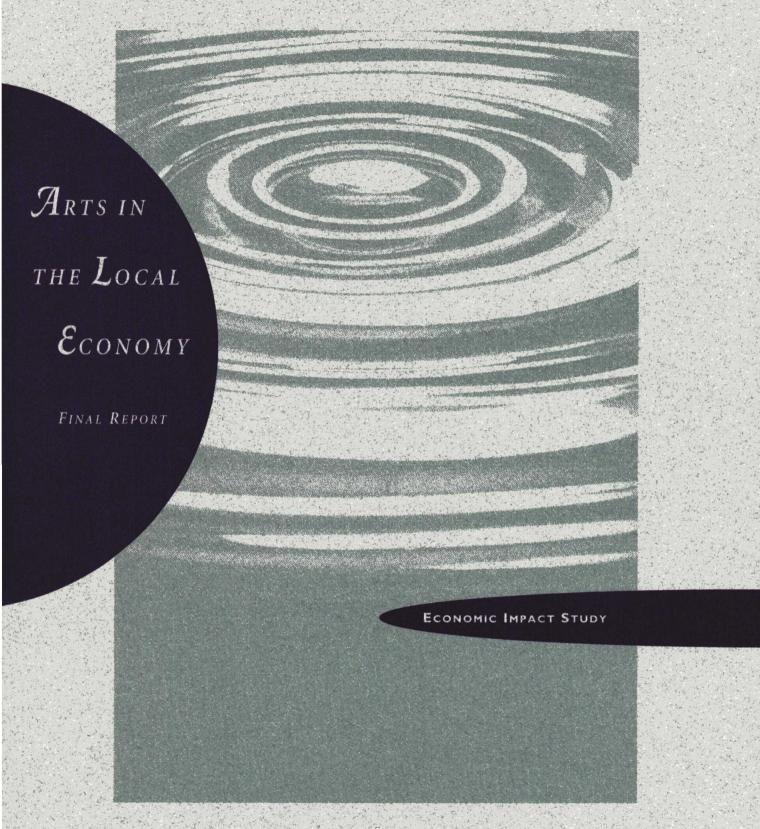
Conducted by the

NATIONAL ASSEMBLY OF LOCAL ARTS AGENCIES



Project funded by Charles Stewart Mott Foundation National Endowment for the Arts and the 33  $\mathcal{A}_{rts}$  in the  $L_{ocal}$   $\mathcal{E}_{conomy}$  Participants

# Arts in The Local Economy Final Report

### AN OPENING NOTE

The National Assembly of Local Arts Agencies (NALAA) is pleased to present this final report of its Arts in the Local Economy study. This report demonstrates that the nonprofit arts are a significant industry in this country — one that supports jobs, provides personal income, and generates revenue to local and state government.

To our knowledge, this is the largest economic impact study of the nonprofit arts undertaken to date: we collected data from 789 arts organizations in 33 communities in 22 states, analyzed three consecutive fiscal years, and rigorously executed a sound methodology to derive reliable economic impact results.

This is the third and final report of this study; it supersedes the previous two interim reports. It includes the data and analyses for fiscal years 1990, 1991 and 1992 for each of the 33 communities. In addition, we have extrapolated the data to determine national estimates of the economic impact of the nonprofit arts industry.

We have endeavored to make this report reader-friendly by minimizing the use of jargon and including a *Question & Answer* and *Explanations of Frequently Used Terms* section. It is our belief that, the better you understand the methods and results of this study, the more successful you will be at applying them in your own community. While we have summarized our results in the *Report Summary*, we recommend that you read the entire report for complete understanding and context.

We hope you find our work useful.

Randy Isaac Cohen

Arts in the Local Economy Project Manager

NALAA Director of Research and Information

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### **ACKNOWLEDGEMENTS**

Many people from across the country made this project possible and assisted in its execution. Special thanks to the Charles Stewart Mott Foundation for their generous financial support; without their funding, this project would not have been possible. We appreciate the additional financial support from the National Endowment for the Arts, and are grateful to the 789 arts organizations and local arts agencies that provided the information we asked for in our surveys.

The 33 participating communities and their sponsoring organizations contributed both time and financial support:

Southern Southeast Alaska

Phoenix, Arizona

Humboldt County (Eureka), California

Oakland, California San Diego, California San Francisco, California San Jose, California

Santa Clara County, California

Broward County (Ft. Lauderdale), Florida

Dade County (Miami), Florida Fulton County (Atlanta), Georgia

Honolulu, Hawaii New Orleans, Louisiana Boston, Massachusetts Ann Arbor, Michigan Flint, Michigan St. Paul, Minnesota St. Louis, Missouri Miles City, Montana Missoula, Montana Reno, Nevada

Monroe County (Rochester), New York

Columbus, Ohio Portland, Oregon Philadelphia, Pennsylvania Pittsburgh, Pennsylvania Aberdeen, South Dakota

Houston, Texas
Cache County (Logan), Utah
Salt Lake City, Utah

Salt Lake City, Utah Burlington, Vermont Rutland County, Vermont Tacoma, Washington Ketchikan Area Arts and Humanities Council

Phoenix Arts Commission Humboldt Arts Council Oakland Cultural Arts Division

San Diego Commission for Arts and Culture

San Francisco Arts Commission City of San Jose, Office of Cultural Affairs Arts Council of Santa Clara County

Broward Cultural Affairs Council

Metro-Dade County Cultural Affairs Council

Fulton County Arts Council

Mayor's Office of Culture and the Arts

Arts Council of New Orleans Boston Arts Commission Ann Arbor Street Art Fair Greater Flint Arts Council

Planning and Economic Development Department

Regional Arts Commission

Miles City Arts, Cultural & Historic Commission

Missoula Cultural Exchange Sierra Arts Foundation Arts for Greater Rochester Greater Columbus Arts Council Metropolitan Arts Commission

City of Philadelphia, Office of Arts and Culture

Pittsburgh Cultural Trust Aberdeen Area Arts Council Cultural Arts Council of Houston

Capital Art Alliance Salt Lake City Arts Council Burlington City Arts Crossroads Arts Council Tacoma Arts Commission

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Special thanks to former NALAA staff members Olive Mosier, Julie Carter, and Bob Duff.

### Introduction

BY ROBERT L. LYNCH, PRESIDENT & CEO

NATIONAL ASSEMBLY OF LOCAL ARTS AGENCIES

### THE ARTS MEAN BUSINESS

This economic impact study documents, in unprecedented scope and detail, the key role played by the nonprofit arts in community economic development. The research was undertaken by the National Assembly of Local Arts Agencies (NALAA) to clarify these contributions and to encourage communities to seize the economic benefits offered by the arts.

Most Americans recognize the inherent values of the arts and the vibrancy and beauty they bring to community life across a broad spectrum of expression — in highly visible symphony orchestras, ballet companies, museums and theaters, and also in small and mid-sized endeavors such as ethnic dance ensembles, chamber orchestras, small presses, experimental and community theater groups, and alternative galleries and performance spaces.

Arts organizations are also engaged in our common struggle against the urgent problems of crime, homelessness, unemployment, disease and turmoil that are in the news daily. In communities of all sizes, local arts agencies contribute to neighborhood development programs and provide assistance to people who are disabled and disadvantaged.

Challenges and opportunities such as these — not to mention those in education, health and other vital areas — are forcing our nation to make difficult choices about how to spend our limited resources. But this report has a critical message for those making such choices: When our communities invest in the arts, they are *not* opting for cultural benefits *at the expense of* economic benefits. Careful research shows that in addition to being a vital means of social enrichment, the arts are also an economically sound investment for communities of all sizes. Quite simply, the arts are an industry that generates jobs.

This economic dimension of the arts can sometimes be overlooked, perhaps because they are mistakenly perceived solely as a charitable cause or the province of a few major cultural institutions and their patrons. Yet that perception seriously underestimates their value and potential.

# NATIONAL IMPACT OF THE NONPROFIT ARTS INDUSTRY

### ECONOMIC IMPACT OF NONPROFIT ARTS INDUSTRY IN THE U.S.:

| • | Total expenditures         | \$36.8 billion                    |
|---|----------------------------|-----------------------------------|
| • | Total full-time jobs       | 1.3 million                       |
| • | Arts full-time jobs        | 908,800 (0.94% of U.S. workforce) |
| • | Personal income            | \$25.2 billion                    |
| • | Local government revenue   | \$790 million                     |
| • | State government revenue   | \$1.2 billion                     |
| • | Federal income tax revenue | \$3.4 billion                     |

### AVERAGE ECONOMIC IMPACT OF 33 COMMUNITIES IN NALAA STUDY:

(POPULATION RANGE: 8,500 TO 2,500,000)

| $\blacktriangledown$ | Total expenditures       | \$75.3 million |
|----------------------|--------------------------|----------------|
| •                    | Total full-time jobs     | 2,385          |
| •                    | Arts full-time jobs      | 1,613          |
| •                    | Personal income          | \$61.8 million |
| •                    | Local government revenue | \$2.5 million  |
| •                    | State government revenue | \$3.2 million  |

# Economic impact per \$100,000 of local spending by nonprofit arts organizations:

| • | Full-time jobs           | 4.0      |
|---|--------------------------|----------|
| • | Personal income          | \$90,780 |
| • | Local government revenue | \$3,385  |
| • | State government revenue | \$4,544  |

The arts have a positive impact not only on a community's quality of life, but also on the entire social and business fabric. Arts districts attract business investment, reverse urban decay, revitalize struggling neighborhoods, and draw tourists. Attendance at arts events generates related commerce for hotels, restaurants, parking garages, galleries, and more. Arts organizations themselves are responsible businesses, employers, and consumers.

Despite their place in the local economy, however, the arts are repeatedly overlooked as a legitimate tool for economic and social improvement. This omission occurs in both public and private settings — especially when new leaders arrive who are unschooled in the real economic benefits of the arts. Even if the positive social values of the arts are recognized, they are often shortsightedly dismissed as "unaffordable."

U.S. Labor Secretary Robert Reich has spoken of the changing American work force and how improved industry productivity often ends up dislocating workers. He speaks of the need to retrain and relocate those workers. This is all true. It is equally important to pay serious attention to an industry such as the arts, which is undervalued and under appreciated to start, and yet, is sizeable and productive today and is also a major growth industry. The U.S. Department of Labor itself cites musicians as one of the fastest growing job areas, predicting a 25 percent increase over the next 13 years. And all these jobs are right here at home.

A 1993 survey of elected municipal officials, by the National League of Cities, revealed that their two leading concerns were, (1) declining overall economic conditions and (2) unemployment. Yet NALAA studies show that, because of the strong economic and job potential of the arts, these same city officials facing tremendous local financial hardship have consistently increased aggregate support for the arts by approximately seven percent annually.

The National Assembly of Local Arts Agencies is also encouraged by the many recent signs that the current administration of our federal government values the arts as an instrument of economic and social development. We see it as our responsibility to provide strong, coherent information to reinforce resolve at national, state, and local levels to implement a positive change and to ensure that the arts are a core part of that agenda. Our leaders need visible proof of the economic benefits of the arts, so that arts funding can be strengthened and made less susceptible to public and political whim. Communities of all sizes deserve solid evidence that by investing in their local arts resources, they are not only generating social and aesthetic benefits, but also promoting economic well-being.

This report provides that proof.

The prime agents for gathering and disseminating information for this study were local arts agencies, which have a key role in ensuring that the case for the arts can be clearly articulated to policy makers. These agencies — 3,800 in all in the United States — are known by a variety of names: arts councils, arts commissions, departments of cultural affairs, offices of arts and humanities, and so forth. Operating either as city or county government agencies or as private nonprofit organizations, they provide grantmaking, facility management, cultural planning, arts programming, and other programs and services in support of arts organizations, artists, and the community as a whole.

Local arts agencies are important because they support not just one discipline or style of art, but a wide and inclusive range. They help weave art and culture into the fabric of daily life for everyone in the community. By providing technical and financial support as well as information, advocacy, and education, they facilitate the responsible growth of the arts as an industry. The tapestry created by this threading of arts and culture throughout neighborhoods is in large part what brings residents, businesses, conventions, and tourism to a city.

The mission of the National Assembly of Local Arts Agencies (NALAA) is to help its local constituents make the arts an integral part of their communities' development. An independent, nonprofit organization founded in 1978 and based in Washington, D.C., NALAA carries out its role through seven program areas: research, information, and publications; leadership and professional development; resource development for local arts agencies; national arts policy development; visibility; advocacy; and special projects.

For this study, NALAA received generous support from the Charles Stewart Mott Foundation, the National Endowment for the Arts, and the 33 participating local arts agencies. We extend our sincere thanks to all of the funders and study participants for making possible this invaluable and timely work. The study results reinforce our firm belief that the arts are fundamental to the vitality of our nation's communities and a sound investment in their future. We hope that our research will strengthen the efforts of all local arts supporters for the betterment of all our communities and our nation.

### REPORT SUMMARY

The findings from NALAA's Arts in the Local Economy study bring compelling new evidence that the nonprofit arts are a significant industry in the United States, supporting jobs and stimulating local economies. They show that nationally, nonprofit arts organizations alone — a fraction of the total arts industry — generate more than \$36 billion of business within their communities, resulting in \$25 billion in personal income to local residents. This study provides a strong signal to communities that when they invest in the arts, they not only enhance the quality of community life, but also contribute to its local economic well-being.

This is the final report of a three-year study that analyzed the economic impact of spending by nonprofit arts organizations in 33 local economies across the country. The most comprehensive of its kind ever conducted, the study examined data from 789 nonprofit arts organizations in 33 communities in 22 states for fiscal years 1990, 1991 and 1992. Its objective was to document the experience of a cross-section of American communities and demonstrate what they gain from investing in the arts.

### NATIONAL ECONOMIC IMPACT

This study has striking national implications. Because of the variety of communities surveyed and the rigor with which the study was conducted, estimates of the national economic impact of non-profit arts organizations can be extrapolated. For example, the nonprofit arts industry supported an average of 1.3 million jobs in the United States during each of the three years studied. As the table below shows, spending by local arts organizations generates billions of dollars in personal income and significant revenue to local, state and federal governments.<sup>1</sup>

### ECONOMIC IMPACT OF U.S. NONPROFIT ARTS INDUSTRY

| •              | Expenditures of nonprofit arts organizations | \$36.8 billion |
|----------------|--|----------------|
| •              | Full-time jobs                               | 1.3 million    |
| •              | Personal income                              | \$25.2 billion |
| •              | Local government revenue                     | \$790 million  |
| $\blacksquare$ | State government revenue                     | \$1.2 billion  |
| •              | Federal income tax revenue                   | \$3.4 billion  |

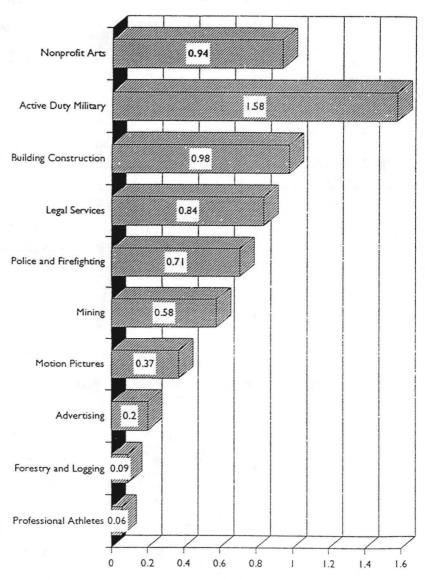
### Jobs Supported in U.S. by Nonprofit Arts Industry: 1.3 Million

Direct Impact: 908,800 Jobs in the Arts Industry

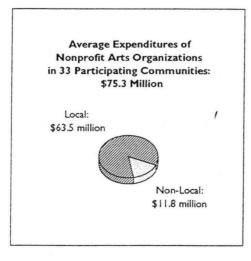
> Indirect Impact: 391,200 Jobs Outside of the Arts Industry

Of the 1.3 million full-time-equivalent (FTE) jobs supported by the nonprofit arts industry, 908,800 were in the arts sector, a direct result of expenditures by nonprofit arts organizations and representing nearly one percent of all FTE jobs in the United States.<sup>2</sup> This number gains significance when compared to the size of other work forces in this country. U.S. Department of Labor data for 1992, for example, show the following percentages for other industries:

### Percentage of U.S. Workforce



Sources: U.S. Department of Labor, Department of Defense, NALAA, 1993.



# LOCAL ECONOMIC IMPACT OF NONPROFIT ARTS ORGANIZATIONS

The estimated expenditures by nonprofit arts organizations in each of the 33 participating communities averaged \$75,326,502 during the three years studied. Of this amount, \$63,502,708 was spent locally (within the community) and \$11,823,794 was spent outside of the community. The local economic impact is based only on local expenditures; non-local expenditures have no local economic impact. The following table

shows the direct economic impact of local expenditures — that is, the *initial* economic effect of local expenditures by nonprofit arts organizations.

**Direct Economic Impact Per Community** 

(Average of 1990, 1991 and 1992)

| Population Group       | FTE<br>Jobs | Personal<br>Income | Local Gov't<br>Revenue | State Gov't<br>Revenue | Estimated Total<br>Expenditures | Estimated Local<br>Expenditures |
|------------------------|-------------|--------------------|------------------------|------------------------|---------------------------------|---------------------------------|
| Less than 100,000      | 34          | \$637,589          | \$6,261                | \$16,167               | \$1,299,188                     | \$1,015,123                     |
| 100,000 to 499,999     | 1,185       | \$31,009,404       | \$259,238              | \$754,968              | \$53,007,345                    | \$44,772,949                    |
| 500,000 to 999,999     | 2,476       | \$72,932,890       | \$735,214              | \$1,887,425            | \$118,805,022                   | \$102,803,258                   |
| I million or more      | 2,377       | \$62,563,122       | \$830,420              | \$1,626,246            | \$110,829,535                   | \$91,038,119                    |
| Ave. of 33 Communities | 1.613       | \$44 256 084       | \$484 407              | \$1 132 797            | \$75 326 502                    | \$63 500 700                    |

The 33 participating communities were divided into four population groups. The following tables display the average economic impact results of each population group and the 33 communities together. (Note that the average of the 33 communities is not the same as the average of the four population groups. This is because the 33 communities are not evenly divided among the population groups.)

These direct economic impacts create an additional indirect economic impact on the local economy. Consider this example:

A theatre company purchases a gallon of paint from the local hardware store for ten dollars (that is the "direct economic impact"). The hardware store then uses a portion of the ten dollars to pay the sales clerk's salary; the sales clerk re-spends some of the money for groceries; the grocery store in turn uses some of the money to pay its cashier; the cashier spends some for the utility bill; and so on (these are the "indirect economic impacts").

Thus, the original ten dollars from the theatre has been "re-spent" several times. The local expenditures will continue to have an economic impact on the local economy until the money eventually "leaks out" of the community (*i.e.*, is spent non-locally). The total economic impact is the combination of the direct impact and the indirect impact. The following table shows the total economic impact of local spending by nonprofit arts organizations.

Total Economic Impact Per Community

(Average of 1990, 1991 and 1992)

| Population Group   | FTE<br>Jobs | Personal<br>Income | Local Gov't<br>Revenue | State Gov't<br>Revenue | Estimated Total Expenditures | Estimated Local<br>Expenditures |
|--------------------|-------------|--------------------|------------------------|------------------------|------------------------------|---------------------------------|
| Less than 100,000  | 46          | \$805,700          | \$22,872               | \$37,039               | \$1,299,188                  | \$1,015,123                     |
| 100,000 to 499,999 | 1,773       | \$42,935,631       | \$1,483,073            | \$2,154,749            | \$53,007,345                 | \$44,772,949                    |
| 500,000 to 999,999 | 3,673       | \$103,523,823      | \$4,019,431            | \$5,325,304            | \$118,805,022                | \$102,803,258                   |
| I million or more  | 3,478       | \$86,273,760       | \$3,808,344            | \$4,622,944            | \$110,829,535                | \$91,038,119                    |

Avg. of 33 Communities 2,385 \$61,783,180 \$2,466,621 \$3,211,474 \$75,326,502 \$63,502,708

To make it easier to compare the economic impacts of different communities, researchers calculated the economic impact per \$100,000 of local spending by nonprofit arts organizations. Thus, for every \$100,000 spent locally by a local nonprofit arts organization, there was the following total economic impact on its community:

Total Economic Impact Per \$100,000 of Local Spending Per Community

| Population Group   | FTE<br>Jobs | Personal<br>Income | Local Gov't<br>Revenue | State Gov't<br>Revenue |
|--------------------|-------------|--------------------|------------------------|------------------------|
| Less than 100,000  | 4.55        | \$82,142           | \$2,293                | \$3,618                |
| 100,000 to 499,999 | 4.05        | \$88,972           | \$3,133                | \$4,440                |
| 500,000 to 999,999 | 3.67        | \$63,204           | \$3,675                | \$4,812                |
| I million or more  | 3.87        | \$95,010           | \$4,135                | \$5,038                |

Avg. of 33 Communities 4.00 \$90,780 \$3,385 \$4,544

The following is an example of how to use this table:

An administrator from a dance company that spends \$1 million in a community with a population of 250,000 wants to determine the company's economic impact on full-time-equivalent employment within the community. The administrator would, (1) find the appropriate population grouping; (2) divide the local expenditures by 100,000; and (3) multiply that figure by the economic impact results from the

"100,000 to 499,000" population grouping. Thus, \$1,000,000 divided by 100,000 equals 10; ten times 4.05 (from the data table) equals a total of 40.5 full-time-equivalent jobs supported within the community.

### ARTS VOLUNTARISM: AN ECONOMIC IMPACT BEYOND DOLLARS

The NALAA study revealed a significant in-kind contribution to local arts organizations as a result of voluntarism. An estimated 10,873 volunteers donated 385,778 hours per year to nonprofit arts organizations in *each* of the 33 participating communities. In 1992, this represented a donation of time valued at \$4,575,323 per community.<sup>3</sup> Volunteers for the arts include members of boards of directors, docents, ushers, and others.

While the thousands of arts volunteers in this country may not have an economic impact in the strict way it is defined in this study, they clearly have an enormous economic impact on the community by assisting in keeping arts organizations functioning as a viable industry.

### COMMUNITIES STUDIED

Three characteristics of the study contribute to the usefulness and validity of its findings. First, the 33 communities were selected to represent a cross-section of the nation, thus strengthening the reliability of generalizations based on their data. The aspects of their diversity include,

- ▼ geography (stretching from Florida to Alaska);
- ▼ population (ranging from 8,500 to 2,500,000); and
- ▼ type of community (encompassing rural to large urban).

Second, for purposes of analysis and national extrapolations, the communities were stratified into four groups based on their population. The four population groups are as follows:

| Group | Population         | Number of Communities Studied |
|-------|--------------------|-------------------------------|
| I     | Less than 100,000  | 6                             |
| II    | 100,000 to 499,999 | 10                            |
| III   | 500,000 to 999,999 | 8                             |
| IV    | 1,000,000 or more  | 9                             |

Finally, several of the "big players" in the nonprofit arts world were purposely excluded — New York City, Chicago, and Los Angeles, for example — to avoid inflating the averages. This study indicated an average per community expenditure by nonprofit arts organizations of \$75.3 million; the comparable figure for New York City alone was \$1.3 billion — 17 times NALAA's per city average — based on the 1993 study, *The Arts as an Industry: Their Economic Importance to the New York-New Jersey Metropolitan Region*.

These three characteristics are strong indicators that the Population Group averages and national estimates based on the 33-community sample are conservative and may, actually, understate the economic impact of nonprofit arts activity.

### ARTS ORGANIZATIONS SURVEYED

In each of the 33 cities and counties, up to 35 randomly-selected nonprofit arts organizations and their local arts agencies were extensively surveyed for three successive years — a total of 1,093 arts organizations each year. Like their communities, these organizations varied widely, ranging from grand opera companies, public radio stations, and historical museums to weaving societies, choral groups, and arts service organizations. The responding organizations had annual budgets ranging from \$0 to \$45,000,000. The number of surveys returned (the response rates) were impressive: 643 (59 percent), 728 (67 percent), and 789 (72 percent) during fiscal years 1990, 1991 and 1992, respectively. The study yielded consistent data over the three years, providing further validation of the results.

### STUDYING ECONOMIC IMPACT USING INPUT/OUTPUT ANALYSIS

In this study, the economic impact is defined as the employment (full-time-equivalent jobs), personal income (salary, wages, and proprietary income), and government revenue generated by the dollars spent in the community by its nonprofit arts organizations. The impact of this spending is far-reaching: arts organizations pay their employees, purchase supplies, contract for services, and acquire assets within the local community. These actions, in turn, support local jobs, create personal income, and generate revenue to the local and state government.

This study focused *solely* on the economic impact of local spending by nonprofit arts organizations. It did not include the related spending by individual artists, arts audiences (restaurants, hotels, parking), or the for-profit arts sector (Broadway or the motion picture industry, for example).

Econometricians used the method of input/output analysis to study the local economic impact of the nonprofit arts. It is an ideal method for studying the nonprofit arts and their economic impact because it is tailored to each individual community. This mathematical model traces how many times a dollar is re-spent within a community, and the economic impact of each round of spending. Each community's model was customized based on the local dollar flow between 533 finely detailed industries within that community. Additional wage, labor and commerce data were collected from the community's local and state government and from the federal government to complete the input/output model.

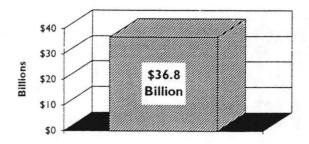
### NATIONAL ESTIMATES

The national estimates of the nonprofit arts industry were derived by determining the population of the 19,296 cities in the United States and then assigning them to one of the four population groups listed on page 10. Each city was then assigned the average economic impact results for that population group. The economic impact values of the 19,296 cities were then added together to determine the national economic impact. Not included in the calculation of the national estimates were the 16,666 towns and townships or the 47,687 other local governments in the United States.<sup>4</sup> Also excluded was the economic impact of non-local expenditures by nonprofit arts organizations (about 20 percent of the total expenditures, or \$7 billion). These results, therefore, are conservative estimates of the national economic impact of the nonprofit arts industry.

#### CONCLUSION

The nonprofit arts are a \$36.8 billion industry in the United States. NALAA's three-year study revealed that spending by nonprofit arts organizations creates jobs, generates income to individuals and revenue to local, state, and federal

governments. By demonstrating that investing in the arts yields economic benefits, the Arts in the Local Economy study lays to rest a common misconception: that communities support the arts at the expense of local economic development. This report shows conclusively that locally as well as nationally, the arts mean business.



Nonprofit Arts Industry

### THE 33 PARTICIPATING COMMUNITIES

Ketchikan, AK

Phoenix, AZ

Humboldt County (Eureka), CA

Oakland, CA

San Diego, CA

San Francisco, CA

San Jose, CA

Santa Clara County, CA

Broward County (Ft. Lauderdale), FL

Dade County (Miami), FL

Fulton County (Atlanta), GA

Honolulu, HI

New Orleans, LA

Boston, MA

Ann Arbor, MI

Flint, MI

St. Paul, MN

St. Louis, MO

Miles City, MT

Missoula, MT

Reno, NV

Monroe County (Rochester), NY

Columbus, OH

Portland, OR

Philadelphia, PA

Pittsburgh, PA

Aberdeen, SD

Houston, TX

Cache County (Logan), UT

Salt Lake City, UT

Burlington, VT

Rutland, VT

Tacoma, WA

### **FOOTNOTES**

<sup>1</sup> This figure includes only income tax paid on the \$25.2 billion in personal income at the rate of 13.4 percent, the average percentage of adjustable gross income paid to the Internal Revenue Service in 1991 (latest data available).

<sup>2</sup> The U.S. Department of Labor reports that there were 97,026,000 full-time-equivalent jobs in the United States in 1992.

<sup>3</sup> In *Giving and Volunteering 1992*, by the Independent Sector, the value of the average 1992 volunteer hour is placed at \$11.86.

<sup>4</sup> Source: U.S. Bureau of the Census, 1992 Census of Governments, Government Units in 1992.

### STRUCTURE OF THIS REPORT

This Report Summary is followed by a review of the development of the three-year study and a description of its methodology. The report then offers answers to commonly-asked questions about the study, and a helpful explanation of terms. These narrative sections are followed by detailed tables of data for each of the three years studied. The final section contains the survey instruments.

### ABOUT THIS STUDY

The goal of this study is to provide a multiyear perspective on the nonprofit arts and the local economy, one that can be used by local arts agencies, municipal leaders (mayors, city managers, city council members), arts organizations, funders, and others to demonstrate the positive economic impact of the arts on communities across the country. This section of the report describes the methods used to achieve this goal.

### STEPS TO DEVELOP THIS REPORT

- 1. A sample of 33 communities was studied, representing all regions of the country and a population range from 8,500 to 2,500,000.
- 2. A list of tax-exempt arts organizations was generated by each community, from which a random sample of 35 arts organizations was taken. If fewer than 35 organizations were on the list, then all arts organizations in the community were surveyed.
- 3. Surveys were distributed to each of the 35 randomly selected arts organizations, the local arts agency, and the local government in each community.
- 4. The survey data were used to create detailed estimates of total expenditures by all local nonprofit arts organizations in each community. In all, a total of 1,093 nonprofit arts organizations and local arts agencies were surveyed each year. Responses were received from 643 (59 percent), 728 (67 percent), and 789 (72 percent) of the randomly selected arts organizations and 33 local arts agencies during fiscal years 1990, 1991 and 1992, respectively. The responding organizations ranged from grand opera companies, public radio stations, and historical museums, to weaving societies, choral groups, and arts service organizations, and had annual budgets ranging from \$0 to \$45,000,000.
- 5. An input/output model was developed for each of the 33 communities to determine the economic impact of local spending by nonprofit local arts organizations on jobs, personal income, and revenue to local and state government. Wage, labor, and commerce data were collected from each community's local and state government and from the federal government for use in the input/output model.

For purposes of data comparisons, communities were stratified into four groups according to their population:

| Group | Population         | Number of Communities Studied |
|-------|--------------------|-------------------------------|
| I     | Less than 100,000  | 6                             |
| II    | 100,000 to 499,999 | 10                            |
| III   | 500,000 to 999,999 | 8                             |
| IV    | 1,000,000 or more  | 9                             |

In the Arts in the Local Economy study, economic impact of the arts is defined as the employment (full-time-equivalent jobs), personal income (salary, wages, and proprietary income), and government revenue created by the dollars spent in the local community by its nonprofit arts organizations. This study takes a conservative approach to assessing economic impact, as it is limited to measuring the effect of the expenditures of the arts organizations themselves (labor, operations, materials, facilities, and asset acquisition). In essence, arts organizations pay their employees, purchase supplies, contract for services, and acquire assets within the local community; these actions, in turn, support local jobs, create personal income, and generate government revenue. This study does not take into consideration the significant contribution of ancillary spending by audiences (hotels, restaurants, parking), for-profit arts organizations (e.g., Broadway or the motion picture industry), or individual artists.

To assess the local economic impact of expenditures by local nonprofit arts organizations, an estimate of the arts organizations' local expenses had to be calculated. Approximately 35 arts organizations in each community were surveyed by NALAA. The selection of these organizations was random and included a cross-section of organizational types and sizes. To generate the sample of organizations to be surveyed, a list of all nonprofit arts organizations in each community was provided by the local sponsoring organization. Each organization on the list was consecutively numbered and a random number table was used to generate the 35 organizations. Seven of the communities had fewer than 35 arts organizations. In those cases, all of the arts organizations in the community were surveyed regardless of whether the organization was nonprofit or for-profit. For all communities, an average expenditure was developed by category of expenses: labor, operations, materials, facilities, asset acquisition, and the total dollars spent locally (see *Survey Instruments*, page 73). These "per-organization" averages were then multiplied by the total number of nonprofit arts organizations in the community by all local nonprofit arts organizations.

Each community had a "point person" who was responsible for the distribution and collection of the surveys. As the sponsoring organization, all technical assistance calls were referred to the National Assembly of Local Arts Agencies (NALAA). The returned surveys were refined and followed-up on by NALAA, as needed, and entered into a computer database, tabulated, and analyzed. In those communities where there was a low percentage of compliance and a majority of respondents were from larger organizations, supplemental telephone follow-up was attempted to determine the budgets of nonrespondents, and the community data were weighted accordingly.

### THE CHOICE OF ECONOMIC ANALYSIS

A common theory of community growth is that an area must export goods and services if it is to prosper economically. This is called economic-based theory, and it depends on dividing the economy into two sectors: (1) the export sector and (2) the local sector. Exporters, such as automobile manufacturers, hotels, and department stores, obtain income from customers outside of the community. This "export income" then enters the local economy — in the form of salaries, purchases of materials, dividends, etc. — and becomes income to local residents. When people and businesses receive this money, they re-spend much of it locally; some of the money, however, is spent non-locally for goods imported from outside of the community. The dollars re-spent locally have a positive economic impact as they continue to circulate through the local economy. The money re-spent non-locally is an example of "leakage" and has no local economic impact. The following is an example of how a dollar can be re-spent: a theatre company purchases a gallon of paint from the local hardware store for ten dollars; the hardware store uses a portion of the ten dollars to pay the sales clerk's salary; the sales clerk then re-spends the money locally for groceries; the grocery store uses some of the money to pay its cashier; the cashier then re-spends the money to pay the utility bill; and the process continues. Thus, the original ten dollars from the theatre has been "re-spent" several times.

### INPUT/OUTPUT ANALYSIS

To reliably measure the economic impact of each round of spending, input/output analysis was selected as the method of economic analysis. Economists use input/output analysis to measure how many times a dollar is re-spent in a community before it leaks out, and the economic impact of each round of spending. It is an ideal method to study the nonprofit arts at the local level, because it is tailored to each individual community. The analysis is a mathematical model that combines statistical methods and economic theory in an area of economic study called econometrics. While input/output analysis requires more research, relies on trained econometricians, and is more expensive, the process provides current and reliable data.

The following is a somewhat simplified description of the input/output modeling process. If it sounds complicated, take heart that one generally doesn't study this type of analysis before entering a graduate school program in economics and being well-versed in calculus.

The input/output model is based on a table of 533 finely detailed industries showing local sales and purchases. The local and state economy of each community is researched so the table can be customized for each community. The basic purchase patterns for local industries are derived from a similar table for the U.S. economy for 1987 (the latest detailed data available from the U.S. Department of Commerce). The table is first reduced to reflect the unique size and industry mix of the local economy. It is then adjusted so that only transactions with local businesses are recorded in the interindustry part of the table (this technique compares local supply and demand, and estimates the additional imports or exports required to make total supply equal total demand). The resulting table shows the detailed local sales and purchase patterns of the local industries. The 533-industry

table is then aggregated to reflect the general local activities of 32 industries plus local households (a total of 33 industries). To trace changes in the economy, each column is converted to show the direct requirements per dollar of gross output for each sector.

The economic impact figures for the study were computed using what is called an "iterative" procedure. This process uses the sum of an infinite series to approximate the solution to the economic model. This is what the process looks like in matrix algebra:

$$T = IX + AX + A^2X + A^3X + ... + A^nX$$

T is the solution, a column vector of changes in each industry's outputs caused by the changes represented in the column vector **X**. A is the 33 by 33 direct-requirements matrix. This equation is used to trace the direct expenditures attributable to nonprofit local arts organizations. A "multiplier effect table" is produced that displays the results of this equation. The total column (column 13) is **T**. The initial expenditure to be traced is **IX** (**I** is the identity matrix, which is operationally equivalent to the number 1 in ordinary algebra). Round 1 is **AX**, the result of multiplying the matrix **A** by the vector **X** (the outputs required of each supplier to produce the goods and services purchased in the initial change under study). Round 2 is **A**<sup>2</sup>**X**, which is the result of multiplying the matrix **A** by Round 1 (it answers the same question applied to Round 1: what are the outputs required of each supplier to produce the goods and services purchased in Round 1 of this chain of events?). Each of columns 1 through 12 in the multiplier effects table represents one of the elements in the continuing but diminishing chain of expenditures on the right side of the equation.

Calculation of the total impact of the nonprofit arts industry within a community on the outputs of other industries (T) can now be converted to impacts on final income to the owners of resources by multiplying the outputs produced by ratios of arts income and employment to output. Thus, column 14 is an estimate of the employment impact of changes in outputs due to arts expenditures, and is calculated by multiplying elements in column 13 (T) by the ratio of employment to output for the 32 industries in the region (recorded in column 20). Columns 15 through 17 convert the changes in outputs due to arts expenditures to changes in household incomes, local government revenues, and state government revenues in the same way. Columns 22 through 24 are calculations of the direct impact on incomes and revenues associated with the direct impact vector (X) and are also calculated similarly.

# QUESTIONS & ANSWERS

### 1. Why undertake an economic impact study on the arts?

An economic impact study can be a compelling argument in support of the arts to people who may not appreciate the intrinsic, cultural, and economic values of the arts. In undertaking this study, it was NALAA's intention to give local arts agencies and others a tool with which to provide mayors, city/county managers, and other municipal officials, as well as key policymakers and funders, economic rationales for support of the arts in their community. In a time of limited resources, it is vital that arts leaders be able to make cogent and persuasive cases for the benefit that the arts bring to the local economy. The case for government and private sector support of the arts is enhanced immensely when arts managers can point to that investment and cite the economic impact that this generates. Economic impact studies demonstrate that community support for the arts does not come at the expense of local economic development.

# 2. How is the Arts in the Local Economy study different from the more than 200 economic impact studies on the arts that preceded it?

There are four major differences in this study compared to those that have preceded it:

- 1) It is the first study of this magnitude. Thirty-three communities in 22 states participated in this project; surveys were received from 789 arts organizations with budgets ranging from \$0 to \$45,000,000; the sample of 33 communities represent a diversity of geography (from Florida to Alaska), population (from 8,500 to 2,500,000), and type (from rural to large urban).
- 2) To provide the most precise results, an input/output model was created for each participating community. Input/output analysis is a highly credible form of economic analysis that enables researchers to determine the economic impact of nonprofit arts organizations in each community. These economic models provide measures of how the arts impact jobs, personal income, and revenue to local and state government.
- 3) All of the participating communities are using the same methodology. This affords an opportunity to make comparisons between the communities and their population groupings. Additionally, it provides an opportunity to make extrapolations about the national economic impact of the nonprofit arts industry. While there have been many good studies done in the past, they usually employ varying methodologies which preclude comparisons.
- 4) The Arts in the Local Economy study examines three consecutive fiscal years (1990, 1991, 1992).

It is important to remember that, for purposes of this study, the economic impact of the arts is defined as the employment (full-time-equivalent jobs), personal income (salary, wages, and proprietary income), and government revenue created by the dollars spent in the local community by its nonprofit arts organizations. These impacts are measured by the input/output models designed for each of the 33 participating communities. The Arts in the Local Economy study takes a very conservative approach to assessing economic impact, as it is limited to measuring the economic effect of the financial activity of the arts organizations themselves. It does not take into consideration the significant contribution of ancillary spending by audiences, for-profit arts organizations, or individual artists.

### 3. How were the 33 communities selected?

In 1990, a call for participants was published and advertised in NALAA's monthly and quarterly publications. A minimum of 30 communities was necessary to provide a comprehensive cross-section of communities for analysis.

### 4. How were the 35 arts organizations in each community selected?

In order to select the 35 local arts organizations to be surveyed, random sampling technique (see *Explanations of Frequently Used Terms*) was used. Random sampling is a method commonly used by researchers when it is impractical to survey an entire universe of research subjects. In this study, each sponsoring organization generated a list of all nonprofit arts organizations in their community. The organizations were consecutively numbered  $(1, 2, 3 \dots)$ , and a random number chart was used to select the 35 organizations in each community. In communities having fewer than 35 nonprofit arts organizations, all arts organizations were included (both for-profit and nonprofit). The same 35 arts organizations were surveyed for each of the three years of the study.

### 5. What type of economic analysis was done to determine the results?

Input/output analysis was used to determine the economic impact of local expenditures by the nonprofit arts organizations within each community. The input/output model is a mathematical equation which combines economic theory and statistics to determine how the arts impact jobs, personal income, and government revenue. It is based on a matrix which tracks the dollar flows between 533 finely detailed industries within each community. For this study, an input/output model was customized for each of the 33 communities to reflect their unique economies. NALAA contracted with a professional economics firm to design the input/output models and perform the economic analyses for this study. (See *About This Study* and *Explanations of Frequently Used Terms* for more detail about input/output analysis.)

# 6. What other information is collected in addition to the surveys of arts organizations?

In addition to detailed breakdowns of revenues and expenditures provided by the surveyed arts organizations, wage, labor, and commerce data were collected from each community's local and

state government and from the federal government for use in the input/output model.

### 7. Where is the "multiplier"?

When many people hear about an economic impact study, they expect the result to be quantified in what is often called a *multiplier* or an *economic activity multiplier*. The economic activity multiplier is an estimate of the number of times a dollar changes hands within the community (*e.g.*, the theatre pays the actor, the actor spends money at the grocery store, the grocery store pays the cashier, and so on). It is quantified as one number by which expenditures are multiplied. For example, if the arts are a \$1,000,000 industry and a multiplier of three is used, then the arts have an economic impact of \$3,000,000. It's convenience is that it is one simple number. However, users rarely note that the economic activity multiplier is developed by making gross estimates of the industries within the local economy and it does not allow for differences in the characteristics of those industries. This usually results in an overestimation of the economic impact, and therefore lacks reliability. In contrast, the input/output model employed in this study is a type of economic analysis that is tailored specifically to each participating community. The results derived from input/output analysis are more specific and more credible than those derived from an economic activity multiplier.

# 8. How is the economic impact of the arts different from other industries?

Any time money changes hands there is a measurable economic impact. Social service organizations, libraries, and all other funded entities have an economic impact on their community. What makes the economic impact of the arts unique is that, unlike most other industries, the arts induce large amounts of related spending by its audiences. For example, when patrons attend a performing arts event, they may park their car in a toll garage, purchase dinner at a restaurant, eat dessert after the show, and return home and pay the babysitter. All of these expenditures have a positive economic impact on the community. (This substantial amount of related spending is not included in this study. A separate study of attendees at arts events is required to determine audience spending and its economic impact.)

#### 9. WILL MY LOCAL LEGISLATORS BELIEVE THESE RESULTS?

Yes, this study makes a strong argument to legislators, but you may need to provide them with some extra help. It will be up to the user of this report to educate the public about economic impact studies: (1) the methodology used in this study; (2) that an input/output model was created for each community in the study; and (3) the difference between input/output analysis and a "multiplier" may need to be explained. The good news is that, as the number of economic impact studies completed by arts organizations and other special interest areas increases, so does the sophistication in economics of elected officials, city managers, and others whose influence these studies are meant to impact. Today, most decision-makers want to know what methodology is being used, and how and where the data were gathered.

### 10. WILL MY LOCAL ECONOMISTS BELIEVE THESE NUMBERS?

You can be confident that the random sampling technique and input/output analysis used in this study are highly regarded measures in the field of economics. However, as in any field of professionals, there is disagreement about procedures, jargon, and the best way to determine results. Ask 12 artists to define art and you will get 24 answers; expect the same in the field of economics. You will occasionally meet an economist who believes that these studies should be done differently (e.g., a cost-benefit analysis of the arts).

### 11. Why do the average budgets of organizations appear so high?

It can be surprising to see how large some average budget sizes are in a community until one considers how a single large organization can skew our perception. For example, if one organization has an annual budget of \$1,000,000 and nine others each have a \$50 budget, then the average budget of those 10 organizations is more than \$100,000 per year.

### 12. How can the average organization in a community have a deficit?

This question is similar to Question 11. For example, if one "major" organization is operating at a \$500,000 deficit, and 99 others have balanced budgets, there will be an average per-organization deficit of \$5,000 among those 100 organizations.

### 13. How can a community not participating in the Arts in the Local ECONOMY STUDY APPLY THESE RESULTS TO THEIR COMMUNITY?

It is possible for a community not participating in this study to derive benefits from this report. There are, however, several caveats that should always be considered. First, each community is very different in how a dollar travels from industry to industry within it, even if they are neighboring communities. Therefore, it is inappropriate to use Community A's economic impact results to describe Community B. In this report, the communities are divided into four population groups and averages of those population groups have been computed. If a nonparticipating community used the average results from its population group — especially the economic impact per \$100,000 of local spending results — there is a reasonable probability that its economic impact numbers will be similar. When this is done, it must be explained that averages are being used from other similarly populated communities. Additionally, a description of this study and its methodology should be provided. A second, and more accurate, method in which nonparticipants can apply the results to their community is to determine the total local expenditures of nonprofit arts organizations in their community, and compare that total to communities in the study with similar total expenditures. In either case, it is critical to the credibility of your presentation that you always provide a clear explanation of what the numbers mean and how they were derived. These methods should not be considered effective substitutes for an economic impact study performed on the community.

### EXPLANATIONS OF FREQUENTLY USED TERMS

### DIRECT ECONOMIC IMPACT

The direct economic impact is a measure of the economic effect of the direct local expenditures. It is the first round of economic impact within the community. For example, when the symphony pays its players, each musician's salary, full-time-equivalent employment status, and taxes paid to the government are measured to assess the direct economic impact.

### DIRECT EXPENDITURES

Direct expenditures are the first round of expenditures in the economic cycle. A paycheck from the symphony to the violin player and a ballet company's purchase of dance shoes are examples of direct expenditures.

### **ECONOMETRICS**

Econometrics is the process of using statistical methods and economic theory to develop mathematical models which measure the flow of dollars between local industries. The input/output models developed for each participating community in this study are examples of econometric models.

### ECONOMETRICIAN

An econometrician is an economist who designs, builds, and maintains econometric models.

### FULL-TIME-EQUIVALENT (FTE) JOBS

Full-time-equivalent (FTE) jobs is a term which describes the total amount of labor employed. Economists measure full-time-equivalent jobs — not the total number of employees — because it is a manager's discretion to hire either one full-time employee, two half-time employees, four quarter-time employees, etc. Almost always, more people are affected than are reflected in the number of full-time-equivalent jobs due to the abundance of part-time employment, especially in the arts.

### INDIRECT IMPACT

Each time a dollar changes hands, there is a measurable economic impact. When people and businesses receive money, they *re-spend* much of that money locally. The indirect impact is a measurement of the effect of this local re-spending on jobs, personal income, and revenue to local

and state government. It is often referred to as secondary spending, or the dollars "rippling" through a community. The following is an example of how a dollar can be re-spent:

A theatre company purchases a gallon of paint from the local hardware store for ten dollars (that is the "direct impact"). The hardware store then uses a portion of the ten dollars to pay the sales clerk's salary; the sales clerk re-spends some of that money for groceries; the grocery store then uses the money to pay its cashier; the cashier spends some for the utility bill; and so on (these are the "indirect impacts").

When the ten dollars are eventually spent non-locally, they are considered to have been leaked out of the community and there ceases to be a local economic impact from the original transaction.

### INPUT/OUTPUT ANALYSIS

Input/output analysis is the method of economic analysis being used in the Arts and the Local Economy study. It is a mathematical equation which combines statistical methods and economic theory in an area of economic study called econometrics. Econometricians use this input/output model (occasionally called an inter-industry model) to measure how many times a dollar is re-spent in, or "ripples" through, a community before it leaks out (see *Leakage*). The model is based on a matrix which tracks the dollar flow between 533 finely detailed industries within each community. It allows researchers to determine the economic impact of local spending by nonprofit arts organizations on full-time-equivalent jobs, personal income (salary, wages, and entrepreneurial income), and revenue generated to local and state government. (See *About This Study* for more detailed information about input/output analysis.)

#### LEAKAGE

Leakage describes the money expended outside of a community. When money is spent outside of the community, it has no economic impact within the community. Conversely, money spent within the community generates an additional round of spending, which increases the total economic impact of the original expenditure. A theatre purchasing a can of paint from a non-local paint manufacturer is an example of leakage. If the paint company were local, the theatre's payment for the paint would remain in the community and create another round of spending by the paint company.

### MULTIPLIER (OFTEN CALLED ECONOMIC ACTIVITY MULTIPLIER)

The economic activity multiplier is an estimate of the number of times that a dollar changes hands within the community (e.g., the theatre pays the actor, the actor spends money at the grocery store, the grocery store pays its cashier, and so on) before it leaks out of the community. This estimate is quantified as one number by which all expenditures are multiplied. For example, if the arts are a \$1,000,000 industry and a multiplier of three is used, then it is determined that the arts have an

economic impact of \$3,000,000. Its convenience is that it is one simple number. Its shortfall, however, is its reliability. Users rarely note that the multiplier is developed by making gross estimates of the industries within the local economy and that it does not allow for differences in the characteristics of those industries. This usually results in an overestimation of the economic impact.

### Personal Income (often called Household Income)

Personal income includes salaries, wages, and entrepreneurial income. It is important to note that personal income is not just salary. For example, when a business receives money, the owner usually takes a percentage of the profit, resulting in income for the owner.

### RANDOM SAMPLING

Random sampling is a statistical procedure commonly used by researchers to make reliable estimates about a large population (the universe) by surveying only a portion (the sample) of that population. Often, it is impractical to examine every member of a universe. Because of the laws of probability, however, it is possible to examine a randomly selected set of the universe and make statistical inferences about the entire universe. There are several complicated methods by which to choose a random sample. However, the process is similar to drawing names out of a hat — each member of the population group has an equal chance of being chosen.

### REVENUE TO LOCAL GOVERNMENT

Revenue to local government includes funds to both city and county government. Government revenues are not exclusively taxes, they also include license fees, user fees, filing fees, *etc*.

# Introduction to the Data Tables and Their Explanations

Each data table in this report has an accompanying explanation page describing its results. The data is on the right (odd numbered pages); the explanation page is on the left (even numbered pages).

Tables 1 through 22 summarize the collected data and the analyzed results for each of the 33 participating communities. The data are presented in four community groupings that are stratified by population; "n" refers to the number of communities within that population group. Where appropriate, an average and total have been calculated for each population group (under each population grouping) and for all 33 communities (bottom of the page).

### EXPLANATION OF TABLE 1: SURVEY PARTICIPATION BY COMMUNITY

This table shows the rate of compliance of the surveyed arts organizations on a per-community basis. An average has been calculated for each population group.

#### Column One:

The population of each community surveyed.

#### Column Two:

The percentage of local nonprofit arts organizations that *returned* surveys for fiscal 1992 (a percentage of the respondents divided by the number of organizations surveyed).

### Column Three:

The percentage of local nonprofit arts organizations that *returned* surveys for fiscal 1991 (a percentage of the respondents divided by the number of organizations surveyed).

#### Column Four:

The percentage of local nonprofit arts organizations that *returned* surveys for fiscal 1990 (a percentage of the respondents divided by the number of organizations surveyed).

### Column Five:

The number of arts organizations in the community eligible to be surveyed for this study, which is the total number of nonprofit local arts organizations within that community (provided by the local sponsor). If there were less than 35 nonprofit arts organizations in the community, all of the arts organizations were included (both nonprofit and for-profit).

### Column Six:

The number of nonprofit local arts organizations that *received* a survey. A random sample of 35 nonprofit arts organizations was selected from each community. If there were less than 35 nonprofit arts organizations in the community, all of the arts organizations were surveyed (both nonprofit and for-profit).

TABLE 1: SURVEY PARTICIPATION BY COMMUNITY

|                                       |            |                           |      |                | Organizations | Organizations |
|---------------------------------------|------------|---------------------------|------|----------------|---------------|---------------|
| 2.15.15                               |            | Rate of Survey Compliance |      | Eligible to Be | that Received |               |
| Community                             | Population | 1992                      | 1991 | 1990           | Surveyed      | Surveys       |
| Group I: Population Less Than 100,00  | 00 (n=6)   |                           |      |                |               |               |
| Aberdeen, SD                          | 45,000     | 67%                       | 67%  | 56%            | 18            | 18            |
| Cache Cty (Logan), UT                 | 70,000     | 71%                       | 62%  | 24%            | 21            | 21            |
| Miles City, MT                        | 8,461      | 79%                       | 71%  | 57%            | 14            | 14            |
| Missoula, MT                          | 70,000     | 59%                       | 55%  | 64%            | 22            | 22            |
| Rutland, VT                           | 62,142     | 52%                       | 52%  | 20%            | 25            | 25            |
| Southern SE Alaska (Ketchikan)        | 28,000     | 41%                       | 47%  | 53%            | 17            | 17            |
| Average                               | 47,267     | 61%                       | 59%  | 46%            | 20            | 20            |
| Total                                 | 47,207     | -                         | -    | -              | 117           | 117           |
| Group II: Population 100,000 to 499,  | 999 (n=10) |                           |      |                |               |               |
| Ann Arbor, MI                         | 110,000    | 54%                       | 46%  | 46%            | 47            | 35            |
| Burlington, VT                        | 132,000    | 36%                       | 30%  | 33%            | 33            | 33            |
| Flint, MI                             | 141,000    | 63%                       | 63%  | 51%            | 36            | 35            |
| Humboldt Cty (Eureka), CA             | 113,000    | 43%                       | 37%  | 37%            | 48            | 35            |
| Oakland, CA                           | 375,000    | 77%                       | 69%  | 69%            | 88            | 35            |
|                                       | 400,000    | 66%                       | 54%  | 57%            | 129           | 35            |
| Pittsburgh, PA<br>Reno, NV            | 250,000    | 66%                       | 66%  | 49%            | 86            | 35            |
|                                       |            | 83%                       | 83%  | 77%            | 45            | 35            |
| Salt Lake City, UT                    | 160,000    |                           |      |                |               |               |
| St. Paul, MN                          | 272,000    | 80%                       | 77%  | 77%            | 52            | 35            |
| Tacoma, WA                            | 179,000    | 71%                       | 69%  | 63%            | 53            | 35            |
| Average                               | 213,200    | 64%                       | 59%  | 56%            | 62            | 35            |
| Total                                 | 999 (==9)  | •                         | •    | -              | 617           | 348           |
| Group III: Population 500,000 to 999, |            | (09/                      | 469/ |                | 204           | 25            |
| Boston, MA                            | 574,000    | 60%                       | 46%  | 51%            | 284           | 35            |
| Honolulu, HI                          | 980,000    | 69%                       | 60%  | 57%            | 106           | 35            |
| Monroe Cty (Rochester), NY            | 700,000    | 100%                      | 97%  | 100%           | 119           | 35            |
| New Orleans, LA                       | 500,000    | 66%                       | 63%  | 60%            | 77            | 35            |
| Phoenix, AZ                           | 983,000    | 74%                       | 66%  | 54%            | 122           | 35            |
| Portland, OR                          | 895,000    | 97%                       | 91%  | 60%            | 65            | 35            |
| San Francisco, CA                     | 724,000    | 86%                       | 80%  | 83%            | 192           | 35            |
| San Jose, CA                          | 782,000    | 69%                       | 71%  | 54%            | 66            | 35            |
| Average                               | 767,250    | 78%                       | 72%  | 65%            | 129           | 35            |
| Total                                 | - (-=0)    | -                         | -    | -              | 1,031         | 280           |
| Group IV: Population 1,000,000 or M   |            | 0.494                     | 010  |                |               | 25            |
| Broward Cty (Ft. Lauderdale), FL      | 1,300,000  | 94%                       | 91%  | 51%            | 137           | 35            |
| Columbus, OH                          | 1,378,000  | 80%                       | 83%  | 77%            | 51            | 35            |
| Dade Cty (Miami), FL                  | 1,940,000  | 60%                       | 57%  | 51%            | 263           | 35            |
| Fulton Cty (Atlanta), GA              | 2,500,000  | 83%                       | 74%  | 77%            | 148           | 35            |
| Houston, TX                           | 1,630,000  | 57%                       | 57%  | 63%            | 179           | 35            |
| Philadelphia, PA                      | 1,600,000  | 60%                       | 43%  | 46%            | 123           | 35            |
| San Diego, CA                         | 1,100,000  | 100%                      | 100% | 51%            | 68            | 35            |
| Santa Clara Cty, CA                   | 1,400,000  | 74%                       | 60%  | 40%            | 230           | 35            |
| St. Louis, MO                         | 2,000,000  | 91%                       | 60%  | 66%            | 93            | 35            |
| Average                               | 1,649,778  | 78%                       | 69%  | 58%            | 144           | 35            |
| Total                                 | -          | -                         | -    | -              | 1,292         | 315           |
|                                       |            |                           |      |                |               |               |
| Average of All Communities            | 709,139    | 71%                       | 65%  | 57%            | 93            | 32            |
| Total of All Communities              |            | 756                       | 695  | 610            | 3,057         | 1,060         |

# EXPLANATION OF TABLE 2:

Total Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1992

This table presents the total economic impact of local expenditures by local nonprofit arts organizations in fiscal 1992. The total impact is a measure of the effect of the expended dollar as it is spent and re-spent within the community. It is derived from an input/output model designed for each community. See *About This Study* and *Explanations of Frequently Used Terms* for more information about direct and total economic impacts. An average has been calculated for each population group.

#### Column One:

The number of full-time-equivalent (FTE) jobs created as a result of the estimated total local expenditures (column five of this table). An FTE can be one full-time employee, two employees who work half-time, four employees who work quarter-time, *etc*.

#### Column Two:

The amount of personal income paid as a result of the estimated total local expenditures. Personal income includes salaries, wages, and entrepreneurial income.

#### Column Three:

The amount of revenue that local government receives (e.g., fees, taxes) as a result of the estimated total local expenditures.

#### Column Four:

The amount of revenue that state government receives as a result of the estimated total local expenditures.

#### Column Five:

The estimated total local expenditures by nonprofit local arts organizations in fiscal 1992. This number is calculated by subtracting payments to non-local artists, state and federal taxes, and other non-local purchases from the estimated total expenditures (column three of Table 5). Dollars that are spent outside of the community are considered to be "leaked" from the local economy and have no local economic impact.

Table 2: Total Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1992

|  | FTE                                     | Personal         | Governmen    | t Revenue    | Estimated Total     |  |
|--|---|------------------|--------------|--------------|---------------------|--|
| Community  | Jobs                                    | Income           | Local        | State        | Local Expenditures  |  |
|  | • ( • ( • ( • ( • ( • ( • ( • ( • ( • ( |                  |              |              |                     |  |
| Group I: Population Less Than 100,00                 | <u> </u>                                |                  |              |              |                     |  |
| Aberdeen, SD   | 22                                      | \$388,000        | \$10,900     | \$12,500     | \$429,80            |  |
| Cache Cty (Logan), UT                                | 98                                      | \$1,556,000      | \$33,000     | \$66,000     | \$2,022,72          |  |
| Miles City, MT                                       | 12                                      | \$225,000        | \$4,000      | \$10,000     | \$242,88            |  |
| Missoula, MT   | 105                                     | \$1,838,000      | \$54,000     | \$89,000     | \$2,159,05          |  |
| Rutland, VT  | 36                                      | \$631,000        | \$24,000     | \$31,000     | \$737,62            |  |
| Southern SE Alaska (Ketchikan)                       | 13                                      | \$312,000        | \$11,000     | \$16,000     | \$501,10            |  |
| Average  | 48                                      | \$825,000        | \$22,817     | \$37,417     | \$1,015,53          |  |
| Group II: Population 100,000 to 499,5                | 999 (n=10)                              |                  |              |              |                     |  |
| Ann Arbor, MI  | 417                                     | \$10,202,000     | \$439,000    | \$528,000    | \$14,852,84         |  |
| Burlington, VT                                       | 374                                     | \$7,518,000      | \$267,000    | \$370,000    | \$8,392,69          |  |
| Flint, MI  | 329                                     | \$7,031,000      | \$221,000    | \$343,000    | \$8,765,49          |  |
| Humboldt Cty (Eureka), CA                            | 348                                     | \$6,406,000      | \$192,000    | \$301,000    | \$7,045,53          |  |
| Oakland, CA  | 828                                     | \$21,861,000     | \$874,000    | \$1,092,000  | \$20,281,62         |  |
| Pittsburgh, PA                                       | 8,580                                   | \$215,299,000    | \$7,284,000  | \$10,714,000 | \$196,275,69        |  |
| Reno, NV   | 757                                     | \$17,217,000     | \$659,000    | \$919,000    | \$19,649,10         |  |
| Salt Lake City, UT                                   | 1,692                                   | \$33,611,000     | \$1,041,000  | \$1,600,000  | \$36,826,69         |  |
| St. Paul, MN   | 3,363                                   | \$86,556,000     | \$3,024,000  | \$4,495,000  | \$113,960,49        |  |
| Tacoma, WA   | 567                                     | \$10,690,000     | \$377,000    | \$539,000    | \$12,151,89         |  |
| Average  | 1,726                                   | \$41,639,100     | \$1,437,800  | \$2,090,100  | \$43,820,20         |  |
| Group III: Population 500,000 to 999,9<br>Boston, MA | 6,544                                   | \$212,474,000    | \$8,925,000  | \$11,173,000 | \$195,401,08        |  |
| Honolulu, HI   | 2,798                                   | \$69,579,000     | \$2,880,000  | \$3,421,000  | \$67,858,97         |  |
| Monroe Cty (Rochester), NY                           | 3,943                                   | \$90,346,000     | \$3,384,000  | \$4,554,000  | \$107,831,96        |  |
| New Orleans, LA                                      | 994                                     | \$25,409,000     | \$977,000    | \$1,346,000  | \$41,723,91         |  |
| Phoenix, AZ  | 2,487                                   | \$55,863,000     | \$2,317,000  | \$2,862,000  | \$55,127,77         |  |
| Portland, OR   | 2,012                                   | \$42,564,000     | \$1,272,000  | \$1,952,000  | \$42,410,030        |  |
| San Francisco, CA                                    | 9,353                                   | \$303,463,000    | \$11,303,000 | \$15,863,000 | \$281,570,30        |  |
| San Jose, CA   | 1,317                                   | \$37,512,000     | \$1,574,000  | \$1,967,000  | \$40,481,56         |  |
| Average  | 3,681                                   | \$104,651,250    | \$4,079,000  | \$5,392,250  | \$104,050,702       |  |
| Group IV: Population 1,000,000 or Mo                 | ore (n=9)                               |                  |              |              |                     |  |
| Broward Cty (Ft. Lauderdale), FL                     | 7,027                                   | \$160,067,000    | \$6,786,000  | \$8,237,000  | \$170,167,426       |  |
| Columbus, OH   | 1,498                                   | \$34,299,000     | \$1,343,000  | \$1,772,000  | \$32,125,512        |  |
| Dade Cty (Miami), FL                                 | 3,288                                   | \$78,910,000     | \$4,126,000  | \$4,367,000  | \$92,178,081        |  |
| Fulton Cty (Atlanta), GA                             | 2,990                                   | \$86,073,000     | \$3,795,000  | \$4,880,000  | \$90,943,040        |  |
| Houston, TX  | 8,477                                   | \$222,467,000    | \$9,930,000  | \$12,329,000 | \$226,046,346       |  |
| Philadelphia, PA                                     | 3,126                                   | \$69,273,000     | \$2,528,000  | \$3,454,000  | \$74,990,517        |  |
| San Diego, CA  | 3,239                                   | \$77,499,000     | \$3,533,000  | \$3,991,000  | \$79,499,276        |  |
| Santa Clara Cty, CA                                  | 1,849                                   | \$52,407,000     | \$2,388,000  | \$2,741,000  | \$55,980,160        |  |
| St. Louis, MO  | 2,122                                   | \$49,837,000     | \$2,121,000  | \$2,652,000  | \$54,104,703        |  |
| Average  | 3,735                                   | \$92,314,667     | \$4,061,111  | \$4,935,889  | \$97,337,229        |  |
|  | 5,. 55                                  | <b>4.25.1100</b> | φ.,σσι,ττι   | φ 1,733,007  | <b>Ф</b> 71,331,227 |  |
| Average of All Communities                           | 2,443                                   | \$63,314,636     | \$2,536,270  | \$3,293,530  | \$65,234,423        |  |
|  |   |                  |              |              |                     |  |

# EXPLANATION OF TABLE 3:

Direct Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1992

This table presents the direct economic impact of the estimated total local expenditures by local nonprofit arts organizations in fiscal 1992. The direct impact is the effect of the initial expenditure and is derived from an economic input/output model (see *Explanations of Frequently Used Terms* and *About This Study*) designed specifically for each community. The total impact is larger than the direct impact, as the direct impact is just the first of several rounds of expenditure. An average has been calculated for each population group.

#### Column One:

The total number of full-time-equivalent (FTE) jobs created as a result of the estimated total local expenditures (column five of this table). An FTE can be one full-time employee, two employees who work half-time, four employees who work quarter-time, etc.

#### Column Two:

The amount of personal income paid as a result of the estimated total local expenditures. Personal income includes salaries, wages, and entrepreneurial income.

#### Column Three:

The amount of revenue that local government receives (e.g., fees, taxes) as a result of the estimated total local expenditures.

#### Column Four:

The amount of revenue that state government receives as a result of the estimated total local expenditures.

## Column Five:

The estimated total local expenditures by local nonprofit arts organizations in fiscal 1992. This number is calculated by subtracting payments to non-local artists, state and federal taxes, and other non-local purchases from the estimated total expenditures (column three of Table 5). Dollars that are spent outside of the community are considered to be "leaked" from the local economy and have no local economic impact.

Table 3: Direct Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1992

|   | FTE                | Personal      | Governmen   | t Revenue   | Estimated Total              |
|---|--------------------|---------------|-------------|-------------|------------------------------|
| Community   | Jobs               | Income        | Local       | State       | Local Expenditures           |
| Court by Boundaries Loss Thomas 100.0               | 00 (()             |               |             |             |                              |
| Group I: Population Less Than 100,0                 | <del></del>        |               | 21.422      |             |                              |
| Aberdeen, SD  | 16                 | \$304,000     | \$1,600     | \$3,100     | \$429,80                     |
| Cache Cty (Logan), UT                               | 72                 | \$1,289,000   | \$8,000     | \$31,000    | \$2,022,72                   |
| Miles City, MT                                      | 8                  | \$179,000     | \$1,000     | \$5,000     | \$242,886                    |
| Missoula, MT  | 75                 | \$1,411,000   | \$14,000    | \$38,000    | \$2,159,058                  |
| Rutland, VT   | 27                 | \$499,000     | \$6,000     | \$13,000    | \$737,625                    |
| Southern SE Alaska (Ketchikan)                      | 10                 | \$248,000     | \$5,000     | \$7,000     | \$501,109                    |
| Average   | 35                 | \$655,000     | \$5,933     | \$16,183    | \$1,015,534                  |
| Group II: Population 100,000 to 499,                | 999 (n=10)         |               |             |             |                              |
| Ann Arbor, MI                                       | 286                | \$7,648,000   | \$131,000   | \$199,000   | \$14,852,846                 |
| Burlington, VT                                      | 258                | \$5,517,000   | \$83,000    | \$141,000   | \$8,392,692                  |
| Flint, MI   | 238                | \$5,457,000   | \$58,000    | \$147,000   | \$8,765,496                  |
| Humboldt Cty (Eureka), CA                           | 253                | \$5,011,000   | \$42,000    | \$125,000   | \$7,045,536                  |
| Oakland, CA   | 573                | \$15,972,000  | \$148,000   | \$378,000   | \$20,281,624                 |
| Pittsburgh, PA                                      | 5,627              | \$153,970,000 | \$1,086,000 | \$3,655,000 | \$196,275,693                |
| Reno, NV  | 539                | \$12,686,000  | \$127,000   | \$355,000   | \$19,649,108                 |
| Salt Lake City, UT                                  | 1,277              | \$26,355,000  | \$181,000   | \$677,000   | \$36,826,695                 |
| St. Paul, MN  | 2,098              | \$60,285,000  | \$583,000   | \$1,441,000 | \$113,960,496                |
| Tacoma, WA  | 405                | \$8,084,000   | \$89,000    | \$218,000   | \$12,151,893                 |
| Average   | 1,155              | \$30,098,500  | \$252,800   | \$733,600   | \$43,820,208                 |
| Group III: Population 500,000 to 999,<br>Boston, MA | 999 (n=8)<br>4,295 | \$143,780,000 | \$1,753,000 | \$3,789,000 | \$195,401,088                |
| Honolulu, HI  | 1,995              | \$51,808,000  | \$396,000   | \$1,194,000 | \$67,858,974                 |
| Monroe Cty (Rochester), NY                          | 2,688              | \$66,229,000  | \$783,000   | \$1,662,000 | \$107,831,969                |
| New Orleans, LA                                     | 650                | \$18,324,000  | \$180,000   | \$476,000   | \$41,723,913                 |
| Phoenix, AZ   | 1,730              | \$40,820,000  | \$420,000   | \$1,021,000 | \$55,127,774                 |
| Portland, OR  | 1,451              | \$32,372,000  | \$222,000   | \$743,000   | \$42,410,030                 |
| San Francisco, CA                                   | 6,093              | \$207,410,000 | \$1,865,000 | \$5,608,000 | \$281,570,304                |
| San Jose, CA  | 911                | \$28,005,000  | \$365,000   | \$771,000   | \$40,481,562                 |
| Average   | 2,477              | \$73,593,500  | \$748,000   | \$1,908,000 | \$104,050,702                |
| Group IV: Population 1,000,000 or Mo                | ore (n=9)          |               |             |             |                              |
| Broward Cty (Ft. Lauderdale), FL                    | 5,029              | \$122,357,000 | \$1,667,000 | \$3,316,000 | \$170,167,426                |
| Columbus, OH  | 1,013              | \$24,063,000  | \$216,000   | \$577,000   | \$32,125,512                 |
| Dade Cty (Miami), FL                                | 2,172              | \$55,087,000  | \$1,176,000 | \$1,523,000 | \$92,178,081                 |
| Fulton Cty (Atlanta), GA                            | 1,936              | \$56,945,000  | \$775,000   | \$1,679,000 | \$90,943,040                 |
| Houston, TX   | 5,721              | \$161,887,000 | \$1,660,000 | \$3,845,000 | \$226,046,346                |
| Philadelphia, PA                                    | 2,222              | \$52,802,000  | \$605,000   | \$1,345,000 | \$74,990,517                 |
| San Diego, CA                                       | 2,300              | \$58,580,000  | \$904,000   | \$1,573,000 | \$79,499,276                 |
| Santa Clara Cty, CA                                 | 1,282              | \$39,174,000  | \$686,000   | \$1,083,000 |                              |
| St. Louis, MO                                       | 1,397              | \$34,555,000  | \$329,000   | \$845,000   | \$55,980,160                 |
| Average   | 2,564              | \$67,272,222  | \$890,889   | \$1,754,000 | \$54,104,703<br>\$97,337,229 |
|   |                    |               |             |             |                              |
| Average of All Communities                          | 1,656              | \$45,427,667  | \$501,988   | \$1,166,155 | \$65,234,423                 |
|   |                    |               |             |             |                              |

Explanation of Table 4: Economic Impact Per \$100,000 of Local Spending by Local Nonprofit Arts Organizations in Fiscal 1992

This table summarizes the direct and total economic impacts in the form of ratios for fiscal 1992. Using this chart, a determination can be made of the economic impacts per \$100,000 of local spending by local nonprofit arts organizations. The ratio is derived by dividing the total and direct economic impact figures (Tables 2 and 3) by the estimated total local expenditures (column five of Table 5), and then multiplying by 100,000. An average has been calculated for each population group.

Columns one through four are ratios for direct impacts in fiscal 1992.

Columns five through eight are ratios for the total impacts in fiscal 1992.

Table 4: Economic Impact Per \$100,000 of Local Spending by Local Nonprofit Arts Organizations in Fiscal 1992

|  | Direct Impact Per \$100,000 of Local Spending   |  |   |   | Tota   | Total Impact Per \$100,000 of Local Spending   |  |  |
|--|---|--|---|---|--|--|--|--|
|  | FTE   | Personal   | Government F  | Revenue   | FTE  | Personal   | Government   | Revenue  |
| Community  | Jobs  | Income   | Local   | State   | Jobs   | Income   | Local  | State  |
| Group I: Population Less Than 100,0  | 000 (n=6)   |  |   |   |  |  |  |  |
| Aberdeen, SD   | 3.72  | \$70,730   | \$372   | \$721   | 5.12   | \$90,274   | \$2,536  | \$2,90   |
| Cache Cty (Logan), UT  | 3.56  | \$63,726   | \$396   | \$1,533   | 4.84   | \$76,926   | \$1,631  | \$3,26   |
| Miles City, MT   | 3.29  | \$73,697   | \$412   | \$2,059   | 4.94   | \$92,636   | \$1,647  | \$4,11   |
| Missoula, MT   | 3.47  | \$65,353   | \$648   | \$1,760   | 4.86   | \$85,130   | \$2,501  | \$4,12   |
| Rutland, VT  | 3.66  | \$67,650   | \$813   | \$1,762   | 4.88   | \$85,545   | \$3,254  | \$4,20   |
| Southern SE Alaska (Ketchikan)   | 2.00  | \$49,490   | \$998   | \$1,397   | 2.59   | \$62,262   | \$2,195  | \$3,19   |
| Average  | 3.28  | \$65,108   | \$607   | \$1,539   | 4.54   | \$82,129   | \$2,294  | \$3,63   |
| Group II: Population 100,000 to 499  | ,999 (n=10)   |  |   |   |  |  |  |  |
| Ann Arbor, MI  | 1.93  | \$51,492   | \$882   | \$1,340   | 2.81   | \$68,687   | \$2,956  | \$3,55   |
| Burlington, VT   | 3.07  | \$65,736   | \$989   | \$1,680   | 4.46   | \$89,578   | \$3,181  | \$4,40   |
| Flint, MI  | 2.72  | \$62,255   | \$662   | \$1,677   | 3.75   | \$80,212   | \$2,521  | \$3,91   |
| Humboldt Cty (Eureka), CA  | 3.59  | \$71,123   | \$596   | \$1,774   | 4.94   | \$90,923   | \$2,725  | \$4,27   |
| Oakland, CA  | 2.83  | \$78,751   | \$730   | \$1,864   | 4.08   | \$107,787  | \$4,309  | \$5,38   |
| Pittsburgh, PA   | 2.87  | \$78,446   | \$553   | \$1,862   | 4.37   | \$109,692  | \$3,711  | \$5,45   |
| Reno, NV   | 2.74  | \$64,563   | \$646   | \$1,807   | 3.85   | \$87,622   | \$3,354  | \$4,67   |
| Salt Lake City, UT   | 3.47  | \$71,565   | \$491   | \$1,838   | 4.59   | \$91,268   | \$2,827  | \$4,34   |
| it. Paul, MN   | 1.84  | \$52,900   | \$512   | \$1,264   | 2.95   | \$75,953   | \$2,654  | \$3,94   |
|  | 3.33  | \$66,525   | \$732   | \$1,794   | 4.67   | \$87,970   | \$3,102  | \$4,43   |
| Average  | 2.84  | \$66,336   | \$679   | \$1,690   | 4.05   | \$88,969   | \$3,134  |  |
| Average  Group III: Population 500,000 to 999  | 2.84  |  |   | \$1,690   |  | \$88,969   | \$3,134  | \$4,43   |
| Average<br>Group III: Population 500,000 to 999<br>Boston, MA  | 2.84<br>2,999 (n=8)   | \$66,336   | \$679   |   | 3.35<br>4.12   |  |  | \$4,43°<br>\$5,71°   |
| Average<br>Group III: Population 500,000 to 999<br>Boston, MA<br>Honolulu, HI  | 2.84<br>2,999 (n=8)<br>2.20   | \$66,336<br>\$73,582   | \$679<br>\$897  | \$1,690<br>\$1,939  | 3.35   | \$88,969<br>\$108,737<br>\$102,535   | \$3,134<br>\$4,568<br>\$4,244  | \$4,43<br>\$5,71<br>\$5,04   |
| Average<br>Group III: Population 500,000 to 999<br>Boston, MA<br>Honolulu, HI<br>Monroe Cty (Rochester), NY  | 2.84<br>2,999 (n=8)<br>2.20<br>2.94   | \$66,336<br>\$73,582<br>\$76,347   | \$679<br>\$897<br>\$584   | \$1,690<br>\$1,939<br>\$1,760   | 3.35<br>4.12   | \$88,969<br>\$108,737  | \$3,134<br>\$4,568   | \$4,43<br>\$5,71<br>\$5,04<br>\$4,22   |
| Average<br>Group III: Population 500,000 to 999<br>Boston, MA<br>Honolulu, HI<br>Monroe Cty (Rochester), NY<br>New Orleans, LA   | 2.84<br>2,999 (n=8)<br>2.20<br>2.94<br>2.49   | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419   | \$679<br>\$897<br>\$584<br>\$726  | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541  | 3.35<br>4.12<br>3.66   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784   | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138   | \$4,43°<br>\$5,71°<br>\$5,04<br>\$4,22°<br>\$3,22°   |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  | 2.84<br>2.999 (n=8)<br>2.20<br>2.94<br>2.49<br>1.56   | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917   | \$679<br>\$897<br>\$584<br>\$726<br>\$431   | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141   | 3.35<br>4.12<br>3.66<br>2.38   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898   | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138<br>\$2,342  | \$4,43°<br>\$5,71°<br>\$5,04<br>\$4,22°<br>\$3,22°   |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  | 2.84<br>2.999 (n=8)<br>2.20<br>2.94<br>2.49<br>1.56<br>3.14   | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046   | \$897<br>\$584<br>\$726<br>\$431<br>\$762   | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852  | 3.35<br>4.12<br>3.66<br>2.38<br>4.51   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334  | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203   | \$4,43°<br>\$5,71°<br>\$5,04<br>\$4,22°<br>\$3,22°<br>\$5,19°<br>\$4,60°   |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA   | 2.84<br>2.999 (n=8)<br>2.20<br>2.94<br>2.49<br>1.56<br>3.14<br>3.42   | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331   | \$897<br>\$584<br>\$726<br>\$431<br>\$762<br>\$523  | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752   | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363   | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999  | \$4,43° \$5,71° \$5,04 \$4,22 \$3,22° \$5,19° \$4,60° \$5,63°  |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA  San Jose, CA   | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16   | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662   | \$897<br>\$584<br>\$726<br>\$431<br>\$762<br>\$523<br>\$662   | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,992  | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775  | \$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014  | \$4,43°<br>\$5,710°<br>\$5,04°<br>\$4,22°<br>\$3,22°<br>\$5,19°<br>\$4,60°<br>\$5,63°<br>\$4,85°   |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA  Average  | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52   | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180   | \$897<br>\$584<br>\$726<br>\$431<br>\$762<br>\$523<br>\$662<br>\$902  | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,992<br>\$1,905   | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664  | \$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888   | \$4,43<br>\$5,71<br>\$5,04<br>\$4,22<br>\$3,22<br>\$5,19<br>\$4,60<br>\$5,63<br>\$4,85   |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA  San Jose, CA  Average  Group IV: Population 1,000,000 or M   | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52   | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180   | \$897<br>\$584<br>\$726<br>\$431<br>\$762<br>\$523<br>\$662<br>\$902  | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,992<br>\$1,905   | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664  | \$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888   | \$4,43°<br>\$5,71°<br>\$5,04°<br>\$4,22°<br>\$3,22°<br>\$5,19°<br>\$4,60°<br>\$5,63°<br>\$4,85°<br>\$4,81°   |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA  San Jose, CA  Average  Group IV: Population 1,000,000 or M  Broward Cty (Ft. Lauderdale), FL   | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52  lore (n=9)   | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180<br>\$68,560   | \$679<br>\$897<br>\$584<br>\$726<br>\$431<br>\$762<br>\$523<br>\$662<br>\$902<br>\$686  | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,992<br>\$1,905<br>\$1,735  | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25<br>3.67   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664<br>\$94,761  | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888<br>\$3,675   | \$4,43°<br>\$5,71°<br>\$5,04°<br>\$4,22°<br>\$3,22°<br>\$5,19°<br>\$4,60°<br>\$5,63°<br>\$4,85°<br>\$4,81°<br>\$4,84°  |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  Ban Francisco, CA  Ban Jose, CA  Average  Group IV: Population 1,000,000 or M  Broward Cty (Ft. Lauderdale), FL  Columbus, OH   | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52 lore (n=9) 2.96                                     | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180<br>\$68,560   | \$679<br>\$897<br>\$584<br>\$726<br>\$431<br>\$762<br>\$523<br>\$662<br>\$902<br>\$686  | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,992<br>\$1,905<br>\$1,735  | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25<br>3.67   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664<br>\$94,761  | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888<br>\$3,675   | \$4,43°<br>\$5,71°<br>\$5,04<br>\$4,22°<br>\$3,22°<br>\$4,60°<br>\$5,63°<br>\$4,85°<br>\$4,81°<br>\$4,81°  |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA  San Jose, CA  Average  Group IV: Population 1,000,000 or M  Broward Cty (Ft. Lauderdale), FL  Columbus, OH  Dade Cty (Miami), FL   | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52 lore (n=9) 2.96 3.15                                | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180<br>\$68,560<br>\$71,904<br>\$74,903   | \$679<br>\$897<br>\$584<br>\$726<br>\$431<br>\$762<br>\$523<br>\$662<br>\$902<br>\$686  | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,992<br>\$1,905<br>\$1,735  | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25<br>3.67   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664<br>\$94,761<br>\$94,064<br>\$106,766   | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888<br>\$3,675   | \$4,43<br>\$5,71<br>\$5,04<br>\$4,22<br>\$3,22<br>\$5,19<br>\$4,60<br>\$5,63<br>\$4,85<br>\$4,81<br>\$5,516<br>\$4,73  |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA  San Jose, CA  Average  Group IV: Population 1,000,000 or M  Broward Cty (Ft. Lauderdale), FL  Columbus, OH  Dade Cty (Miami), FL  fulton Cty (Atlanta), GA   | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52  lore (n=9) 2.96 3.15 2.36                          | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180<br>\$68,560<br>\$71,904<br>\$74,903<br>\$59,761   | \$679<br>\$897<br>\$584<br>\$726<br>\$431<br>\$762<br>\$523<br>\$662<br>\$902<br>\$686<br>\$980<br>\$672<br>\$1,276                   | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,992<br>\$1,905<br>\$1,735  | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25<br>3.67   | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664<br>\$94,761<br>\$94,064<br>\$106,766<br>\$85,606   | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888<br>\$3,675<br>\$3,988<br>\$4,180<br>\$4,476  | \$4,43<br>\$5,71<br>\$5,04<br>\$4,22<br>\$3,22<br>\$5,19<br>\$4,60<br>\$5,63<br>\$4,85<br>\$4,81<br>\$5,510<br>\$4,73<br>\$5,366   |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA  San Jose, CA  Average  Group IV: Population 1,000,000 or M  Broward Cty (Ft. Lauderdale), FL  Columbus, OH  Dade Cty (Miami), FL  fulton Cty (Atlanta), GA  Houston, TX  | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52  lore (n=9) 2.96 3.15 2.36 2.13                     | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180<br>\$68,560<br>\$71,904<br>\$74,903<br>\$59,761<br>\$62,616   | \$679<br>\$897<br>\$584<br>\$726<br>\$431<br>\$762<br>\$523<br>\$662<br>\$902<br>\$686<br>\$980<br>\$672<br>\$1,276<br>\$852          | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,992<br>\$1,905<br>\$1,735<br>\$1,735   | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25<br>3.67<br>4.13<br>4.66<br>3.57<br>3.29                                 | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664<br>\$94,761<br>\$94,064<br>\$106,766<br>\$85,606<br>\$94,645   | \$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888<br>\$3,675<br>\$4,180<br>\$4,476<br>\$4,173   | \$4,43<br>\$5,71<br>\$5,04<br>\$4,22<br>\$3,22<br>\$5,19<br>\$4,60<br>\$5,63<br>\$4,81<br>\$4,81<br>\$5,516<br>\$4,81<br>\$5,516<br>\$5,516<br>\$5,516   |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA  San Jose, CA  Average  Group IV: Population 1,000,000 or M  Broward Cty (Ft. Lauderdale), FL  Columbus, OH  Dade Cty (Miami), FL  Fulton Cty (Atlanta), GA  Houston, TX  Philadelphia, PA  | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52  lore (n=9) 2.96 3.15 2.36 2.13 2.53                | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180<br>\$68,560<br>\$71,904<br>\$74,903<br>\$59,761<br>\$62,616<br>\$71,617                                     | \$679<br>\$897<br>\$584<br>\$726<br>\$431<br>\$762<br>\$523<br>\$662<br>\$902<br>\$686<br>\$980<br>\$672<br>\$1,276<br>\$852<br>\$734 | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,992<br>\$1,905<br>\$1,735<br>\$1,749<br>\$1,652<br>\$1,652<br>\$1,846<br>\$1,701                       | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25<br>3.67<br>4.13<br>4.66<br>3.57<br>3.29<br>3.75                         | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664<br>\$94,761<br>\$94,064<br>\$106,766<br>\$85,606<br>\$94,645<br>\$98,417                                     | \$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888<br>\$3,675<br>\$3,988<br>\$4,180<br>\$4,476<br>\$4,173<br>\$4,393   | \$4,43<br>\$5,71<br>\$5,04<br>\$4,22<br>\$3,22<br>\$5,19<br>\$4,60<br>\$5,63<br>\$4,85<br>\$4,81<br>\$5,511<br>\$4,731<br>\$5,366<br>\$5,45<br>\$4,600   |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA  San Jose, CA  Average  Group IV: Population 1,000,000 or M  Broward Cty (Ft. Lauderdale), FL  Columbus, OH  Dade Cty (Miami), FL  Fulton Cty (Atlanta), GA  Houston, TX  Philadelphia, PA  San Diego, CA   | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52 lore (n=9) 2.96 3.15 2.36 2.13 2.53 2.96            | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180<br>\$68,560<br>\$71,904<br>\$74,903<br>\$59,761<br>\$62,616<br>\$71,617<br>\$70,412                         | \$679  \$897  \$584  \$726  \$431  \$762  \$523  \$662  \$902  \$686  \$980  \$672  \$1,276  \$852  \$734  \$807                      | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,995<br>\$1,735<br>\$1,796<br>\$1,796<br>\$1,652<br>\$1,846<br>\$1,701<br>\$1,794                       | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25<br>3.67<br>4.13<br>4.66<br>3.57<br>3.29<br>3.75<br>4.17                 | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664<br>\$94,761<br>\$94,064<br>\$106,766<br>\$85,606<br>\$94,645<br>\$98,417<br>\$92,376                         | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888<br>\$3,675<br>\$3,988<br>\$4,173<br>\$4,393<br>\$3,371   | \$4,43<br>\$5,71<br>\$5,04<br>\$4,22<br>\$3,22<br>\$5,19<br>\$4,60<br>\$5,63<br>\$4,81<br>\$4,81<br>\$5,51<br>\$4,73<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36<br>\$5,36 |
| Tacoma, WA Average  Group III: Population 500,000 to 999 Boston, MA Honolulu, HI Monroe Cty (Rochester), NY New Orleans, LA Phoenix, AZ Portland, OR San Francisco, CA San Jose, CA Average  Group IV: Population 1,000,000 or M Broward Cty (Ft. Lauderdale), FL Columbus, OH Dade Cty (Miami), FL Fulton Cty (Atlanta), GA Houston, TX Philadelphia, PA San Diego, CA Santa Clara Cty, CA Santa Clara Cty, CA Scanta C | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52 lore (n=9) 2.96 3.15 2.36 2.13 2.53 2.96 2.89       | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180<br>\$68,560<br>\$71,904<br>\$74,903<br>\$59,761<br>\$62,616<br>\$71,617<br>\$70,412<br>\$73,686             | \$679  \$897  \$584  \$726  \$431  \$762  \$523  \$662  \$902  \$686  \$980  \$672  \$1,276  \$852  \$734  \$807  \$1,137             | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,992<br>\$1,995<br>\$1,735<br>\$1,749<br>\$1,766<br>\$1,652<br>\$1,846<br>\$1,701<br>\$1,794<br>\$1,979 | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25<br>3.67<br>4.13<br>4.66<br>3.57<br>3.29<br>3.75<br>4.17<br>4.07         | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664<br>\$94,761<br>\$94,064<br>\$106,766<br>\$85,606<br>\$94,645<br>\$98,417<br>\$92,376<br>\$97,484             | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888<br>\$3,675<br>\$3,988<br>\$4,180<br>\$4,476<br>\$4,173<br>\$4,393<br>\$3,371<br>\$4,444            | \$4,439<br>\$5,718<br>\$5,041<br>\$4,222<br>\$5,192<br>\$4,603<br>\$5,634<br>\$4,812<br>\$4,841<br>\$5,516<br>\$4,738<br>\$5,366<br>\$5,454<br>\$4,606<br>\$5,020<br>\$4,896   |
| Average  Group III: Population 500,000 to 999  Boston, MA  Honolulu, HI  Monroe Cty (Rochester), NY  New Orleans, LA  Phoenix, AZ  Portland, OR  San Francisco, CA  San Jose, CA  Average  Group IV: Population 1,000,000 or M  Broward Cty (Ft. Lauderdale), FL  Columbus, OH  Dade Cty (Miami), FL  Fulton Cty (Atlanta), GA  Houston, TX  Philadelphia, PA  San Diego, CA  Santa Clara Cty, CA  | 2.84 2.999 (n=8) 2.20 2.94 2.49 1.56 3.14 3.42 2.16 2.25 2.52  lore (n=9) 2.96 3.15 2.36 2.13 2.53 2.96 2.89 2.29 | \$66,336<br>\$73,582<br>\$76,347<br>\$61,419<br>\$43,917<br>\$74,046<br>\$76,331<br>\$73,662<br>\$69,180<br>\$68,560<br>\$71,904<br>\$74,903<br>\$59,761<br>\$62,616<br>\$71,617<br>\$70,412<br>\$73,686<br>\$69,978 | \$679  \$897  \$584  \$726  \$431  \$762  \$523  \$662  \$902  \$686  \$980  \$672  \$1,276  \$852  \$734  \$807  \$1,137  \$1,225    | \$1,690<br>\$1,939<br>\$1,760<br>\$1,541<br>\$1,141<br>\$1,852<br>\$1,752<br>\$1,995<br>\$1,735<br>\$1,796<br>\$1,652<br>\$1,846<br>\$1,701<br>\$1,794<br>\$1,979<br>\$1,979            | 3.35<br>4.12<br>3.66<br>2.38<br>4.51<br>4.74<br>3.32<br>3.25<br>3.67<br>4.13<br>4.66<br>3.57<br>3.29<br>3.75<br>4.17<br>4.07<br>3.30 | \$88,969<br>\$108,737<br>\$102,535<br>\$83,784<br>\$60,898<br>\$101,334<br>\$100,363<br>\$107,775<br>\$92,664<br>\$94,761<br>\$94,064<br>\$106,766<br>\$85,606<br>\$94,645<br>\$98,417<br>\$92,376<br>\$97,484<br>\$93,617 | \$3,134<br>\$4,568<br>\$4,244<br>\$3,138<br>\$2,342<br>\$4,203<br>\$2,999<br>\$4,014<br>\$3,888<br>\$3,675<br>\$3,988<br>\$4,180<br>\$4,476<br>\$4,173<br>\$4,393<br>\$3,371<br>\$4,444<br>\$4,266 | \$4,43° \$5,716 \$5,04 \$4,22° \$3,226 \$5,19° \$4,60° \$5,634 \$4,85° \$4,817 \$4,848 \$5,516 \$5,366 \$5,366 \$5,020 \$4,896   |

# Explanation of Table 5: Estimated Total Revenues and Expenditures in Fiscal 1992

This table summarizes the estimated total revenues, expenditures, and surplus or deficit in fiscal 1992 for all nonprofit arts organizations in each community. These figures are derived by multiplying the average per-organization data in Table 6, by the total number of nonprofit arts organizations in that community (column one of this table). Also included in this table are the estimated total *local* expenditures for each community. An average has been calculated for each population group.

#### Column One:

The total number of nonprofit arts organizations in the community.

#### Column Two:

The estimated total revenues of these nonprofit arts organizations in fiscal 1992.

#### Column Three:

The estimated total expenditures of these nonprofit arts organizations in fiscal 1992.

#### Column Four:

The estimated surplus or (deficit) of these nonprofit arts organizations in fiscal 1992.

#### Column Five:

The estimated total local expenditures by local nonprofit arts organizations in fiscal 1992. This number is calculated by subtracting payments to non-local artists, state and federal taxes, and other non-local purchases from the estimated total expenditures (column three of this table). Dollars that are spent outside of the community are considered to be "leaked" from the local economy and have no local impact.

In several communities, the *local* expenditures appear to exceed the *total* expenditures. This is because asset acquisition is added only to the local impact.

Table 5: Estimated Total Revenues and Expenditures in Fiscal 1992

|   | Number of         | Estimated Total | Estimated Total | Surplus        | Estimated Total    |
|---|-------------------|-----------------|-----------------|----------------|--------------------|
| Community   | Organizations     | Revenues        | Expenditures    | or (Deficit)   | Local Expenditures |
| Crave Is Regulation Less Than 100.0                 | 00 (n=6)          |                 |                 |                |                    |
| Group I: Population Less Than 100,0                 | <u> </u>          | £405.200        | 6400.070        | er 202         | £430.00            |
| Aberdeen, SD  | . 18              | \$495,360       | \$489,978       | \$5,382        | \$429,804          |
| Cache Cty (Logan), UT                               | 21                | \$2,648,037     | \$2,281,293     | \$366,744      | \$2,022,720        |
| Miles City, MT                                      | 14                | \$318,934       | \$312,452       | \$6,482        | \$242,886          |
| Missoula, MT  | 22                | \$2,868,712     | \$2,764,190     | \$104,522      | \$2,159,058        |
| Rutland, VT   | 25                | \$1,389,050     | \$1,191,925     | \$197,125      | \$737,625          |
| Southern SE Alaska (Ketchikan)                      | 17                | \$648,499       | \$612,000       | \$36,499       | \$501,109          |
| Average   | 20                | \$1,394,765     | \$1,275,306     | \$119,459      | \$1,015,534        |
| Group II: Population 100,000 to 499,                |                   | 622.207.000     | ***********     | #F00 (02       | 41105001           |
| Ann Arbor, MI                                       | 47                | \$23,206,908    | \$22,616,306    | \$590,602      | \$14,852,846       |
| Burlington, VT                                      | 33                | \$15,422,913    | \$14,057,010    | \$1,365,903    | \$8,392,692        |
| Flint, MI   | 36                | \$10,197,936    | \$10,670,472    | (\$472,536)    | \$8,765,496        |
| Humboldt Cty (Eureka), CA                           | 48                | \$8,839,440     | \$8,533,392     | \$306,048      | \$7,045,536        |
| Oakland, CA   | 88                | \$23,240,976    | \$23,099,208    | \$141,768      | \$20,281,624       |
| Pittsburgh, PA                                      | 129               | \$230,623,362   | \$267,508,848   | (\$36,885,486) | \$196,275,693      |
| Reno, NV  | 86                | \$27,645,732    | \$25,417,128    | \$2,228,604    | \$19,649,108       |
| Salt Lake City, UT*                                 | 45                | \$43,184,340    | \$35,645,445    | \$7,538,895    | \$36,826,695       |
| St. Paul, MN*                                       | 52                | \$120,094,572   | \$81,996,928    | \$38,097,644   | \$113,960,496      |
| Tacoma, WA  | 53<br>62          | \$14,680,258    | \$16,190,864    | (\$1,510,606)  | \$12,151,893       |
| Group III: Population 500,000 to 999,<br>Boston, MA | ,999 (n=8)<br>284 | \$238,428,224   | \$218,779,400   | \$19,648,824   | \$195,401,088      |
| Honolulu, HI  | 106               | \$82,416,696    | \$79,511,554    | \$2,905,142    | \$67,858,974       |
| Monroe Cty (Rochester), NY                          | 119               | \$142,035,782   | \$137,979,786   | \$4,055,996    | \$107,831,969      |
| New Orleans, LA*                                    | 77                | \$33,800,459    | \$34,615,889    | (\$815,430)    | \$41,723,913       |
| Phoenix, AZ   | 122               | \$78,772,960    | \$75,343,784    | \$3,429,176    | \$55,127,774       |
| Portland, OR  | 65                | \$55,129,880    | \$54,888,535    | \$241,345      | \$42,410,030       |
| San Francisco, CA                                   | 192               | \$345,030,336   | \$345,022,656   | \$7,680        | \$281,570,304      |
| San Jose, CA  | 66                | \$49,567,716    | \$52,898,340    | (\$3,330,624)  | \$40,481,562       |
| Average   | 129               | \$128,147,757   | \$124,879,993   | \$3,267,764    | \$104,050,702      |
| Group IV: Population 1,000,000 or M                 | ore (n=9)         |                 |                 |                |                    |
| Broward Cty (Ft. Lauderdale), FL*                   | 137               | \$123,967,327   | \$161,803,165   | (\$37,835,838) | \$170,167,426      |
| Columbus, OH  | 51                | \$44,459,352    | \$48,209,637    | (\$3,750,285)  | \$32,125,512       |
| Dade Cty (Miami), FL                                | 263               | \$114,632,495   | \$116,356,986   | (\$1,724,491)  | \$92,178,081       |
| Fulton Cty (Atlanta), GA                            | 148               | \$109,756,652   | \$113,569,428   | (\$3,812,776)  | \$90,943,040       |
| Houston, TX   | 179               | \$280,867,826   | \$294,814,074   | (\$13,946,248) | \$226,046,346      |
| Philadelphia, PA                                    | 123               | \$105,267,213   | \$102,149,040   | \$3,118,173    | \$74,990,517       |
| San Diego, CA                                       | 68                | \$98,015,200    | \$99,598,852    | (\$1,583,652)  | \$79,499,276       |
| Santa Clara Cty, CA                                 | 230               | \$75,494,050    | \$76,396,800    | (\$902,750)    | \$55,980,160       |
| St. Louis, MO                                       | 93                | \$65,004,675    | \$61,123,320    | \$3,881,355    | \$54,104,703       |
| Average   | 144               | \$113,051,643   | \$119,335,700   | (\$6,284,057)  | \$97,337,229       |
| Average of All Communities                          | 93                | \$77,822,784    | \$78,377,233    | (\$554,449)    | \$65,234,423       |
| and or all communities                              |                   | ψ,,,022,,04     | Ψ/0,3//,233     | (Ψυυτ,ττν)     | \$03,Z3T,7Z3       |

<sup>\*</sup>The local expenditure is greater than the total expenditure due to a large amount of asset acquisition, which is not included in the expenditure budget. Asset acquisition is considered an investment in capital, not an expense for operation.

# EXPLANATION OF TABLE 6:

Average Revenues and Expenditures of Reporting Organizations in Fiscal 1992

This table summarizes the average revenues, expenditures, and surplus or deficits of the nonprofit arts organizations in each community that returned their fiscal 1992 survey. Each community has columns indicating the number of local nonprofit arts organizations reporting surpluses or breakeven budgets and the number reporting deficits. An average has been calculated for each population group.

## Column One:

The average revenues per reporting local nonprofit arts organization.

#### Column Two:

The average expenditures per reporting local nonprofit arts organization.

#### Column Three:

The average surplus or (deficit) per reporting local nonprofit arts organization.

#### Column Four:

The number of local nonprofit arts organizations that finished fiscal year 1992 with a surplus or break-even budget.

#### Column Five:

The number of local nonprofit arts organizations that finished fiscal year 1992 with a deficit.

Table 6: Average Revenues and Expenditures of Reporting Organizations in Fiscal 1992

|  | Average               | Reporting Org's |                   |         |          |
|--|-----------------------|-----------------|-------------------|---------|----------|
| Community  | Revenues              | Expenditures    | Surplus/(Deficit) | Surplus | (Deficit |
| Group I: Population Less Than 100,000  | ) (n=6)               |                 |                   |         |          |
| Aberdeen, SD   | \$27,520              | \$27,221        | \$299             | - 11    | 1        |
| Cache Cty (Logan), UT  | \$126,097             | \$108,633       | \$17,464          | 12      | 3        |
| Miles City, MT   | \$22,781              | \$22,318        | \$463             | 10      | 1        |
| Missoula, MT   | \$130,396             | \$125,645       | \$4,751           | 9       | 4        |
| Rutland, VT  | \$55,562              | \$47,677        | \$7,885           | - 11    | 2        |
| Southern SE Alaska (Ketchikan)   | \$38,147              | \$36,000        | \$2,147           | 7       | 0        |
| Average  | \$66,751              | \$61,249        | \$5,502           | 10      | 2        |
|  |                       |                 |                   |         | _        |
| Group II: Population 100,000 to 499,99   | 7                     | 16000           |                   |         |          |
| Ann Arbor, MI  | \$493,764             | \$481,198       | \$12,566          | 13      | 6        |
| Burlington, VT   | \$467,361             | \$425,970       | \$41,391          | 7       | 5        |
| Flint, MI  | \$283,276             | \$296,402       | (\$13,126)        | 15      | 7        |
| Humboldt Cty (Eureka), CA  | \$184,155             | \$177,779       | \$6,376           | 9       | 6        |
| Oakland, CA  | \$264,102             | \$262,491       | \$1,611           | 20      | 7        |
| Pittsburgh, PA   | \$1,787,778           | \$2,073,712     | (\$285,934)       | 12      | - 11     |
| Reno, NV   | \$321,462             | \$295,548       | \$25,914          | 16      | 7        |
| Salt Lake City, UT   | \$959,652             | \$792,121       | \$167,531         | 19      | 10       |
| St. Paul, MN   | \$2,309,511           | \$1,576,864     | \$732,647         | 18      | 10       |
| Tacoma, WA   | \$276,986             | \$305,488       | (\$28,502)        | 12      | 13       |
| Group III: Population 500,000 to 999,99<br>Boston, MA  | 99 (n=8)<br>\$839,536 | \$770,350       | \$69,186          | 13      | 8        |
| Honolulu, HI   | \$777,516             | \$750,109       | \$27,407          | 17      | 7        |
| Monroe Cty (Rochester), NY   | \$1,193,578           | \$1,159,494     | \$34,084          | 18      | 17       |
| New Orleans, LA  | \$438,967             | \$449,557       | (\$10,590)        | 19      | 4        |
| Phoenix, AZ  | \$645,680             | \$617,572       | \$28,108          | 18      | 8        |
| Portland, OR   | \$848,152             | \$844,439       | \$3,713           | 23      | - 11     |
| an Francisco, CA   | \$1,797,033           | \$1,796,993     | \$40              | 18      | 12       |
| an Jose, CA  | \$751,026             | \$801,490       | (\$50,464)        | 11      | 13       |
| Average<br>Group IV: Population 1,000,000 or Mor   | \$911,436<br>re (n=9) | \$898,751       | \$12,686          | 17      | 10       |
| Broward Cty (Ft. Lauderdale), FL   | \$904,871             | \$1,181,045     | (\$276,174)       | 21      | 12       |
| Columbus, OH   | \$871,752             | \$945,287       | (\$73,535)        | 15      | 13       |
| Dade Cty (Miami), FL   | \$435,865             | \$442,422       | (\$6,557)         | 12      | 9        |
| ulton Cty (Atlanta), GA  | \$741,599             | \$767,361       | (\$25,762)        | 20      | 9        |
| louston, TX  | \$1,569,094           | \$1,647,006     | (\$77,912)        | 13      | 7        |
| hiladelphia, PA  | \$855,831             | \$830,480       | \$25,351          | 13      | 8        |
| an Diego, CA   | \$1,441,400           | \$1,464,689     | (\$23,289)        | 23      | 12       |
| anta Clara Cty, CA   | \$328,235             | \$332,160       | (\$3,925)         | 15      | 11       |
| t. Louis, MO   | \$698,975             | \$657,240       | \$41,735          | 21      | - 11     |
| Average  | \$871,958             | \$918,632       | (\$46,674)        | 17      | 10       |
| The state of the s | 407.1,700             | 4710,002        | (\$10,071)        |         | 10       |
|  |                       |                 |                   |         |          |

# EXPLANATION OF TABLE 7: ESTIMATED ARTS VOLUNTARISM BY COMMUNITY IN FISCAL 1992

This table summarizes the estimated number of volunteers, volunteer hours donated, and dollar value of volunteer time by community in fiscal 1992. These figures are derived by multiplying the average per-organization volunteer data by the total number of nonprofit arts organizations in that community. An average has been calculated for each population group.

#### Column One:

The estimated number of people who volunteered for local nonprofit arts organizations in fiscal 1992.

#### Column Two:

The estimated number of volunteer hours donated to local nonprofit arts organizations in fiscal 1992.

#### Column Three:

The estimated dollar value of volunteer hours donated to local nonprofit arts organizations in fiscal 1992.

The 1992 dollar value is based on *Giving and Volunteering in the United States 1992*, by the Independent Sector, which places the dollar value of the average 1992 volunteer hour at \$11.86. Volunteers for the arts include members of the board of directors, docents, ticket takers, and others.

#### Column Four:

The estimated average number of volunteer hours donated, per volunteer, to local nonprofit arts organizations in fiscal 1992.

Table 7: Estimated Arts Voluntarism by Community in Fiscal 1992

|  | Number of          | Number of                                    | Dollar Value of              | Average Hour  |
|--|--------------------|--|------------------------------|---------------|
| Community  | Volunteers         | Hours  | Volunteer Hours              | Per Volunteer |
| The state of the s |                    | 7. 7. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. |                              |               |
| Group I: Population Less Than 100,000  | <del></del>        |  |                              | 1. 12 Y       |
| Aberdeen, SD   | 1,583              | 43,280                                       | \$513,301                    | 27            |
| Cache Cty (Logan), UT  | 1,092              | 20,378                                       | \$241,683                    | 19            |
| Miles City, MT   | 564                | 18,462                                       | \$218,959                    | 33            |
| Missoula, MT   | 3,097              | 67,442                                       | \$799,862                    | 22            |
| Rutland, VT  | 1,148              | 35,827                                       | \$424,908                    | 31            |
| Southern SE Alaska (Ketchikan)   | 763                | 29,765                                       | \$353,013                    | 39            |
| Average  | 1,375              | 35,859                                       | \$425,288                    | 28            |
| C II. D I 100 000 400 00   | 20 (-10)           |  |                              |               |
| Group II: Population 100,000 to 499,99   | T                  | 214 420                                      | #2 F// 7/1                   |               |
| Ann Arbor, MI  | 15,270             | 216,420                                      | \$2,566,741                  | 14            |
| Burlington, VT   | 3,779              | 190,234                                      | \$2,256,175                  | 50            |
| Flint, MI  | 6,804              | 140,020                                      | \$1,660,637                  | 21            |
| Humboldt Cty (Eureka), CA  | 13,238             | 257,622                                      | \$3,055,397                  | 19            |
| Oakland, CA  | 4,713              | 202,462                                      | \$2,401,199                  | 43            |
| Pittsburgh, PA   | 6,944              | 405,812                                      | \$4,812,930                  | 58            |
| Reno, NV   | 9,782              | 347,545                                      | \$4,121,884                  | 36            |
| Salt Lake City, UT   | 6,818              | 173,801                                      | \$2,061,280                  | 25            |
| St. Paul, MN   | 3,813              | 160,294                                      | \$1,901,087                  | 42            |
| Tacoma, WA<br>Average  | 7,595              | 140,658<br>223,487                           | \$1,668,204  <br>\$2,650,553 | 29<br>34      |
| Group III: Population 500,000 to 999,9<br>Boston, MA   | 99 (n=8)<br>16,864 | 468,992                                      | \$5,562,245                  | 28            |
| Honolulu, HI   | 12,913             | 538,733                                      | \$6,389,373                  | 42            |
| Monroe Cty (Rochester), NY   | 15,975             | 811,236                                      | \$9,621,259                  | 51            |
| New Orleans, LA  | 10,780             | 288,800                                      | \$3,425,168                  | 27            |
| Phoenix, AZ  | 14,907             | 988,322                                      | \$11,721,499                 | 66            |
| Portland, OR   | 12,027             | 248,589                                      | \$2,948,266                  | 21            |
| San Francisco, CA  | 28,947             | 949,088                                      | \$11,256,184                 | 33            |
| San Jose, CA   | 3,842              | 249,609                                      | \$2,960,363                  | 65            |
| Average  | 14,532             | 567,921                                      | \$6,735,545                  | 41            |
|  |                    |  |                              |               |
| Group IV: Population 1,000,000 or Mor  |                    |  |                              |               |
| Broward Cty (Ft. Lauderdale), FL   | 25,324             | 552,845                                      | \$6,556,742                  | 22            |
| Columbus, OH   | 9,242              | 241,162                                      | \$2,860,181                  | 26            |
| Dade Cty (Miami), FL   | 6,512              | 313,584                                      | \$3,719,106                  | 48            |
| Fulton Cty (Atlanta), GA   | 14,540             | 534,030                                      | \$6,333,596                  | 37            |
| Houston, TX  | 34,923             | 1,693,823                                    | \$20,088,741                 | 49            |
| Philadelphia, PA   | 21,964             | 480,344                                      | \$5,696,880                  | 22            |
| San Diego, CA  | 12,790             | 710,577                                      | \$8,427,443                  | 56            |
| Santa Clara Cty, CA  | 14,269             | 910,853                                      | \$10,802,717                 | 64            |
| St. Louis, MO  | 7,054              | 267,451                                      | \$3,171,969                  | 38            |
| Average  | 16,291             | 633,852                                      | \$7,517, <del>4</del> 86     | 40            |
| Average of All Communities   | 10,517             | 384,790                                      | \$4,563,606                  | 24            |
| TO BE OF ALL COMMUNICES  | 10,517             | 304,770                                      | ۵00,c0c,۳¢                   | 36            |

## EXPLANATION OF TABLE 8:

Comparative Averages Per Reporting Arts Organization in the Four Population Groups for Fiscal 1992

This table summarizes — by population category — the average revenues, expenditures, and other finance-related information for the 756 nonprofit arts organizations that returned their fiscal 1992 survey. An average of the 756 responding organizations is calculated for each line item (column five).

#### Column One:

The fiscal 1992 average for nonprofit arts organizations that reported from population group I (communities having a population of less than 100,000).

#### Column Two:

The fiscal 1992 average for nonprofit organizations that reported from population group II (communities having a population of 100,000 to 499,999).

#### Column Three:

The fiscal 1992 average for nonprofit arts organizations that reported from population group III (communities having a population of 500,000 to 999,999).

#### Column Four:

The fiscal 1992 average for nonprofit arts organizations that reported from population group IV (communities having a population of 1,000,000 or more).

#### Column Five:

The fiscal 1992 average for all 756 nonprofit arts organizations.

Table 8: Comparative Averages Per Reporting Arts Organization in the Four Population Groups for Fiscal 1992

|                              |          | <u> </u>        |           | А             | verage Per Repo | orting Organ      | ization    |                 |                                  |       |
|------------------------------|----------|-----------------|-----------|---------------|-----------------|-------------------|------------|-----------------|----------------------------------|-------|
|                              |          | oup I<br>I 1992 |           | up II<br>1992 |                 | oup III<br>I 1992 |            | up IV<br>I 1992 | All Organizations<br>Fiscal 1992 |       |
|                              |          |                 | 1         |               |                 |                   |            |                 |                                  |       |
| Number of Organizations      | 7        | 71              | 22        | 23            | 2               | .17               | 2-         | 45              | 7                                | 56    |
| Operating Revenues           |          | 2               |           |               |                 |                   |            |                 | -                                |       |
| Earned Revenue               | \$41,527 | 57.2%           | \$332,206 | 41.4%         | \$587,264       | 62.5%             | \$519,399  | 59.0%           | \$438,782                        | 54.9% |
| Private Support              | \$16,437 | 22.6%           | \$221,719 | 27.6%         | \$245,973       | 26.2%             | \$221,349  | 25.1%           | \$209,282                        | 26.2% |
| Government Support           | \$14,248 | 19.6%           | \$241,645 | 30.1%         | \$82,945        | 8.8%              | \$101,209  | 11.5%           | \$129,224                        | 16.2% |
| Local Arts Agency Support    | \$418    | 0.6%            | \$7,338   | 0.9%          | \$23,558        | 2.5%              | \$38,182   | 4.3%            | \$21,340                         | 2.7%  |
| Total Revenues               | \$72,630 | 100%            | \$802,908 | 100%          | \$939,739       | 100%              | \$880,139  | 100%            | \$798,628                        | 100%  |
| Operating Expenditures       | 3.4      |                 |           |               |                 |                   |            |                 |                                  |       |
| Staff/Employee Expenses      | \$29,170 | 44.0%           | \$296,941 | 41.4%         | \$363,610       | 39.3%             | \$367,846  | 39.5%           | \$313,908                        | 40.0% |
| Facilities Expenses          | \$4,770  | 7.2%            | \$31,708  | 4.4%          | \$55,160        | 6.0%              | \$56,668   | 6.1%            | \$43,999                         | 5.6%  |
| Other Operating Expenses     | \$22,551 | 34.0%           | \$280,007 | 39.1%         | \$312,802       | 33.8%             | \$331,150  | 35.5%           | \$281,815                        | 35.9% |
| Payment to Local Artists     | \$4,673  | 7.0%            | \$74,893  | 10.5%         | \$131,666       | 14.2%             | \$105,364  | 11.3%           | \$94,469                         | 12.0% |
| Payment to Non-Local Artists | \$5,130  | 7.7%            | \$32,966  | 4.6%          | \$62,200        | 6.7%              | \$70,804   | 7.6%            | \$51,005                         | 6.5%  |
| Total Payment to Artists     | \$9,803  | 14.8%           | \$107,859 | 15.1%         | \$193,867       | 20.9%             | \$176,168  | 18.9%           | \$145,475                        | 18.5% |
| Total Expenditures           | \$66,294 | 100%            | \$716,515 | 100%          | \$925,439       | 100%              | \$931,832  | 100%            | \$785,197                        | 100%  |
| Surplus/(Deficit)            | \$6,336  |                 | \$86,393  |               | \$14,301        |                   | (\$51,693) |                 | \$13,431                         |       |
| Net Financial Results        |          |                 |           |               |                 |                   |            |                 |                                  |       |
| Broke Even or Net Gain       | 60       | 84.5%           | 141       | 63.2%         | 137             | 63.1%             | 153        | 62.4%           | 491                              | 64.9% |
| Net Loss                     | - 11     | 15.5%           | 82        | 36.8%         | 80              | 36.9%             | 92         | 37.6%           | 265                              | 35.1% |
| Other Highlights             |          |                 |           |               |                 |                   |            | 33              |                                  |       |
| Asset Acquisition            | \$4,049  |                 | \$160,164 |               | \$48,970        | 1                 | \$69,436   |                 | \$84,183                         |       |
| In-Kind Contributions        | \$7,526  |                 | \$41,779  |               | \$30,696        |                   | \$37,874   |                 | \$34,115                         |       |
| In-Kind/Total Expenses       | 11.4%    |                 | 5.8%      |               | 3.3%            |                   | 4.1%       | 2 1             | 4.3%                             |       |
| Number of Volunteers         | 71       |                 | 134       |               | 126             |                   | 134        |                 | 126                              |       |
| Volunteer Hours              | 1,812    |                 | 3,654     |               | 4,805           | μ                 | 5,009      |                 | 4,251                            |       |
| Hours Per Volunteer          | 26       |                 | 27        |               | 38              |                   | 37         |                 | 34                               |       |

# EXPLANATION OF TABLE 9:

Total Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1991

This table presents the total economic impact of local expenditures by local nonprofit arts organizations in fiscal 1991. The total impact is a measure of the effect of the expended dollar as it is spent and re-spent within the community. It is derived from an input/output model designed for each community. See *About This Study* and *Explanations of Frequently Used Terms* for more information about direct and total economic impacts. An average has been calculated for each population group.

#### Column One:

The number of full-time-equivalent (FTE) jobs created as a result of the estimated total local expenditures (column five of this table). An FTE can be one full-time employee, two employees who work half-time, four employees who work quarter-time, *etc*.

#### Column Two:

The amount of personal income paid as a result of the estimated total local expenditures. Personal income includes salaries, wages, and entrepreneurial income.

#### Column Three:

The amount of revenue that local government receives (e.g., fees, taxes) as a result of the estimated total local expenditures.

## Column Four:

The amount of revenue that state government receives as a result of the estimated total local expenditures.

#### Column Five:

The estimated total local expenditures by nonprofit local arts organizations in fiscal 1991. This number is calculated by subtracting payments to non-local artists, state and federal taxes, and other non-local purchases from the estimated total expenditures (column three of Table 12). Dollars that are spent outside of the community are considered to be "leaked" from the local economy and have no local economic impact.

Table 9: Total Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1991

|                                       | FTE                | Personal      | Governmen    | t Revenue    | Estimated Total               |
|---------------------------------------|--------------------|---------------|--------------|--------------|-------------------------------|
| Community                             | Jobs               | Income        | Local        | State        | Local Expenditures            |
| Group I: Population Less Than 100,0   | 00 (n=6)           |               |              |              |                               |
| Aberdeen, SD                          | 17                 | \$298,000     | £9.400 l     | £9.400 l     | £220.02                       |
| Cache Cty (Logan), UT                 | 76                 |               | \$8,400      | \$9,600      | \$329,83                      |
| Miles City, MT                        | 5                  | \$1,208,000   | \$26,000     | \$51,000     | \$1,570,48                    |
| Missoula, MT                          | 124                | \$98,600      | \$1,800      | \$4,300      | \$106,59                      |
| Rutland, VT                           | 35                 | \$2,164,000   | \$63,000     | \$105,000    | \$2,541,44                    |
| Southern SE Alaska (Ketchikan)        | 21                 | \$615,000     | \$23,000     | \$30,000     | \$719,05                      |
|                                       | 46                 | \$503,000     | \$18,000     | \$26,000     | \$807,39                      |
| Average                               |                    | \$814,433     | \$23,367     | \$37,650     | \$1,012,46                    |
| Group II: Population 100,000 to 499,  | 999 (n=10)         | -             |              |              |                               |
| Ann Arbor, MI                         | 520                | \$12,737,000  | \$548,000    | \$659,000    | \$18,542,44                   |
| Burlington, VT                        | 489                | \$9,833,000   | \$349,000    | \$484,000    | \$10,977,25                   |
| Flint, MI                             | 228                | \$4,874,000   | \$153,000    | \$238,000    | \$6,076,11                    |
| Humboldt Cty (Eureka), CA             | 325                | \$5,984,000   | \$179,000    | \$281,000    | \$6,580,89                    |
| Oakland, CA                           | 617                | \$16,289,000  | \$651,000    | \$814,000    | \$15,111,80                   |
| Pittsburgh, PA                        | 8,144              | \$204,365,070 | \$6,913,828  | \$10,169,885 | \$186,293,213                 |
| Reno, NV                              | 732                | \$16,640,000  | \$637,000    | \$888,000    | \$18,990,77                   |
| Salt Lake City, UT                    | 1,299              | \$25,801,000  | \$799,000    | \$1,228,000  | \$28,269,630                  |
| St. Paul, MN                          | 3,339              | \$85,934,453  | \$3,001,909  | \$4,462,364  | \$113,141,08                  |
| Tacoma, WA                            | 388                | \$7,313,000   | \$258,000    | \$369,000    | \$8,312,89                    |
| Average                               | 1,608              | \$38,977,052  | \$1,348,974  | \$1,959,325  | \$41,229,610                  |
| Group III: Population 500,000 to 999, | 999 (n=8)<br>4,820 | \$156,515,688 | \$6,574,769  | \$8,230,769  | \$143,946,926                 |
| Honolulu, HI                          | 2,754              | \$68,497,000  | \$2,835,000  | \$3,368,000  | \$66,800,352                  |
| Monroe Cty (Rochester), NY            | 4,742              | \$108,654,000 | \$4,070,000  | \$5,477,000  | \$129,683,939                 |
| New Orleans, LA                       | 929                | \$23,742,000  | \$913,000    | \$1,258,000  | \$38,986,717                  |
| Phoenix, AZ                           | 2,797              | \$62,831,000  | \$2,606,000  | \$3,219,000  | \$62,006,866                  |
| Portland, OR                          | 2,742              | \$58,005,000  | \$1,733,000  | \$2,660,000  | \$57,798,390                  |
| San Francisco, CA                     | 9,963              | \$323,263,200 | \$12,040,800 | \$16,897,600 | \$299,941,478                 |
| San Jose, CA                          | 1,311              | \$37,337,000  | \$1,567,000  | \$1,958,000  |                               |
| Average                               | 3,757              | \$104,855,611 | \$4,042,446  | \$5,383,546  | \$40,291,680<br>\$104,932,044 |
|                                       |                    | \$104,033,011 | \$1,012,110  | \$3,303,340  | \$107,732,044                 |
| Group IV: Population 1,000,000 or Mo  |                    |               |              |              |                               |
| Broward Cty (Ft. Lauderdale), FL      | 2,596              | \$59,133,000  | \$2,507,000  | \$3,043,000  | \$62,864,642                  |
| Columbus, OH                          | 1,618              | \$37,040,000  | \$1,450,000  | \$1,914,000  | \$34,692,036                  |
| Dade Cty (Miami), FL                  | 3,192              | \$76,612,000  | \$4,006,000  | \$4,240,000  | \$89,497,059                  |
| fulton Cty (Atlanta), GA              | 2,969              | \$85,458,000  | \$3,768,000  | \$4,845,000  | \$90,290,212                  |
| Houston, TX                           | 7,245              | \$190,134,262 | \$8,486,856  | \$10,537,142 | \$193,196,108                 |
| Philadelphia, PA                      | 1,953              | \$43,277,000  | \$1,579,000  | \$2,158,000  | \$46,849,716                  |
| an Diego, CA                          | 3,169              | \$75,823,000  | \$3,457,000  | \$3,905,000  | \$77,777,448                  |
| anta Clara Cty, CA                    | 1,801              | \$51,049,000  | \$2,326,000  | \$2,670,000  | \$54,528,630                  |
| St. Louis, MO                         | 3,043              | \$71,461,000  | \$3,042,000  | \$3,803,000  | \$77,578,554                  |
| Average                               | 3,065              | \$76,665,251  | \$3,402,428  | \$4,123,905  | \$80,808,267                  |
| Average of All Communities            | 2,243              | \$58,287,554  | \$2,320,950  | \$3,030,384  | \$40 IEA FOE                  |
| -                                     |                    | 400,207,001   | 42,520,750   | Ψ3,030,304   | \$60,154,595                  |

## EXPLANATION OF TABLE 10:

Direct Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1991

This table presents the direct economic impact of the estimated total local expenditures by local nonprofit arts organizations in fiscal 1991. The direct impact is the effect of the initial expenditure and is derived from an economic input/output model (see *Explanations of Frequently Used Terms* and *About This Study*) designed specifically for each community. The total impact is larger than the direct impact, as the direct impact is just the first of several rounds of expenditure. An average has been calculated for each population group.

#### Column One:

The total number of full-time-equivalent (FTE) jobs created as a result of the estimated total local expenditures (column five of this table). An FTE can be one full-time employee, two employees who work half-time, four employees who work quarter-time, *etc*.

#### Column Two:

The amount of personal income paid as a result of the estimated total local expenditures. Personal income includes salaries, wages, and entrepreneurial income.

#### Column Three:

The amount of revenue that local government receives (e.g., fees, taxes) as a result of the estimated total local expenditures.

#### Column Four:

The amount of revenue that state government receives as a result of the estimated total local expenditures.

#### Column Five:

The estimated total local expenditures by local nonprofit arts organizations in fiscal 1991. This number is calculated by subtracting payments to non-local artists, state and federal taxes, and other non-local purchases from the estimated total expenditures (column three of Table 12). Dollars that are spent outside of the community are considered to be "leaked" from the local economy and have no local economic impact.

Table 10: Direct Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1991

|                                       | FTE         | Personal      | Governmen                               | Estimated Total |                    |
|---------------------------------------|-------------|---------------|---|-----------------|--------------------|
| Community                             | Jobs        | Income        | Local                                   | State           | Local Expenditures |
|                                       |             |               |   |                 |                    |
| Group I: Population Less Than 100,0   |             |               |   |                 |                    |
| Aberdeen, SD                          | 12          | \$233,000     | \$1,200                                 | \$2,400         | \$329,833          |
| Cache Cty (Logan), UT                 | 56          | \$1,001,000   | \$6,000                                 | \$24,000        | \$1,570,48         |
| Miles City, MT                        | 4           | \$78,600      | \$500                                   | \$2,000         | \$106,59           |
| Missoula, MT                          | 88          | \$1,661,000   | \$17,000                                | \$45,000        | \$2,541,440        |
| Rutland, VT                           | 26          | \$486,000     | \$6,000                                 | \$13,000        | \$719,050          |
| Southern SE Alaska (Ketchikan)        | 16          | \$399,000     | \$8,000                                 | \$12,000        | \$807,398          |
| Average                               | 34          | \$643,100     | \$6,450                                 | \$16,400        | \$1,012,467        |
|                                       | :           |               |   |                 |                    |
| Group II: Population 100,000 to 499,  | <del></del> |               |   |                 |                    |
| Ann Arbor, MI                         | 357         | \$9,548,000   | \$163,000                               | \$249,000       | \$18,542,440       |
| Burlington, VT                        | 337         | \$7,216,000   | \$108,000                               | \$184,000       | \$10,977,252       |
| Flint, MI                             | 165         | \$3,783,000   | \$40,000                                | \$102,000       | \$6,076,116        |
| Humboldt Cty (Eureka), CA             | 236         | \$4,681,000   | \$39,000                                | \$117,000       | \$6,580,896        |
| Oakland, CA                           | 427         | \$11,901,000  | \$110,000                               | \$282,000       | \$15,111,800       |
| Pittsburgh, PA                        | 5,342       | \$146,151,246 | \$1,030,886                             | \$3,469,400     | \$186,293,212      |
| Reno, NV                              | 521         | \$12,261,000  | \$123,000                               | \$343,000       | \$18,990,778       |
| Salt Lake City, UT                    | 980         | \$20,231,000  | \$139,000                               | \$520,000       | \$28,269,630       |
| St. Paul, MN                          | 2,083       | \$59,852,453  | \$579,273                               | \$1,431,000     | \$113,141,082      |
| Tacoma, WA                            | 277         | \$5,530,000   | \$61,000                                | \$149,000       | \$8,312,891        |
| Average                               | 1,072       | \$28,115,470  | \$239,316                               | \$684,640       | \$41,229,610       |
|                                       |             |               |   |                 |                    |
| Group III: Population 500,000 to 999, | 999 (n=8)   |               |   |                 |                    |
| Boston, MA                            | 3,164       | \$105,913,228 | \$1,291,077                             | \$2,791,385     | \$143,946,926      |
| Honolulu, HI                          | 1,964       | \$51,002,000  | \$390,000                               | \$1,175,000     | \$66,800,352       |
| Monroe Cty (Rochester), NY            | 3,233       | \$79,650,000  | \$942,000                               | \$1,999,000     | \$129,683,939      |
| New Orleans, LA                       | 607         | \$17,122,000  | \$168,000                               | \$445,000       | \$38,986,717       |
| Phoenix, AZ                           | 1,946       | \$45,912,000  | \$472,000                               | \$1,148,000     | \$62,006,866       |
| Portland, OR                          | 1,977       | \$44,116,000  | \$302,000                               | \$1,012,000     | \$57,798,390       |
| San Francisco, CA                     | 6,490       | \$220,942,400 | \$1,986,400                             | \$5,973,600     | \$299,941,478      |
| San Jose, CA                          | 907         | \$27,874,000  | \$363,000                               | \$767,000       | \$40,291,680       |
| Average                               | 2,536       | \$74,066,454  | \$739,310                               | \$1,913,873     | \$104,932,044      |
|                                       |             |               |   |                 |                    |
| Group IV: Population 1,000,000 or Mo  | ore (n=9)   |               |   |                 |                    |
| Broward Cty (Ft. Lauderdale), FL      | 1,858       | \$45,202,000  | \$616,000                               | \$1,225,000     | \$62,864,642       |
| Columbus, OH                          | 1,094       | \$25,986,000  | \$233,000                               | \$623,000       | \$34,692,036       |
| Dade Cty (Miami), FL                  | 2,109       | \$53,483,000  | \$1,142,000                             | \$1,479,000     | \$89,497,059       |
| Fulton Cty (Atlanta), GA              | 1,922       | \$56,538,000  | \$769,000                               | \$1,667,000     | \$90,290,212       |
| Houston, TX                           | 4,890       | \$138,358,840 | \$1,418,857                             | \$3,286,285     | \$193,196,108      |
| Philadelphia, PA                      | 1,388       | \$32,987,000  | \$378,000                               | \$840,000       | \$46,849,716       |
| San Diego, CA                         | 2,250       | \$57,313,000  | \$884,000                               | \$1,539,000     | \$77,777,448       |
| Santa Clara Cty, CA                   | 1,249       | \$38,159,000  | \$668,000                               | \$1,055,000     | \$54,528,630       |
| St. Louis, MO                         | 2,003       | \$49,549,000  | \$472,000                               | \$1,212,000     | \$77,578,554       |
| Average                               | 2,085       | \$55,286,204  | \$731,206                               | \$1,436,254     | \$80,808,267       |
|                                       |             |               | *************************************** |                 | ,,                 |
| Average of All C                      | Level       | 641 (70.55)   |   |                 |                    |
| Average of All Communities            | 1,514       | \$41,670,326  | \$452,339                               | \$1,066,123     | \$60,154,595       |

Explanation of Table 11: Economic Impact Per \$100,000 of Local Spending by Local Nonprofit Arts Organizations in Fiscal 1991

This table summarizes the direct and total economic impacts in the form of ratios for fiscal 1991. Using this chart, a determination can be made of the economic impacts per \$100,000 of local spending by local nonprofit arts organizations. The ratio is derived by dividing the total and direct economic impact figures (Tables 9 and 10) by the estimated total local expenditures (column five of Table 12), and then multiplying by 100,000. An average has been calculated for each population group.

Columns one through four are ratios for direct impacts in fiscal 1991.

Columns five through eight are ratios for the total impacts in fiscal 1991.

# Table 11: Economic Impact Per \$100,000 of Local Spending by Local Nonprofit Arts Organizations in Fiscal 1991

|  | Dire        | Direct Impact Per \$100,000 of Local Spending |               |         |   | Tota   | I Impact Per \$10 | 00,000 of Local | 0,000 of Local Spending |  |
|--|-------------|---|---------------|---------|---|--------|-------------------|-----------------|-------------------------|--|
|  | FTE         | Personal                                      | Government    | Revenue |   | FTE    | Personal          | Government      | Revenue                 |  |
| Community  | Jobs        | Income  | Local         | State   | ] | Jobs   | Income            | Local           | State                   |  |
| Group I: Population Less Than 100,0                | 000 (n=6)   |   |               |         |   |        |                   |                 |                         |  |
| Aberdeen, SD                                       | 3.64        | \$70,642                                      | \$364         | \$728   | 1 | 5.15   | \$90,349          | \$2,547         | \$2,91                  |  |
| Cache Cty (Logan), UT                              | 3.57        | \$63,738                                      | \$382         | \$1,528 | 1 | 4.84   | \$76,919          | \$1,656         | \$3,24                  |  |
| Miles City, MT                                     | 3.75        | \$73,736                                      | \$469         | \$1,876 | 1 | 4.69   | \$92,499          | \$1,689         | \$4,03                  |  |
| Missoula, MT                                       | 3.46        | \$65,357                                      | \$669         | \$1,771 | 1 | 4.88   | \$85,149          | \$2,479         | \$4,13                  |  |
| Rutland, VT  | 3.62        | \$67,589                                      | \$834         | \$1,808 | 1 | 4.87   | \$85,530          | \$3,199         | \$4,17                  |  |
| Southern SE Alaska (Ketchikan)                     | 1.98        | \$49,418                                      | \$991         | \$1,486 | 1 | 2.60   | \$62,299          | \$2,229         | \$3,22                  |  |
| Average  | 3.34        | \$65,080                                      | \$618         | \$1,533 | , | 4.51   | \$82,124          | \$2,300         | \$3,61                  |  |
| Group II: Population 100,000 to 499                | ,999 (n=10) |   |               |         |   |        |                   |                 |                         |  |
| Ann Arbor, MI                                      | 1.93        | \$51,493                                      | \$879         | \$1,343 |   | 2.80   | \$68,691          | \$2,955         | \$3,55                  |  |
| Burlington, VT                                     | 3.07        | \$65,736                                      | \$984         | \$1,676 | 1 | 4.45   | \$89,576          | \$3,179         | \$4,40                  |  |
| Flint, MI  | 2.72        | \$62,260                                      | \$658         | \$1,679 |   | 3.75   | \$80,216          | \$2,518         | \$3,91                  |  |
| Humboldt Cty (Eureka), CA                          | 3.59        | \$71,130                                      | \$593         | \$1,778 | 1 | 4.94   | \$90,930          | \$2,720         | \$4,27                  |  |
| Oakland, CA  | 2.83        | \$78,753                                      | \$728         | \$1,866 | 1 | 4.08   | \$107,790         | \$4,308         | \$5,38                  |  |
| Pittsburgh, PA                                     | 2.87        | \$78,452                                      | \$553         | \$1,862 |   | 4.37   | \$109,701         | \$3,711         | \$5,45                  |  |
| Reno, NV   | 2.74        | \$64,563                                      | \$648         | \$1,806 | 1 | 3.85   | \$87,621          | \$3,354         | \$4,67                  |  |
| Salt Lake City, UT                                 | 3.47        | \$71,564                                      | \$492         | \$1,839 |   | 4.60   | \$91,268          | \$2,826         | \$4,34                  |  |
| St. Paul, MN                                       | 1.84        | \$52,901                                      | \$512         | \$1,265 |   | 2.95   | \$75,953          | \$2,653         | \$3,94                  |  |
| Tacoma, WA   | 3.33        | \$66,523                                      | \$734         | \$1,792 |   | 4.67   | \$87,972          | \$3,104         | \$4,43                  |  |
| Average  | 2.84        | \$66,338                                      | \$678         | \$1,691 |   | 4.05   | \$88,972          | \$3,133         | \$4,44                  |  |
| Group III: Population 500,000 to 999<br>Boston, MA | 2,999 (n=8) | \$73,578                                      | \$897         | \$1,939 |   | 3.35   | \$108,732         | \$4,567         | \$5,718                 |  |
| Honolulu, HI                                       | 2.94        | \$76,350                                      | \$584         | \$1,759 |   | 4.12   | \$102,540         | \$4,244         | \$5,042                 |  |
| Monroe Cty (Rochester), NY                         | 2.49        | \$61,419                                      | \$726         | \$1,541 |   | 3.66   | \$83,784          | \$3,138         | \$4,22                  |  |
| New Orleans, LA                                    | 1.56        | \$43,918                                      | \$431         | \$1,141 |   | 2.38   | \$60,898          | \$2,342         | \$3,22                  |  |
| Phoenix, AZ  | 3.14        | \$74,043                                      | \$761         | \$1,851 |   | 4.51   | \$101,329         | \$4,203         | \$5,19                  |  |
| Portland, OR                                       | 3.42        | \$76,327                                      | <b>\$</b> 523 | \$1,751 |   | 4.74   | \$100,357         | \$2,998         | \$4,602                 |  |
| San Francisco, CA                                  | 2.16        | \$73,662                                      | \$662         | \$1,992 |   | 3.32   | \$107,775         | \$4,014         | \$5,634                 |  |
| San Jose, CA                                       | 2.25        | \$69,181                                      | \$901         | \$1,904 |   | 3.25   | \$92,667          | \$3,889         | \$4,860                 |  |
| Average  | 2.52        | \$68,560                                      | \$686         | \$1,735 |   | 3.67   | \$94,760          | \$3,675         | \$4,812                 |  |
| Group IV: Population 1,000,000 or M                | lore (n=9)  |   |               |         |   |        |                   |                 |                         |  |
| Broward Cty (Ft. Lauderdale), FL                   | 2.96        | \$71,904                                      | \$980         | \$1,949 |   | 4.13   | \$94,064          | \$3,988         | \$4,84                  |  |
| Columbus, OH                                       | 3.15        | \$74,905                                      | \$672         | \$1,796 |   | 4.66   | \$106,768         | \$4,180         | \$5,517                 |  |
| Dade Cty (Miami), FL                               | 2.36        | \$59,760                                      | \$1,276       | \$1,653 |   | 3.57   | \$85,603          | \$4,476         | \$4,738                 |  |
| Fulton Cty (Atlanta), GA                           | 2.13        | \$62,618                                      | \$852         | \$1,846 |   | 3.29   | \$94,648          | \$4,173         | \$5,366                 |  |
| Houston, TX  | 2.53        | \$71,616                                      | \$734         | \$1,701 |   | 3.75   | \$98,415          | \$4,393         | \$5,454                 |  |
| Philadelphia, PA                                   | 2.96        | \$70,410                                      | \$807         | \$1,793 |   | 4.17   | \$92,374          | \$3,370         | \$4,606                 |  |
| an Diego, CA                                       | 2.89        | \$73,688                                      | \$1,137       | \$1,979 |   | 4.07   | \$97,487          | \$4,445         | \$5,02                  |  |
| ianta Clara Cty, CA                                | 2.29        | \$69,980                                      | \$1,225       | \$1,935 |   | 3.30   | \$93,619          | \$4,266         | \$4,89                  |  |
| E. Louis, MO                                       | 2.58        | \$63,869                                      | \$608         | \$1,562 |   | 3.92   | \$92,114          | \$3,921         | \$4,902                 |  |
| Average  | 2.65        | \$68,750                                      | \$921         | \$1,801 |   | 3.87   | \$95,010          | \$4,135         | \$5,038                 |  |
| Average of All Communities                         | T 200 T     | \$67.304                                      | 6776          | 61 707  | Г | 3 co T | ****              |                 |                         |  |
| Average of All Communities                         | 2.80        | \$67,306                                      | \$735         | \$1,703 | L | 3.99   | \$90,777          | \$3,386         | \$4,544                 |  |

# Explanation of Table 12: Estimated Total Revenues and Expenditures in Fiscal 1991

This table summarizes the estimated total revenues, expenditures, and surplus or deficit in fiscal 1991 for all nonprofit arts organizations in each community. These figures are derived by multiplying the average per-organization data in Table 13, by the total number of nonprofit arts organizations in that community (column one of this table). Also included in this table are the estimated total *local* expenditures for each community. An average has been calculated for each population group.

#### Column One:

The total number of nonprofit arts organizations in the community.

#### Column Two:

The estimated total revenues of these nonprofit arts organizations in fiscal 1991.

#### Column Three:

The estimated total expenditures of these nonprofit arts organizations in fiscal 1991.

#### Column Four:

The estimated surplus or (deficit) of these nonprofit arts organizations in fiscal 1991.

#### Column Five:

The estimated total local expenditures by local nonprofit arts organizations in fiscal 1991. This number is calculated by subtracting payments to non-local artists, state and federal taxes, and other non-local purchases from the estimated total expenditures (column three of this table). Dollars that are spent outside of the community are considered to be "leaked" from the local economy and have no local impact.

In several communities, the *local* expenditures appear to exceed the *total* expenditures. This is because asset acquisition is added only to the local impact.

Table 12: Estimated Total Revenues and Expenditures in Fiscal 1991

|                                      | Number of     | Estimated Total | Estimated Total | Surplus       | Estimated Total    |
|--------------------------------------|---------------|-----------------|-----------------|---------------|--------------------|
| Community                            | Organizations | Revenues        | Expenditures    | or (Deficit)  | Local Expenditures |
| Group I: Population Less Than 100,0  | 000 (n=6)     |                 |                 |               |                    |
| Aberdeen, SD                         | 18            | \$440,964       | \$405,810       | \$35,154      | \$329,832          |
| Cache Cty (Logan), UT                | 21            | \$1,654,527     | \$2,011,800     | (\$357,273)   | \$1,570,485        |
| Miles City, MT*                      | 14            | \$158,522       | \$153,454       | \$5,068       | \$406,596          |
| Missoula, MT                         | 22            | \$4,005,320     | \$4,011,392     | (\$6,072)     | \$2,541,440        |
| Rutland, VT                          | 25            | \$1,170,425     | \$941,725       | \$228,700     | \$719,050          |
| Southern SE Alaska (Ketchikan)       | 17            | \$1,186,600     | \$1,139,799     | \$46,801      | \$807,398          |
| Average                              | 20            | \$1,436,060     | \$1,443,997     | (\$7,937)     | \$1,062,467        |
|                                      |               | \$1,150,000     | \$1,113,777     | (47,737)      | \$1,002,407        |
| Group II: Population 100,000 to 499  |               |                 | T               |               |                    |
| Ann Arbor, MI                        | 47            | \$21,511,665    | \$21,330,621    | \$181,044     | \$18,542,440       |
| Burlington, VT                       | 33            | \$18,414,033    | \$17,574,513    | \$839,520     | \$10,977,252       |
| Flint, MI                            | 36            | \$7,150,248     | \$6,962,364     | \$187,884     | \$6,076,116        |
| Humboldt Cty (Eureka), CA            | 48            | \$9,850,320     | \$9,237,552     | \$612,768     | \$6,580,896        |
| Oakland, CA                          | 88            | \$17,311,184    | \$16,984,264    | \$326,920     | \$15,111,800       |
| Pittsburgh, PA                       | 129           | \$268,891,135   | \$271,590,667   | (\$2,699,532) | \$186,293,212      |
| Reno, NV                             | 86            | \$26,666,106    | \$25,388,490    | \$1,277,616   | \$18,990,778       |
| Salt Lake City, UT                   | 45            | \$35,783,100    | \$35,135,235    | \$647,865     | \$28,269,630       |
| St. Paul, MN                         | 52            | \$125,953,390   | \$127,310,846   | (\$1,357,456) | \$113,141,082      |
| Tacoma, WA                           | 53            | \$11,989,978    | .\$11,936,289   | \$53,689      | \$8,312,891        |
| Group III: Population 500,000 to 999 | 1,999 (n=8)   | \$54,352,116    | \$54,345,084    |               | \$41,229,610       |
| Boston, MA                           | 284           | \$163,321,667   | \$166,624,107   | (\$3,302,440) | \$143,946,926      |
| Honolulu, HI                         | 106           | \$83,283,670    | \$84,163,682    | (\$880,012)   | \$66,800,352       |
| Monroe Cty (Rochester), NY*          | 119           | \$127,052,849   | \$122,108,756   | \$4,944,093   | \$129,683,939      |
| New Orleans, LA*                     | 77            | \$30,856,980    | \$29,524,495    | \$1,332,485   | \$38,986,717       |
| Phoenix, AZ                          | 122           | \$75,092,708    | \$77,597,124    | (\$2,504,416) | \$62,006,866       |
| Portland, OR                         | 65            | \$72,511,205    | \$73,213,790    | (\$702,585)   | \$57,798,390       |
| San Francisco, CA                    | 192           | \$336,000,154   | \$338,000,179   | (\$2,000,025) | \$299,941,478      |
| San Jose, CA                         | 66            | \$47,493,930    | \$49,651,272    | (\$2,157,342) | \$40,291,680       |
| Average                              | 129           | \$116,951,645   | \$117,610,426   | (\$658,780)   | \$104,932,044      |
| Group IV: Population 1,000,000 or M  | lore (n=9)    | a place         | etyri 1         |               |                    |
| Broward Cty (Ft. Lauderdale), FL     | 137           | \$73,150,465    | \$73,366,925    | (\$216,460)   | \$62,864,642       |
| Columbus, OH                         | 51            | \$43,060,524    | \$45,980,019    | (\$2,919,495) | \$34,692,036       |
| Dade Cty (Miami), FL                 | 263           | \$130,540,839   | \$127,543,954   | \$2,996,885   | \$89,497,059       |
| Fulton Cty (Atlanta), GA             | 148           | \$99,380,816    | \$99,147,420    | \$233,396     | \$90,290,212       |
| Houston, TX                          | 179           | \$285,086,718   | \$280,445,198   | \$4,641,520   | \$193,196,108      |
| Philadelphia, PA                     | 123           | \$64,600,215    | \$63,294,570    | \$1,305,645   | \$46,849,716       |
| San Diego, CA                        | 68            | \$96,215,036    | \$95,272,284    | \$942,752     | \$77,777,448       |
| Santa Clara Cty, CA                  | 230           | \$74,695,950    | \$70,038,680    | \$4,657,270   | \$54,528,630       |
| it. Louis, MO                        | 93            | \$88,352,697    | \$84,512,076    | \$3,840,621   | \$77,578,554       |
| Average                              | 144           | \$106,120,362   | \$104,400,125   | \$1,720,237   | \$80,808,267       |
| Average of All Communities           | 93            | \$74,025,271    | \$73,715,132    | \$310,139     | \$60,163,686       |
|                                      | 1 /3          | Ψ/ 1,023,2/1    | \$13,113,132    | J310,137      | 300,103,686        |

<sup>&</sup>quot;The local expenditure is greater than the total expenditure due to a large amount of asset acquisition, which is not included in the expenditure budget Asset acquisition is considered an investment in capital, not an expense for operation.

# EXPLANATION OF TABLE 13:

Average Revenues and Expenditures of Reporting Organizations in Fiscal 1991

This table summarizes the average revenues, expenditures, and surplus or deficits of the nonprofit arts organizations in each community that returned their fiscal 1991 survey. Each community has columns illustrating the number of local nonprofit arts organizations reporting surpluses or breakeven budgets and the number reporting deficits. A total and average have been calculated for each population category.

#### Column One:

The average revenues per reporting local nonprofit arts organization.

### Column Two:

The average expenditures per reporting local nonprofit arts organization.

### Column Three:

The average surplus or (deficit) per reporting local nonprofit arts organization.

#### Column Four:

The number of local nonprofit arts organizations that finished fiscal year 1991 with a surplus or break-even budget.

## Column Five:

The number of local nonprofit arts organizations that finished fiscal year 1991 with a deficit.

Table 13: Average Revenues and Expenditures of Reporting Organizations in Fiscal 1991

|   | Average     | Reporting Org's |                   |             |          |
|---|-------------|-----------------|-------------------|-------------|----------|
| Community   | Revenues    | Expenditures    | Surplus/(Deficit) | Surplus     | (Deficit |
| C   | . (()       |                 |                   |             |          |
| Group I: Population Less Than 100,000                 | <del></del> | 422.545         | 0,052             | <del></del> |          |
| Aberdeen, SD  | \$24,498    | \$22,545        | \$1,953           | 11          | 1        |
| Cache Cty (Logan), UT                                 | \$78,787    | \$95,800        | (\$17,013)        | 9           | 4        |
| Miles City, MT  | \$11,323    | \$10,961        | \$362             | 9           |          |
| Missoula, MT  | \$182,060   | \$182,336       | (\$276)           | 7           | 5        |
| Rutland, VT   | \$46,817    | \$37,669        | \$9,148           | 12          | 1        |
| Southern SE Alaska (Ketchikan)                        | \$69,800    | \$67,048        | \$2,752           | 6           | 2        |
| Average   | \$68,881    | \$69,393        | (\$512)           | 9           | 2        |
| Group II: Population 100,000 to 499,99                | 99 (n=10)   |                 |                   | 36          |          |
| Ann Arbor, MI   | \$457,695   | \$453,843       | \$3,852           | 13          | 3        |
| Burlington, VT  | \$558,001   | \$532,561       | \$25,440          | 6           | 4        |
| Flint, MI   | \$198,618   | \$193,399       | \$5,219           | 12          | 10       |
| Humboldt Cty (Eureka), CA                             | \$205,215   | \$192,449       | \$12,766          | 10          | 3        |
| Oakland, CA   | \$196,718   | \$193,003       | \$3,715           | 16          | 8        |
| Pittsburgh, PA  | \$2,084,427 | \$2,105,354     | (\$20,927)        | 14          | 5        |
| Reno, NV  | \$310,071   | \$295,215       | \$14,856          | 19          | 4        |
| Salt Lake City, UT                                    | \$795,180   | \$780,783       | \$14,397          | 20          | 9        |
| St. Paul, MN  | \$2,422,181 | \$2,448,285     | (\$26,104)        | 18          | 9        |
| Tacoma, WA  | \$226,226   | \$225,213       | \$1,013           | 12          | 12       |
| Average   | \$745,433   | \$742,011       | \$3,423           | 14          | 7        |
| Group III: Population 500,000 to 999,99<br>Boston, MA | \$575,076   | \$586,705       | (\$11,629)        | 8           | 8        |
| Honolulu, HI  | \$785,695   | \$793,997       | (\$8,302)         | 14          | 7        |
| Monroe Cty (Rochester), NY                            | \$1,067,671 | \$1,026,124     | \$41,547          | 21          | 13       |
| New Orleans, LA                                       | \$400,740   | \$383,435       | \$17,305          | 18          | 4        |
| Phoenix, AZ   | \$615,514   | \$636,042       | (\$20,528)        | 13          | 10       |
| Portland, OR  | \$1,115,557 | \$1,126,366     | (\$10,809)        | 21          | 11       |
| San Francisco, CA                                     | \$1,750,001 | \$1,760,418     | (\$10,417)        | 12          | 16       |
| San Jose, CA  | \$719,605   | \$752,292       | (\$32,687)        | 11          | 14       |
| Average   | \$878,732   | \$883,172       | (\$4,440)         | 15          | 10       |
| Group IV: Population 1,000,000 or Mor                 | re (n=9)    | Y               |                   |             |          |
| Broward Cty (Ft. Lauderdale), FL                      | \$533,945   | \$535,525       | (\$1,580)         | 20          | 12       |
| Columbus, OH  | \$844,324   | \$901,569       | (\$57,245)        | 13          | 16       |
| Dade Cty (Miami), FL                                  | \$496,353   | \$484,958       | \$11,395          | 13          | 7        |
| Fulton Cty (Atlanta), GA                              | \$671,492   | \$669,915       | \$1,577           | 20          | 6        |
| Houston, TX   | \$1,592,663 | \$1,566,733     | \$25,930          | 15          | 5        |
| Philadelphia, PA                                      | \$525,205   | \$514,590       | \$10,615          | 8           | 7        |
| an Diego, CA  | \$1,414,927 | \$1,401,063     | \$13,864          | 25          | 10       |
| anta Clara Cty, CA                                    | \$324,765   | \$304,516       | \$20,249          | 15          | 6        |
| t. Louis, MO  | \$950,029   | \$908,732       | \$41,297          | 14          | 7        |
| Average   | \$817,078   | \$809,733       | \$7,345           | 16          | 8        |
|   |             |                 |                   |             |          |
|   |             | , T             | т                 |             |          |
| Average of All Reporting Org's                        | \$674,278   | \$672,407       | \$1,871           | 14          | 7        |

# Explanation of Table 14: Estimated Arts Voluntarism by Community in Fiscal 1991

This table summarizes the estimated number of volunteers, volunteer hours donated, and dollar value of volunteer time by community in fiscal 1991. These figures are derived by multiplying the average per-organization volunteer data by the total number of nonprofit arts organizations in that community. An average has been calculated for each population group.

#### Column One:

The estimated number of people who volunteered for local nonprofit arts organizations in fiscal 1991.

#### Column Two:

The estimated number of volunteer hours donated to local nonprofit arts organizations in fiscal 1991.

#### Column Three:

The estimated dollar value of volunteer hours donated to local nonprofit arts organizations in fiscal 1991.

The 1991 dollar value is based on *Giving and Volunteering in the United States 1992*, by the Independent Sector, which places the dollar value of the average 1991 volunteer hour at \$11.58. Volunteers for the arts include members of the board of directors, docents, ticket takers, and others.

## Column Four:

The estimated average number of volunteer hours donated, per volunteer, to local nonprofit arts organizations in fiscal 1991.

Table 14: Estimated Arts Voluntarism by Community in Fiscal 1991

| Group I: Population Less Than 100,000 (n=6) Aberdeen, SD   | ar Value of  | Average Hours |
|--|--------------|---------------|
| Aberdeen, SD   | teer Hours   | Per Volunteer |
| Cache Cty (Logan), UT 756 21,315 Miles City, MT 545 17,704 Milssoul, MT 32,802 745,844 Rutland, VT 1,825 44,975 Southern SE Alaska (Ketchikan) 1,258 45,696 Average 6,402 152,183 45,696 Average 6,402 152,183 Group II: Population 100,000 to 499,999 (n=10) Ann Arbor, MI 17,766 308,790 Burlington, VT 4,521 186,384 Filint, MI 6,012 129,060 Humboldt Cty (Eureka), CA 6,720 169,728 Oakland, CA 2,728 148,544 Pittsburgh, PA 4,622 422,903 Reno, NV 11,610 313,040 Salt Lake City, UT 5,895 164,475 St. Paul, MN 4,297 181,499 Tacoma, WA 3,975 123,490 Average 6,815 214,791 Group III: Population 500,000 to 999,999 (n=8) Boston, MA 18,526 373,482 Honolulu, HI 13,356 770,514 Monroe Cty (Rochester), NY 13,804 678,300 New Orleans, LA 10,626 250,943 Phoenix, AZ 21,716 784,582 Portland, OR 13,455 233,155 San Francisco, CA 34,560 1,094,861 San Jose, CA 4,000 Discount Cty (Ft. Lauderdale), FL 13,015 629,652 Columbus, OH 12,291 387,600 Dade Cty (Miami), FL 2,001 San Diego, CA 13,192 631,244  |              |               |
| Cache Cty (Logan), UT 756 21,315 Miles City, MT 545 17,704 Miles City, MT 545 17,704 Miles City, MT 32,802 745,844 Rutland, VT 1,825 44,975 Southern SE Alaska (Ketchikan) 1,258 45,696 Average 6,402 152,183 45,696 Average 6,402 152,183 Group II: Population 100,000 to 499,999 (n=10) Ann Arbor, MI 17,766 308,790 Burlington, VT 4,521 186,384 Filint, MI 6,012 129,060 Humboldt Cty (Eureka), CA 6,720 169,728 Oakland, CA 2,728 148,544 Pittsburgh, PA 4,622 422,903 Reno, NV 111,610 313,040 Salt Lake City, UT 5,895 164,475 St. Paul, MN 4,297 181,499 Tacoma, WA 3,975 123,490 Average 6,815 214,791 Group III: Population 500,000 to 999,999 (n=8) Boston, MA 18,526 373,482 Honolulu, HI 13,356 770,514 Monroe Cty (Rochester), NY 13,804 678,300 New Orleans, LA 10,626 250,943 Phoenix, AZ 21,716 784,582 Portand, OR 13,455 233,155 San Farancisco, CA 34,560 1,994,861 San Jose, CA 4,904 188,892 Average 16,118 546,841 Group IV: Population 1,000,000 or More (n=9) Group IV: Population I,000,000 or More (n=9) Group IV: Popul | \$435,014    | 31            |
| Miles City, MT       545       17,704         Missoula, MT       32,802       745,844         Rutland, VT       1,825       44,975         Southern SE Alaska (Ketchikan)       1,258       45,696         Average       6,402       152,183         Group II: Population 100,000 to 499,999 (n=10)       17,766       308,790         Burlington, VT       4,521       186,384         Flint, MI       6,012       129,060         Humboldt Cty (Eureka), CA       6,720       169,728         Oakland, CA       2,728       148,544         Pittsburgh, PA       4,622       422,903         Reno, NV       11,610       313,040         Salt Lake City, UT       5,895       164,475         St. Paul, MN       4,297       181,499         Tacoma, WA       3,975       123,490         Average       6,815       214,791         Group III: Population 500,000 to 999,999 (n=8)       8         Boston, MA       18,526       373,482         Honolulu, HI       13,356       770,514         Monroe Cy (Rochester), NY       13,804       678,300         New Orleans, LA       10,626       250,943         Phoenix, AZ <t< td=""><td>\$246,828</td><td>28</td></t<>  | \$246,828    | 28            |
| Missoula, MT 32,802 745,844 Rutland, VT 1,825 44,975 Southern SE Alaska (Ketchikan) 1,258 45,696 Average 6,402 152,183  Group II: Population 100,000 to 499,999 (n=10)  Ann Arbor, MI 17,766 308,790 Burlington, VT 4,521 186,384 Flint, MI 6,012 129,060 Humboldt Cty (Eureka), CA 6,720 169,728 Oakland, CA 2,728 148,544 Pittsburgh, PA 4,622 422,903 Reno, NV 11,610 313,040 Salt Lake City, UT 5,895 164,475 St. Paul, MN 4,297 181,499 Tacoma, WA 3,975 123,490 Average 6,815 214,791  Group III: Population 500,000 to 999,999 (n=8) Boston, MA 18,526 373,482 Honolulu, HI 13,356 770,514 Monroe Cty (Rochester), NY 13,804 678,300 New Orleans, LA 10,626 250,943 Phoenix, AZ 21,716 784,582 Portland, OR 13,455 233,155 San Francisco, CA 34,560 1,094,861 San Jose, CA 2,904 188,892 Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9) Broward Cty (Ft. Lauderdale), FL 13,015 629,652 Columbus, OH 12,291 387,600 Dade Cty (Mami), FL 3,682 634,224 Philadelphia, PA 6,027 384,129 San Diego, CA 13,192 631,244   | \$205,012    | 32            |
| Rutland, VT  | \$8,636,874  | 23            |
| Southern SE Alaska (Ketchikan)  Average  6,402  152,183  Group II: Population 100,000 to 499,999 (n=10)  Ann Arbor, MI  17,766  308,790  Burlington, VT  4,521  186,384  Filint, MI  6,012  129,060  Humboldt Cty (Eureka), CA  6,720  169,728  Oakland, CA  2,728  148,544  Pittsburgh, PA  4,622  422,903  Reno, NV  11,610  313,040  Salt Lake City, UT  5,895  164,475  Sc. Paul, MN  4,297  181,499  Tacoma, WA  3,975  123,490  Average  6,815  214,791  Group III: Population 500,000 to 999,999 (n=8)  Boston, MA  18,526  373,482  Honolulu, HI  13,356  770,514  Monroe Cty (Rochester), NY  13,804  678,300  New Orleans, LA  10,626  250,943  Phoenix, AZ  Portland, OR  13,455  233,155  San Francisco, CA  34,560  1,094,861  San Jose, CA  2,904  188,892  Average  16,118  546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL  Gloumbus, OH  20,2970  1,349,762  Philadelphia, PA  6,027  384,129  San Diego, CA  13,192  631,244   | \$520,811    | 25            |
| Average 6,402 152,183  Group II: Population 100,000 to 499,999 (n=10)  Ann Arbor, MI 17,766 308,790  Burlington, VT 4,521 186,384  Flint, MI 6,012 129,060  Humboldt Cty (Eureka), CA 6,720 169,728  Oakland, CA 2,728 148,544  Pittsburgh, PA 4,622 422,903  Reno, NV 11,610 313,040  Salt Lake City, UT 5,895 164,475  St. Paul, MN 4,297 181,499  Tacoma, WA 3,975 123,490  Average 6,815 214,791  Group III: Population 500,000 to 999,999 (n=8)  Boston, MA 18,526 373,482  Honolulu, HI 13,356 770,514  Monroe Cty (Rochester), NY 13,804 678,300  New Orleans, LA 10,626 250,943  Phoenix, AZ 21,716 784,582  Portland, OR 13,455 233,155  San Francisco, CA 34,560 1,094,861  San Jose, CA 2,904 188,892  Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 13,015 629,652  Columbus, OH 12,291 387,600  Dade Cty (Miami), FL 3,682 262,211  Fulton Cty (Atlanta), GA 12,580 634,328  Houston, TX 29,970 1,349,762  Philadelphia, PA 6,027 384,129  San Diego, CA 13,192 631,244  | \$529,160    | 36            |
| Group II: Population 100,000 to 499,999 (n=10)  Ann Arbor, MI 17,766 308,790  Burlington, VT 4,521 186,384  Flint, MI 6,012 129,060  Humboldt Cty (Eureka), CA 6,720 169,728  Oakland, CA 2,728 148,544  Pittsburgh, PA 4,622 422,903  Reno, NV 11,610 313,040  Salt Lake City, UT 5,895 164,475  St. Paul, MN 4,297 181,499  Tacoma, WA 3,975 123,490  Average 6,815 214,791  Group III: Population 500,000 to 999,999 (n=8)  Boston, MA 18,526 373,482  Honolulu, HI 13,356 770,514  Monroe Cty (Rochester), NY 13,804 678,300  New Orleans, LA 10,626 250,943  Phoenix, AZ 21,716 784,582  Portland, OR 13,455 233,155  San Francisco, CA 34,560 1,094,861  San Jose, CA 2,904 188,892  Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 13,015 629,652  Columbus, OH 12,291 387,600  Dade Cty (Miami), FL 3,682 262,211  Fulton Cty (Atlanta), GA 12,580 634,328  Houston, TX 29,970 1,349,762  Philadelphia, PA 6,027 384,129  San Diego, CA 13,192 631,244   | \$1,762,283  | 29            |
| Burlington, VT   |              |               |
| Burlington, VT   | \$3,575,788  | 17            |
| Flint, MI 6.012 129,060 Humboldt Cty (Eureka), CA 6,720 169,728 Oakland, CA 2,728 148,544 Pittsburgh, PA 4,622 422,903 Reno, NV 111,610 313,040 Salt Lake City, UT 5,895 164,475 St. Paul, MN 4,297 181,499 Tacoma, WA 3,975 123,490 Average 6,815 214,791  Group III: Population 500,000 to 999,999 (n=8) Boston, MA 18,526 373,482 Honolulu, HI 13,356 770,514 Monroe Cty (Rochester), NY 13,804 678,300 New Orleans, LA 10,626 250,943 Phoenix, AZ 21,716 784,582 Portland, OR 13,455 233,155 San Francisco, CA 34,560 1,094,861 San Jose, CA 2,904 188,892 Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9) Broward Cty (Ft. Lauderdale), FL 13,015 629,652 Columbus, OH 12,291 387,600 Dade Cty (Miami), FL 3,682 262,211 Fulton Cty (Atlanta), GA 12,580 634,328 Houston, TX 29,970 1,349,762 Philadelphia, PA 6,027 384,129 San Diego, CA 13,192 631,244  | \$2,158,327  | 41            |
| Humboldt Cty (Eureka), CA 6,720 169,728 Oakland, CA 2,728 148,544 Pittsburgh, PA 4,622 422,903 Reno, NV 11,610 313,040 Salt Lake City, UT 5,895 164,475 St. Paul, MN 4,297 181,499 Tacoma, WA 3,975 123,490 Average 6,815 214,791  Group III: Population 500,000 to 999,999 (n=8)  Boston, MA 18,526 373,482 Honolulu, HI 13,356 770,514 Monroe Cty (Rochester), NY 13,804 678,300 New Orleans, LA 10,626 250,943 Phoenix, AZ 21,716 784,582 Portland, OR 13,455 233,155 San Francisco, CA 34,560 1,094,861 San Jose, CA 2,904 188,892 Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9) Broward Cty (Ft. Lauderdale), FL 13,015 629,652 Columbus, OH 12,291 387,600 Dade Cty (Miami), FL 3,682 262,211 Fulton Cty (Atlanta), GA 12,580 634,328 Houston, TX 29,970 1,349,762 Philadelphia, PA 6,027 384,129 San Diego, CA 13,192 631,244  | \$1,494,515  | 21            |
| Oakland, CA         2,728         148,544           Pittsburgh, PA         4,622         422,903           Reno, NV         11,610         313,040           Salt Lake City, UT         5,895         164,475           St. Paul, MN         4,297         181,499           Tacoma, WA         3,975         123,490           Average         6,815         214,791           Group III: Population 500,000 to 999,999 (n=8)         8           Boston, MA         18,526         373,482           Honolulu, HI         13,356         770,514           Monroe Cty (Rochester), NY         13,804         678,300           New Orleans, LA         10,626         250,943           Phoenix, AZ         21,716         784,582           Portland, OR         13,455         233,155           San Francisco, CA         34,560         1,094,861           San Jose, CA         2,904         188,892           Average         16,118         546,841           Group IV: Population 1,000,000 or More (n=9)         8           Broward Cty (Ft. Lauderdale), FL         13,015         629,652           Columbus, OH         12,291         387,600           Dade Cty (Miami), FL  | \$1,965,450  | 25            |
| Pittsburgh, PA  4,622  422,903  Reno, NV  11,610  313,040  Salt Lake City, UT  5,895  164,475  St. Paul, MN  4,297  181,499  Tacoma, WA  3,975  123,490  Average  6,815  214,791  Group III: Population 500,000 to 999,999 (n=8)  Boston, MA  18,526  373,482  Honolulu, HI  13,356  770,514  Monroe Cty (Rochester), NY  13,804  678,300  New Orleans, LA  10,626  250,943  Phoenix, AZ  21,716  784,582  Portland, OR  34,550  33,155  San Francisco, CA  34,560  1,094,861  San Jose, CA  2,904  188,892  Average  16,118  546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL  Columbus, OH  12,291  387,600  Dade Cty (Miami), FL  3,682  262,211  Fulton Cty (Atlanta), GA  12,580  634,328  Houston, TX  29,970  1,349,762  Philadelphia, PA  6,027  384,129  San Diego, CA  13,192  631,244  | \$1,720,140  | 54            |
| Reno, NV   | \$4,897,217  | 91            |
| Salt Lake City, UT  Set Paul, MN  4,297  181,499  Tacoma, WA  3,975  123,490  Average  6,815  214,791  Group III: Population 500,000 to 999,999 (n=8)  Boston, MA  18,526  373,482  Honolulu, HI  13,356  770,514  Monroe Cty (Rochester), NY  13,804  678,300  New Orleans, LA  10,626  250,943  Phoenix, AZ  21,716  784,582  Portland, OR  13,455  233,155  San Francisco, CA  34,560  1,094,861  San Jose, CA  2,904  188,892  Average  16,118  546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL  Columbus, OH  Dade Cty (Miami), FL  Fulton Cty (Atlanta), GA  Houston, TX  29,970  1,349,762  Philadelphia, PA  6,027  384,129  San Diego, CA  13,192  631,244  | \$3,625,003  | 27            |
| Sc. Paul, MN 4,297 181,499 Tacoma, WA 3,975 123,490 Average 6,815 214,791  Group III: Population 500,000 to 999,999 (n=8)  Boston, MA 18,526 373,482 Honolulu, HI 13,356 770,514  Monroe Cty (Rochester), NY 13,804 678,300 New Orleans, LA 10,626 250,943 Phoenix, AZ 21,716 784,582 Portland, OR 13,455 233,155 San Francisco, CA 34,560 1,094,861 San Jose, CA 2,904 188,892 Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 13,015 629,652 Columbus, OH 12,291 387,600 Dade Cty (Miami), FL 3,682 262,211 Fulton Cty (Atlanta), GA 12,580 634,328 Houston, TX 29,970 1,349,762 Philadelphia, PA 6,027 384,129 San Diego, CA 13,192 631,244  | \$1,904,621  | 28            |
| Tacoma, WA  Average  6,815  214,791  Group III: Population 500,000 to 999,999 (n=8)  Boston, MA  18,526  373,482  Honolulu, HI  13,356  770,514  Monroe Cty (Rochester), NY  13,804  678,300  New Orleans, LA  10,626  250,943  Phoenix, AZ  21,716  784,582  Portland, OR  13,455  233,155  San Francisco, CA  34,560  1,094,861  San Jose, CA  2,904  188,892  Average  16,118  546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL  Columbus, OH  Dade Cty (Miami), FL  Fulton Cty (Atlanta), GA  Houston, TX  29,970  1,349,762  Philadelphia, PA  60,027  384,129  San Diego, CA  13,192  631,244   | \$2,101,758  | 42            |
| Average 6,815 214,791  Group III: Population 500,000 to 999,999 (n=8)  Boston, MA 18,526 373,482  Honolulu, HI 13,356 770,514  Monroe Cty (Rochester), NY 13,804 678,300  New Orleans, LA 10,626 250,943  Phoenix, AZ 21,716 784,582  Portland, OR 13,455 233,155  San Francisco, CA 34,560 1,094,861  San Jose, CA 2,904 188,892  Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 13,015 629,652  Columbus, OH 12,291 387,600  Dade Cty (Miami), FL 3,682 262,211  Fulton Cty (Atlanta), GA 12,580 634,328  Houston, TX 29,970 1,349,762  Philadelphia, PA 6,027 384,129  San Diego, CA 13,192 631,244   | \$1,430,014  | 31            |
| Group III: Population 500,000 to 999,999 (n=8)         Boston, MA       18,526       373,482         Honolulu, HI       13,356       770,514         Monroe Cty (Rochester), NY       13,804       678,300         New Orleans, LA       10,626       250,943         Phoenix, AZ       21,716       784,582         Portland, OR       13,455       233,155         San Francisco, CA       34,560       1,094,861         San Jose, CA       2,904       188,892         Average       16,118       546,841         Group IV: Population 1,000,000 or More (n=9)       12,291       387,600         Broward Cty (Ft. Lauderdale), FL       13,015       629,652         Columbus, OH       12,291       387,600         Dade Cty (Miami), FL       3,682       262,211         Fulton Cty (Atlanta), GA       12,580       634,328         Houston, TX       29,970       1,349,762         Philadelphia, PA       6,027       384,129         San Diego, CA       13,192       631,244  | \$2,487,283  | 38            |
| Monroe Cty (Rochester), NY 13,804 678,300  New Orleans, LA 10,626 250,943  Phoenix, AZ 21,716 784,582  Portland, OR 13,455 233,155  San Francisco, CA 34,560 1,094,861  San Jose, CA 2,904 188,892  Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 13,015 629,652  Columbus, OH 12,291 387,600  Dade Cty (Miami), FL 3,682 262,211  Fulton Cty (Atlanta), GA 12,580 634,328  Houston, TX 29,970 1,349,762  Philadelphia, PA 6,027 384,129  San Diego, CA 13,192 631,244  | \$4,324,922  | 20            |
| New Orleans, LA       10,626       250,943         Phoenix, AZ       21,716       784,582         Portland, OR       13,455       233,155         San Francisco, CA       34,560       1,094,861         San Jose, CA       2,904       188,892         Average       16,118       546,841         Group IV: Population I,000,000 or More (n=9)       8         Broward Cty (Ft. Lauderdale), FL       13,015       629,652         Columbus, OH       12,291       387,600         Dade Cty (Miami), FL       3,682       262,211         Fulton Cty (Atlanta), GA       12,580       634,328         Houston, TX       29,970       1,349,762         Philadelphia, PA       6,027       384,129         San Diego, CA       13,192       631,244  | \$8,922,552  | 58            |
| Phoenix, AZ 21,716 784,582  Portland, OR 13,455 233,155  San Francisco, CA 34,560 1,094,861  San Jose, CA 2,904 188,892  Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 13,015 629,652  Columbus, OH 12,291 387,600  Dade Cty (Miami), FL 3,682 262,211  Fulton Cty (Atlanta), GA 12,580 634,328  Houston, TX 29,970 1,349,762  Philadelphia, PA 6,027 384,129  San Diego, CA 13,192 631,244   | \$7,854,714  | 49            |
| Portland, OR 13,455 233,155  San Francisco, CA 34,560 1,094,861  San Jose, CA 2,904 188,892  Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 13,015 629,652  Columbus, OH 12,291 387,600  Dade Cty (Miami), FL 3,682 262,211  Fulton Cty (Atlanta), GA 12,580 634,328  Houston, TX 29,970 1,349,762  Philadelphia, PA 6,027 384,129  San Diego, CA 13,192 631,244   | \$2,905,920  | 24            |
| San Francisco, CA 34,560 1,094,861 San Jose, CA 2,904 188,892 Average 16,118 546,841 San Jose, CA 1,000,000 or More (n=9) San Jose, CH 13,015 629,652 Columbus, OH 12,291 387,600 Dade Cty (Miami), FL 3,682 262,211 Fulton Cty (Atlanta), GA 12,580 634,328 Houston, TX 29,970 1,349,762 Philadelphia, PA 6,027 384,129 San Diego, CA 13,192 631,244  | \$9,085,460  | 36            |
| San Jose, CA  2,904  188,892  Average  16,118  546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL  Columbus, OH  Dade Cty (Miami), FL  Fulton Cty (Atlanta), GA  Houston, TX  Philadelphia, PA  6,027  384,129  San Diego, CA  188,892  188,892  188,892  189,861  189,862  13,015  629,652  262,211  541,244   | \$2,699,935  | 17            |
| Average 16,118 546,841  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 13,015 629,652  Columbus, OH 12,291 387,600  Dade Cty (Miami), FL 3,682 262,211  Fulton Cty (Atlanta), GA 12,580 634,328  Houston, TX 29,970 1,349,762  Philadelphia, PA 6,027 384,129  Gan Diego, CA 13,192 631,244  | \$12,678,490 | 32            |
| Group IV: Population I,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 13,015 629,652  Columbus, OH 12,291 387,600  Dade Cty (Miami), FL 3,682 262,211  Fulton Cty (Atlanta), GA 12,580 634,328  Houston, TX 29,970 1,349,762  Philadelphia, PA 6,027 384,129  Gan Diego, CA 13,192 631,244  | \$2,187,369  | 65            |
| Broward Cty (Ft. Lauderdale), FL 13,015 629,652 Columbus, OH 12,291 387,600 Dade Cty (Miami), FL 3,682 262,211 Fulton Cty (Atlanta), GA 12,580 634,328 Houston, TX 29,970 1,349,762 Philadelphia, PA 6,027 384,129 San Diego, CA 13,192 631,244  | \$6,332,420  | 38            |
| Columbus, OH     12,291     387,600       Dade Cty (Miami), FL     3,682     262,211       Fulton Cty (Atlanta), GA     12,580     634,328       Houston, TX     29,970     1,349,762       Philadelphia, PA     6,027     384,129       San Diego, CA     13,192     631,244  |              |               |
| Columbus, OH     12,291     387,600       Dade Cty (Miami), FL     3,682     262,211       Fulton Cty (Atlanta), GA     12,580     634,328       Houston, TX     29,970     1,349,762       Philadelphia, PA     6,027     384,129       San Diego, CA     13,192     631,244  | - VI         | 4             |
| Dade Cty (Miami), FL     3,682     262,211       Fulton Cty (Atlanta), GA     12,580     634,328       Houston, TX     29,970     1,349,762       Philadelphia, PA     6,027     384,129       San Diego, CA     13,192     631,244  | \$7,291,370  | 48            |
| Fulton Cty (Atlanta), GA 12,580 634,328 Houston, TX 29,970 1,349,762 Philadelphia, PA 6,027 384,129 San Diego, CA 13,192 631,244   | \$4,488,408  | 32            |
| Houston, TX         29,970         1,349,762           Philadelphia, PA         6,027         384,129           San Diego, CA         13,192         631,244   | \$3,036,403  | 71            |
| Philadelphia, PA         6,027         384,129           San Diego, CA         13,192         631,244  | \$7,345,518  | 50            |
| San Diego, CA 13,192 631,244   | \$15,630,244 | 45            |
|  | \$4,448,214  | 64            |
| Santa Clara Ctv. CA 8 740 363 630  | \$7,309,806  | 48            |
| 5, 10  | \$4,210,835  | 42            |
| St. Louis, MO 7,998 257,610  | \$2,983,124  | 32            |
| Average 11,944 544,463   | \$6,304,880  | 48            |
| Average of All Communities 10,394 373,815  | \$4,328,782  | 39            |

# Explanation of Table 15: Comparative Averages Per Reporting Arts Organization in the Four Population Groups for Fiscal 1991

This table summarizes—by population category — the average revenues, expenditures, and other finance-related information for the 695 nonprofit arts organizations that returned their fiscal 1991 survey. An average of the 695 responding organizations is calculated for each line item (column five).

#### Column One:

The fiscal 1991 average for nonprofit arts organizations that reported from population group I (communities having a population of less than 100,000).

## Column Two:

The fiscal 1991 average for nonprofit arts organizations that reported from population group II (communities having a population of 100,000 to 499,999).

#### Column Three:

The fiscal 1991 average for nonprofit arts organizations that reported from population group III (communities having a population of 500,000 to 999,999).

#### Column Four:

The fiscal 1991 average for nonprofit arts organizations that reported from population group IV (communities having a population of 1,000,000 or more).

#### Column Five:

The fiscal 1991 average for all 695 nonprofit arts organizations.

# Table 15: Comparative Averages Per Reporting Arts Organization in the Four Population Groups for Fiscal 1991

|                              |  | 3 10 10 |             | A                       | verage Per Repo | orting Organ                     | ization   |       |           |       |
|------------------------------|--|---------|-------------|-------------------------|-----------------|----------------------------------|-----------|-------|-----------|-------|
|                              | Group   Grou |         |             | Group IV<br>Fiscal 1991 |                 | All Organizations<br>Fiscal 1991 |           |       |           |       |
| Number of Organizations      | tions 68   |         | 207         |                         | 201             |                                  | 219       |       | 695       |       |
| Operating Revenues           |  |         |             |                         |                 |                                  |           |       |           |       |
| Earned Revenue               | \$45,922   | 65.3%   | \$334,071   | 41.8%                   | \$568,070       | 60.8%                            | \$508,015 | 60.1% | \$428,364 | 54.9% |
| Private Support              | \$12,183   | 17.3%   | \$201,591   | 25.2%                   | \$248,018       | 26.6%                            | \$197,014 | 23.3% | \$195,044 | 25.0% |
| Government Support           | \$12,095   | 17.2%   | \$254,067   | 31.8%                   | \$93,351        | 10.0%                            | \$102,825 | 12.2% | \$136,254 | 17.4% |
| Local Arts Agency Support    | \$141  | 0.2%    | \$8,755     | 1.1%                    | \$24,206        | 2.6%                             | \$36,812  | 4.4%  | \$21,222  | 2.7%  |
| Total Revenues               | \$70,341   | 100%    | \$798,484   | 100%                    | \$933,645       | 100%                             | \$844,666 | 100%  | \$780,884 | 100%  |
| Operating Expenditures       | Children.  |         | - All trans |                         |                 |                                  |           |       |           |       |
| Staff/Employee Expenses      | \$25,578   | 35.9%   | \$265,636   | 33.3%                   | \$339,386       | 36.3%                            | \$285,258 | 34.0% | \$269,660 | 34.6% |
| Facilities Expenses          | \$3,955  | 5.6%    | \$138,997   | 17.4%                   | \$56,565        | 6.0%                             | \$63,732  | 7.6%  | \$78,228  | 10.0% |
| Other Operating Expenses     | \$22,259   | 31.3%   | \$247,121   | 31.0%                   | \$312,954       | 33.4%                            | \$303,190 | 36.1% | \$261,828 | 33.6% |
| Payment to Local Artists     | \$6,108  | 8.6%    | \$93,867    | 11.8%                   | \$184,971       | 19.8%                            | \$137,854 | 16.4% | \$125,489 | 16.1% |
| Payment to Non-Local Artists | \$13,271   | 18.6%   | \$51,089    | 6.4%                    | \$42,227        | 4.5%                             | \$50,003  | 6.0%  | \$44,514  | 5.7%  |
| Total Payment to Artists     | \$19,379   | 27.2%   | \$144,956   | 18.2%                   | \$227,198       | 24.3%                            | \$187,857 | 22.4% | \$170,003 | 21.8% |
| Total Expenditures           | \$71,171   | 100%    | \$796,710   | 100%                    | \$936,103       | 100%                             | \$840,037 | 100%  | \$779,821 | 100%  |
| Surplus/(Deficit)            | (\$830)  |         | \$1,774     |                         | (\$2,458)       |                                  | \$4,629   |       | \$1,063   |       |
| Net Financial Results        | 124  |         |             |                         |                 |                                  |           |       |           |       |
| Broke Even or Net Gain       | 54   | 79.4%   | 140         | 67.6%                   | 118             | 58.7%                            | 143       | 65.3% | 455       | 65.5% |
| Net Loss                     | 14   | 20.6%   | 67          | 32.4%                   | 83              | 41.3%                            | 76        | 34.7% | 240       | 34.5% |
| Other Highlights             |  |         |             |                         |                 |                                  |           |       |           |       |
| Asset Acquisition            | \$2,827  |         | \$138,062   |                         | \$84,724        | T                                | \$51,260  | T     | \$82,053  |       |
| In-Kind Contributions        | \$6,792  |         | \$48,604    | av                      | \$29,553        |                                  | \$39,774  |       | \$36,221  |       |
| In-Kind/Total Expenses       | 9.5%   |         | 6.1%        |                         | 3.2%            |                                  | 4.7%      |       | 4.6%      |       |
| Number of Volunteers         | 565  |         | 122         |                         | 137             |                                  | 119       |       | 169       |       |
| Volunteer Hours              | 7,358  |         | 3,522       |                         | 4,642           |                                  | 5,081     |       | 4,712     |       |
| Hours Per Volunteer          | 13   |         | 29          |                         | 34              |                                  | 43        |       | 28        |       |

# EXPLANATION OF TABLE 16:

Total Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1990

This table presents the total economic impact of local expenditures by local nonprofit arts organizations in fiscal 1990. The total impact is a measure of the effect of the expended dollar as it is spent and re-spent within the community. It is derived from an input/output model designed for each community. See *About This Study* and the *Explanations of Frequently Used Terms* for more information about direct and total economic impacts. An average has been calculated for each population group.

#### Column One:

The number of full-time-equivalent (FTE) jobs created as a result of the estimated total local expenditures (column five of this table). An FTE can be one full-time employee, two employees who work half-time, four employees who work quarter-time, *etc*.

#### Column Two:

The amount of personal income paid as a result of the estimated total local expenditures. Personal income includes salaries, wages, and entrepreneurial income.

#### Column Three:

The amount of revenue that local government receives (e.g., fees, taxes) as a result of the estimated total local expenditures.

#### Column Four:

The amount of revenue that state government receives as a result of the estimated total local expenditures.

#### Column Five:

The estimated total local expenditures by nonprofit local arts organizations in fiscal 1990. This number is calculated by subtracting payments to non-local artists, state and federal taxes, and other non-local purchases from the estimated total expenditures (column three of Table 19). Dollars that are spent outside of the community are considered to be "leaked" from the local economy and have no local economic impact.

Table 16: Total Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1990

|                                       | FTE        | Personal      | Governmen    | <b>Estimated Total</b> |   |
|---------------------------------------|------------|---------------|--------------|------------------------|---|
| Community                             | Jobs       | Income        | Local        | State                  | Local Expenditures  |
|                                       |            |               |              |                        |   |
| Group I: Population Less Than 100,0   | 00 (n=6)   | Dr.           |              |                        |   |
| Aberdeen, SD                          | 15         | \$258,000     | \$7,300      | \$8,300                | \$285,55  |
| Cache Cty (Logan), UT                 | 71         | \$1,135,000   | \$24,000     | \$48,000               | \$1,475,77  |
| Miles City, MT                        | 4          | \$70,000      | \$1,300      | \$3,000                | \$75,43   |
| Missoula, MT                          | 110        | \$1,928,000   | \$56,000     | \$94,000               | \$2,264,54  |
| Rutland, VT                           | 45         | \$788,000     | \$29,000     | \$38,000               | \$921,72  |
| Southern SE Alaska (Ketchikan)        | 20         | \$487,000     | \$17,000     | \$25,000               | \$781,18  |
| Average                               | 44         | \$777,667     | \$22,433     | \$36,050               | \$967,369   |
|                                       |            |               |              |                        |   |
| Group II: Population 100,000 to 499,  | 999 (n=10) | 1 160         |              | 1 18 3                 |   |
| Ann Arbor, MI                         | 373        | \$9,129,000   | \$393,000    | \$472,000              | \$13,288,733  |
| Burlington, VT                        | 522        | \$10,498,000  | \$373,000    | \$517,000              | \$11,719,020  |
| Flint, MI                             | 431        | \$9,210,000   | \$289,000    | \$450,000              | \$11,481,732  |
| Humboldt Cty (Eureka), CA             | 363        | \$6,693,000   | \$200,000    | \$314,000              | \$7,360,368   |
| Oakland, CA                           | 1,032      | \$27,235,000  | \$1,088,000  | \$1,361,000            | \$25,266,912  |
| Pittsburgh, PA                        | 11,433     | \$286,885,678 | \$9,705,713  | \$14,276,570           | \$261,510,315   |
| Reno, NV                              | 1,037      | \$23,569,000  | \$902,000    | \$1,258,000            | \$26,898,220  |
| Salt Lake City, UT                    | 1,588      | \$31,537,000  | \$977,000    | \$1,501,000            | \$34,552,890  |
| St. Paul, MN                          | 2,789      | \$71,789,734  | \$2,507,728  | \$3,727,637            | \$94,518,225  |
| Tacoma, WA                            | 284        | \$5,361,000   | \$189,000    | \$271,000              | \$6,093,887   |
| Average                               | 1,985      | \$48,190,741  | \$1,662,444  | \$2,414,821            | \$49,269,031  |
| The second                            |            |               |              |                        |   |
| Group III: Population 500,000 to 999, | ,999 (n=8) |               |              |                        |   |
| Boston, MA                            | 6,066      | \$196,954,893 | \$8,273,454  | \$10,357,090           | \$181,139,832   |
| Honolulu, HI                          | 2,743      | \$68,230,000  | \$2,824,000  | \$3,355,000            | \$66,541,712  |
| Monroe Cty (Rochester), NY            | 3,636      | \$83,305,000  | \$3,120,000  | \$4,199,000            | \$99,433,782  |
| New Orleans, LA                       | 497        | \$12,702,000  | \$488,000    | \$673,000              | \$20,857,837  |
| Phoenix, AZ                           | 3,305      | \$74,247,000  | \$3,080,000  | \$3,804,000            | \$73,276,616  |
| Portland, OR                          | 2,171      | \$45,917,000  | \$1,372,000  | \$2,106,000            | \$45,755,450  |
| San Francisco, CA                     | 9,097      | \$295,166,961 | \$10,994,314 | \$15,428,828           | \$273,883,229   |
| San Jose, CA                          | 1,123      | \$31,994,000  | \$1,343,000  | \$1,678,000            | \$34,527,768  |
| Average                               | 3,580      | \$101,064,607 | \$3,936,846  | \$5,200,115            | \$99,427,028  |
|                                       |            | 116           | ******       |                        | # 1.1 min 1 |
| Group IV: Population 1,000,000 or M   | ore (n=9)  |               |              |                        |   |
| Broward Cty (Ft. Lauderdale), FL      | 2,978      | \$67,826,000  | \$2,876,000  | \$3,490,000            | \$72,108,854  |
| Columbus, OH                          | 2,126      | \$48,667,000  | \$1,905,000  | \$2,515,000            | \$45,581,454  |
| Dade Cty (Miami), FL                  | 4,501      | \$108,031,000 | \$5,649,000  | \$5,979,000            | \$126,199,235   |
| Fulton Cty (Atlanta), GA              | 2,654      | \$76,391,000  | \$3,368,000  | \$4,331,000            | \$80,710,320  |
| Houston, TX                           | 8,178      | \$214,618,250 | \$9,579,625  | \$11,893,750           | \$218,078,195   |
| Philadelphia, PA                      | 4,498      | \$99,663,000  | \$3,636,000  | \$4,970,000            | \$107,891,787   |
| San Diego, CA                         | 3,368      | \$80,574,000  | \$3,673,800  | \$4,149,600            | \$82,652,354  |
| Santa Clara Cty, CA                   | 1,939      | \$54,954,000  | \$2,504,000  | \$2,874,000            | \$58,700,600  |
| St. Louis, MO                         | 2,463      |               |              |                        |   |
|                                       |            | \$57,848,000  | \$2,462,000  | \$3,079,000            | \$62,796,948  |
| Average                               | 3,634      | \$89,841,361  | \$3,961,492  | \$4,809,039            | \$94,968,861  |
|                                       |            |               |              |                        |   |
|                                       |            |               |              | \$3,310,508            |   |

## EXPLANATION OF TABLE 17:

Direct Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1990

This table presents the direct economic impact of the estimated total local expenditures by local nonprofit arts organizations in fiscal 1990. The direct impact is the effect of the initial expenditure and is derived from an economic input/output model (see *Explanations of Frequently Used Terms* and *About This Study*) designed specifically for each community. The total impact is larger than the direct impact, as the direct impact is just the first of several rounds of expenditure. An average has been calculated for each population group.

#### Column One:

The total number of full-time-equivalent (FTE) jobs created as a result of the estimated total local expenditures (column five of this table). An FTE can be one full-time employee, two employees who work half-time, four employees who work quarter-time, etc.

#### Column Two:

The amount of personal income paid as a result of the estimated total local expenditures. Personal income includes salaries, wages, and entrepreneurial income.

#### Column Three:

The amount of revenue that local government receives (e.g., fees, taxes) as a result of the estimated total local expenditures.

#### Column Four:

The amount of revenue that state government receives as a result of the estimated total local expenditures.

#### Column Five:

The estimated total local expenditures by local nonprofit arts organizations in fiscal 1990. This number is calculated by subtracting payments to non-local artists, state and federal taxes, and other non-local purchases from the estimated total expenditures (column three of Table 19). Dollars that are spent outside of the community are considered to be "leaked" from the local economy and have no local economic impact.

Table 17: Direct Economic Impact of Local Expenditures by Local Nonprofit Arts Organizations in Fiscal 1990

|  | FTE        | Personal      | Government  | <b>Estimated Total</b> |                    |
|--|------------|---------------|-------------|------------------------|--------------------|
| Community                              | Jobs       | Income        | Local       | State                  | Local Expenditures |
| Group I: Population Less Than 100,00   | 00 (n=6)   |               |             |                        | T.                 |
| Aberdeen, SD                           | 10         | 6202.000      | 01.000      |                        |                    |
|  | 53         | \$202,000     | \$1,000     | \$2,100                | \$285,55           |
| Cache Cty (Logan), UT                  |            | \$941,000     | \$6,000     | \$23,000               | \$1,475,77         |
| Miles City, MT                         | 3          | \$56,000      | \$400       | \$1,400                | \$75,43            |
| Missoula, MT<br>Rutland, VT            | 78         | \$1,480,000   | \$15,000    | \$40,000               | \$2,264,548        |
|  | 33         | \$623,000     | \$8,000     | \$17,000               | \$921,72           |
| Southern SE Alaska (Ketchikan)         | 15         | \$386,000     | \$8,000     | \$12,000               | \$781,18           |
| Average                                | 32         | \$614,667     | \$6,400     | \$15,917               | \$967,369          |
| Group II: Population 100,000 to 499,5  | 999 (n=10) |               |             |                        |                    |
| Ann Arbor, MI                          | 256        | \$6,843,000   | \$117,000   | \$178,000              | \$13,288,733       |
| Burlington, VT                         | 360        | \$7,704,000   | \$115,000   | \$196,000              | \$11,719,026       |
| Flint, MI                              | 312        | \$7,148,000   | \$76,000    | \$193,000              | \$11,481,732       |
| Humboldt Cty (Eureka), CA              | 264        | \$5,235,000   | \$44,000    | \$131,000              | \$7,360,368        |
| Oakland, CA                            | 714        | \$19,898,000  | \$184,000   | \$472,000              | \$25,266,912       |
| Pittsburgh, PA                         | 7,499      | \$205,165,689 | \$1,447,428 | \$4,870,285            | \$261,510,310      |
| Reno, NV                               | 738        | \$17,366,000  | \$174,000   | \$486,000              | \$26,898,220       |
| Salt Lake City, UT                     | 1,198      | \$24,728,000  | \$170,000   | \$636,000              | \$34,552,890       |
| St. Paul, MN                           | 1,740      | \$50,000,732  | \$483,546   | \$1,195,364            | \$94,518,225       |
| Tacoma, WA                             | 203        | \$4,054,000   | \$45,000    | \$109,000              | \$6,093,887        |
| Average                                | 1,328      | \$34,814,242  | \$285,597   | \$846,665              | \$49,269,030       |
| Group III: Population 500,000 to 999,5 | 999 (n=8)  |               |             |                        |                    |
| Boston, MA                             | 3,981      | \$133,277,989 | \$1,624,909 | \$3,512,727            | \$181,139,830      |
| Honolulu, HI                           | 1,956      | \$50,803,000  | \$388,000   | \$1,170,000            | \$66,541,712       |
| Monroe Cty (Rochester), NY             | 2,479      | \$61,068,000  | \$722,000   | \$1,533,000            | \$99,433,782       |
| New Orleans, LA                        | 325        | \$9,160,000   | \$90,000    | \$238,000              | \$20,857,837       |
| Phoenix, AZ                            | 2,300      | \$54,254,000  | \$558,000   | \$1,357,000            | \$73,276,616       |
| Portland, OR                           | 1,565      | \$34,922,000  | \$239,000   | \$801,000              | \$45,755,450       |
| San Francisco, CA                      | 5,926      | \$201,739,736 | \$1,813,743 | \$5,454,486            | \$273,883,229      |
| San Jose, CA                           | 777        | \$23,885,000  | \$311,000   | \$657,000              | \$34,527,768       |
| Average                                | 2,414      | \$71,138,716  | \$718,331   | \$1,840,402            | \$99,427,028       |
| Group IV: Population 1,000,000 or Mo   | ore (n=9)  |               |             |                        |                    |
| Broward Cty (Ft. Lauderdale), FL       | 2,131      | \$51,847,000  | \$707,000   | \$1,405,000            | \$72,108,854       |
| Columbus, OH                           | 1,437      | \$34,143,000  | \$306,000   | \$819,000              | \$45,581,454       |
| Dade Cty (Miami), FL                   | 2,974      | \$75,416,000  | \$1,610,000 | \$2,086,000            | \$126,199,235      |
| Fulton Cty (Atlanta), GA               | 1,718      | \$50,539,000  | \$687,000   | \$1,490,000            | \$80,710,320       |
| Houston, TX                            | 5,519      | \$156,175,250 | \$1,601,875 | \$3,709,750            | \$218,078,190      |
| Philadelphia, PA                       | 3,196      | \$75,966,000  | \$870,000   | \$1,934,000            | \$107,891,787      |
| San Diego, CA                          | 2,391      | \$60,904,200  | \$939,600   | \$1,635,600            | \$82,652,354       |
| Santa Clara Cty, CA                    | 1,345      | \$41,078,000  | \$719,000   | \$1,136,000            | \$58,700,600       |
| St. Louis, MO                          | 1,621      | \$40,110,000  | \$382,000   | \$981,000              | \$62,796,948       |
| Average                                | 2,481      | \$65,130,939  | \$869,164   | \$1,688,483            | \$94,968,860       |
|  |            |               |             |                        |                    |
| Average of All Communities             | 1,670      | \$45,670,260  | \$498,894   | \$1,166,112            | \$65,110,015       |
|  |            |               |             |                        | ,,,,-              |

Explanation of Table 18: Economic Impact Per \$100,000 of Local Spending by Local Nonprofit Arts Organizations in Fiscal 1990

This table summarizes the direct and total economic impacts in the form of ratios for fiscal 1990. Using this chart, a determination can be made of the economic impacts per \$100,000 of local spending by local nonprofit arts organizations. The ratio is derived by dividing the total and direct economic impact figures (Tables 16 and 17) by the estimated total local expenditures (column five of Table 19), and then multiplying by 100,000. An average has been calculated for each population group.

Columns one through four are ratios for direct impacts in fiscal 1990.

Columns five through eight are ratios for the total impacts in fiscal 1990.

# Table 18: Economic Impact Per \$100,000 of Local Spending by Local Nonprofit Arts Organizations in Fiscal 1990

|  | Dire             | ct Impact Per \$1    | 00,000 of Local | Total Impact Per \$100,000 of Local Spending |      |                |                    |         |
|--|------------------|----------------------|-----------------|--|------|----------------|--------------------|---------|
| Community  | FTE Personal Gor |                      | Government      | Government Revenue                           |      | Personal       | Government Revenue |         |
|  | Jobs             | Income               | Local           | State  | Jobs | Income         | Local              | State   |
| Court by Beautation Less There 100                 | 000 (()          |                      |                 |  |      |                |                    |         |
| Group I: Population Less Than 100,                 | 1                |                      |                 |  |      | a distribution | Alfal ayear        |         |
| Aberdeen, SD                                       | 3.50             | \$70,740             | \$350           | \$735  | 5.25 | \$90,351       | \$2,556            | \$2,90  |
| Cache Cty (Logan), UT                              | 3.59             | \$63,763             | \$407           | \$1,559                                      | 4.81 | \$76,909       | \$1,626            | \$3,25  |
| Miles City, MT                                     | 3.98             | \$74,239             | \$530           | \$1,856                                      | 5.30 | \$92,799       | \$1,723            | \$3,97  |
| Missoula, MT                                       | 3.44             | \$65,355             | \$662           | \$1,766                                      | 4.86 | \$85,138       | \$2,473            | \$4,15  |
| Rutland, VT  | 3.58             | \$67,591             | \$868           | \$1,844                                      | 4.88 | \$85,492       | \$3,146            | \$4,12  |
| Southern SE Alaska (Ketchikan)                     | 1.92             | \$49,412             | \$1,024         | \$1,536                                      | 2.56 | \$62,341       | \$2,176            | \$3,20  |
| Average  | 3.34             | \$65,183             | \$640           | \$1,549                                      | 4.61 | \$82,172       | \$2,284            | \$3,60  |
| Group II: Population 100,000 to 499                | 999 (n=10)       |                      |                 |  |      |                |                    |         |
|  | 1                | 251 425              |                 |  |      |                |                    | -       |
| Ann Arbor, MI                                      | 1.93             | \$51,495             | \$880           | \$1,339                                      | 2.81 | \$68,697       | \$2,957            | \$3,55  |
| Burlington, VT                                     | 3.07             | \$65,739             | \$981           | \$1,672                                      | 4.45 | \$89,581       | \$3,183            | \$4,41  |
| Flint, MI  | 2.72             | \$62,255             | \$662           | \$1,681                                      | 3.75 | \$80,214       | \$2,517            | \$3,91  |
| Humboldt Cty (Eureka), CA                          | 3.59             | \$71,124             | \$598           | \$1,780                                      | 4.93 | \$90,933       | \$2,717            | \$4,26  |
| Oakland, CA  | 2.83             | \$78,751             | \$728           | \$1,868                                      | 4.08 | \$107,789      | \$4,306            | \$5,38  |
| Pittsburgh, PA                                     | 2.87             | \$78,454             | \$553           | \$1,862                                      | 4.37 | \$109,703      | \$3,711            | \$5,45  |
| Reno, NV   | 2.74             | \$64,562             | \$647           | \$1,807                                      | 3.86 | \$87,623       | \$3,353            | \$4,67  |
| Salt Lake City, UT                                 | 3.47             | \$71,566             | \$492           | \$1,841                                      | 4.60 | \$91,272       | \$2,828            | \$4,34  |
| St. Paul, MN                                       | 1.84             | \$52,901             | \$512           | \$1,265                                      | 2.95 | \$75,953       | \$2,653            | \$3,944 |
| Tacoma, WA<br>Average                              | 2.84             | \$66,526<br>\$66,337 | \$738<br>\$679  | \$1,789                                      | 4.66 | \$87,973       | \$3,101            | \$4,44  |
| Group III: Population 500,000 to 999<br>Boston, MA | 2.20             | \$73,577             | \$897           | \$1,939                                      | 3.35 | \$108,731      | \$4,567            | \$5,718 |
| Honolulu, HI                                       | 2.94             | \$76,348             | \$583           | \$1,758                                      | 4.12 | \$102,537      | \$4,244            | \$5,042 |
| Monroe Cty (Rochester), NY                         | 2.49             | \$61,416             | \$726           | \$1,542                                      | 3.66 | \$83,779       | \$3,138            | \$4,223 |
| New Orleans, LA                                    | 1.56             | \$43,916             | \$431           | \$1,141                                      | 2.38 | \$60,898       | \$2,340            | \$3,227 |
| Phoenix, AZ  | 3.14             | \$74,040             | \$761           | \$1,852                                      | 4.51 | \$101,324      | \$4,203            | \$5,191 |
| Portland, OR                                       | 3.42             | \$76,323             | \$522           | \$1,751                                      | 4.74 | \$100,353      | \$2,999            | \$4,603 |
| San Francisco, CA                                  | 2.16             | \$73,659             | \$662           | \$1,992                                      | 3.32 | \$107,771      | \$4,014            | \$5,633 |
| San Jose, CA                                       | 2.25             | \$69,176             | \$901           | \$1,903                                      | 3.25 | \$92,662       | \$3,890            | \$4,860 |
| Average  | 2.52             | \$68,557             | \$686           | \$1,735                                      | 3.67 | \$94,757       | \$3,674            | \$4,812 |
| Group IV: Population 1,000,000 or N                | 1ore (n=9)       |                      |                 |  |      |                |                    |         |
| Broward Cty (Ft. Lauderdale), FL                   | 2.96             | \$71,901             | \$980           | \$1,948                                      | 4.13 | \$94,061       | \$3,988            | \$4,840 |
| Columbus, OH                                       | 3.15             | \$74,905             | \$671           | \$1,797                                      | 4.66 | \$106,769      | \$4,179            | \$5,518 |
| Dade Cty (Miami), FL                               | 2.36             | \$59,759             | \$1,276         | \$1,653                                      | 3.57 | \$85,604       | \$4,476            | \$4,738 |
| fulton Cty (Atlanta), GA                           | 2.13             | \$62,618             | \$851           | \$1,846                                      | 3.29 | \$94,648       | \$4,173            | \$5,366 |
| Houston, TX  | 2.53             | \$71,614             | \$735           | \$1,701                                      | 3.75 | \$98,413       | \$4,393            | \$5,454 |
| hiladelphia, PA                                    | 2.96             | \$70,409             | \$806           | \$1,793                                      | 4.17 | \$92,373       | \$3,370            | \$4,606 |
| an Diego, CA                                       | 2.89             | \$73,687             | \$1,137         | \$1,979                                      | 4.07 | \$97,485       | \$4,445            | \$5,021 |
| anta Clara Cty, CA                                 | 2.29             | \$69,979             | \$1,225         | \$1,935                                      | 3.30 | \$93,617       | \$4,266            | \$4,896 |
| t. Louis, MO                                       | 2.58             | \$63,873             | \$608           | \$1,562                                      | 3.92 | \$92,119       | \$3,921            | \$4,903 |
| Average  | 2.65             | \$68,750             | \$921           | \$1,802                                      | 3.87 | \$95,010       | \$4,135            | \$5,038 |
|  |                  | nal.                 |                 |  |      |                |                    |         |
| average of All Communities                         | 2.80             | \$67,323             | \$740           | \$1,706                                      | 4.01 | \$90,785       |                    |         |

# Explanation of Table 19: Estimated Total Revenues and Expenditures in Fiscal 1990

This table summarizes the estimated total revenues, expenditures, and surplus or deficit in fiscal 1990 for all nonprofit arts organizations in each community. These figures are derived by multiplying the average per-organization data in Table 20, by the total number of nonprofit arts organizations in that community (column one of this table). Also included in this table are the estimated total *local* expenditures for each community. An average has been calculated for each population group.

#### Column One:

The total number of nonprofit arts organizations in the community.

#### Column Two:

The estimated total revenues of these nonprofit arts organizations in fiscal 1990.

#### Column Three:

The estimated total expenditures of these nonprofit arts organizations in fiscal 1990.

#### Column Four:

The estimated surplus or (deficit) of these nonprofit arts organizations in fiscal 1990.

#### Column Five:

The estimated total local expenditures by local nonprofit arts organizations in fiscal 1990. This number is calculated by subtracting payments to non-local artists, state and federal taxes, and other non-local purchases from the estimated total expenditures (column three of this table). Dollars that are spent outside of the community are considered to be "leaked" from the local economy and have no local impact.

In several communities, the *local* expenditures appear to exceed the *total* expenditures. This is because asset acquisition is added only to the local impact.

Table 19: Estimated Total Revenues and Expenditures in Fiscal 1990

|  | Number of     | Estimated Total | Estimated Total | Surplus                    | Estimated Total              |
|--|---------------|-----------------|-----------------|----------------------------|------------------------------|
| Community  | Organizations | Revenues        | Expenditures    | or (Deficit)               | Local Expenditures           |
| Group I: Population Less Than 100,0                | 000 (p=6)     |                 | 7               | . 2                        |                              |
| Aberdeen, SD                                       | 18            | \$387,630       | \$346,842       | \$40.700                   | #20F FF                      |
| Cache Cty (Logan), UT                              | 21            | \$1,749,741     |                 | \$40,788                   | \$285,55                     |
| Miles City, MT                                     | 14            |                 | \$1,477,245     | \$272,496                  | \$1,475,77                   |
| Missoula, MT                                       | 22            | \$132,704       | \$111,130       | \$21,574                   | \$75,43                      |
| Rutland, VT  | 25            | \$3,125,056     | \$2,817,826     | \$307,230                  | \$2,264,54                   |
| Southern SE Alaska (Ketchikan)                     | 17            | \$1,347,575     | \$1,322,400     | \$25,175                   | \$921,72                     |
|  | 20            | \$1,048,237     | \$994,126       | \$54,111                   | \$781,18                     |
| Average  |               | \$1,298,491     | \$1,178,262     | \$120,229                  | \$967,36                     |
| Group II: Population 100,000 to 499                | ,999 (n=10)   |                 |                 |                            |                              |
| Ann Arbor, MI                                      | 47            | \$17,924,155    | \$18,852,546    | (\$928,391)                | \$13,288,73                  |
| Burlington, VT                                     | 33            | \$15,539,436    | \$15,738,459    | (\$199,023)                | \$11,719,026                 |
| Flint, MI*   | 36            | \$7,637,940     | \$7,715,736     | (\$77,796)                 | \$11,481,73                  |
| Humboldt Cty (Eureka), CA                          | 48            | \$8,741,472     | \$8,677,872     | \$63,600                   | \$7,360,366                  |
| Oakland, CA  | 88            | \$28,393,640    | \$28,404,024    | (\$10,384)                 | \$25,266,912                 |
| Pittsburgh, PA                                     | 129           | \$244,800,468   | \$272,844,254   | (\$28,043,786)             | \$261,510,310                |
| Reno, NV   | . 86          | \$32,875,478    | \$32,002,664    | \$872,814                  | \$26,898,220                 |
| Salt Lake City, UT                                 | 45            | \$36,359,730    | \$36,393,480    | (\$33,750)                 | \$34,552,890                 |
| St. Paul, MN                                       | 52            | \$110,099,210   | \$111,677,008   | (\$1,577,798)              | \$94,518,225                 |
| Tacoma, WA   | 53            | \$9,159,089     | \$8,727,881     | \$431,208                  | \$6,093,887                  |
| Average  | 62            | \$51,153,062    | \$54,103,392    | (\$2,950,331)              | \$49,269,030                 |
| Group III: Population 500,000 to 999<br>Boston, MA | ,999 (n=8)    | \$203,608,619   | \$196,234,947   | \$7,373,672                | \$181,139,830                |
| Honolulu, HI                                       | 106           | \$80,766,064    | \$80,377,892    | \$388,172                  | \$66,541,712                 |
| Monroe Cty (Rochester), NY                         | 119           | \$106,731,219   | \$111,226,682   | (\$4,495,463)              | \$99,433,782                 |
| New Orleans, LA                                    | 77            | \$25,242,987    | \$23,822,568    | \$1,420,419                | \$20,857,837                 |
| Phoenix, AZ  | 122           | \$85,663,154    | \$80,384,580    | \$5,278,574                | \$73,276,616                 |
| Portland, OR                                       | 65            | \$54,142,725    | \$54,521,155    | (\$378,430)                | \$45,755,450                 |
| San Francisco, CA                                  | 192           | \$315,435,302   | \$321,597,647   | (\$6,162,345)              |                              |
| San Jose, CA                                       | 66            | \$43,795,158    | \$43,231,716    | \$563,442                  | \$273,883,229                |
| Average  | 129           | \$114,423,154   | \$113,924,648   | \$498,505                  | \$34,527,768<br>\$99,427,028 |
| Group IV: Population 1,000,000 or M                | ore (n=9)     |                 |                 |                            |                              |
| Broward Cty (Ft. Lauderdale), FL                   | 137           | \$91,990,294    | \$88,839,842    | \$3,150,452                | \$72,108,854                 |
| Columbus, OH                                       | 51            | \$40,045,812    | \$48,847,290    | (\$8,801,478)              | \$45,581,454                 |
| Dade Cty (Miami), FL                               | 263           | \$129,119,850   | \$141,662,583   | (\$12,542,733)             | \$126,199,235                |
| ulton Cty (Atlanta), GA                            | 148           | \$99,723,584    | \$103,746,816   | (\$4,023,232)              | \$80,710,320                 |
| louston, TX  | 179           | \$244,086,101   | \$256,501,384   | (\$12,415,283)             | \$218,078,190                |
| hiladelphia, PA                                    | 123           | \$121,647,492   | \$121,143,930   | \$503,562                  | \$107,891,787                |
| an Diego, CA                                       | 68            | \$92,072,218    | \$91,833,619    | \$238,599                  |                              |
| anta Clara Cty, CA                                 | 230           | \$78,238,640    | \$76,932,240    |                            | \$82,652,354                 |
| t. Louis, MO*                                      | 93            | \$50,816,781    |                 | \$1,306,400<br>\$1,549,473 | \$58,700,600                 |
| Average  | 144           | \$105,304,530   | \$49,267,308    |                            | \$62,796,948                 |
|  |               | φ103,30T,330    | \$108,752,779   | (\$3,448,249)              | \$94,968,860                 |
| everage of All Communities                         | 93            | \$72,195,381    | \$73,887,142    | (\$1,691,762)              | \$65,110,015                 |

<sup>\*</sup>The local expenditure is greater than the total expenditure due to a large amount of asset acquisition, which is not included in the expenditure budget. Asset acquisition is considered an investment in capital, not an expense for operation.

# Explanation of Table 20: Average Revenues and Expenditures of Reporting Organizations in Fiscal 1990

This table summarizes the average revenues, expenditures, and surplus or deficits of the nonprofit arts organizations in each community that returned their fiscal 1990 survey. Each community has columns illustrating the number of local nonprofit arts organizations reporting surpluses or breakeven budgets and the number reporting deficits. A total and average have been calculated for each population category.

## Column One:

The average revenues per reporting local nonprofit arts organization.

#### Column Two:

The average expenditures per reporting local nonprofit arts organization.

## Column Three:

The average surplus or (deficit) per reporting local nonprofit arts organization.

#### Column Four:

The number of local nonprofit arts organizations that finished fiscal year 1990 with a surplus or break-even budget.

# Column Five:

The number of local nonprofit arts organizations that finished fiscal year 1990 with a deficit.

Table 20: Average Revenues and Expenditures of Reporting Organizations in Fiscal 1990

|  | Average               | Reporting Org's |                   |         |          |
|--|-----------------------|-----------------|-------------------|---------|----------|
| Community  | Revenues              | Expenditures    | Surplus/(Deficit) | Surplus | (Deficit |
| Group I: Population Less Than 100,00                 | 0 (n=6)               |                 |                   | , male  |          |
| Aberdeen, SD   | \$21,535              | \$19,269        | \$2,266           | 9       | 1        |
| Cache Cty (Logan), UT                                | \$83,321              | \$70,345        | \$12,976          | 4       | <u> </u> |
| Miles City, MT                                       | \$9,479               | \$7,939         | \$1,540           | 6       | <u> </u> |
| Missoula, MT   | \$142,048             | \$128,083       | \$13,965          | 11      | 3        |
| Rutland, VT  | \$53,903              | \$52,896        | \$1,007           | 4       | 1        |
| Southern SE Alaska (Ketchikan)                       | \$61,661              | \$58,478        | \$3,183           | 6       | 3        |
| Average  | \$61,991              | \$56,168        | \$5,823           | 7       | 2        |
|  |                       | 430,100         | 45,025            |         | -        |
| Group II: Population 100,000 to 499,9                | T - T                 |                 |                   |         |          |
| Ann Arbor, MI  | \$381,365             | \$401,118       | (\$19,753)        | 13      | 3        |
| Burlington, VT                                       | \$470,892             | \$476,923       | (\$6,031)         | 5       | 6        |
| Flint, MI  | \$212,165             | \$214,326       | (\$2,161)         | 12      | 6        |
| Humboldt Cty (Eureka), CA                            | \$182,114             | \$180,789       | \$1,325           | 6       | 7        |
| Oakland, CA  | \$322,655             | \$322,773       | (\$118)           | 15      | 9        |
| Pittsburgh, PA                                       | \$1,897,678           | \$2,115,072     | (\$217,394)       | П       | 9        |
| Reno, NV   | \$382,273             | \$372,124       | \$10,149          | 12      | 5        |
| Salt Lake City, UT                                   | \$807,994             | \$808,744       | (\$750)           | 20      | 7        |
| St. Paul, MN   | \$2,117,292           | \$2,147,635     | (\$30,343)        | 17      | 10       |
| Tacoma, WA   | \$172,813             | \$164,677       | \$8,136           | 15      | 7        |
| Group III: Population 500,000 to 999,9<br>Boston, MA | 99 (n=8)<br>\$716,932 | \$690,968       | \$25,964          | 9       | 9        |
| Honolulu, HI   | \$761,944             | \$758,282       | \$3,662           | 13      | 7        |
| Monroe Cty (Rochester), NY                           | \$896,901             | \$934,678       | (\$37,777)        | 18      | 17       |
| New Orleans, LA                                      | \$327,831             | \$309,384       | \$18,447          | 16      | 5        |
| Phoenix, AZ  | \$702,157             | \$658,890       | \$43,267          | 13      | 6        |
| Portland, OR   | \$832,965             | \$838,787       | (\$5,822)         | 14      | 7        |
| San Francisco, CA                                    | \$1,642,892           | \$1,674,988     | (\$32,096)        | 15      | 14       |
| San Jose, CA   | \$663,563             | \$655,026       | \$8,537           | - 11    | 8        |
| Average  Group IV: Population 1,000,000 or Mo        | \$818,148<br>re (n=9) | \$815,125       | \$3,023           | 14      | 9        |
| Broward Cty (Ft. Lauderdale), FL                     | \$671,462             | \$648,466       | \$22,996          | 13      | 5        |
| Columbus, OH   | \$785,212             | \$957,790       | (\$172,578)       | 16      | 11       |
| Dade Cty (Miami), FL                                 | \$490,950             | \$538,641       | (\$47,691)        | 12      | 6        |
| Fulton Cty (Atlanta), GA                             | \$673,808             | \$700,992       | (\$27,184)        | 19      | 8        |
| Houston, TX  | \$1,363,610           | \$1,432,969     | (\$69,359)        | 11      | 11       |
| Philadelphia, PA                                     | \$989,004             | \$984,910       | \$4,094           | 8       | 8        |
| ian Diego, CA  | \$1,354,003           | \$1,350,494     | \$3,509           | 10      | 8        |
| anta Clara Cty, CA                                   | \$340,168             | \$334,488       | \$5,680           | 9       | 5        |
| it. Louis, MO  | \$546,417             | \$529,756       | \$16,661          | 16      | 7        |
| Average  | \$801,626             | \$830,945       | (\$29,319)        | 13      | 8        |
|  |                       | 40001.10        | (427,317)         |         | •        |
|  |                       |                 |                   |         |          |

# EXPLANATION OF TABLE 21: ESTIMATED ARTS VOLUNTARISM BY COMMUNITY IN FISCAL 1990

This table summarizes the estimated number of volunteers, volunteer hours donated, an dollar value of volunteer time by community in fiscal 1990. These figures are derived by multiplying the average per-organization volunteer data by the total number of nonprofit arts organizations in that community. An average has been calculated for each population group.

## Column One:

The estimated number of people who volunteered for local nonprofit arts organizations in fiscal 1990.

#### Column Two:

The estimated number of volunteer hours donated to local nonprofit arts organizations in fiscal 1990.

#### Column Three:

The estimated dollar value of volunteer hours donated to local nonprofit arts organizations in fiscal 1990.

The 1990 dollar value is based on *Giving and Volunteering in the United States 1992*, by the Independent Sector, which places the dollar value of the average 1991 volunteer hour at \$11.58 and the 1989 volunteer hour at \$10.82. An average of these two years (\$11.20) is used for 1990, as there are no data specific to that year. Volunteers for the arts include members of the board of directors, docents, ticket takers, and others.

#### Column Four:

The estimated average number of volunteer hours donated, per volunteer, to local nonprofit arts organizations in fiscal 1990.

Table 21: Estimated Arts Voluntarism by Community in Fiscal 1990

|   | Number of  | Number of        | Dollar Value of | Average Hours |
|---|------------|------------------|-----------------|---------------|
| Community                               | Volunteers | Hours            | Volunteer Hours | Per Volunteer |
| Group I: Population Less Than 100,000   | ) (n=6)    |                  |                 |               |
| Aberdeen, SD                            | 1,841      | 33,088           | \$370,586       | 18            |
| Cache Cty (Logan), UT                   | 1,184      | 43,861           |                 |               |
| Miles City, MT                          | 396        |                  | \$491,243       | 37            |
| Missoula, MT                            | 27,786     | 10,732           | \$120,198       | 27            |
| Rutland, VT                             | 1,595      | 639,240          | \$7,159,488     | 23            |
| Southern SE Alaska (Ketchikan)          | 997        | 30,535<br>40,222 | \$341,992       | 19            |
| Average                                 | 5,633      | 132,946          | \$450,486       | 40            |
|   |            | 132,746          | \$1,488,999     | 27            |
| Group II: Population 100,000 to 499,99  |            |                  |                 |               |
| Ann Arbor, MI                           | 4,303      | 115,065          | \$1,288,728     | 27            |
| Burlington, VT                          | 3,378      | 280,731          | \$3,144,187     | 83            |
| Flint, MI                               | 5,120      | 132,258          | \$1,481,290     | 26            |
| Humboldt Cty (Eureka), CA               | 9,985      | 231,467          | \$2,592,430     | 23            |
| Oakland, CA                             | 14,843     | 199,595          | \$2,235,464     | 13            |
| Pittsburgh, PA                          | 5,514      | 334,427          | \$3,745,582     | 61            |
| Reno, NV                                | 5,711      | 207,847          | \$2,327,886     | 36            |
| Salt Lake City, UT                      | 5,577      | 146,580          | \$1,641,696     | 26            |
| St. Paul, MN                            | 3,774      | 195,673          | \$2,191,538     | 52            |
| Tacoma, WA                              | 4,016      | 155,736          | \$1,744,243     | 39            |
| Group III: Population 500,000 to 999,99 | 99 (n=8)   | 591,185          | \$6,621,272     | 32            |
| Honolulu, HI                            | 11,734     | 560,926          | \$6,282,371     | 48            |
| Monroe Cty (Rochester), NY              | 12,492     | 692,934          | \$7,760,861     | 55            |
| New Orleans, LA                         | 5,940      | 265,195          | \$2,970,184     | 45            |
| Phoenix, AZ                             | 33,974     | 1,103,760        | \$12,362,112    | 32            |
| Portland, OR                            | 6,670      | 194,418          | \$2,177,482     | 29            |
| San Francisco, CA                       | 21,850     | 741,164          | \$8,301,037     | 34            |
| San Jose, CA                            | 5,322      | 233,435          | \$2,614,472     | 44            |
| Average                                 | 14,578     | 547,877          | \$6,136,224     | 40            |
| Group IV: Population 1,000,000 or Mor   | e (n=9)    |                  |                 |               |
| Broward Cty (Ft. Lauderdale), FL        | 50,576     | 1,050,135        | \$11,761,512    | 21            |
| Columbus, OH                            | 10,942     | 409,196          | \$4,582,995     | 37            |
| Dade Cty (Miami), FL                    | 16,058     | 246,752          | \$2,763,622     | 15            |
| Fulton Cty (Atlanta), GA                | 25,434     | 1,347,529        | \$15,092,325    | 53            |
| Houston, TX                             | 29,015     | 1,300,670        | \$14,567,504    | 45            |
| Philadelphia, PA                        | 5,612      | 344,661          | \$3,860,203     | 61            |
| an Diego, CA                            | 14,187     | 480,245          | \$5,378,744     | 34            |
| Santa Clara Cty, CA                     | 12,453     | 544,049          | \$6,093,349     | 44            |
| it. Louis, MO                           | 9,458      | 254,715          | \$2,852,808     | 27            |
| Average                                 | 19,304     | 664,217          | \$7,439,229     | 37            |
| Average of All Communities              | 11,708     | 398,728          | \$4,465,754     | 37            |
|   |            |                  |                 |               |

# EXPLANATION OF TABLE 22:

COMPARATIVE AVERAGES PER REPORTING ARTS ORGANIZATION IN THE FOUR POPULATION GROUPS FOR FISCAL 1990

This table summarizes — by population category — the average revenues, expenditures, and other finance-related information for the 610 nonprofit arts organizations that returned their fiscal 1990 survey. An average of the 610 responding organizations is calculated for each line item (column five).

#### Column One:

The fiscal 1990 average for nonprofit arts organizations that reported from population group I (communities having a population of less than 100,000).

#### Column Two:

The fiscal 1990 average for nonprofit arts organizations that reported from population group II (communities having a population of 100,000 to 499,999).

#### Column Three:

The fiscal 1990 average for nonprofit arts organizations that reported from population group III (communities having a population of 500,000 to 999,999).

#### Column Four:

The fiscal 1990 average for nonprofit arts organizations that reported from population group IV (communities having a population of 1,000,000 or more).

# Column Five:

The fiscal 1990 average for all 610 nonprofit local arts organizations.

Table 22: Comparative Averages Per Reporting Arts Organization in the Four Population Groups for Fiscal 1990

|                              |          |                 |            | A                | verage Per Repo | orting Organ      | nization   |                 |            |                      |
|------------------------------|----------|-----------------|------------|------------------|-----------------|-------------------|------------|-----------------|------------|----------------------|
|                              |          | oup I<br>I 1990 |            | oup II<br>I 1990 |                 | oup III<br>I 1990 |            | up IV<br>I 1990 |            | anizations<br>d 1990 |
| Number of Organizations      | 50       |                 | 195        |                  | 182             |                   | 183        |                 | 610        |                      |
| Operating Revenues           |          |                 |            |                  |                 |                   |            |                 |            |                      |
| Earned Revenue               | \$52,224 | 61.2%           | \$345,088  | 44.1%            | \$499,753       | 57.7%             | \$485,990  | 60.2%           | \$408,914  | 54.1%                |
| Private Support              | \$15,915 | 18.7%           | \$201,115  | 25.7%            | \$255,733       | 29.6%             | \$214,363  | 26.5%           | \$205,894  | 27.2%                |
| Government Support           | \$16,851 | 19.7%           | \$226,134  | 28.9%            | \$88,332        | 10.2%             | \$76,617   | 9.5%            | \$122,836  | 16.2%                |
| Local Arts Agency Support    | \$345    | 0.4%            | \$9,451    | 1.2%             | \$21,590        | 2.5%              | \$30,913   | 3.8%            | \$18,735   | 2.5%                 |
| Total Revenues               | \$85,335 | 100%            | \$781,788  | 100%             | \$865,409       | 100%              | \$807,882  | 100%            | \$756,379  | 100%                 |
| Operating Expenditures       |          | *               |            |                  |                 |                   |            |                 |            |                      |
| Staff/Employee Expenses      | \$37,391 | 47.4%           | \$303,221  | 37.5%            | \$388,647       | 44.8%             | \$332,276  | 39.3%           | \$315,181  | 40.6%                |
| Facilities Expenses          | \$5,368  | 6.8%            | \$131,572  | 16.3%            | \$76,255        | 8.8%              | \$56,639   | 6.7%            | \$82,117   | 10.6%                |
| Other Operating Expenses     | \$24,178 | 30.6%           | \$276,698  | 34.2%            | \$263,002       | 30.3%             | \$302,338  | 35.8%           | \$259,220  | 33.4%                |
| Payment to Local Artists     | \$4,232  | 5.4%            | \$60,235   | 7.4%             | \$100,082       | 11.5%             | \$88,666   | 10.5%           | \$75,945   | 9.8%                 |
| Payment to Non-Local Artists | \$7,765  | 9.8%            | \$36,947   | 4.6%             | \$39,967        | 4.6%              | \$64,972   | 7.7%            | \$43,805   | 5.6%                 |
| Total Payment to Artists     | \$11,997 | 15.2%           | \$97,182   | 12.0%            | \$140,049       | 16.1%             | \$153,638  | 18.2%           | \$119,750  | 15.4%                |
| Total Expenditures           | \$78,934 | 100%            | \$808,674  | 100%             | \$867,953       | 100%              | \$844,891  | 100%            | \$776,268  | 100%                 |
| Surplus/(Deficit)            | \$6,401  |                 | (\$26,886) |                  | (\$2,544)       |                   | (\$37,009) |                 | (\$19,889) |                      |
| Net Financial Results        |          | 2               |            |                  |                 |                   |            |                 |            |                      |
| Broke Even or Net Gain       | 39       | 78.0%           | 126        | 64.6%            | 109             | 59.9%             | 114        | 62.3%           | 388        | 63.6%                |
| Net Loss                     | П        | 22.0%           | 69         | 35.4%            | 73              | 40.1%             | 69         | 37.7%           | 222        | 36.4%                |
| Other Highlights             |          |                 |            |                  |                 |                   |            |                 |            |                      |
| Asset Acquisition            | \$3,424  |                 | \$105,107  |                  | \$27,579        |                   | \$65,856   |                 | \$61,770   |                      |
| In-Kind Contributions        | \$3,919  |                 | \$52,082   | 11               | \$23,466        |                   | \$29,936   |                 | \$32,905   |                      |
| In-Kind/Total Expenses       | 5.0%     |                 | 6.4%       |                  | 2.7%            |                   | 3.5%       |                 | 4.2%       |                      |
| Number of Volunteers         | 403      |                 | 107        |                  | 115             |                   | 160        |                 | 150        |                      |
| Volunteer Hours              | 9,217    |                 | 3,401      |                  | 4,579           |                   | 5,712      |                 | 4,929      | A                    |
| Hours Per Volunteer          | 23       |                 | 32         |                  | 40              |                   | 36         |                 | 33         |                      |

# Survey Instruments

The following surveys were used to collect data from the arts organizations and local arts agencies. The surveys were distributed to the same 1,093 organizations each of the three years studied (1990, 1991, and 1992).

| First, a few questions about your organization   |                        | 2 What was the end date of your fiscal year 1992?  |                   |
|--|------------------------|--|-------------------|
|  |                        | Month Day: Year  |                   |
| Organization Name:   |                        |  |                   |
| Address:   |                        | 3. Your FY 1992 OPERATING BUDGET.  |                   |
| Telephone Number: ( ) Fax: ( )   |                        | Revenues/Sources of Funds  |                   |
| Contact Person: (in case we have questions about your completed form)                            |                        | Earned Revenue   |                   |
|  |                        | Admissions (including sales and admissions taxes)  | \$                |
| 1. Is your agency PRIVATE or PUBLIC?   |                        | Membership dues  | \$                |
| Private ( )  |                        | Tuition  | \$                |
| Do you have tax-exempt 501(c)(3) status?   |                        | Contracted service revenue (lees from sales of services)                                     | \$                |
| Yes () No ()   |                        | Sales and rentals (please do NOT include rental of facilities here)                          | \$                |
| Do you have an official written charter or resolution to provide services or reco                | ommend funding amounts | Interest   | s                 |
| on behalf of the local government?   |                        | Fundraising events   | \$                |
| Yes, city government ( )  Yes, county government ( )   |                        | Other programs not designated as fundraising   | \$                |
|  |                        | Other earned revenue (specify):  | \$                |
|  |                        | 0  | AAV:              |
| No, no official designation ( )  |                        | Does your organization own a performing arts facility, property, or an ex                    |                   |
| Public ( )   |                        | YES () NO () (GO TO NEXT SEC   | , ION)            |
| As a Public agency, are you part of  |                        | IF YES: Revenues from rental of this facility/space to:                                      |                   |
| City government ( )  |                        | Non-profit arts organizations for performance, exhibition, or                                | s                 |
| County government ( )  |                        | fund-raising event   |                   |
| Chamber of commerce ( )  |                        | Profit-making arts organizations (travelling companies, popular concerts, promoters)         | \$                |
| Other (specify):   |                        | Corporations/individuals for private events or functions                                     | s                 |
| Type of enabling legislation:  |                        | (parties, weddings)  |                   |
|  |                        |  |                   |
|  |                        | Total Earned Revenue   | <u>Is</u>         |
|  | next page, please      |  | next page, plea   |
| Page 1   | rioni page, presse     | Page 2   |                   |
|  |                        |  |                   |
| Arts in the Local Economy (FY 1992) Local A  | uts Agency             | Arts in the Local Economy (FY 1992) Local Arts A<br>Expenditures/Uses of Funds               | gency             |
|  |                        | Staft/Employee Expenses  |                   |
| Private Support  |                        |  | s                 |
| Corporate support (NOT including in-kind contributions)  | \$                     | Total payroll (kill and part-time)  Total payroll taxes and tringe benefits (including FICA) |                   |
| Foundation support   |                        |  |                   |
| Individual donations (in excess of dues)   | -                      | Contractors Other personnel costs (specify):   | 5                 |
| Contributions by separate groups dedicated to support of the<br>arts (e.g., Friends of the Arts) |                        | Olitate bei sonnen costa (abocc.)1.  |                   |
|  | •                      | 8. Total Statt/Employee Expenses   | s                 |
| 5. Total Private Support   |                        | Payments to Arists (for services/performances/materials)                                     |                   |
| Government Support   |                        | To local artists directly  | \$                |
| National Endowment for the Arts  | s                      | To non-local artists (visiting artists or companies)   | s                 |
| Other lederal government support:  | s                      | Funds to local arts organizations (should equal line 16 on Page 7)                           | \$                |
| Regional government support  | s                      | Other (specify):   | \$                |
| State arts agency support  | s                      |  |                   |
| Other state support:   | \$                     | 9. Total Payments to Arists  | s                 |
| Local city appropriations  | \$                     | Operations   |                   |
| Local county appropriations  | s                      | Supplies and materials   | s                 |
| Special government funding sources   | \$                     |  | \$                |
|  |                        | Production costs Telephone   | s                 |
| 6. Total Government Support  | 5                      | Insurance  | \$                |
|  |                        | Travel   | \$                |
| 7. Total Operating Revenues (sum of lines 4-6)   | \$                     | Postage  | \$                |
|  |                        | Office machinery (computer, tax)   | \$                |
|  |                        | Publications production cost   | \$                |
|  |                        | Advertising and promotional costs  | s                 |
|  |                        |  |                   |
|  |                        | Contract services (accounting, legal, etc.)  | s                 |
|  |                        | 1  | ss                |
|  |                        | Contract services (accounting, legal, etc.)  | ss                |
|  | part page. Diease      | Contract services (accounting, legal, etc.)  | ssssyou're hallwa |
| Page 3   | next page, please      | Contract services (accounting, legal, etc.) Other (specify):                                 | S you're halfwa   |

| AND/OR   | \$_  |             | Asset Acquisition (past liscal year ONLY)  |  |
|--|--|-------------|--|--|
| Mongage cost   | \$_  |             | Equipment  |  |
| Properly laxes   | s_   |             | Outright purchase  |  |
| Contribution in lieu of taxes  | \$_  |             | Downpayment  |  |
| Utildies   | \$_  |             | Financed amount  |  |
| Other facility costs (specify):  | \$_  |             |  |  |
|  |  |             | Real estate  |  |
| Total Facilities Expenses  | s  |             | Outright purchase  |  |
|  |  |             | Downpayment  |  |
|  |  |             | Financed amount  |  |
| of Operating Expenses (sum of lines 8-11)  | Iz   |             | An .   |  |
| i Operating Revenues (copy line 7 from page 3)   |  |             | Outright purchase  |  |
| in Operating Revenues (copy line 7 from page 3)  |  |             | Downpayment  |  |
|  |  |             | Financed amount  |  |
| ference between total operating revenues and total operating   | emenses:   |             |  | T 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1                              |
|  |  |             | 14. Total Asset Aquisition   | s  |
| renues higher than expenses; what happened to the surplus?   |  |             |  | Service Service  |
| added to reserves  |  |             |  |  |
| added to capital funds   |  |             | In-Kind Contributions (services, tacifities, materia   | is)  |
| other (specify):   |  | 1           | From corporations  | 194  |
| ther (specify):  | 1  |             | From government  |  |
| enses higher than revenues; how was the deficit covered?   | - <u>s</u>   |             | From state arts agency   |  |
| aken from reserves   |  | ,           | From individuals   |  |
| taken from capital funds   |  |             |  |  |
| required additional support  |  | ,           | 15. Total tn-Kind Contributions  | s  |
| her (specify):   |  |             |  |  |
| Page 5  Arts in the Local Economy (FY 1992) Local  | al Arts Agency   |             | Ans in the Local Economy (F  | Y 1992) Local Arts Agency  |
| Arts in the Local Economy (FY 1992) Local  |  |             |  |  |
|  | nts organizations in each o  | of the<br>O |  | Y 1992) Local Aris Agency  |
| Arts in the Local Economy (FY 1992) Local local a loca | nts organizations in each o  | of the O    | Ans in the Local Economy (F<br>Volunteer hours include time donated by board mem   | Y 1992) Local Aris Agency  |
| Arts in the Local Economy (FY 1992) Local local a loca | rts organizations in each of the street of t | 0           | Ans in the Local Economy (F Volunteer hours include time donated by board mem Professional   | Y 1992) Local Aris Agency<br>bors, docents, ushers, etc.             |
| Aris in the Local Economy (FY 1992) Local we, please indicate how much of those funds went to local a ecolumn to the right, indicate how many different organiza   | rts organizations in each of the street of t | 0           | Ans in the Local Economy (F Volunteer hours include time donated by board mem Professional Artistic  | Y 1992) Local Aris Agency<br>bors, docents, ushers, etc.             |
| Arts in the Local Economy (FY 1992) Local way, please indicate how much of those lunds went to local a ecolumn to the right, indicate how many different organization.   | rts organizations in each of the street of t | 0           | Arts in the Local Economy (F Volunteer hours include time donaled by board mem Professional Artistic Clerical services   | Y 1992) Local Arts Agency<br>bors, docents, ushers, etc.             |
| Arts in the Local Economy (FY 1992). Local common please indicate how much of those lunds went to local a the column to the right, indicate how many different organization.   | rts organizations in each of the street of t | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board mem Professional Artistic Clerical services Service (ticket takers, gift shop, docents)   | Y 1992) Local Arts Agency<br>bors, docents, ushers, etc.             |
| Aris in the Local Economy (FY 1992) Local on please indicate how much of those lunds went to local a se column to the right, indicate how many different organization.  CATION  CORGANIZATION  7, fiber, glass, leather, metal, paper, plastic,  | rts organizations in each of the street of t | 0           | Arts in the Local Economy (F Volunteer hours include time donaled by board mem Professional Artistic Clerical services   | Y 1992) Local Aris Agency<br>bors, docents, ushers, etc.             |
| Arts in the Local Economy (FY 1992) Local allow, please indicate how much of those lunds went to local a the column to the right, indicate how many different organization of the column to the right, indicate how many different organization.  UCATION  ICE ORGANIZATION  ay, fiber, glass, leather, metal, paper, plastic, let, ethnic, jazz, modern not mime)  ICS (architecture, fashion, graphic, industrial,   | rts organizations in each of the street of t | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board mem Professional Artistic Clerical services Service (ticket takers, gift shop, docents)   | Y 1992) Local Aris Agency<br>bors, docents, ushers, etc.             |
| Arts in the Local Economy (FY 1992). Local clow, please indicate how much of those lunds went to local a the column to the right, indicate how many different organization.  UCATION  ICE ORGANIZATION  ay, fiber, glass, leather, metal, paper, plastic, let, ethnic, jazz, modern not mime)  (S (architecture, fashion, graphic, industrial, chitecture, urban/metropolitan)   | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board mem Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other   | Y 1992) Local Aris Agency<br>bors, docents, ushers, etc.             |
| Arts in the Local Economy (FY 1992). Local allow, please indicate how much of those lunds went to local a the column to the right, indicate how many different organization.  UCATION  ICE ORGANIZATION  ay, fiber, glass, leather, metal, paper, plastic, let, ethnic, jazz, modern not mirre)  ICS (architecture, fashion, graphic, industrial, chitecture, urban/metropolitan)  (indigenous art forms)  | rts organizations in each of the street of t | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board mem Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other   | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Arts in the Local Economy (FY 1992). Local clow, please indicate how much of those lunds went to local a the column to the right, indicate how many different organization.  UCATION  ICE ORGANIZATION  ay, fiber, glass, leather, metal, paper, plastic, let, ethnic, jazz, modern not mime)  (S (architecture, fashion, graphic, industrial, chitecture, urban/metropolitan)   | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board mem Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours Attendance at cultural events that your organization s   | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Arts in the Local Economy (FY 1992). Local allow, please indicate how much of those lunds went to local a the column to the right, indicate how many different organization.  UCATION  ICE ORGANIZATION  ay, fiber, glass, leather, metal, paper, plastic, let, ethnic, jazz, modern not mirre)  ICS (architecture, fashion, graphic, industrial, chitecture, urban/metropolitan)  (indigenous art forms)  | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees                      | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Aris in the Local Economy (FY 1992) Local action, please indicate how much of those lunds went to local a the column to the right, indicate how many different organization column to the right, indicate how many different organization.  JCATION  CE ORGANIZATION  19, fiber, glass, leather, metal, paper, plastic, et, ethnic, jazz, modern not mime)  S (architecture, fashion, graphic, industrial, thitecture, urban/metropolitan)  (indigenous art forms)   | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board mem Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours Attendance at cultural events that your organization s   | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Aris in the Local Economy (FY 1992) Local action please indicate how much of those lunds went to local a the column to the right, indicate how many different organization of the right, indicate how many different organization.  ICATION  CE ORGANIZATION  y, fibor, glass, leather, metal, paper, plastic, et, ethnic, jazz, modern not mirne)  S (architecture, fashion, graphic, industrial, hitecture, urban/metropolitan)  (indigenous art forms)  (fiction, non-fiction, playwriting, poetry)  (film, video, audio)   | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees Exhibition attendees | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Aris in the Local Economy (FY 1992) Local as well as please indicate how much of those lunds went to local a secolumn to the right, indicate how many different organization.  CATION  E ORGANIZATION , fiber, glass, leather, metall, paper, plastic, ethnic, jazz, modern not mime) (architecture, fashion, graphic, industrial, intecture, urban/metropolitan) indigenous art forms) (fiction, non-fiction, playwriting, poetry) (film, video, audio)   | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees                      | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Aris in the Local Economy (FY 1992) Local action on please indicate how much of those lunds went to local a the column to the right, indicate how many different organization of the right, indicate how many different organization.  ICATION  CE ORGANIZATION  Let, glass, leather, metal, paper, plastic, et, ethnic, jazz, modern not mime)  S. (architecture, lashion, graphic, industrial, indigenous art forms)  (findigenous art forms)  (fiction, non-fiction, playwriting, poetry)  (film, video, audio)  PLINARY  | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees Exhibition attendees | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Aris in the Local Economy (FY 1992) Local action, please indicate how much of those lunds went to local a the column to the right, indicate how many different organization of the right, indicate how many different organization.  JCATION  CE ORGANIZATION  ay, fiber, glass, leather, metal, paper, plastic, et, ethnic, jazz, modern not mime)  S (architecture, tashion, graphic, industrial, chitecture, urban/metropolitan)  (indigenous art forms)  (indigenous art forms)  (ifidinous non-fiction, playwriting, poetry)  if (film, video, audio)   | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees Exhibition attendees | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Aris in the Local Economy (FY 1992) Local at the column to the right, indicate how many different organization column to the right, indicate how many different organization column to the right, indicate how many different organization.  JCATION  CE ORGANIZATION  by, fiber, glass, leather, metal, paper, plastic, et, ethnic, jazz, modern not mime)  S (architecture, fashion, graphic, industrial, chitecture, urban/metropolitan)  (indigenous art forms)  (indigenous art forms)  (ifilm, video, audio)  PLINARY  d, orchestral, choral, new, ethnic, jazz,   | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees Exhibition attendees | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Aris in the Local Economy (FY 1992) Local at the column to the right, indicate how many different organization column to the right, indicate how many different organization column to the right, indicate how many different organization.  UCATION  ICE ORGANIZATION  ay, fiber, glass, leather, metal, paper, plastic, let, ethnic, jazz, modern not mime)  ICS (architecture, fashion, graphic, industrial, chitecture, urban/metropolitan)  (indigenous art forms)  E. (fiction, non-fiction, playwriting, poetry)  E. (film, video, audio)  IPLINARY  d. orchestral, choral, new, ethnic, jazz, incal THEATER  | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees Exhibition attendees | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Arts in the Local Economy (FY 1992) Local action, please indicate how much of those lunds went to local at the column to the right, indicate how many different organization of the right, indicate how many different organization.  JCATION  JCE ORGANIZATION  ay, fiber, glass, leather, metal, paper, plastic, let, ethnic, jazz, modern not mime)  St. (architecture, fashion, graphic, industrial, chitecture, urban/metropolitan)  (indigenous art forms)  E. (liction, non-fiction, playwriting, poetry)  E. (liction, wideo, audio)  IPLINARY  d. orchestral, choral, new, ethnic, jazz, lical THEATER  classical, experimental, mime, puppet)  | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees Exhibition attendees | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Arts in the Local Economy (FY 1992) Local at the column to the right, indicate how many different organization column to the right, indicate how many different organization column to the right, indicate how many different organization column to the right, indicate how many different organization organiz | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees Exhibition attendees | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Aris in the Local Economy (FY 1992) Local and the column to the right, indicate how many different organization column to the right, indicate how many different organization column to the right, indicate how many different organization occurrence of the right, indicate how many different organization occurrence of the right, indicate how many different organization occurrence of the right of the column of the right of the column occurrence occurr | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees Exhibition attendees | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |
| Arts in the Local Economy (FY 1992) Local away, please indicate how much of those lunds went to local a se column to the right, indicate how many different organization of the right, indicate how many different organization.  CATION  E ORGANIZATION  (i) fiber, glass, leather, metal, paper, plastic, the thic, jazz, modern not mime)  (i) (architecture, fashion, graphic, industrial, indigenous art forms)  (fiction, non-fiction, playwriting, poetry)  (film, video, audio)  LINARY  orchestral, choral, new, ethnic, jazz,  CAL THEATER  assical, experimental, mime, puppet)  (graphics, painting, soulpture, photograph   | rts organizations in each oftions received that funding  \$ Amount  \$  \$  \$  \$  \$  \$   | 0           | Arts in the Local Economy (F Volunteer hours include time donated by board memory Professional Artistic Clerical services Service (ticket takers, gift shop, docents) Other  17. Total Volunteer Hours  Attendance at cultural events that your organization is Performance attendees Exhibition attendees | Y 1992) Local Arts Agency  Dors, docents, ushers, etc.  # Volunteers |

| Organization Name:  |                     | What was the end date of your liscal year 1992?  |                       |
|---|---------------------|--|-----------------------|
|   | -                   | Month: Day Year:   |                       |
| Address:  |                     |  |                       |
| Telephone Number: ( ) Fax: ( )  |                     | 3. Your FY 1992 OPERATING BUDGET   |                       |
| Contact Person: (in case we have questions about your completed form)                                   |                     |  |                       |
|   |                     | Revenues/Sources of Funds  |                       |
| Piease answer all questions; if exact numbers are not available, you may use best estimates             |                     | Earned Revenue   |                       |
|   |                     | Admissions (including sales or admissions taxes)   | \$                    |
| What is the primary arts discipline of your organization?   |                     | Membership dues  | \$                    |
|   |                     | Tuition  Contracted service revenue (lees from sales of services)                            | -                     |
| ARTS IN EDUCATION   | ()                  | Sales and rentals (do NOT include rental of lacilities here)                                 | ;                     |
| ARTS SERVICE ORGANIZATIONS  | ()                  | Interest   | · · ·                 |
| CRAFTS (clay, fiber, glass, leather, metal, paper, plastic, wood)                                       | ()                  | Fundraising events   | 5                     |
| DANCE (ballet, ethnic, jazz, modern not mime)   | ()                  | Other programs not designated as fundraising   |                       |
| DESIGN ARTS (architecture, fashion, graphic, industrial,<br>landscape architecture, urban/metropolitan) | ()                  | Other (specify):   | s                     |
| FOLK ARTS (indigenous art forms)  | ()                  |  |                       |
| HUMANITIES  | ()                  | Does your organization own a performing arts facility, property, or an ex                    |                       |
| LITERATURE (fiction, non-liction, playwriting, poetry)  | ()                  | YES () NO () (GO TO NEXT SE  | CTION)                |
| MEDIA ARTS (film, video, audio)   | ()                  | IF YES: Revenues from rental of this facility/space to:                                      |                       |
| MULTI-DISCIPLINARY  | 0                   | Non-profit arts organizations for performance, exhibition, or                                | \$                    |
| MUSEUM  | ()                  | fund-raising event   | 1000                  |
| MUSIC (band, orchestral, choral, new, ethnic, jazz,   | ()                  | Profit-making arts organizations (travelling companies, popular concerts, promoters)         | \$                    |
| OPERAMUSICAL THEATER  | ()                  | Corporations/individuals for private events or functions                                     | 5                     |
| THEATER (classical, experimental, mime, puppet)   | ()                  | (parties, weddings)  |                       |
| VISUAL ARTS (graphics, painting, sculpture, photography)  | ()                  | 4. Total Earned Revenue  |                       |
| Troope Artio (graphies, paining, souplors, protography)   |                     | 4. Idai Ealied Nevelbe   |                       |
|   | next page, please   |  | next page, please.    |
| Arts in the Local Economy (FY 1992) Arts Organization   |                     | Ans in the Local Economy (FY 1992): Ans Orga   | Inization             |
| Private Support (NOT through a local arts agency, see line 7)   |                     | Expenditures/Uses of Funds Stati/Employee Expenses   |                       |
| Corporate support (NOT including in-kind contributions)   |                     |  |                       |
|   | \$                  | Total payroff (full and part-time)  Total payroff taxes and fringe benefits (including FICA) | •                     |
| Individual donations (in excess of dues)  | *                   | Contractors  |                       |
| Contributions by separate groups dedicated to support of the arts                                       | 5                   | Other personnel costs (specify):   | ;                     |
| (e.g., Friends of the Arts)   |                     | - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1  | TO THE RESERVE TO SHE |
| 5. Total Private Support  |                     | 9. Total Staff/Employee Expenses   | s                     |
|   |                     | Payments to Artists  |                       |
| Government Support (NOT through a local arts agency, see line 7)  |                     | Payments to local artists  | ss                    |
|   | s                   | Payments to non-local artists  | \$                    |
| Other federal government support:   | 5                   |  |                       |
| Regional government support   | s                   | 10. Total Payments to Artists  | s                     |
| State arts agency support   | s                   |  |                       |
| Other state support:  | s                   | Operations   |                       |
| Local city appropriations   | s                   | Supplies and materials   | \$                    |
| Local county appropriations   | s                   | Production   | \$                    |
| Special government funding sources  | \$                  | Telephone  | \$                    |
|   |                     | Insurance  | \$                    |
| 6. Total Government Support   |                     | Travel Postage   | ,                     |
| 7 Tanki and Associated  |                     | Office machinery (computer, fax)   | ss                    |
| 7. Total Local Arts Agency Support  |                     | Publications production cost   | \$                    |
| 8. Total Operating Revenues (sum of lines 4-7)  |                     | Advertising and promotional costs  | \$                    |
| o, rotal operating nevertoes (sum of times 4-7)   |                     | Contract services (accounting, legal, etc.)  | ss                    |
|   |                     | Other (specify):   |                       |
|   |                     | Circ. (550-7)  | \$                    |
|   |                     |  | \$                    |
|   | you're halfway done | 11 Total Operations Expenses   | s next page, pleas    |

| Rental /lease costs  | \$                                  |
|--|-------------------------------------|
| AND/OR   |                                     |
| Mongage cost   | \$                                  |
| Properly laxes   | \$                                  |
| Contribution in lieu of taxes  | \$                                  |
| Utilities  | \$                                  |
| Other facility costs (specify):  | s                                   |
| . Total Facilities Expenses  | s                                   |
|  |                                     |
| tal Operating Expenses (sum of lines 9-12)   | s                                   |
|  |                                     |
| al Operating Revenues (copy the total from line 6 on page 3)   | s                                   |
| flerence between total operating revenues and total operating expense  | es:                                 |
| flerence between total operating revenues and total operating expense<br>Revenues higher than expenses; what happened to the surplus?  | + <u>\$</u>                         |
| flerence between total operating revenues and total operating expense  | + <u>5</u> ()                       |
| flerence between total operating revenues and total operating expense<br>Revenues higher than expenses; what happened to the surplus?  | + <u>\$</u>                         |
| filerence between total operating revenues and total operating expense.  Revenues higher than expenses; what happened to the surplus?  added to reserves  added to capital funds  returned to government   | + <u>5</u> ()                       |
| flerence between total operating revenues and total operating expense<br>Revenues higher than expenses; what happened to the surplus?<br>added to reserves<br>added to capital funds   | + <u>\$</u> () ()                   |
| filerence between total operating revenues and total operating expense.  Revenues higher than expenses; what happened to the surplus?  added to reserves  added to capital funds  returned to government   | + <u>\$</u> () () ()                |
| filerence between total operating revenues and total operating expenses.  Revenues higher than expenses; what happened to the surplus?  added to reserves  added to capital funds  returned to government  other (specify):  | + <u>5</u> () () () ()              |
| filerence between total operating revenues and total operating expenses.  Revenues higher than expenses; what happened to the surplus?  added to reserves  added to capital funds  returned to government  other (specify):  Expenses higher than revenues; how was the deficit covered? | + <u>\$</u> () () () () - <u>\$</u> |
| Revenues higher than expenses; what happened to the surplus?  added to reserves  added to capital funds  returned to government  other (specify):  Expenses higher than revenues; how was the deficit covered?  taken from reserves  | + \$ () () () () () () () () ()     |

only two more pages...

Page 5

| From corporations From government From local arts agency From state arts agency From individuals  Total In-Kind Contributions |                   | \$\$ \$\$ \$\$ \$\$  Internext page is a |
|---|-------------------|--|
| From government From local arts agency From state arts agency From individuals  |                   | \$<br>\$<br>\$                           |
| From government From local arts agency From state arts agency From individuals  |                   | \$<br>\$<br>\$                           |
| From government From local arts agency From state arts agency From individuals  |                   | \$<br>\$<br>\$                           |
| From government From local arts agency From state arts agency   | - g - 3 - 111     | ss                                       |
| From government From local arts agency  |                   | \$                                       |
| From government   |                   |  |
|   |                   | \$                                       |
| From corporations   |                   |  |
|   |                   | \$                                       |
| Total Asset Acquisition   | ikies, materials) | s  |
| Financed amount   |                   | \$                                       |
| Downpayment   |                   | \$                                       |
| Outright purchase   |                   | s  |
| Art   |                   |  |
| Financed amount   |                   | \$                                       |
| Downpayment   |                   | \$                                       |
| Outright purchase   |                   | \$                                       |
| Real estate   |                   |  |
| Financed amount   |                   | s  |
| 57.0 5  |                   | \$                                       |
| Downpayment   |                   | \$                                       |
| Outright purchase  Downpayment  |                   |  |

Ans in the Local Economy (FY 1992): Ans Organization

Volunteer hours include time donated by board members, docents, ushers, etc.

|   | # Volunteers | # Hours |
|---|--------------|---------|
| Professional  |              |         |
| Artistic  |              |         |
| Clerical services   | -            |         |
| Service (ticket takers, gift shop, docents)                 | -            |         |
| Other   |              |         |
| 17. Total Volunteer Hours                                   |              |         |
| *   |              |         |
| Attendance at cultural events that your organization produc | xes/sponsors | _       |
| Performance attendees                                       |              |         |
| Exhibition attendees  |              |         |
| 18. Total Attendance  |              |         |

Thank You!

Page 7

The National Assembly of Local Arts Agencies represents the nation's 3,800 local arts agencies in developing an essential place for the arts in America's communities. NALAA carries out its role through seven program areas: research, information, and publications; leadership and professional development; resource development for local arts agencies; national arts policy development; visibility; advocacy; and special projects.

| TAT | <br>73 | and the second second |  |
|-----|--------|-----------------------|--|
| NAI |        |                       |  |
|     |        |                       |  |

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