

# VENUES SOUTH WEST ROUTES IN DOCUMENT

## **CONTENTS**

INTRODUCTION.....PAGE 2

HELPFUL TIPS.....PAGE 3

JARGON BUSTER.....PAGES 4-5

LIST OF VENUES.....PAGE 6

VENUE INFORMATION.....PAGES 7-39

AIMS AND OBJECTIVES.....PAGE 40

# VENUES SOUTH WEST ROUTES IN DOCUMENT

A few months after we opened the Bike Shed in Exeter, a small trickle of e-mails started to come in from theatre makers asking to put their work on in our space. I was flattered that anyone would want to come down - it hadn't been long that I'd been on the other side - and so I replied to each of them, even the ones that said "Dear Programmer". I was surprised by the response I would get - people telling me it was rare to get a response from a venue.

As the years turned to months, my inbox became fuller and fuller of e-mails and I stopped feeling flattered and started to feel harassed. We created a programming policy and put it on our website so I could direct people to this. But that felt a bit like fobbing people off.

Then, In 2015, an e-mail plopped into my inbox from Annabel Turpin at the Arc in Stockton. It contained a better solution.

Venues South West is the loosest of loose collaborations, imitating Annabel's Venues North. It's a bunch of venues and promoters in the most beautiful region of the country who want to make life a little bit easier for theatre makers who are keen to present their work here.

Over the last year, we've been meeting and discussing ways in which we can work together to better support artists.

This document is the first outward step in that process. It is a direct rip off of the fantastic Venues North Routes In document. It is an attempt to make getting in touch with venues that little bit easier.

Each venue is different, of course. Blanket e-mails never work. To get the best response, take your time to go through this document. Check what the venue does before you send that e-mail or make that phone call.

Of course, getting in touch isn't the only thing that's tricky about the artist/venue relationship. For our part, every organisation in this document agrees to the following:

- to reply
- to not waste your time
- to be transparent on financial deals
- to welcome you into our venues or communities

It's not the magic bullet but hopefully it'll make a small difference, saving time and money that can be put towards making even better theatre productions.

Bringing this document together has been quite a challenge. Hats off to Jo Newman and Emily Souter Johnson for leading on this and to Charles Arthur Hill and Ben McKey for their work designing the document.

I hope you enjoy it.

David Lockwood  
Co-Founder, The Bike Shed Theatre

# HELPFUL TIPS FOR TOUR BOOKING

If you are new to approaching venues to book a tour, here are some helpful tips to consider. (These are all common sense and you probably know them already, but here they are just in case.)

## **Research the Venue**

Do a little bit of research on the venue and tailor your approach to them. What have you seen there before, why would your work suit that venue? Have a look at the info below to see the kind of work they programme.

## **Email a person**

Find out the name of the programmer or artistic director you are emailing – you are more likely to get a response. Venues get hundreds of emails, so if someone has put a bit of time into their email, it stands out.

## **Keep us updated**

If you don't hear back immediately, don't take it as a rejection, the venue contact may just be drowning in emails. It's good to think of each email as a way of putting your name into their head. Send them an update, with some images or a video, or an invite to see an upcoming show.

## **High quality images go a long way**

They really do – capture the programmer's attention and give them confidence in your work (and that they can sell your work).

# JARGON BUSTER

**Guarantee:** A fee for the performance(s) that is agreed in advance and is not dependent on box office.

**Split:** A deal whereby the net box office (after defined deductions such as VAT, credit card commission and agents' commission) is split between presenting theatre and producer in an agreed ratio. Traditionally the producer's share is stated first. E.g. "a 70/30 split".

**Guarantee against a split :** The producer gets a guaranteed fee or an agreed percentage of the net box office – whichever is the larger. E.g. "a guarantee of £10,000 against a 70/30 split."

**First call:** A deal whereby either the producer or presenter (it can go either way) gets the first share of the net box office up to an agreed limit. If this amount is not achieved, then it is not paid. E.g. "I'll pay you a first call of £5,000". This is obviously not as desirable as a guarantee of £5,000 but probably better than a straight split.

**Second call:** A definition of a second band of box office income up to an agreed limit that can go to either presenter or producer. It can come into action after either a first call or a guarantee. E.g. "A guarantee of £10,000 but a second call of £5,000 to us", or "First call of £10,000 to you and a second call of £5,000 to us". In theory there is no limit to the number of calls!

NB a deal can consist of just a guarantee, a split or a first call or a combination of all three

**Royalties off the top:** An agreement whereby the royalties payable are deducted from the net box office and paid over for the producer to distribute before any other division of the box office income is made.

**Producer's royalty:** An increasingly common and much hated (by the presenters) phenomenon whereby the producer takes a royalty as well as the writer and creative team.

**Royalty pools:** Rather than pay royalties on a percentage basis, an agreed number of "points" is settled on. Often used below the break in order to stop a show going into the red. E.g. there are 10 points. The designer gets 1. The sum available to the pool this week is the difference between the weekly running costs and the net box office. This sum is divided by 10 and 1/10 of it paid to the designer.

# JARGON BUSTER

**Pencil:** A provisional booking

**1<sup>st</sup>/2<sup>nd</sup> pencil etc:** A provisional booking with an indication of priority. A first pencil is what you might imagine a pencil is! Second pencil means “you are my first reserve” etc etc

**What is your get-out?:** A request to know what you need to cover your weekly running costs. Not merely the budget for the get-out!

**Ticket yield:** The average amount produced per ticket sold after deduction of VAT, credit card commission etc. This may well be very different to the prices quoted because of discounts and tendency of an audience to buy the most or least expensive seats

**Slippage:** The difference in percentage between the number of seats occupied and the amount of cash taken.

**Twofers:** Slang for a two-for-the-price-of-one promotion.

**Contra:** Costs incurred by the producer whilst at the theatre and invoiced to him/her by the theatre. Settled by deduction from the sum owed to the producer from the deal.

**Potential gross/net:** Be careful! This expression can be used carelessly. Gross potential may or may not include VAT. Or credit card commission etc etc.

**Full house value:** Another expression for net potential.

**Hanging cards, Folios, Double Crowns:** Old fashioned names for leaflets, posters and big posters! NB Some theatres still use double crowns because their display frames are that size!

**Four sheets etc:** Large posters for bill hoardings – you can get 16 sheets etc as well.

**EPK electronic press kit:** As allowed by the TMA Contract. Interviews etc pre-prepared and cleared for broadcast by local radio.

**Post and pre-recoupment:** Recoupment is the point at which all the production and origination costs of a project have been recovered. In the commercial world the deal may well change once this point has been reached not only for royalty earners but also the investors, producers etc

**Weekly break:** The sum necessary to cover all the weekly running costs of a show.

**House seats:** Seats retained off sale by the presenter until the last moment. Used to cure box office cock-ups and for VIP gratification.

**PP seats:** Private property seats. The presenter’s equivalent of a producer’s royalty. Seats from which the income goes directly to the present are not included in the general divi up.

**Interval pending:** Sum charged by the presenter to compensate them for lack of interval trade if the show runs straight through.

# LIST OF VENUES

*This is an evolving document which contains information contributed by the below venues. There are over 60 venues in the network but below are the venues who have contributed to this document so far. The below information is correct as of 1<sup>st</sup> February 2018.*

Arts by the Sea Festival  
Arts Reach  
The Bay Theatre  
The Beehive  
Bridport Arts Centre  
Bristol Old Vic  
The David Hall  
Dorchester Arts  
The Egg  
Everyman Studio Theatre  
Exeter Northcott Theatre  
Exeter Phoenix  
Lighthouse, Poole  
Marine Theatre  
MAYK / Mayfest  
New Theatre Royal Portsmouth  
Nuffield Southampton Theatres (NST)  
Pavillion Dance South West  
The Point  
The Princess Theatre and Arts Centre  
Proteus Creation Space  
Strike a Light  
Take Art  
Theatre Royal Plymouth  
Theatre Shop, Clevedon  
Theatre Tropicana  
Tobacco Factory Theatres  
The Wardrobe Theatre  
Wiltshire Creative (Salisbury Playhouse, Salisbury Arts Centre and Salisbury International Arts Festival)  
Vetnor Exchange

# Arts By The Sea Festival

## Contact Details:

**Name:** Roxy Robinson  
**Position:** Artistic Leader  
**Tel:** 07917 806724  
**E-Mail:** roxy@fromthefields.co.uk  
**Website:** artsbythesea.co.uk  
**Address:** Bournemouth

## How / What Do You Programme?

Outdoor arts, combined arts, performance, theatre, live music and film.

## Seasons

14 - 21  
October

## Spaces

Various spaces across the city

## Financial Deals

it varies, but usually we do a split on BO rather than a set fee, sometimes with a guarantee.

# Artsreach

## Contact Details

<b>Name:</b>	Kerry Bartlett and Yvonne Gallimore	Kerry Bartlett & Yvonne Gallimore
<b>Position:</b>	Executive Co-Director	Executive Co-Directors
<b>Tel:</b>	01305 269512	01305 269 512
<b>E-Mail:</b>	Kerry/yvonne@artsreach.co.uk	<a href="mailto:kerry / yvonne@artsreach.co.uk">kerry / yvonne@artsreach.co.uk</a>
<b>Website:</b>	<a href="http://www.artsreach.co.uk">www.artsreach.co.uk</a>	<a href="http://www.artsreach.co.uk">www.artsreach.co.uk</a>
<b>Address:</b>	Dorset	Dorset

## How / What Do You Programme?

We programme all genres of professional work suitable for rural touring and rural venues.

**We programme a year in advance**

## Seasons

Autumn  
Spring  
Summer

## Spaces

50+ Rural Venues  
(Capacities 50 – 150)

## Financial Deals

Guarantee performance fees directly with companies and operate a box office split with our venues.



# The Bay Theatre

## Contact Details:

**Name:** Sarah Turner - Higgins  
**Position:** Head of School  
**Tel:** 01305208845  
**E-Mail:** sarah\_turner-higgins@weymouth.ac.uk  
**Website:** www.weymouth.ac.uk  
**Address:** Weymouth College, Cranford Avenue, Weymouth

## How / What Do You Programme?

Theatre and dance that appeals to a young audience and local community with a contemporary mindset. Work that demonstrates best practice in the fields of acting and dance for a student audience to improve their skills and understanding.

## Seasons

Sept - June

**We programme a year in advance**

## Spaces

Theatre (134 / 220 capacity)

## Financial Deals

Varies for each artists, but usually full fee ideally with a free workshop

## Resources and Support for Artists

**The LEAP Project** (Local Emerging Artists Platform) Open to: Alumni of Weymouth College

The Offer: Rehearsal space/Office space ( inc phone/computer/photocopying) / free season tickets for all professional shows in the theatre/ mentoring support/ Access to Performance space, tech equip, costume and prop facilities / Technician advice and support/Performance opportunity for box office split/ R&D feedback from students. In return for: Feedback to students on performance work as part of our industry panel/Time in college working to allow students to see industry in practice/ 2 workshops per year

Previous recipients: Patchwork Theatre/Rummage Theatre /Out of The Blue and Frenetic Fox Current recipients: HAG

**Theatre2.** R & D for companies whose work we value. Open to: Any company whose work we feel we would like to support.

The Offer: Rehearsal space/Access to Performance space, tech equip, costume and prop facilities/ R&D feedback from students/Technician advice and support  
Previous recipients: Little Soldier/ Gracefool Collective

# The Beehive

## Contact Details

<b>Name:</b>	Wendy Van der Plank
<b>Position:</b>	Programming and Promoting
<b>E-Mail:</b>	wendy@beehivehoniton.co.uk
<b>Website:</b>	www.beehivehoniton.co.uk
<b>Address:</b>	The Beehive, Dowell Street, Honiton, Devon, EX14 1LZ

## How / What Do You Programme?

Fairly diverse, limited dance, Jazz & Blues very hard to sell here, self-sustaining so sadly quite risk averse! Live music, theatre / family theatre, comedy & cinema.

**We programme 3 - 6 months in advance**

## Seasons

Jan - July  
Sept - Dec

## Spaces

Retractable raked seating  
300 – 400 standing

## Financial Deals

Varies for each act, often a min guarantee versus a box split 70/30%. Sometimes grub and accommodation or a straight fee.

## Resources and Support for Artists

We are a very busy community centre, space is often limited but we will open up or let artists in early and sometime arrange rehearsal if they need it e.g. just prior to a tour start. We usually feed and water them well, give feedback, pay fairly and particularly keen to support young companies and acts of great quality from the South West. Often give support slots with the bigger bands and help to promote them.

## What Do You Not Do At Your Venue?

We try to be pretty open minded, as we are very new, as long as it is not compromising on quality or going to lose masses if we don't sell well.

# Bridport Arts Centre

## Contact Details:

**Name:** Gemma Aldred  
**Position:** Programming Manager  
**Tel:** 01308 427183  
**E-Mail:** programming@bridport-arts.com  
**Website:** www.bridport-arts.com  
**Address:** Bridport Arts Centre, South Street, Bridport, Dorset, DT6 3NR

## How / What Do You Programme?

Multi-arts venue: theatre, comedy, dance, music, spoken word, film.

## Seasons

Feb - May  
Jun - Sept  
Oct - Jan

## Spaces

194 Seated  
350 Standing

## Financial Deals, Resources and Support for Artists

We offer a range of financial deals which vary according to the company, from fee/ guarantee vs split/split only.

# Bristol Old Vic

## Contact Details

<b>Name:</b>	Sian Weeding
<b>Position:</b>	Executive Assistant and Programme Administrator
<b>Tel:</b>	01179 493993
<b>E-Mail:</b>	<a href="mailto:sian.weeding@bristololdvic.org.uk">sian.weeding@bristololdvic.org.uk</a>
<b>Website:</b>	<a href="http://www.bristololdvic.org.uk">www.bristololdvic.org.uk</a>
<b>Address:</b>	King Street; Bristol, BS1 4ED

## How / What Do You Programme?

We are lucky to receive a huge amount of requests and invitations and, as we are a small team we are not always able to respond, but we do consider every proposal carefully.

Bristol Old Vic Productions, which can be of any scale and are created either by our own staff or commissioned artists (i.e. Writers, directors, designers etc). This work includes our Christmas shows, and most of the work in our Main House Theatre as well as a range of ground-breaking co-productions, site-based work, premieres of new plays and the like.

Inspiring Visitors – extraordinary national and world class work which we invite to Bristol to inspire our artists and our audiences to new possibilities in theatre. This work runs across all our spaces throughout the year, and has notably included work by Cheek By Jowl, Complicite, Sound and Fury, 1927 and Gecko.

We choose the artists we collaborate with by seeing the work they have made. Often our first step is to see your work, so we take up invitations and go out to see new work whenever we can

As a team we discuss all proposals and all work seen at a bi-weekly programming meeting. We try to respond within two months to those proposals for productions which we might create or productions we might visit.

We invite those we cannot currently programme to keep us invited and updated.

We take a particular interest in new work being generated in the South West, and our artist development strand Bristol Ferment offers a platform and guidance for artists based in the region. If you are one of these, please take a further look here: <http://www.bristololdvic.org.uk/ferment.html>

And our small but highly industrious Literary Department puts out an annual call for unsolicited scripts from writers from the South West, to make sure we are up to date with the new talent in the region. If you are one of these, please take a further look here: <http://www.bristololdvic.org.uk/writers.html>.

**Our Main House programme tends to be agreed 12 – 18 months in advance, with our Studio programme being booked 6 – 9 months in advance.**

## Spaces

Main House: currently 450 (415 sellable), post-redevelopment 528 (475 sellable).

Studio: (closed for redevelopment until Autumn 2018), post redevelopment 150.

## Seasons

We generally programme throughout the year. We have scheduled dark time in August each year.

Our Studio is due to reopen following our redevelopment in late 2018.

## Financial Deals

For the Main House deals are agreed on a case by case basis.

In the Studio deals are dealt with on a case by case basis, generally speaking we aim to offer a small guarantee against a box office split in favor of the artist.

## Resources and Support for Artists

Bristol Old Vic Ferment is the artist development department of Bristol Old Vic. It is also the name we give the theatre-makers from Bristol and the South West with whom we support and develop exciting and adventurous new work.

Ferment work with a huge variety of artists whose work inspires us to experiment, play and make the theatre of tomorrow. Our artist development offer isn't open access, but is instead curated by Bristol Ferment producer Emma Bettridge. Here are some of the ways we work with artists:

**Ferment Festivals** - Twice a year we invite artists to try something out in front of an audience which could be work-in progress or scratch performances.

**Retreats** - We invite artists to escape with us to the country to experiment, develop and make work in lovely surroundings away from day to day life.

**Support & Commissioning** - If a project really excites us, we support it to reach the next stage or into a full production.

**Company Producing & Support with Strategy** - We work intensively with a small cohort of artists each year to help them broker relationships with venues, support with tour booking, provide industry advocacy and help with longer term artist strategy.

**How to get in touch with the Bristol Ferment team** - The Ferment team is a small team, which means we're not able to meet with every artist who contacts us individually. Often a good starting place is inviting us to see your work or sending us a film of a recent performance.

**Bristol Old Vic Engagement** - a range of workshops, shows and activities created with and for the people of Bristol by our staff and commissioned artists. This work continues throughout the year, in and around Bristol, and includes all the work of our award-winning Young Company.

# The David Hall

## Contact Details

**Name:** Emma Westerman  
**Position:** Administrator  
**Tel:** 01460 240340  
**E-Mail:** emma@thedavidhall.org.uk  
**Website:** www.thedavidhall.org.uk  
**Address:** Roundwell St, South Petherton, Somerset. TA13 5AA

## How / What Do You Programme?

We programme music - folk, acoustic, blues, fortnightly film nights plus a range of community events including open mic and coffee mornings. We would like to programme more theatre to our programme.

We programme 6 months to a year at a time,

## Seasons

Jan - June  
July - Dec

## Spaces

170 Seated

## Financial Deals

All depends on the artist. Fee, guarantee vs split or a straight split.

# Dorchester Arts

## Contact Details

**Name:** Mark Tattersall  
**Position:** Artistic Director  
**Tel:** 01305 266926  
**E-Mail:** mark@dorchesterarts.org.uk  
**Website:** www.dorchesterarts.org.uk  
**Address:** The Corn Exchange, High E St, Dorchester, DT1 1HF

## How / What Do You Programme?

Combined arts programme: mainly theatre, music, comedy, general entertainment, talks/'evenings with'; occasional dance, spoken word. Programme in advance.

## Seasons

Jan - Apr May -  
Aug Sept - Dec

## Spaces

Main venue: Dorchester Corn Exchange - variable seating layouts from 60 - 150 for theatre and dance, 100 - 250 seated for music/comedy/general staged events, 375 standing (mainly music). Baby grand piano available. Other indoor venues: we programme in a variety of other spaces in Dorchester, including churches, Dorset County Museum, Shire Hall, Brownsword Hall and others.

Outdoor events: Maumbury Rings - very large grass arena accommodating several thousand, but mainly for theatre c. 350 Visual arts programme in association with Duke's Gallery, Dorchester.

## Resources and Support for Artists

We provide rehearsal and R+D space for local theatre companies and may be able to extend this programme in the near future. We have supported the development of new work by local writers and are open to approaches about co-production and commissioning.

## Financial Deals

We offer a range of financial deals which vary according to the company.

# The Egg

## Contact Details

**Name:** Kate Cross  
**Position:** Director  
**Tel:** 01225 823409  
**E-Mail:** [kate.cross@theatreroyal.org.uk](mailto:kate.cross@theatreroyal.org.uk)  
**Website:** [www.theatreroyal.org.uk/your-visit/the-egg/](http://www.theatreroyal.org.uk/your-visit/the-egg/)  
**Address:** Theatre Royal Bath, Sawclose, Bath, BA1 1ET

## How / What Do You Programme?

Work for children, young people and their families.

## Spaces

123 Seated

## Seasons

Jan - Apr  
May – Aug  
Sept - Dec

## Financial Deals

We offer guarantees.

## Resources and Support for Artists

Year - long Leverhulme Scholarships, Associate Artist Programmes, Mentoring. The Incubator programme is tailored to best suit the needs of its Scholars, and has previously encompassed; exposure to high quality work and expert-led critical analysis; a training retreat; and a supported R&D phase. Incubator artists have received mentoring and masterclasses. They are provided with rehearsal space, test audiences and a showcase

## What Do You Not Do At Your Venue?

On the whole, performances for adult audiences.



# Everyman Studio Theatre

## Contact Details

**Name:** Paul Milton  
**Position:** Creative Director  
**Tel:** 01242 512515  
**E-Mail:** paulmilton40@yahoo.com  
**Website:** www.everymantheatre.org.uk  
**Address:** The Everyman Theatre, Regent Street, Cheltenham GL50 1HQ

## How / What Do You Programme?

Issue-based. Local interest. Small music gigs.  
Adaptations of classic literature.

## Seasons

Jan - July  
Sept - Dec

## Spaces

Studio theatre (50 seats)

## Financial Deals

We usually offer 70 / 30% box office split.

# Exeter Northcott Theatre

## Contact Details:

**Name:** Paul Jepson  
**Position:** Artistic Director  
**Tel:** 01392 722417  
**E-Mail:** p.jepson@exeter.ac.uk  
**Website:** exeternorthcott.co.uk  
**Address:** Stocker Rd, Exeter EX4 4QB

## How / What Do You Programme?

Classic drama, contemporary dance, family, occasional one nighters for comedy.  
Programme in advance

## Seasons

Jan - July  
Sept - Dec

## Spaces

450 Seats

## Financial Deals

We usually offer a guarantee (then first call to us, then a split)

# Exeter Phoenix

## Contact Details:

**Name:** Patrick Cunningham  
**Position:** Director  
**Tel:** 01392 667057  
**E-Mail:** patrick@exeterphoenix.org.uk  
**Website:** www.exeterphoenix.org.uk  
**Address:** Exeter Phoenix, Bradninch Place, Gandy Street, Exeter, EX4 3LS

## How / What Do You Programme?

Music (contemporary inc jazz, folk & world), comedy (all types), dance (contemporary), theatre (mostly contemporary, non text-based but also community work and regionally-based companies)

## Seasons

Jan - Apr  
May - Aug  
Sept - Dec

## Spaces

270 all seated or 530 standing  
100 all seated or 150 standing  
74 all seated  
40 all seated

## Financial Deals

We usually offer a box office split or guarantee vs split.

## Resources and how you support artists

Associate Artist scheme - 6 appointed each year (across performance, art & film) - providing rehearsal space, performance and training opportunities and advice. Additional support, including rehearsal space, given to others on a case by case basis. Programme includes emerging, community and student companies. Rehearsal space / residencies / advice / equipment use / performance & screening opportunities / grant writing support / postal address/pigeonhole

## What Do You Not Do At Your Venue?

Traditional classical music, cover/tribute bands, touring musicals and traditional text-based theatre

# Lighthouse, Poole

## Contact Details

**Name:** Stephen Wrentmore

**Position:** Artistic Producer

**Tel:** 01202 280 000

**E-Mail:** [stephen.wrentmore@lighthousepoole.co.uk](mailto:stephen.wrentmore@lighthousepoole.co.uk)

**Website:** <https://www.lighthousepoole.co.uk/>

**Address:** Lighthouse, 21 Kingland Road, Poole, Dorset, BH15 1UG

## How / What Do You Programme?

Mixed programme from orchestral concerts to storytelling

**We programme 6 - 9+ months in advance**

## Seasons

All year

## Spaces

Concert Hall (1500/2000)

Theatre (700)

Sherling Studio (140)

Cinema (100)

Gallery, Foyer, and Online

## Financial Deals

We are a multi-venue building and we negotiate financial deals on a case by case basis and usually offer a box office split or guarantee or a combination of both.

# Marine Theatre

## Contact Details

**Name:** Gabby Rabbits

**Position:** Director

**Tel:** 01297 442394

**E-Mail:** [director@marinetheatre.com](mailto:director@marinetheatre.com)

**Website:** [www.marinetheatre.com/](http://www.marinetheatre.com/)

**Address:** Church Street, Lyme Regis, Dorset, DT7 3QA

## How / What Do You Programme?

Mainly new work and also some classic and curriculum-responsive work. Very broad in terms of themes; we try to programme South West artists where possible.

**We programme 6 - 12 months in advance**

## Seasons

Jan - Apr

May - Aug

Sept - Dec

## Spaces

Auditorium (220 capacity)

Bar Venue (30 capacity)

## Financial Deals

Splits preferable - usually 70/30 after box office commission. On occasion we are able to consider fees.

## Resources and support for artists

We also deliver an artist development programme R&D By The Sea, supporting 3 South West companies/artists per year in residency at the Marine for a season. We offer one co-production per year to one of these companies.

# MAYK / Mayfest

## Contact Details

**Name:** Matthew Austin & Kate Yedigiaroff

**Position:** Artistic Directors

**Tel:** 01179 259999

**E-Mail:** [matthewandkate@mayk.org.uk](mailto:matthewandkate@mayk.org.uk)

**Website:** [www.mayk.org.uk](http://www.mayk.org.uk)

**Address:** MAYK, Bristol Festivals Hub, 1 Unity Street, Bristol BS1 5HH

## How / What Do You Programme?

We programme contemporary theatre, dance and performance and very often present work which resists this sort of categorisation through gigs, events, parties and installations... We're interested in brave and innovative work that has a direct dialogue with its audience. We usually lock down the festival programme by December of the previous year, but we have regular programming meetings all year round. This is where we discuss everything from finished touring work to very early ideas that have yet to find their context. MAYK are developing a programme of work beyond the delivery of our biennial festival. We're open to ongoing conversations about presenting work in contexts outside of the festival structure.

## Seasons

Mayfest takes place across 10 days in May in each even year.

## Spaces

Both during the festival and for our programme of presented work outside of it, we work across performance venues and off-site spaces throughout the city. Our presenting partners include Bristol Old Vic, Tobacco Factory Theatres, Circomedia, The Trinity Centre, Watershed, Arnolfini and The Wardrobe Theatre.

Beyond that we've programmed work that's taken place on car parks, Bristol Ferries, Brandon Hill and nightclubs. We're not bound by venue and welcome work which can sit outside of performance venues.

## Financial Deals

Whenever we possibly can we offer fees and guarantees.

# New Theatre Royal Portsmouth

## Contact Details

**Name:** Laura Doye

**Position:** Artistic Director

**Tel:** 02392 649212

**E-Mail:** [laura@newtheatreroyal.com](mailto:laura@newtheatreroyal.com)

**Website:** <https://www.newtheatreroyal.com/>

**Address:** 20-24 Guildhall Walk, Portsmouth, PO1 2DD

## How / What Do You Programme?

We programme mid-scale work, some smaller family/ immersive shows. We programme a mix of genres from theatre/dance/music/ immersive/family etc. In the future the we will look to genre theme each season dependant on the programming.

## Seasons

Autumn / Winter  
Sep - Jan  
Spring / Summer  
Feb - August

## Spaces

Main house (657 Capacity)

Minghella Studio (80 capacity) - suitable for sharing and scratch performances.

## Financial Deals

Splits preferable - usually 70/30 after box office commission. On occasion we are able to consider fees.

# Nuffield Southampton Theatres (NST)

## Contact Details

**Name:** Hannah Bevan  
**Position:** Laboratory Producer  
**Tel:** 02380 315500 ext (0-241)  
**E-Mail:** [hannah.bevan@nsttheatres.co.uk](mailto:hannah.bevan@nsttheatres.co.uk)  
**Website:** <https://www.nsttheatres.co.uk/>  
**Address:** Nuffield Southampton Theatres, University Road, Southampton, SO17 1TR

## How / What Do You Programme?

The main staple of our programme is theatre with, dance, spoken word, circus, music, stand-up comedy also part of the programme. We are a producing theatre so a major part of our programme is made up of our own work or co-productions with other companies/venues.

**We try to programme the main spaces a year in advance.**

## Seasons

Spring  
Jan - July  
Autumn  
Sept - Dec.

## Spaces

NST Campus (500 capacity)  
NST City (Flexible 450 capacity and 136 capacity studio)

## Financial Deals

We have a range of financial deals depending on the scale and audience development opportunities. This ranges from guarantees to splits, to calls etc.

## Resources and support for artists

We offer rehearsal space; advice, guidance and information support; grant writing support, research and development opportunities and we are looking to grow work-in-progress showings at NST City. NST Laboratory is our dedicated Artist Development programme. Supporting artists locally, regionally and nationally through a range of different programmes from scratch nights to year long attachments; from residencies to networking. At NST we want to inspire and encourage, invite and collaborate with a range of theatre-makers to grow Southampton as a vibrant and supportive place to make theatre for everyone and to enrich our local cultural ecology



# Pavilion Dance South West

## Contact Details

**Name:** Sheila Creevey

**Position:** Head of Performance

**Tel:** 01202 203630

**E-Mail:** sheila@pdsw.org.uk

**Website:** [www.pdsw.org.uk](http://www.pdsw.org.uk)

**Address:** Pavilion Dance South West, Westover Road, Bournemouth, BH1 2BU

## How / What Do You Programme?

Pavilion Dance South West (PDSW) is a centre of excellence for dance based in Bournemouth, a National Dance Agency and the development organisation for dance in South West England. We promote live dance performances and film screenings and outreach work in communities such as schools and care centres.. We connect and support the networking of people working in dance across the region. We contribute to strategic developments for dance across the UK as part of National Dance Network.

We present a year-round programme of dance performances, children and family work. We have an annual Summer Festival in July that presents indoor and outdoor dance performance, with a particular interest in exploring unusual and interesting spaces and locations. We do not programme performances that are not related to dance or movement art forms.

**We programme between 12 - 18 months in advance.**

### Spaces

Ocean Room Theatre (178 capacity)  
Two dance studio spaces (40 capacity)

### Seasons

**Spring:**

January - June

**Summer:** 10 day festival at the start of July

**Autumn:** September –December

## Financial Deals

We offer guaranteed fees to artists.

## Resources and Support for Artists

We support and nurture dance artists at all stages of their career. We do this through offering residency and rehearsal space, financial support and commissions. We offer advice to artists on career pathways, the development of new work, and supporting sustainable practice.

# The Point

## Contact Details

**Name:** Sacha Lee

**Position:** Artistic Director

**Tel:** 02380 627 802

**E-Mail:** [sacha.lee@eastleigh.gov.uk](mailto:sacha.lee@eastleigh.gov.uk)

**Website:** <https://www.thepointeastleigh.co.uk/>

**Address** The Point, Leigh Road, Eastleigh, Hampshire SO50 9DE

## How / What Do You Programme?

Contemporary dance, contemporary theatre, circus, comedy, film.

**We programme 6 months in advance**

## Seasons

Jan - Apr

May - Aug

Sept - Dec

## Spaces

Main theatre (261/316 capacity)

Studio theatre (50 capacity)

Creation Space (50-100 capacity)

## Financial Deals

We negotiate financial deals on a case by case basis and usually offer a box office split or guarantee or a combination of both.

# The Princess Theatre And Arts Centre

## Contact Details

**Name:** Sam Nicol

**Position:** Manager

**Tel:** 01278 793099

**E-Mail:** [sam@princesstheatreandartscentre.co.uk](mailto:sam@princesstheatreandartscentre.co.uk)

**Website:** <http://www.princesstheatreandartscentre.co.uk/>

**Address:** Princess Street, Burnham-on-Sea, Somerset, TA8 1EH

## How / What Do You Programme?

We programme small touring shows, from good quality theatre and dance to fun tribute bands.

**We programme 6 months in advance.**

## Seasons

Jan – June

July – Dec

## Spaces

Main auditorium (196 capacity)

Bar (25 capacity)

## Financial Deals

We prefer a hire, but will operate on a guarantee or split.

## What Do You Not Do At Your Venue?

We do not programme pantomimes as we have two excellent local ones in the venue pre and post christmas.

# Proteus Creation Space

## Contact Details

**Name:** Fergus Evans

**Position:** Creative Producer

**Tel:** 01256 354 541

**E-Mail:** [producer@proteustheatre.com](mailto:producer@proteustheatre.com)

**Website:** <http://www.proteustheatre.com/creation-space>

**Address:** Proteus Creation Space, Council Road, Basingstoke, Hampshire, RG21 3DH

## How / What Do You Programme?

We're interested in all types of performance, but we're particularly interested in artists who are telling compelling stories in new and interesting ways. Proteus is also a touring theatre company reaching a range of rural and professional venues, and our own work often incorporates physical and visual elements such as circus and puppetry. We're particularly keen to speak with artists and companies who are interested in taking high quality contemporary performance to rural venues and would like to test their work in our venue.

## Seasons

Our seasons are flexible, but we tend to programme from September- November and February- May

## Spaces

The Addison Studio is our basic black box space. It has no wings or crossover, but the space does lead into our tech store, which companies are more than welcome to use as wing space, a scene dock or a dressing room. The Addison Studio is 6m wide by 12m deep, and is approximately 6.50m high to the lighting rig, but is approx 10m to the ceiling. The suggested playing space is 6m wide by 4m deep. We do have black dance floor that companies are welcome to use. The Addison Studio is now permanently rigged as an Aerial Centre. We have basic technical provision including lighting and sound - a full specification is available upon request. Seating in The Addison studio depends on the layout of the playing space. However, our standard configuration is 50 seats end on. We also manage the Arcadia Rural Touring Scheme, a cohort of xx venues throughout Hampshire, and programme a number of outdoor festivals throughout Basingstoke.

## Financial Deals

We work on a mixture of favourable box office splits and performance fees.

# Strike A Light

## Contact Details

**Name:** Christina Poulton

**Position:** General Manager and Producer

**Tel:** 07817 212 546

**E-Mail:** [christina@strikealightfestival.org.uk](mailto:christina@strikealightfestival.org.uk)

**Website:** [www.strikealightfestival.org.uk](http://www.strikealightfestival.org.uk)

**Location:** Gloucester

## How / What Do You Programme?

We programme high quality contemporary theatre and dance. We look for exciting work that has a specific audience and is different or engaging in some way, with a focus on new work.

We are interested in programming work from diverse artists including BAME artists and artists with disabilities and are interested in diversity in its broadest sense too.

Most of our festivals include work for children and families i.e. we may have an early years show, something for a particular school age range and something for families. Most work that we programme is part of a national tour although we do also have work-in-progress performances in our festivals, usually of artists we have supported. W

**We finalise our programme six months in advance.**

### Spaces

We are non venue based and programme in a range of venues including Gloucester Guildhall (120 cap.) and community spaces (cap. 80-180)

### Seasons

We programme for a March/April festival and an October festival each year.

We do have some year round programming though this tends to be in response to particular projects or partnerships.

## Financial Deals

We usually work on a fee basis for work that is part of a national tour. For other work this is negotiated with the company.

# Strike A Light

## Resources and Support for Artists

We are always open to conversations with new artists and companies and often have networking or conversation events at our festivals. Outside of this our support is currently offered on a project basis i.e. specific call outs to offer support. In the past this has included rehearsal space, seed funding, days of producing time, residency etc. We aim to continue and develop this.

## What Do You Not Do?

We don't have our own venue so can't offer residencies or rehearsal space on an ad-hoc basis. We don't currently have any funding for commissioning. We tend not to programme adaptations, classics or existing plays. Although we do work with spoken word artists with some crossover with music we don't programme gigs or music events outside of this.

# Take Art

## Contact Details

**Name:** Sarah Peterkin & Mark Helyar

**Position:** Co-Directors of Theatre / Director of Rural Touring

**Tel:** 07817 212 546

**E-Mail:** [sarah@takeart.org](mailto:sarah@takeart.org) / [mark@takeart.org](mailto:mark@takeart.org)

**Website:** <http://www.takeart.org/>

**Address:** Flaxdrayton Farm, South Petherton TA13 5LR

## How / What Do You Programme?

Theatre, dance, music, comedy, spoken word

## Spaces

Village Halls  
& Community  
Venues in  
Somerset

## Seasons

Oct to Dec;  
Jan to May;  
Programme in Feb  
for following autumn  
& spring

## Financial Deals

We usually offer a fee of between £350 to £650 per performance

## Resources and Support for Artists

**Ongoing:** advice, information, signposting & brokering relationships.

**Project:** BARN - 3 year initiative to support Somerset's emerging theatre sector.

Activity includes Ideas Fund; R&D; Work in Progress Events; Showcase Platforms; Access & Business Support; Progression & Signposting to other opportunities.

**303:** import/export programme to facilitate transition of companies between Somerset, South West and London. Currently the project is in development mode.

**People-based support** (ie not rehearsal space) that includes everything mentioned above.

## What Do You Not Do?

As we're not a venue, the short answer is we don't do stuff that venues can do! Our priority is to support theatre-makers in Somerset, working regionally and nationally as appropriate.

# Theatre Royal Plymouth

## Contact Details

**Name/Position:** David Prescott (Artistic Associate); Mandy Precious (Head of Creative Learning); Adrian Vinken (Chief Exec.)

**Tel:** 01752 668 282

**E-Mail:** [David.prescott@theatreroyal.com](mailto:David.prescott@theatreroyal.com); [Mandy.precious@theatreroyal.com](mailto:Mandy.precious@theatreroyal.com); [Adrian.vinken@theatreroyal.com](mailto:Adrian.vinken@theatreroyal.com)

**Website:** <https://www.theatreroyal.com/>

**Address:** Royal Parade, Plymouth, PL1 2TR

## How / What Do You Programme?

Drum - high quality touring new work & new plays; Lab - new developing work by local & regional emerging artists plus our many in-house groups; Lyric - big musicals, opera, dance & international work.

**We programme the Drum & Lab about 6 months in advance and the Lyric up to 2 years in advance.**

## Seasons

Throughout the year.

## Spaces

Drum (175 flexible),  
Lab (50 flexible)  
Lyric Theatre (1300  
or 780 capacity)

## Financial Deals

We offer a range of deals according to the space. Drum (£2k against 80%) , Lab (box office split), Lyric Theatre (commercial deals negotiated on a show by show basis).



# Theatre Shop, Clevedon

## Contact Details

**Name:** Fiona Matthews

**Position:** Executive Producer, Theatre Orchard

**Tel:** 07757711783

**E-mail:** [fiona@thetheatreorchard.org.uk](mailto:fiona@thetheatreorchard.org.uk)

**Website:** [www.theatreshop.org.uk](http://www.theatreshop.org.uk)

**Address:** 6 Triangle Centre, Clevedon, BS21 6XX

## How / What Do You Programme?

We like to programme a broad range of studio scale work, and also work in partnership with Clevedon Pier and Queens Square to incorporate an outdoor arts offer.

**Programming deadlines: we can be quite flexible for shows that are offered on splits. Shows that require fees need more notice.** We are in the process of shifting this venue from Season based work to ongoing offer, so are still trialling best approach.

## Seasons

Rolling Programme

## Spaces

Studio Theatre (90 capacity)

## Financial Deals

We offer a range of financial deals from fees to splits, discussed on a case by case basis.

# Theatre Tropicana

## Contact Details

**Name:** Fiona Matthews

**Position:** Executive Producer, Theatre Orchard

**Tel:** 07757711783

**E-Mail:** [fiona@thetheatreorchard.org.uk](mailto:fiona@thetheatreorchard.org.uk)

**Website:** <http://tropicanaweston.co.uk>

**Address:** Marine Parade, Weston-Super-Mare, BS23 1BE

## How / What Do You Programme?

All types of work for all ages. Playful, surprising, provocative - a legacy set by Banksy.

## Spaces

Tropicana is a very flexible venue (it is directly on the seafront and was long abandoned until Banksy's Dismaland proved a catalyst for its regeneration). It has a studio theatre space with raked seating and usual studio scale rig (capacity 100). The venue also includes a number of other spaces, including large outdoor walled area (formerly the lido); these other spaces are suitable for larger-scale and promenade work, but require additional technical provision to be brought in. The venue is run in partnership with North Somerset Council.

## Financial Deals, Resources and Support for Artists

We can consider fees for shows, but these need to be negotiated by the end of January for that year's shows. Splits offered year-round.

# Tobacco Factory Theatres

## Contact Details

**Name:** Kerrie Burke-Avery

**Position:** Senior Producer

**Tel:** 01179 020344

**Email:** [programming@tobaccofactorytheatres.com](mailto:programming@tobaccofactorytheatres.com)

**Website:** <https://www.tobaccofactorytheatres.com/>

**Address:** Raleigh Road, Southville, Bristol, BS3 1TF

## How / What Do You Programme?

From touring companies who we programme as part of our season, to groups who we host in our theatre and in our BEYOND season; from artists who form part of our in-house productions teams, to artists who present their first ideas in a scratch performance; Tobacco Factory Theatres, work with a huge range of local, national and international artists and theatre companies in a variety of different ways.

We programme a wide range of work from Shakespeare to opera, classic plays to contemporary dance, traditional work to experimental pieces. A range of voices; local, national and international. A range of stories; from the familiar to the unknown

<https://www.tobaccofactorytheatres.com/how-we-programme/>

## Spaces

Factory Theatre (multi-configurable space; in the round (290); end on (180)

New Studio Theatre (end on 90) coming October 2018

BEYOND - regular off site presentation of work in venues around Bristol and site specific locations

## Seasons

May to Aug

Aug to Dec

Dec to May

## Financial Deals

We offer a variety of financial deals from gguarantees to Splits and First Calls.

## Resources and Support for Artists

Co-Productions. Co-Presentations. Residences, scratch nights, rehearsal space, producing advice and support

<https://www.tobaccofactorytheatres.com/artist-development/>

# The Wardrobe Theatre

## Contact Details

**Name:** Matthew Whittle  
**Position:** Co-Director  
**E-Mail:** [matthew@thewardrobetheatre.com](mailto:matthew@thewardrobetheatre.com)  
**Website:** <http://thewardrobetheatre.com/>  
**Address:** The Wardrobe Theatre, The Old Market Assembly, 25 West Street, Old Market, Bristol, BS2 0DF

## How / What Do You Programme?

New work, devised work, emerging companies, new ideas, alternative theatre, stand-up comedy, alternative comedy, clown/fooling, improv, family shows, puppetry, spoken word and storytelling, live music.

**We programme about 5 months in advance**

## Seasons

Year round

## Spaces

Theatre (95 capacity)

## Financial Deals

We usually offer a 60/40 split in artists favour after 5% off the top to cover box office. Tickets at affordable prices.

# Wiltshire Creative

Salisbury Playhouse, Salisbury International Arts Festival, Salisbury Arts Centre

## Contact Details

**Name:** Jo Newman

**Position:** Associate Director **Tel:** 01722 345160

**E-Mail:** [jo.newman@wiltshirecreative.co.uk](mailto:jo.newman@wiltshirecreative.co.uk)

**Website:** [www.wiltshirecreative.co.uk](http://www.wiltshirecreative.co.uk)

**Addresses:** Salisbury Playhouse, Malthouse lane, Salisbury, SP2 7RZ  
Salisbury Arts Centre, Bedwin St, Salisbury SP1 3UT

## How / What Do You Programme?

Wiltshire Creative is the newly merged Salisbury Playhouse, Salisbury Arts Centre and Salisbury International Arts Festival. We are a pan-arts organisation that celebrates the distinctiveness of each art form and the opportunities afforded to explore interaction between them. We programme and produce work across two buildings – Salisbury Playhouse and Salisbury Arts Centre, and across the county at Salisbury International Arts Festival.

**Salisbury Playhouse Main House:** we programme a diverse range of high quality mid-scale work which sits alongside in-house productions and co-productions, from 20<sup>th</sup> Century Classics to new commissions and multidisciplinary work.

**Salisbury Playhouse Salberg:** we programme a diverse range of high quality small scale work for all ages which sits alongside in house productions and co-productions. It's an intimate space with audience on three sides and lends itself well to intimate stories and inventive, interactive, contemporary and experimental performance but also to intimate classics or bold, energetic adaptations.

**Salisbury Arts Centre:** we programme a varied range of high quality film, music, dance, visual art, comedy and performing arts. The space is flexible with both cabaret seating and a rake and lends itself well to gig-theatre and cross-art form work.

**Theatre Fest West:** We have an annual festival which takes place each spring and is a celebration of work made in the South West. We work in partnership with Salisbury Arts Centre, The Pound, Corsham and Trowbridge arts so that there is the opportunity for companies to tour work to multiple venues as part of the festival. There is also the opportunity for R&D space and work-in-progress sharings as part of the festival. Companies interested in performing at Theatre Fest West can email a tour pack to [jo.newman@wiltshirecreative.co.uk](mailto:jo.newman@wiltshirecreative.co.uk) from May-September.

**Salisbury International Arts Festival:** For the festival we programme the highest calibre music, theatre, dance, spoken word, literature and visual art from across the world.

Across all stages we are excited by work which is diverse, relevant, tells important stories, is entertaining, thought-provoking and resonates with our audience.

# Wiltshire Creative

Salisbury Playhouse, Salisbury International Arts Festival, Salisbury Arts Centre

## Spaces

SPH Main House (517 capacity)  
SPH Salberg (149 capacity)  
SAC Main (164 rake seating, 150 cabaret seating, 268 flat floor seating)  
SAC White Room (60 rake, flexible space)

## Seasons

Spring/Summer: Jan - July  
Autumn/Winter: Sept – Feb  
Salisbury International Arts Festival: 2 weeks each May

## Financial Deals

We are committed to offering guarantees (the deal may vary - could be vs a split or vs a First Call).

## Resources and Support for Artists

We have an Artist Development programme which offers professional development opportunities to theatre makers from the South West with workshops, training and opportunities. For more information sign up to our artists news list here:

<http://bit.ly/2nqt0DH> or visit our artist development page:

<http://www.salisburyplayhouse.com/artist-development/>

Wiltshire Creative has a research and development programme which will offer rehearsal space, residencies and opportunities which enable artists from all art forms time, space and support to develop their work

# Vetnor Exchange

## Contact Details

**Name:** Jack Whitewood

**Position:** Artistic Director (Programming)

**Tel:** (01983) 716767

**E-Mail:** jack@vetnorexchange.co.uk

**Website:** <http://ventnorexchange.co.uk/>

**Address:** Church Street, Ventnor, Isle Of Wight, PO38 1SW

## How / What Do You Programme?

Contemporary work that speaks to, and challenges, our audiences. A particular emphasis also on puppetry, spoken word and family productions. We are primarily an R&D/development hub for new work.

## Seasons

Jan- July  
Sept - Dec (Ventnor  
Fringe in Aug)

## Spaces

Flexible 45 seat space. We also have access to a wide variety of both conventional and unusual spaces that we create 'pop up' venues in throughout the year. (Normally under 200 capacity)

## Financial Deals

Normally a fee guarantee on all events except the Ventnor Fringe.

## Resources and Support for Artists

We host a number of residencies each year, for artists wishing to develop new work on the Isle of Wight.

We commission new work for both our own programme and on behalf of partners.

We host regular artists networking nights and training opportunities.

We run the annual Ventnor Fringe Festival in August, providing a platform for over 350 artists each year.

Our resources include Rehearsal space; advice, guidance and information support; residencies, research and development opportunities, co-commissioning.

## What Do You Not Do?

Although nothing is completely exempt, we are unlikely to host or produce musicals or traditional stagings of period work. We tend not to book work 'off the shelf' but develop ongoing relationships with creative practitioners

# VENUES SOUTH WEST AIMS AND OBJECTIVES

## **VENUES SOUTH WEST**

We are a network of venues and organisations in the South West who support artists, working together to enable quality work, better communication and touring in the region to develop the South West theatre sector.

## **AIMS and OBJECTIVES**

Support for artists is at the heart of what we do

Keeping open dialogue with artists to serve the needs of the theatre making community.

Pooling knowledge and sharing resources give space, time, advice and to present, co-present, co-produce work, opening up new circuits for rural, small scale and mid-scale work.

Raising the profile of the region - creating a quality brand of South West work which has national recognition

Supporting the creation of high quality new work from regional companies and championing this work through advocacy opportunities

Co-promoting work and sharing opportunities for marketing and publicity

Opening up communication between venues & venues and venues & artists

Putting artists in touch with each other to develop peer networks

Creating a space where artists and venues can meet and have conversations

Making venue contact details more accessible and enabling approaches to venues to be more targeted

Advocating best practice within the network

Looking at and interrogating existing touring models

Sharing of knowledge to support staff development and learning

## **MEMBERSHIP**

Venues and organisations who programme live performances (not solely music) in the South West

Organisations committed to supporting and/or programming artists from the South West

Commitment to the aims and values of the network

Attendance at meetings and responsibility for involvement within the network