoing research project.

The Research Department would also like to thank the survey team members, show management, and theatre personnel who helped with this project, including:

Michael Abourizk, Molly Ackerman, Karthik Aggarwal, Michael Altbaum, Katie Andrew, Zachary Baer, Hugh Barnett, Jack Bartholet, Brig Berney, Nick Berninger, Patricia Berry, David Bishop, Paul Blankenship, Katherine Boynton, Stephen Bradbury, Rachel Brandt, Spencer Brill, Corinne Britti, Allison Broder, Eric Brown, Judy Brown, Tommy Buckner, Willa Burke, Brian Busby, David R. Calhoun, Charlotte Campbell, Alyssa Cartee, Charles C. Casano, Eduardo M. Castro, Brooklyn Chalfant, Jeffrey Chrzczon, Thom Clay, Emily Claypoole, Michael Coco, Arielle Cohen, Michael Composto, Lizbeth Cone, Sean Coughlin, Megan Curren, Calandra Daby, Lauren Daghini, Isabella Dalena, Cheryl Dennis, Angelo Desimini, Nick DeSimone, Ron DeStefano, Joe Doran, Tré Dukes, Kate Egan, Dave Ehle, Andy English, Nina Essman, Frank Falisi, Julie Fancy, Graham Forden, Michelle Fraioli, Brian Frank, Jr., Carli Freeman, Hillel Friedman, Tom Fuchs, Colleen Gallagher, Jordan Gatenby, John E. Gendron, Maggie Gibson, Hillary Ginsberg, Nick Ginsberg, Heidi Giovine, Emily Glaser, Justin Gleiberman, Hal Goldberg, Marcia Goldberg, Nazmin Gordon, Olivia Grace, Annie Shea Graney, Cate Graney, Paige Grecco, Steve Greer, Theo Grzegorczyk, Rebecca Habel, Jason Haft, Brian Hajjar, Shelley Halman, Kari Hamwey, Abigail Harris, Dave Harris, John Albert Harris, Leslie Hendricks, Richard Herron, Michael Herwitz, Evan Hoehn, Andrew Hollenbeck, Tiffany Holt, Daniel Hoyos, Emily Jeppesen, Kira Jones, Jim Joseph, Stephanie Kane, Susan Keappock, Kimberly Kelley, Kaylin Kellin, John King, Bruce Klinger, Michelle Kuchuk, Kimberly Larkin, Jenna Lazar, Brady Leet, Michael Leibring, Elizabeth Levy, Arianna LiCalzi, Andrew Lieberman, John M. Loiacono, Maya Lopez, Kevin Loreque, Dexter Luke, J. Anthony Magner, Johannah-Joy G. Magyawe, Dwayne Mann, Sofia Marfina, Lenore Marks, Susan Martin, Mike McLinden, Molly McQuilkin, Caitlin McTiernan, Donovan Mendelovitz, Steven Moity, Jeffrey Mondoro, Gabriela Montalvo, Kendra Moore, Gabrielle Muñoz, Deirdre Murphy, Chelsea Myers, Kelly Myslinski, Sarah Naughton, Travis Navarra, Yoanna Nikolova, Kenny Nuñez, Titi Obi, Dara O'Brien, Holly O'Brien, Vicki Oceguera, Amanda Ogorzalek, Miguel A. Ortiz, Carol M. Oune, Carl Pasbjerg, Jenny Peek, Emily Petrain, Timothy Pettolina, Cheri Phillips, Tera Picente, Shayla Pierce, Jessica Pierson, Gayle Pless, Jayla Pollock, Richard Ponce, Katie Pope, Anna Porcari, Chris Price, Rachel Reiner, Janell Rivera, LaConya Robinson, Mike Roche, Andreya Rollins, Peter Ronningen, Abby Rooney, Zach Russo, Susan Sampliner, Sepehr Sassani, Bill Schaeffer, Lauren Schumann, Mark Schweppe, Tricia Scott, Katie Seifert, Melanie Seinfeld, Kimberly Shaw, Michael Sheehan, Rebecca F. Sherman, Jonathan Shulman, Anna Shur, Tyler Siems, Benji Sills, Joy Sims, James Smiley, Ashlyn Smith, Mark Smith, Spencer Smith, Laurel Squadron, Emmy Steele, Brian Stoll, George Strus, Joann Swanson, Joseph Sykes-Burns, Christopher Taggart, Kana Takahashi, Elizabeth M. Talmadge, Michelle Tamagawa, Joseph Tantalo, Ali Tesluk, Bibiana Torres, Claire Trempe, Irene Tripolsky, Brian Tucker, Danielle K. Vargas, Yonatan Vendriger, Ebony Vines, Carol Wagner, Daniel Walton, Tammie Ward, Brittany Weber, Elaine White, Judi Wilfore, Nzinga Williams, Philip Wilson, Bria Woodyard, Kyle Wright, Christian Yates, Leonora Yaun, Marielle Young, Rachel Young, Yaniv Zarif, and Leiley Zhang

# THE BROADWAY LEAGUE

## About The Broadway League

THE BROADWAY LEAGUE, founded in 1930, is the national trade association for the Broadway industry. The League's 700-plus members include theatre owners and operators, producers, presenters, and general managers who present in nearly 200 markets in North America. Each year, League members bring Broadway to nearly 30 million people in New York and on tour across the U.S. and Canada. The Broadway League has recently added a new category for International membership to collaborate with professionals from around the world who produce and present Broadway-quality theatre. The Broadway League annually co-presents the Antoinette Perry "Tony" Awards®, one of the most coveted awards in the entertainment industry. More info at [BroadwayLeague.com](http://BroadwayLeague.com).

## Board of Governors

Lauren Reid, Chair

Kristin Caskey, Chair-Elect

Colleen Jennings-Roggensack, Vice Chair of the Road

Elliot Greene, Secretary/Treasurer

Thomas Schumacher, Immediate Past Chairman

Richard Baker, Sydney Beers, Dori Berinstein, Maggie Bohn, Stephen C. Byrd, Ken Davenport, Arvind Ethan David, John Ekeberg, Nina Essman, Charles Flateman, Andrew Flatt, Sue Frost, Tom Gabbard, Hal Goldberg, John Gore, Temah Higgins, Kendra Whitlock Ingram, Amy Jacobs, Rich Jaffe, Van Kaplan, Dione Kennedy, Devin M. Keudell, Thomas Kirdahy, Susie Krajsa, Anthony LaTorella, Hal Luftig, Aaron Lustbader, Kevin McCollum, Brian Moreland, James L. Nederlander, Albert Nocciolino, Joey Parnes, Julio Peterson, David Richards, Jordan Roth, Nick Scandalios, Christina Selby, Jeffrey Seller, Joan Squires, David Stone, David Turner, Maria Van Laanen, Lia Vollack, Robert E. Wankel, Tammie Ward, Barry Weissler, Barbara Whitman, Kumiko Yoshii

## Staff

*Executive* – Charlotte St. Martin, President; Colin Gibson, Co-CFO of Celebrate Broadway, Inc.; Mike Adank, Administration Manager and Executive Assistant to the President; Olivia Grace, Receptionist & Office Administrative Associate

*Audience Engagement* – Rachel Reiner, Director of Audience Engagement & Executive Director, NHSMTA/Jimmy Awards®; Erin Coffey, Manager of Audience Engagement; Rachel Oakes, Manager of Education Programs; Jesse McCaig, Audience Engagement Associate

*Communications* – Scalla Jakso, Director of Communications

*Digital and Technology* – Neal Freeman, Chief Digital and Technology Officer; Maura Cuddihy, Design and Technology Associate; Jacob Miaczynski, Digital Content Associate

*Employee Benefits* – Chris Brockmeyer, Director of Employee Benefit Funds

*Equity, Diversity, and Inclusion* – Gennean Scott, Chief Diversity Officer; Tré Dukes, Tony Awards & EDI Administrative Associate

*Finance and Administration* – Cheri Phillips, Chief Financial Officer; Titi Obi, Senior Staff Accountant; Jason Barros, Staff Accountant

*Government Relations* – Thomas Ferrugia, Director of Governmental Affairs

*Labor Relations* – Jason Laks, General Counsel and Executive Vice President of Labor Relations; Alison Corinotis, Associate Director of Labor Relations; Raul Argudin, Senior Manager of Human Resources & Regulatory Compliance; Katherine Daugherty-Smillie, Manager of Labor Relations; Rachel Brandt, Contract Analyst, Labor Relations

*Marketing and Business Development* – Ellen Greenwald, Chief Marketing Officer; Josh Cacchione, Senior Manager, Events and Hospitality; Ed Lefferson, Senior Manager of Marketing & Creative Services; Evan Hoehn, Marketing Coordinator

*Membership Services & Professional Development* – Diana Moran-Macuil, Director of Membership Services & Professional Development; Blaire Townshend, Assistant Director of Membership Services & Professional Development; Charlotte Campbell, Membership & Professional Development Associate

*Research* – Karen Hauser, Director of Research; Ilana B. Rose, Manager of Research; Will Wegner, Research Associate

*Tony Awards® Administration* – Jean Kroper Murphy, Director of Tony Awards® Administration & Office Manager



729 SEVENTH AVENUE, 5TH FLOOR  
NEW YORK, NY 10019  
(212) 764-1122  
[BROADWAYLEAGUE.COM](http://BROADWAYLEAGUE.COM)  
[IBDB.COM](http://IBDB.COM)

PRINTED  
ON  
RECYCLED  
PAPER



9 798989 417308