Conducted by the National Assembly of Local Arts Agencies

ARTSIN THE LOCAL ECONOMY FINAL REPORT ECONOMIC IMPACT STUDY

Project funded by Charles Stewart Mott Foundation National Endowhent for the Arts and the 33 Arts in the Local Economy 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

## **CONTENTS**

Acknowledg	ements
Introduction	by Robert L. Lynch, President & CEO, NALAA
Report Sum	mary6
About This	Study
Steps to I	Develop The Report
The Choi	ce of An Economic Analysis
Input/Ou	tput Analysis
Questions 2	nd Answers
Explanation	s of Frequently Used Terms
An Introduc	tion to the Data Tables and Their Explanations
Table 1.	Survey Participation by Community
Table 2.	Total Economic Impact of Local Expenditures by Local
	Nonprofit Arts Organizations in Fiscal 1992
Table 3.	Direct Economic Impact of Local Expenditures by Local
	Nonprofit Arts Organizations in Fiscal 1992
Table 4.	Economic Impact Per \$100,000 of Local Spending by Local
	Nonprofit Arts Organizations in Fiscal 1992
Table 5.	Estimated Total Revenues and Expenditures in Fiscal 1992
Table 6.	Average Revenues and Expenditures of Reporting Organizations
	in Fiscal 1992
Table 7.	Estimated Arts Voluntarism by Community in Fiscal 1992 40-41
Table 8.	Comparative Averages Per Reporting Arts Organization in the Four
	Population Groups for Fiscal 1992
Table 9.	Total Economic Impact of Local Expenditures by Local
	Nonprofit Local Arts Organizations in Fiscal 1991

Table 10.	Direct Economic Impact of Local Expenditures by Local
	Nonprofit Arts Organizations in Fiscal 1991
Table 11.	Economic Impact Per \$100,000 of Local Spending by Local
	Nonprofit Arts Organizations in Fiscal 1991
Table 12.	Estimated Total Revenues and Expenditures in Fiscal 1991 50-51
Table 13.	Average Revenues and Expenditures of Reporting Organizations
	in Fiscal 1991
Table 14.	Estimated Arts Voluntarism by Community in Fiscal 1991 54-55
Table 15.	Comparative Averages Per Reporting Arts Organization in the Four
	Population Groups for Fiscal 1991
Table 16.	Total Economic Impact of Local Expenditures by Local
	Nonprofit Arts Organizations in Fiscal 1990
Table 17.	Direct Economic Impact of Local Expenditures by Local
	Nonprofit Arts Organizations in Fiscal 1990 60-61
Table 18.	Economic Impact Per \$100,000 of Local Spending by Local
	Nonprofit Arts Organizations in Fiscal 1990
Table 19.	Estimated Total Revenues and Expenditures in Fiscal 1990 64-65
Table 20.	Average Revenues and Expenditures of Reporting Organizations
	in Fiscal 1990
Table 21.	Estimated Arts Voluntarism by Community in Fiscal 1990 68-69
Table 22.	Comparative Averages Per Reporting Arts Organization in the Four
	Population Groups for Fiscal 1990
Survey Instr	ruments
About NAI	ΔΔ

## **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 Burlington, Vermont Rutland County, Vermont Tacoma, Washington

Economist:

Project Support: Statistical Support: Econometrician: 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

**Davidson-Peterson Associates** 

Keens Company

Dr. Arie Grossman, University of Maryland William A. Schaffer, Ph.D., Georgia Tech University

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)

▼	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

Source: National Assembly of Local Arts Agencies, Arts in the Local Economy, 1994.

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
•	State government revenue	\$1.2 billion
•	Federal income tax revenue	\$3.4 billion

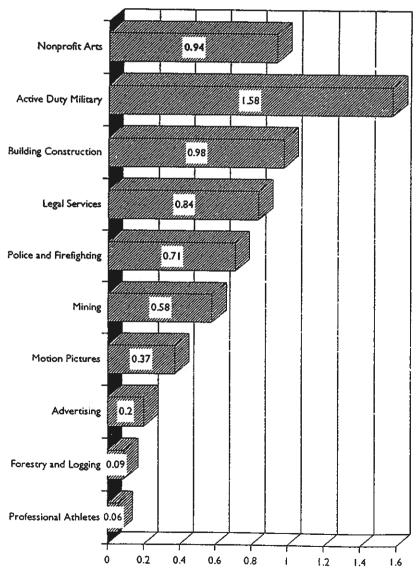
## Jobs Supported in U.S. by Nonprofit Arts Industry: 1.3 Million

Direct Impact: 908,800 Jobs In the Arts Industry

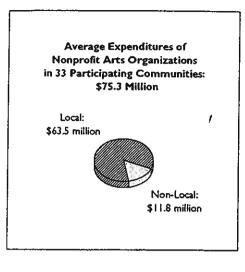
> Indirect Impact: 391,200 Jobs Outside of the Arts Industry

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 1970, 1991 a:	10 1772]					
Population Group	FTE Jobs	Personal Income	Local Gov's Revenue	State Gov't Revenue	Estimated Total Expenditures	Estimated Local
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	\$\$3,007,345	\$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
Avg. of 33 Communities	1,613	\$44,256,084	\$484,407	\$1,132,797	\$75,326,502	\$43 502 708

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** 

Population Group	FTE Jobs	Personal Income	Local Gov't Revenue	State Gov't Revenue	Estimated Total Expenditures	Estimated Local 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	2,395	\$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

	FTE	Personal	Local Gov't	State Gov't
Population Group	Jobs	Income	Revenue	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
l 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:

Avg. of 33 Communities

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.

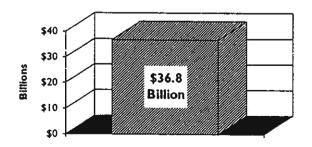
## NATIONAL ESTIMATES

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. 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>&</sup>lt;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>&</sup>lt;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>&</sup>lt;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>&</sup>lt;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

Population  45,000  70,000  8,461  70,000  62,142  28,000  47,267	Rate of 1992  67%  71%  79%  59%  52%  41%  61%  54%  36%  63%	67% 62% 71% 55% 52% 47% 59% -	56% 24% 57% 64% 20% 53% 46%	I8	18 21 14 22 25 17 20 117
45,000 70,000 8,461 70,000 62,142 28,000 47,267 	67% 71% 79% 59% 52% 41% 61%	67% 62% 71% 55% 52% 47% 59%	56% 24% 57% 64% 20% 53% 46%	18 21 14 22 25 17 20	18 21 14 22 25 17 20
45,000 70,000 8,461 70,000 62,142 28,000 47,267 	71% 79% 59% 52% 41% 61% - 54% 36%	62% 71% 55% 52% 47% 59%	24% 57% 64% 20% 53% 46%	21 14 22 25 17 20 117	21 14 22 25 17 20 117
70,000 8,461 70,000 62,142 28,000 47,267 	71% 79% 59% 52% 41% 61% - 54% 36%	62% 71% 55% 52% 47% 59%	24% 57% 64% 20% 53% 46%	21 14 22 25 17 20 117	21 14 22 25 17 20 117
8,461 70,000 62,142 28,000 47,267 	79% 59% 52% 41% 61% - 54% 36%	71% 55% 52% 47% 59%	57% 64% 20% 53% 46%	14 22 25 17 20 117	14 22 25 17 20 117
70,000 62,142 28,000 47,267 	59% 52% 41% 61% - 54% 36%	55% 52% 47% 59%	64% 20% 53% 46%	22 25 17 20 117	22 25 17 20 117
62,142 28,000 47,267 	52% 41% 61% - 54% 36%	52% 47% 59% - 46%	20% 53% 46% -	25 17 20 117	25 17 20 117
28,000 47,267 	41% 61% - 54% 36%	47% 59% - 46%	53% 46% -	17 20 117	17 20 117
28,000 47,267 	41% 61% - 54% 36%	47% 59% - 46%	46%	20 117	20 117
47,267 	61% - 54% 	59% - 46%	46%	117	117
110,000 132,000 141,000 113,000	54% 36%		46%	·	
110,000 132,000 141,000 113,000	36%			47	35
132,000 141,000 113,000	36%			47	35
132,000 141,000 113,000		30%			
141,000 113,000			33%	33	33
113,000		63%	51%	36	35
	43%	37%	37%	48	35
	77%	69%	69%	88	35
400,000	66%	54%	57%	129	35
					35
	-		<del>                                     </del>		35
		ļ	<del></del>		35
			<del> </del>		35
			<del></del>		35
213,200					348
- 'n=8\	•	•	•	617	340
	609	469	E192	204	35
					35
		_			35
· ·		i			35
	_				35
		<b>.</b>			35
					35
_					35
767,250	78%	/2%	65%		35
•	•	•	-	1,031	280
<u> </u>	0.494	0.00	- 10V	.57	35
					35
					35
					35
<del></del>					35
1,630,000	57%	57%	63%		35
1,600,000	60%	43%	46%	123	35
1,100,000	100%	100%	51%	68	35
1,400,000	74%	60%	40%	230	35
2,000,000	91%	60%	66%	93	35
1,649,778	78%	69%	58%	144	35
•	-	•	•	1,292	315
700 130	7:0	459	£70/	63	32
/07,137		-			1,060
	1,600,000 1,100,000 1,400,000 2,000,000	160,000 83% 272,000 80% 179,000 71% 213,200 64% 574,000 60% 980,000 69% 700,000 100% 500,000 66% 983,000 74% 895,000 97% 724,000 86% 782,000 69% 767,250 78%	160,000 83% 83% 272,000 80% 77% 179,000 71% 69% 213,200 64% 59%	160,000         83%         83%         77%           272,000         80%         77%         77%           179,000         71%         69%         63%           213,200         64%         59%         56%           -         -         -         -           (n=8)         574,000         60%         46%         51%           980,000         69%         60%         57%           700,000         100%         97%         100%           500,000         66%         63%         60%           983,000         74%         66%         54%           895,000         97%         91%         60%           724,000         86%         80%         83%           782,000         69%         71%         54%           767,250         78%         72%         65%           1,378,000         80%         83%         77%           1,940,000         60%         57%         51%           2,500,000         83%         74%         77%           1,630,000         57%         57%         63%           1,600,000         60%         43%         46% <td>160,000       83%       83%       77%       45         272,000       80%       77%       77%       52         179,000       71%       69%       63%       53         213,200       64%       59%       56%       62         -       -       -       617         (n=8)       -       -       617         574,000       60%       46%       51%       284         980,000       69%       60%       57%       106         700,000       100%       97%       100%       119         500,000       66%       63%       60%       77         983,000       74%       66%       54%       122         895,000       97%       91%       60%       65         724,000       86%       80%       83%       192         782,000       69%       71%       54%       66         767,250       78%       72%       65%       129         1,300,000       94%       91%       51%       137         1,378,000       80%       83%       77%       51         1,940,000       60%       57%       51</td>	160,000       83%       83%       77%       45         272,000       80%       77%       77%       52         179,000       71%       69%       63%       53         213,200       64%       59%       56%       62         -       -       -       617         (n=8)       -       -       617         574,000       60%       46%       51%       284         980,000       69%       60%       57%       106         700,000       100%       97%       100%       119         500,000       66%       63%       60%       77         983,000       74%       66%       54%       122         895,000       97%       91%       60%       65         724,000       86%       80%       83%       192         782,000       69%       71%       54%       66         767,250       78%       72%       65%       129         1,300,000       94%       91%       51%       137         1,378,000       80%       83%       77%       51         1,940,000       60%       57%       51

## 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

Community	FTE Jobs	Personal Income	Government Revenue		Estimated Total
			Local	State	Local Expenditures
		12.			
Group I: Population Less Than 100,0	<del></del>				·····
Aberdeen, SD	22	\$388,000	\$10,900	\$12,500	\$429,804
Cache Cty (Logan), UT	98	\$1,556,000	\$33,000	\$66,000	\$2,022,720
Miles City, MT	12	\$225,000	\$4,000	\$10,000	\$242,886
Missoula, MT	105	\$1,838,000	\$54,000	\$89,000	\$2,159,058
Rutland, VT	36	\$631,000	\$24,000	\$31,000	\$737,625
Southern SE Alaska (Ketchikan)	13	\$312,000	\$11,000	\$16,000	\$501,109
Average	48	\$825,000	\$22,817	\$37,417	\$1,015,534
Group II: Population 100,000 to 499,	999 (n=10)				
Ann Arbor, Mi	417	\$10,202,000	\$439,000	\$528,000	614 052 044
Burlington, VT	374	\$7,518,000	\$267,000		\$14,852,846
Flint, MI	329	\$7,031,000	-	\$370,000	\$8,392,692
Humboldt Cty (Eureka), CA	348	\$6,406,000	\$221,000 \$192,000	\$343,000	\$8,765,496
Oakland, CA	828	\$21,861,000	\$192,000	\$301,000	\$7,045,536
Pittsburgh, PA	8,580	\$215,299,000	_	\$1,092,000	\$20,281,624
Reno, NV	757	\$17,217,000	\$7,284,000	\$10,714,000	\$196,275,693
Salt Lake City, UT	1,692		\$659,000	\$919,000	\$19,649,108
St. Paul, MN	3,363	\$33,611,000	\$1,041,000	\$1,600,000	\$36,826,695
Tacoma, WA	567	\$86,556,000	\$3,024,000	\$4,495,000	\$113,960,496
Average	1,726	\$10,690,000 \$41,639,100	\$377,000 \$1,437,800	\$539,000 \$2,090,100	\$12,151,893 \$43,820,208
Boston, MA	6,544	\$212,474,000	\$8,925,000	\$11,173,000	\$195,401,088
Honolulu, HI	2,798	\$69,579,000	\$2,880,000	\$3,421,000	
Monroe Cty (Rochester), NY	3,943	\$90,346,000	\$3,384,000	\$4,554,000	\$67,858,974
New Orleans, LA	994	\$25,409,000	\$977,000	\$1,346,000	\$107,831,969
Phoenix, AZ	2,487	\$55,863,000	\$2,317,000		\$41,723,913
Portland, OR	2,012	\$42,564,000	\$1,272,000	\$2,862,000 \$1,952,000	\$55,127,774
San Francisco, CA	9,353	\$303,463,000	\$11,303,000	\$1,752,000	\$42,410,030
San Jose, CA	1,317	\$37,512,000	\$1,574,000	\$1,967,000	\$281,570,304
Average	3,681	\$104,651,250	\$4,079,000	\$5,392,250	\$40,481,562
	3,551	<b>4.0.1,00.1,200</b>	4 1,07 7,000	\$3,372,230	\$104,050,702
Group IV: Population 1,000,000 or Mo	ore (n=9)				
Broward Cty (Fr. 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
ulton 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
hiladelphia, PA	3,126	\$69,273,000	\$2,528,000	\$3,454,000	\$74,990,517
an Diego, CA	3,239	\$77,499,000	\$3,533,000	\$3,991,000	\$79,499,276
anta Clara Cty, CA	1,849	\$52,407,000	\$2,388,000	\$2,741,000	\$55,980,160
t. Louis, MO	2,122	\$49,837,000	\$2,121,000	\$2,652,000	
Verage	3,735	\$92,314,667	\$4,061,111	\$4,935,889	\$54,104,703 \$97,337,229
	-,	A-wise Hook	ψ 4,001,FF1	<b>⊕</b> 7,733,667	471,331,447
Average of All Communities	2,443	\$63.314.636	\$2 \$26 270	62 202 520	8/5 034 400
G G	4,772	\$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 guarter-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	Government	Revenue	Estimated Total
Community	Jobs	Income	Local	State	Local Expenditures
			_		
Group I: Population Less Than 100,00		<del></del>			
Aberdeen, SD	16	\$304,000	\$1,600	\$3,100	\$429,804
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	\$242,88
Missoula, MT	75	\$1,411,000	\$14,000	\$38,000	\$2,159,05
Rutland, VT	27	\$499,000	\$6,000	\$13,000	\$737,62
Southern SE Alaska (Ketchikan)	10	\$248,000	\$5,000	\$7,000	\$501,10
Average	35	\$655,000	\$5,933	\$16,183	\$1,015,53
Group II: Population 100,000 to 499,	999 (n=10)				
Ann Arbor, MI	286	\$7,648,000	\$131,000	\$199,000	\$14,852,84
Burlington, VT	258	\$5,517,000	\$83,000	\$141,000	\$8,392,69
Flint, MI	238	\$5,457,000	\$58,000	\$147,000	\$8,765,49
Humboldt Cty (Eureka), CA	253	\$5,011,000	\$42,000	\$125,000	\$7,045,53
Oakland, CA	573	\$15,972,000	\$148,000	\$378,000	\$20,281,62
Pittsburgh, PA	5,627	\$153,970,000	\$1,086,000	\$3,655,000	\$196,275,69
Reno, NV	539	\$12,686,000	\$127,000	\$355,000	\$19,649,10
Salt Lake City, UT	1,277	\$26,355,000	\$181,000	\$677,000	\$36,826,69
St. Paul, MN	2,098	\$60,285,000	\$583,000	\$1,441,000	\$113,960,49
Tacoma, WA	405	\$8,084,000	\$89,000	\$218,000	\$12,151,89
Average	1,155	\$30,098,500	\$252,800	\$733,600	\$43,820,20
Group III: Population 500,000 to 999 Boston, MA	4,295	\$143,780,000	\$1,753,000	\$3,789,000	\$195,401,08
Honoluly, HI	1,995	\$51,808,000	\$396,000	\$1,194,000	\$67,858,97
Monroe Cty (Rochester), NY	2,688	\$66,229,000	\$783,000	\$1,662,000	\$107,831,96
New Orleans, LA	650	\$18,324,000	\$180,000	\$476,000	\$41,723,91
Phoenix, AZ	1,730	\$40,820,000	\$420,000	\$1,021,000	\$55,127,77
Portland, OR	1,451	\$32,372,000	\$222,000	\$743,000	\$42,410,03
San Francisco, CA	6,093	\$207,410,000	\$1,865,000	\$5,608,000	\$281,570,30
San Jose, CA	911	\$28,005,000	\$365,000	\$771,000	\$40,481,56
Average	2,477	\$73,593,500	\$748,000	\$1,908,000	\$104,050,70
Group IV: Population 1,000,000 or h	1ore (n=9)				
Broward Cty (Ft. Lauderdale), FL	5,029	\$122,357,000	\$1,667,000	\$3,316,000	\$170,167,42
Columbus, OH	1,013	\$24,063,000	\$216,000	\$577,000	<b>\$32,125,5</b>
Dade Cty (Miami), FL	2,172	\$55,087,000	\$1,176,000	\$1,523,000	\$92,178,0
Fulton Cty (Atlanta), GA	1,936	\$56,945,000	\$775,000	\$1,679,000	\$90,943,0
Houston, TX	5,721	\$161,887,000	\$1,660,000	\$3,845,000	\$226,046,3
Philadelphia, PA	2,222	\$52,802,000	\$605,000	\$1,345,000	\$74,990,5
San Diego, CA	2,300	\$58,580,000	\$904,000	\$1,573,000	\$79,499,2
Santa Clara Cty, CA	1,282	\$39,174,000	\$686,000	\$1,083,000	\$55,980,1
St. Louis, MO	1,397	\$34,555,000	\$329,000	\$845,000	\$54,104,7
Average	2,564	\$67,272,222	\$890,889	\$1,754,000	\$97,337,2
Average of All Communities	1,656	\$45,427,667	\$501,988	\$1,166,155	\$65,234,43

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

	Dire	ct Impact Per \$1	UU,UUU OI LOCA	i Spending	1002	l impact Per \$10	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	3.72	\$70,730	\$372	\$721	5.12	\$90,274	\$2,536	\$2,9
Cache Cty (Logan), UT	3.56	\$63,726	\$396	\$1,533	4.84	\$76,926	\$1,631	\$3,2
Miles City, MT	3.29	\$73,697	\$412	\$2,059	4.94	\$92,636	\$1,647	\$3,2
Missoula, MT	3.47	\$65,353	\$648	\$1,760	4.86	\$85,130	\$2,501	
Rutland, VT	3.66	\$67,650	\$813	\$1,762	4.88	\$85,545	\$3,254	\$4,1
Southern SE Alaska (Ketchikan)	2.00	\$49,490	\$998	\$1,397	2.59	\$62,262		\$4,2
Average	3.28	\$65,108	\$607	\$1,539	4.54	\$82,129	\$2,195   \$2,294	\$3,i \$3,6
Group II: Population 100,000 to 499,		<b>V-11.102</b>	•••	41,237	1.51	402,127	<b>42,274</b>	43,0
Ann Arbor, MI	1.93	\$51,492	\$882	\$1,340	2.81	\$68,687	\$2,956	\$3,5
Burlington, VT	3.07	\$65,736	\$989	\$1,680	4,46	\$89,578	\$3,181	\$4,4
Flinc, MI	2.72	\$62,255	\$662	\$1,677	3.75	\$80,212	\$2,521	\$3,9
Humboldt Cty (Eureka), CA	3.59	\$71,123	\$596	\$1,774	4.94	\$90,923	\$2,725	\$4,2
Oakland, CA	2.83	\$78,751	\$730	\$1,864	4.08	\$107,787	\$4,309	\$5,3
Pittsburgh, PA	2.87	\$78,446	\$5.53	\$1,862	4.37	\$109,692	\$3,711	\$5,4
Reno, NV	2.74	\$64,563	\$646	\$1,807	3.85	\$87,622	\$3,354	\$4,6
Salt Lake City, UT	3,47	\$71,565	\$491	\$1,838	4.59	\$91,268	\$2,827	\$4,3
St. Paul, MN	1,84	\$52,900	\$512	\$1,264	2.95	\$75,953	\$2,654	\$3,9
Tacoma, WA	3.33	\$66,525	\$732	\$1,794	4.67	\$87,970	\$3,102	
Average	2.84	\$66,336	\$679	\$1,690	4.05	\$88,969	\$3,102	\$4,4 \$4,4
Boston, MA Honolulu, HI	2.20 2.94	\$73,582 \$76,347	\$897 \$584	\$1,939 \$1,760	3.35 4.12	\$108,737 \$102,535	\$4,568 \$4,244	\$5,7 \$5,04
Monroe Cty (Rochester), NY	2.49	\$61,419	\$726	\$1,541	3.66	\$83,784	\$3,138	\$4,2
New Orleans, LA	1.56	\$43,917	\$431	\$1,141	2.38	\$60,898	\$2,342	\$3,2
Phoenix, AZ	3.14	\$74,046	\$762	\$1,852	4.51	\$101,334	\$4,203	\$5,19
Portland, OR	3.42	\$76,331	\$523	\$1,752	4.74	\$100,363	\$2,999	\$4,60
San Francisco, CA	2.16	\$73,662	\$662	\$1,992	3.32	\$107,775	\$4,014	\$5,6
San Jose, CA	2.25	\$69,180	\$902	\$1,905	3.25	\$92,664	\$3,888	\$4,8
Average	2.52	\$68,560	\$686	\$1,735	3.67	\$94,761	\$3,675	\$4.8
Group IV: Population 1,000,000 or M	ore (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	\$74,903	\$672	\$1,796	4.66	\$106,766	\$4,180	\$5,51
Dade Cty (Miami), FL	2.36	\$59,761	\$1,276	\$1,652	3.57	\$85,606	\$4,476	\$4.73
ulton Cty (Atlanta), GA	2.13	\$62,616	\$852	\$1,846	3.29	\$94,645	\$4,173	\$5,36
louston, TX	2.53	\$71,617	\$734	\$1,701	3.75	\$98,417	\$4,393	\$5,49
hiladelphia, PA	2.96	\$70,412	\$807	\$1,794	4.17	\$92,376	\$3,371	\$4,60
an Diego, CA	2.89	\$73,686	\$1,137	\$1,979	4.07	\$97,484	\$4,444	\$5.02
anta Clara Cty, CA	2.29	\$69,978	\$1,225	\$1,935	3.30	\$93,617	\$4,266	\$4,89
L Louis, MO	2.58	\$63,867	\$608	\$1,562	3.92	\$92,112	\$3,920	\$4,90
\verage	2.65	\$68,749	\$921	\$1,801	3.87	\$95,010	\$4,135	\$5,03
		•	*	<b>V</b> .,,,,		470,010	41,133	40,00
verage of All Communities	<del></del>	\$67,310						

# 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
Group I: Population Less Than 100,00	n (n=6)				
	1 18	\$495,360	\$489,978	\$5,382	\$429,80-
Aberdeen, SD	21	\$2,648,037	\$2,281,293	\$366,744	\$2,022,72
Cache Cty (Logan), UT	14	\$318,934	\$312,452	\$6,482	\$242,88
Miles City, MT	22	\$2,868,712	\$2,764,190	\$104,522	\$2,159,05
Missoula, MT	25	\$1,389,050	\$1,191,925	\$197,125	\$737,62
Rutland, VT	17	\$648,499	\$612,000	\$36,499	\$501,10
Southern SE Alaska (Ketchikan)	20	\$1,394,765	\$1,275,306	\$119,459	\$1,015,53
Average	20	\$1,577,765	\$1,273,300	\$117,137	41,515,65
Group II: Population 100,000 to 499,9	99 (n=10)				
Ann Arbor, MI	47	\$23,206,908	\$22,616,306	\$590,602	\$14,852,84
Burlington, VT	33	\$15,422,913	\$14,057,010	\$1,365,903	\$8,392,69
Flint, MI	36	\$10,197,936	\$10,670,472	(\$472,536)	\$8,765,49
Humboldt Cty (Eureka), CA	48	\$8,839,440	\$8,533,392	\$306,048	\$7,045,53
Oakland, CA	88	\$23,240,976	\$23,099,208	\$141,768	\$20,281,62
Pittsburgh, PA	129	\$230,623,362	\$267,508,848	(\$36,885,486)	\$196,275,69
Reno, NV	86	\$27,645,732	\$25,417,128	\$2,228,604	\$19,649,10
Salt Lake City, UT*	45	\$43,184,340	\$35,645,445	<b>\$7,</b> 538,895	\$36,826,69
St. Paul, MN*	52	\$120,094,572	\$81,996,928	\$38,097,644	\$113,960,49
Tacoma, WA	53	\$14,680,258	\$16,190,864	(\$1,510,606)	\$12,151,89
Average	62	\$51,713,644	\$50,573,560	\$1,140,084	\$43,820,20
Group III: Population 500,000 to 999, Boston, MA Honolulu, HI	284	\$238,428,224 \$82,416,696	\$218,779,400 \$79,511,554	\$19,648,824 \$2,905,142	\$195,401,08 \$67,858,97
Monroe Cty (Rochester), NY	119	\$142,035,782	\$137,979,786	\$4,055,996	\$107,831,90
New Orleans, LA*	77	\$33,800,459	\$34,615,889	(\$815,430)	\$41,723,9
Phoenix, AZ	122	\$78,772,960	\$75,343,784	\$3,429,176	\$55,127,7
Portland, OR	65	\$55,129,880	\$54,888,535	\$241,345	\$42,410,0
	192	\$345,030,336	\$345,022,656	\$7,680	\$281,570,3
San Francisco, CA	66	\$49,567,716	\$52,898,340	(\$3,330,624)	\$40,481,5
San Jose, CA Average	129	\$128,147,757	\$124,879,993	\$3,267,764	\$104,050,7
•					
Group IV: Population 1,000,000 or M		\$123,967,327	\$161,803,165	(\$37,835,838)	\$170,167,4
Broward Cty (Ft. Lauderdale), FL*	137	\$44,459,352	\$48,209,637	(\$3,750,285)	\$32,125,5
Columbus, OH	31	\$114,632,495	\$116,356,986	(\$1,724,491)	\$92,178,0
Dade Cty (Miami), FL	263		\$113,569,428	(\$3,812,776)	\$90,943,0
Fuiton Cty (Atlanta), GA	148	\$109,756,652	· · · · · · · · · · · · · · · · · · ·	(\$13,946,248)	\$226,046,3
Houston, TX	179	\$280,867,826	\$294,814,074 \$102,149,040	\$3,118,173	\$74,990,5
Philadelphia, PA	123	\$105,267,213			\$79,499,2
San Diego, CA	68	\$98,015,200	\$99,598,852 \$74,794,900	(\$1,583,652) (\$903,750)	\$55,980,1
Santa Clara Cty, CA	230	\$75,494,050	\$76,396,800	(\$902,750)	
St. Louis, MO	93	\$65,004,675	\$61,123,320	\$3,881,355	\$54,104,7 \$97,337,3
Average	144	\$113,051,643	\$119,335,700	(\$6,284,057)	\$97,337,2
Average of All Communities	93	\$77,822,784	\$78,377,233	(\$554,449)	\$65,234,4
			·		

<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 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	Per Reporting Organiz	ation	Report	ing Org's
Community	Revenues	Expenditures	Surplus/(Deficit)	Surplus	(Deficit
				- · · · · · - · -	
Group I: Population Less Than 100,00					
Aberdeen, SD	\$27,520	\$27,221	\$299		
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 499,9	99 (n=10)				
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			20	7
	\$1,787,778	\$262,491	\$1,611	12	11
Pittsburgh, PA		\$2,073,712	(\$285,934)		
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 999,9 Boston, MA	\$839,536	\$770,350	\$69,186	13	8
					7
Honolulu, HI Monroe Cty (Rochester), NY	\$777,516 \$1,193,578	\$750,109 \$1,159,494	\$27,407	17	17
New Orleans, LA	\$438,967		\$34,084	19	4
Phoenix, AZ		\$449,557	(\$10,590)		<del></del>
Portland, OR	\$645,680	\$617,572	\$28,108	- 18	8
<del>''</del>	\$848,152	\$844,439	\$3,713	23	- 11
San Francisco, CA	\$1,797,033	\$1,796,993	\$40	18	12
San Jose, CA Avenge	\$751,026	\$801,490	(\$50,464)	- 11	13
Average	\$911,436	\$898,751	\$12,686	17	10
Group IV: Population 1,000,000 or Mo	<del></del>				
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
Fulton Cty (Atlanta), GA	\$741,599	\$767,361	(\$25,762)	20	9
Houston, TX	\$1,569,094	\$1,647,006	(\$77,912)	13	7
Philadelphia, PA	\$855,831	\$830,480	\$25,351	13	8
San Diego, CA	\$1,441,400	\$1,464,689	(\$23,289)	23	12
Santa Clara Cty, CA	\$328,235	\$332,160	(\$3,925)	15	II
St. Louis, MO	\$698,975	\$657,240	\$41,735	21	- 11
Average	\$871,958	\$918,632	(\$46,674)	17	10
-	40,1,730	<b>4710,032</b>	(\$10,0/T)	"	10
Average of All Barrier					·
Average of All Reporting Org's	\$693,565	\$682,205	\$11,361	15	8

# 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 Volunteer Hours	Average Hou Per Volunte
Community	Volunteers	Hours	volunteer mours	rer volunte
Group I: Population Less Than 100,000	(n=6)			
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
Group II: Population 100,000 to 499,9	99 (n=10)			
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	4,791	140,658	\$1,668,204	29
Average	7,595	223,487	\$2,650,553	34
Boston, MA	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	
A				65
Average	14,532	567,921	\$6,735,545	41
Average  Group IV: Population 1,000,000 or Mo		567,921	\$6,735,545	
Group IV: Population 1,000,000 or Mo			\$6,735,545 \$6,556,742	
•	ore (n=9)	567,921 552,845 241,162		41
Group IV: Population 1,000,000 or Mo Broward Cty (Fc Lauderdale), FL	ore (n=9) 25,324	552,845	\$6,556,742	41
Group IV: Population 1,000,000 or Mo Broward Cty (Fc Lauderdale), FL Columbus, OH	25,324 9,242	552,845 241,162	\$6,556,742 \$2,860,181	22 26
Group IV: Population 1,000,000 or Mo Broward Cty (Ft. Lauderdale), FL Columbus, OH Dade Cty (Miami), FL	25,324 9,242 6,512 14,540	552,845 241,162 313,584	\$6,556,742 \$2,860,181 \$3,719,106	22 26 48
Group IV: Population 1,000,000 or Mo Broward Cty (Ft. Lauderdale), FL Columbus, OH Dade Cty (Miami), FL Fulton Cty (Atlanta), GA	25,324 9,242 6,512	552,845 241,162 313,584 534,030	\$6,556,742 \$2,860,181 \$3,719,106 \$6,333,596	22 26 48 37
Group IV: Population 1,000,000 or Mo Broward Cty (Ft. Lauderdale), FL Columbus, OH Dade Cty (Miami), FL Fulton Cty (Atlanta), GA Houston, TX	25,324 9,242 6,512 14,540 34,923 21,964	552,845 241,162 313,584 534,030 1,693,823 480,344	\$6,556,742 \$2,860,181 \$3,719,106 \$6,333,596 \$20,088,741 \$5,696,880	22 26 48 37 49
Group IV: Population 1,000,000 or Mc Broward Cty (Fc. Lauderdale), FL Columbus, OH Dade Cty (Miami), FL Fulton Cty (Atlanta), GA Houston, TX Philadelphia, PA San Diego, CA	25,324 9,242 6,512 14,540 34,923 21,964 12,790	552,845 241,162 313,584 534,030 1,693,823 480,344 710,577	\$6,556,742 \$2,860,181 \$3,719,106 \$6,333,596 \$20,088,741 \$5,696,880 \$8,427,443	22 26 48 37 49 22 56
Group IV: Population 1,000,000 or Mo Broward Cty (Fc. Lauderdale), FL Columbus, OH Dade Cty (Miami), FL Fulton Cty (Atlanta), GA Houston, TX Philadelphia, PA	25,324 9,242 6,512 14,540 34,923 21,964 12,790	552,845 241,162 313,584 534,030 1,693,823 480,344 710,577 910,853	\$6,556,742 \$2,860,181 \$3,719,106 \$6,333,596 \$20,088,741 \$5,696,880 \$8,427,443 \$10,802,717	22 26 48 37 49 22 56
Group IV: Population 1,000,000 or Mo 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 St. Louis, MO	25,324 9,242 6,512 14,540 34,923 21,964 12,790 14,269 7,054	552,845 241,162 313,584 534,030 1,693,823 480,344 710,577 910,853 267,451	\$6,556,742 \$2,860,181 \$3,719,106 \$6,333,596 \$20,088,741 \$5,696,880 \$8,427,443 \$10,802,717 \$3,171,969	22 26 48 37 49 22 56 64
Group IV: Population 1,000,000 or Mo Broward Cty (Ft. Lauderdale), FL Columbus, OH Dade Cty (Miami), FL Fulton Cty (Atlanta), GA Houston, TX Philadelphia, PA San Diego, CA	25,324 9,242 6,512 14,540 34,923 21,964 12,790	552,845 241,162 313,584 534,030 1,693,823 480,344 710,577 910,853	\$6,556,742 \$2,860,181 \$3,719,106 \$6,333,596 \$20,088,741 \$5,696,880 \$8,427,443 \$10,802,717	22 26 48 37 49 22 56
Group IV: Population 1,000,000 or Mo 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 St. Louis, MO	25,324 9,242 6,512 14,540 34,923 21,964 12,790 14,269 7,054	552,845 241,162 313,584 534,030 1,693,823 480,344 710,577 910,853 267,451	\$6,556,742 \$2,860,181 \$3,719,106 \$6,333,596 \$20,088,741 \$5,696,880 \$8,427,443 \$10,802,717 \$3,171,969	22 26 48 37 49 22 56 64 38

# 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

				Ave	erage Per Rep	orting Organiz	ation			
	Grou	ip:I	Grou	pli	Gre	oup III	Grou	PIV	All Organi	
	Fiscal	1992	Fiscal I	992	Fisc	al 1992	Fiscal	1992	Fiscal	992
Number of Organizations	71		22	3		217	24	5	756	ś
Operating Revenues					<u>-</u>					
arned Revenue	\$41,527	57.2%	\$332,206	41.4%	\$587,264	62.5%	\$519,399	\$9.0%	\$438,782	54.99
Private Support	\$16,437	22.6%	\$221,719	27.6%	\$245,973	26.2%	\$221,349	25.1%	\$209,282	26.29
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	1005
Operating Expenditures	<del>,</del>	·								
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%	[4]	63.2%	137	63.1%	153	62.4%	491	64.
Net Loss	11	15.5%	82	36.8%	80	36.9%	92	37.6%	265	35.
21 - 29 21 - 29										
Other Highlights										
Asset Acquisition	\$4,049		\$160,164	<u> </u>	\$48,970		\$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%	<u> </u>	4.1%		4.3%	
Number of Volunteers	71		134		120	5	134		126	
Volunteer Hours	1,812		3,654		4,805	<u> </u>	5,009		4,251	
Hours Per Volunteer	26		27		30	в	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 100,00	10 (n=6)		<u></u>		
Aberdeen, SD	17	\$298,000	\$8,400	\$9,600	\$329,83
Cache Cty (Logan), UT	76	\$1,208,000	\$26,000	\$51,000	\$1,570,48
Miles City, MT	5	\$98,600	\$1,800	\$4,300	\$106,59
Missoula, MT	124	\$2,164,000	\$63,000	\$105,000	\$2,541,44
Rutland, VT	35	\$615,000	\$23,000	\$30,000	\$719,05
Southern SE Alaska (Ketchikan)	21	\$503,000	\$18,000	\$26,000	\$807,39
Average	46	\$814,433	\$23,367	\$37,650	\$1,012,46
Group II: Population 100,000 to 499,5	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	\$6,580,8
Oakland, CA	617	\$16,289,000	\$651,000	\$814,000	\$15,111,80
	8,144	\$204,365,070	\$6,913,828	\$10,169,885	\$186,293,2
Pittsburgh, PA Reno, NV	732	\$16,640,000	\$637,000	000,8882	\$18,990,7
	1,299	\$25,801,000	\$799,000	\$1,228,000	\$28,269,6
Salt Lake City, UT St. Paul, MN	3,339	\$85,934,453	\$3,001,909	\$4,462,364	\$113,141,0
	3,337	\$7,313,000	\$258,000	\$369,000	\$8,312,8
Tacoma, WA Average	1,608	\$38,977,052	\$1,348,974	\$1,959,325	\$41,229,6
Group III: Population 500,000 to 999, Boston, MA	4,820	\$156,515,688	\$6,574,769	\$8,230,769	\$143,946,93
Honolulu, HI	2,754	\$68,497,000	\$2,835,000	\$3,368,000	\$66,800,3
Monroe Cty (Rochester), NY	4,742	\$108,654,000	\$4,070,000	\$5,477,000	\$129,683,9
New Orleans, LA	929	\$23,742,000	\$913,000	\$1,258,000	\$38,986,7
Phoenix, AZ	2,797	\$62,831,000	\$2,606,000	\$3,219,000	\$62,006,8
Portland, OR	2,742	\$58,005,000	\$1,733,000	\$2,660,000	\$57,798,3
San Francisco, CA	9,963	\$323,263,200	\$12,040,800	\$16,897,600	\$299,941,4
San Jose, CA	1,311	\$37,337,000	\$1,567,000	\$1,958,000	\$40,291,6
Average	3,757	\$104,855,611	\$4,042, <del>44</del> 6	\$5,383,546	\$104,932,0
Group IV: Population 1,000,000 or M		····			
Broward Cty (Ft. Lauderdale), FL	2,596	\$59,133,000	\$2,507,000	\$3,043,000	\$62,864,6
Columbus, OH	1,618	\$37,040,000	\$1,450,000	\$1,914,000	\$34,692,0
Dade Cty (Miami), FL	3,192	\$76,612,000	\$4,006,000	\$4,240,000	\$89,497,0
Fulton Cty (Atlanta), GA	2,969	\$85,458,000	\$3,768,000	\$4,845,000	\$90,290,2
Houston, TX	7,245	\$190,134,262	\$8,486,856	\$10,537,142	\$193,196,1
Philadelphia, PA	1,953	\$43,277,000	\$1,579,000	\$2,158,000	\$46,849,7
San Diego, CA	3,169	\$75,823,000	\$3,457,000	\$3,905,000	\$77,777 <u>,4</u>
Santa Clara Cty, CA	1,801	\$51,049,000	\$2,326,000	\$2,670,000	\$54,528,6
St. Louis, MO	3,043	\$71,461,000	\$3,042,000	\$3,803,000	\$77,578,5
Average	3,065	\$76,665,251	\$3,402,428	\$4,123,905	\$80,808,2
Average of All Communities	2,243	\$58,287,554	\$2,320,950	\$3,030,384	\$60,154,5
Laterage of An Communices	2,273	400,201,337	φ2,J20,7J0	40,000,00	400,137,0

### 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	Government	Revenue	Estimated Total
Community	Jobs	Income	Local	State	Local Expenditures
Group I: Population Less Than 100,00	<del></del>				
Aberdeen, SD	12	\$233,000	\$1,200	\$2,400	\$329,83
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	\$2,541,44
Rucland, VT	26	\$486,000	\$6,000	\$13,000	\$719,05
Southern SE Alaska (Ketchikan)	16	\$399,000	\$8,000	\$12,000	\$807,39
Average	34	\$643,100	\$6,450	\$16,400	\$1,012,46
Group II: Population 100,000 to 499,5	999 (n=10)				
Ann Arbor, Mi	357	\$9,548,000	\$163,000	\$249,000	\$18,542,44
Burlington, VT	337	\$7,216,000	\$108,000	\$184,000	\$10,977,25
Flint, MI	165	\$3,783,000	\$40,000	\$102,000	\$6,076,11
Humboldt Cty (Eureka), CA	236	\$4,681,000	\$39,000	\$117,000	\$6,580,89
Oakland, CA	427	\$11,901,000	\$110,000	\$282,000	\$15,111,80
Pittsburgh, PA	5,342	\$146,151,246	\$1,030,886	\$3,469,400	\$186,293,21
Reno, NV	521	\$12,261,000	\$123,000	\$343,000	\$18,990,77
Salt Lake City, UT	980	\$20,231,000	\$139,000	\$520,000	\$28,269,63
St. Paul, MN	2,083	\$59,852,453	\$579,273	\$1,431,000	\$113,141,08
Tacoma, WA	277	\$5,530,000	\$61,000	\$149,000	\$8,312,89
Average	1.072	\$28,115,470	\$239,316	\$684,640	\$41,229,61
Group III: Population 500,000 to 999. Boston, MA	3,164	\$105,913,228	\$1,291,077	\$2,791,385	\$143,946,92
Honolulu, HI	1,964	\$51,002,000	\$390,000	\$1,175,000	\$66,800,35
Monroe Cty (Rochester), NY	3,233	\$79,650,000	\$942,000	\$1,999,000	\$129,683,93
New Orleans, LA	607	\$17,122,000	\$168,000	\$445,000	\$38,986,71
Phoenix, AZ	1,946	\$45,912,000	\$472,000	\$1,148,000	\$62,006,86
Portland, OR	1,977	\$44,116,000	\$302,000	\$1,012,000	\$57,798,39
San Francisco, CA	6,490	\$220,942,400	\$1,986,400	\$5,973,600	\$299,941,47
San Jose, CA	907	\$27,874,000	\$363,000	\$767,000	\$40,291,68
Average	2,536	\$74,066,454	\$739,310	\$1,913,873	\$104,932,04
Group IV: Population 1,000,000 or M	lore (n=9)				
Broward Cty (Ft. Lauderdale), FL	1,858	\$45,202,000	\$616,000	\$1,225,000	\$62,864,64
Columbus, OH	1,094	\$25,986,000	\$233,000	\$623,000	\$34,692,03
Dade Cty (Miami), FL	2,109	\$53,483,000	\$1,142,000	\$1,479,000	\$89,497,0
Fulton Cty (Atlanta), GA	1,922	\$56,538,000	\$769,000	\$1,667,000	\$90,290,2
Houston, TX	4,890	\$138,358,840	\$1,418,857	\$3,286,285	\$193,196,10
Philadelphia, PA	1,388	\$32,987,000	\$378,000	\$840,000	\$46,849,7
San Diego, CA	2,250	\$57,313,000	\$884,000	\$1,539,000	\$77,777,4
Santa Clara Cty, CA	1,249	\$38,159,000	\$668,000	\$1,055,000	\$54,528,6
St. Louis, MO	2,003	\$49,549,000	\$472,000	\$1,212,000	\$77,578,5
Average	2,085	\$55,286,204	\$731,206	\$1,436,254	\$80,808,2
Us fre all a	2,003	455,200,241	<b>4.21,200</b>	4.1.44 <del>.4</del> 1	4-01-3012
Average of All Communicies	1,514	\$41,670,326	\$452,339	\$1,066,123	\$60,154,5
Average of All Communities	1,314	#T1,07V,320	1,327	\$1,000,123	\$00,134,3

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	ct Impact Per \$1	100,000 of Loc	al Spending	1	otal Impact Per \$1	00,000 of Local	Spending
	FTE	Personal	Governmen	t Revenue	FTE	Personal	Governmen	Revenue
Community	Jobs	Income	Local	State	Jobs	Income	Local	State
Court be Resultation I are Then 100	000 (()							
Group I: Population Less Than 100,  Aberdeen, SD	000 (N=6) 3.64	670 (42	6344					
		\$70,642	\$364	\$728	5.15		\$2,547	<b>\$2</b> ,
Cache Cty (Logan), UT	3.57	\$63,738	\$382	\$1,528	4.84		\$1,656	\$3,
Miles City, MT	3.75	\$73,736	\$469	\$1,876	4.69	4.3,	\$1,689	\$4,
Missoula, MT	3.46	\$65,357	\$669	\$1,771	4.88		\$2,479	\$4
Rutland, VT	3.62	\$67,589	\$834	\$1,808	4.87		\$3,199	\$4
Southern SE Alaska (Ketchikan)	1.98	\$49,418	\$991	\$1,486	2.60		\$2,229	\$3
Average	3.34	\$65,080	\$618	\$1,533	4.51	\$82,124	\$2,300	\$3.
Group II: Population 100,000 to 499	9.999 (n=10)							
Ann Arbor, MI	1,93	\$51,493	\$879	61.242	T 200	1 445.431		
Burlington, VT	3.07	\$65,736	\$984	\$1,343	2.80	\$68,691	\$2,955	\$3
Flint, MI	2.72	\$62,260		\$1,676	4.45	\$89,576	\$3,179	\$4
Humboldt Cty (Eureka), CA	3.59	\$62,260 \$71,130	\$658 \$593	\$1,679 \$1,778	3.75	\$80,216	\$2,518	\$3
Oakiand, CA	2.83	\$71,130 \$78,753			4.94	\$90,930	\$2,720	\$4
Pittsburgh, PA	2.87		\$728	\$1,866	4.08	\$107,790	\$4,308	\$5
Reno, NV	2.74	\$78,452	\$553	\$1,862	4.37	\$109,701	\$3,711	\$5
Salt Lake City, UT	3.47	\$64,563	\$648	\$1,806	3.85	\$87,621	\$3,354	\$4
St. Paul, MN	1,84	\$71,564	\$492	\$1,839	4.60	\$91,268	\$2,826	\$4,
Tacoma, WA	3.33	\$52,901 \$66,523	\$512	\$1,265	2.95	\$75,953	\$2,653	\$3,
Average	2.84	\$66,338	\$734 \$678	\$1,792 \$1,691	4.67	\$87,972 \$88,972	\$3,104 \$3,133	\$4. \$4.
Boston, MA	2.20	\$73,578	\$897	\$1,939	3.35	\$108,732	\$4,567	<b>\$</b> 5,
donolulu, HI	2.94	\$76,350	\$584	\$1,759	4.12	\$102,540	\$4,244	<b>\$</b> 5,
Monroe Cty (Rochester), NY	2.49	\$61,419	\$726	\$1,541	3.66	\$83,784	\$3,138	\$4,
New Orleans, LA	1.56	\$43,918	\$431	\$1,141	2.38	\$60,898	\$2,342	\$3,
Phoenix, AZ	3.14	\$74,043	\$761	\$1,851	4.51	\$101,329	\$4,203	<b>\$</b> 5,
Portland, OR	3.42	\$76,327	\$523	\$1,751	4.74	\$100,357	\$2,998	\$4,
San Francisco, CA	2.16	\$73,662	\$662	\$1,992	3.32	\$107,775	\$4,014	<b>\$</b> 5.
San Jose, CA	2.25	\$69,181	\$901	\$1,904	3.25	\$92,667	\$3,889	\$4,
Average	2.52	\$68,560	\$686	\$1,735	3.67	\$94,760	\$3,675	\$4,
Group IV: Population 1,000,000 or h	1ore (n=9)							
Broward Cty (Ft. Lauderdale), FL	2.96	\$71,904	\$980	\$1,949	4.13	\$94,064	\$3,988	\$4,
Columbus, OH	3.15	\$74,905	\$672	\$1,796	4.66	\$106,768	\$4,180	\$5,
Dade Cty (Miami), FL	2.36	\$59,760	\$1,276	\$1,653	3.57	\$85,603	\$4,476	\$4,
ulton Cty (Atlanta), GA	2.13	\$62,618	\$852	\$1,846	3.29	\$94,648	\$4,173	\$5,
louston, TX	2.53	\$71,616	\$734	\$1,701	3.75	\$98,415	\$4,393	\$5,
Philadelphia, PA	2.96	\$70,410	\$807	\$1,793	4.17	\$92,374	\$3,370	\$4,
an Diego, CA	2.89	\$73,688	\$1,137	\$1,979	4.07	\$97,487	\$4,445	\$5,
ianta Clara Cty, CA	2.29	\$69,980	\$1,225	\$1,935	3.30	\$93,619	\$4,266	\$4,
t Louis, MO	2.58	\$63,869	\$608	\$1,562	3.92	\$92,114	\$3,921	\$4,
verage	2.65	\$68,750	\$921	\$1,801	3.87	\$95,010	\$4,135	\$5,0
verage of All Communities	2.80	\$67,306	\$735	\$1,703	3.99	\$90,777	\$3,386	\$4,

# 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

- day	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	635.154	
Cache Cty (Logan), UT	21	\$1,654,527	\$2,011,800	\$35,154	\$329,83
Miles City, MT*	14	\$158,522		(\$357,273)	\$1,570,46
Missoula, MT	22	\$4,005,320	\$153,454	\$5,068	\$406,59
Rutland, VT	25	\$1,170,425	\$4,011,392	(\$6,072)	\$2,541,44
Southern SE Alaska (Ketchikan)	17	\$1,186,600	\$941,725	\$228,700	\$719,05
Average	20	\$1,436,060	\$1,139,799	\$46,801	\$807,39
	20	\$1,750,000	\$1,443,997	(\$7,937)	\$1,062,46
Group II: Population 100,000 to 499,	.999 (n=10)			48	
Ann Arbor, Mi	47	\$21,511,665	\$21,330,621	\$181,044	\$18,542,44
Burlington, VT	33	\$18,414,033	\$17,574,513	\$839,520	\$10,977,25
Flint, MI	36	\$7,150,248	\$6,962,364	\$187,884	\$6,076,11
Humboldt Cty (Eureka), CA	48	\$9,850,320	\$9,237,552	\$612,768	\$6,580,89
Oakland, CA	88	\$17,311,184	\$16,984,264	\$326,920	\$15,111,80
Pittsburgh, PA	129	\$268,891,135	\$271,590,667	(\$2,699,532)	\$186,293,21
Reno, NV	86	\$26,666,106	\$25,388,490	\$1,277,616	\$18,990,77
Salt Lake City, UT	45	\$35,783,100	\$35,135,235	\$647,865	\$28,269,63
St. Paul, MN	52	\$125,953,390	\$127,310,846	(\$1,357,456)	\$113,141,08
Tacoma, WA	53	\$11,989,978	\$11,936,289	\$53,689	\$8,312,89
Average	62	\$54,352,116	\$54,345,084	\$7,032	\$41,229,610
				71,112	411,227,011
Group III: Population 500,000 to 999,	999 (n=8)				
Boston, MA	284	\$163,321,667	\$166,624,107	(\$3,302,440)	\$143,946,926
donolulu, HI	106	\$83,283,670	\$84,163,682	(\$880,012)	\$66,800,35
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	\$38,986,71
hoenix, AZ	122	\$75,092,708	\$77,597,124	(\$2,504,416)	\$62,006,866
ortland, OR	65	\$72,511,205	\$73,213,790	(\$702,585)	\$57,798,390
an Francisco, CA	192	\$336,000,154	\$338,000,179	(\$2,000,025)	\$299,941,478
an Jose, CA	66	\$47,493,930	\$49,651,272	(\$2,157,342)	\$40,291,680
verage	129	\$116,951,645	\$117,610,426	(\$658,780)	\$104,932,044
Froup IV: Population 1,000,000 or Mo	(-=0)			,	
roward Cty (Ft. Lauderdale), FL	1			<del></del>	
columbus, OH	137	\$73,150,465	\$73,366,925	(\$216,460)	\$62,864,647
Pade Cty (Miami), FL	51	\$43,060,524	\$45,980,019	(\$2,919,495)	\$34,692,036
ulton Cty (Atlanta), GA	263	\$130,540,839	\$127,543,954	\$2,996,885	\$89,497,059
ouston, TX	148	\$99,380,816	\$99,147,420	\$233,396	\$90,290,212
hiladelphia, PA	179	\$285,086,718	\$280,445,198	\$4,641,520	\$193,196,108
an Diego, CA	123	\$64,600,215	\$63,294,570	\$1,305,645	\$46,849,716
anta Clara Cty, CA	68	\$96,215,036	\$95,272,284	\$942,752	\$77,777,448
L Louis, MO	230	\$74,695,950	\$70,038,680	\$4,657,270	\$54,528,630
verage	93	\$88,352,697	\$84,512,076	\$3,840,621	\$77,578,554
voi age	144	\$106,120,362	\$104,400,125	\$1,720,237	\$80,808,267
verage of All Communities	93	\$74.035.371	673 715 100		
he local expenditure to	/3	\$74,025,271	\$73,715,132	\$310,139	\$60,163,686

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	Per Reporting Organiza	ation	Reporting Org's	
Community	Revenues	Expenditures	Surplus/(Deficit)	Surplus	(Deficit
Group I: Population Less Than 100,000	(n=6)				
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	1
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 499,999	9 (n=10)				
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 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	!!
San Francisco, CA	\$1,750,001	\$1,760,418	(\$10,417)	12	16
San Jose, CA	\$719,605	\$752,292	(\$32,687)		14
Average	\$878,732	\$883,172	(\$4,440)	15	10
Group IV: Population 1,000,000 or Mor	e (n=9)				
Broward Cty (Ft. Lauderdale), FL	<b>\$</b> 533,945	<b>\$</b> 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		7
San Diego, CA	\$1,414,927	\$1,401,063	\$13,864	25	10
Santa Clara Cty, CA	\$324,765	\$304,516	\$20,249	15	6
St. Louis, MO	\$950,029	\$908,732	\$41,297	14	7
Average	\$817,078	\$809,733	\$7,345	16	8
Average of All Reporting Org's	\$674,278	\$672,407	\$1,871	14	7
	40/7,2/0	40/2,TV/	\$1,0/T	17	<u> </u>

# 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

Community	Number of Volunteers	Number of Hours	Dollar Value of Volunteer Hours	Average Per Volu
	, , , , , , , , , , , , , , , , , , , ,		10.0	101 1010
Group I: Population Less Than 100,00	0 (n=6)			
Aberdeen, SD	1,224	37,566	\$435,014	31
Cache Cty (Logan), UT	756	21,315	\$246,828	28
Miles City, MT	545	17,704	\$205,012	32
Missoula, MT	32,802	745,844	\$8,636,874	23
Rutland, VT	1,825	44,975	\$520,811	25
Southern SE Alaska (Ketchikan)	1,258	45,696	\$529,160	36
Average	6,402	152,183	\$1,762,283	29
Group II: Population 100,000 to 499,9	99 (n=10)			
Ann Arbor, Mi	17,766	308,790	\$3,575,788	17
Burlington, VT	4,521	186,384	\$2,158,327	41
Flint, MI	6,012	129,060	\$1,494,515	21
Humboldt Cty (Eureka), CA	6,720	169,728	\$1,965,450	25
Oakland, CA	2,728	148,544	\$1,720,140	54
Pittsburgh, PA	4,622	422,903	\$4,897,217	91
Reno, NV	11,610	313,040	\$3,625,003	27
Salt Lake City, UT	5,895	164,475	\$1,904,621	28
St. Paul, MN	4,297	181,499	\$2,101,758	42
Tacoma, WA	3,975	123,490	\$1,430,014	31
Average	6,815	214,791	\$2,487,283	38
Boston, MA	18,526	373,482	\$4,324,922	20
Honolulu, Hi	13,356	770,514	\$8,922,552	58
Monroe Cty (Rochester), NY	13,804	678,300	\$7,854,714	49
New Orleans, LA	10,626	250,943	\$2,905,920	24
Phoenix, AZ	21,716	784,582	\$9,085,460	36
Portland, OR	13,455	233,155	\$2,699,935	17
San Francisco, CA	34,560	1,094,861	\$12,678,490	32
San Jose, CA	2,904	188,892	\$2,187,369	65
Average	16,118	546,841	\$6,332,420	38
Group IV: Population 1,000,000 or Mo	re (n=9)			
Broward Cty (Ft. Lauderdale), FL	13,015	629,652	\$7,291,370	48
Columbus, OH	12,291	387,600	\$4,488,408	32
Dade Cty (Miami), FL	3,682	262,211	\$3,036,403	71
	12,580	634,328	\$7,345,518	50
Fulton Cty (Atlanta), GA	12,360		C15 (30 344	48
Fulton Cty (Atlanta), GA Houston, TX	29,970	1,349,762	\$15,630,244	45
Fulton Cty (Atlanta), GA Houston, TX Philadelphia, PA		1,349,762 384,129	\$15,630,244	64
Fulton Cty (Atlanta), GA Houston, TX Philadelphia, PA San Diego, CA	29,970			
Fulton Cty (Atlanta), GA Houston, TX Philadelphia, PA	29,970 6,027	384,129	\$4,448,214 \$7,309,806	64
Fulton Cty (Atlanta), GA Houston, TX Philadelphia, PA San Diego, CA	29,970 6,027 13,192	384,129 631,244	\$4,448,214 \$7,309,806 \$4,210,835	64 48
Fulton Cty (Atlanta), GA Houston, TX Philadelphia, PA San Diego, CA Santa Clara Cty, CA	29,970 6,027 13,192 8,740	384,129 631,244 363,630	\$4,448,214 \$7,309,806	64 48 42
Fulton Cty (Atlanta), GA Houston, TX Philadelphia, PA San Diego, CA Santa Clara Cty, CA St. Louis, MO	29,970 6,027 13,192 8,740 7,998	384,129 631,244 363,630 257,610	\$4,448,214 \$7,309,806 \$4,210,835 \$2,983,124	64 48 42 32

## 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

	· _ · · · · · · · · · · · · · · · · · ·			A	verage Per Repo	rting Organ	ization			
	Gra	up l	Gro	up II	Gro	up III	Gro	ıp IV	All Orga	nizations
	Fiscal	1991	Fiscal	1991	Fiscal	1991	Fiscal	1991	Fiscal	1991
		_						-		
Number of Organizations	6	8	20	07	20	)I	2	19	65	95
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	2.79
Total Revenues	\$70,341	100%	\$798,484	100%	\$933,645	100%	\$844,666	100%	\$780,884	1009
Operating Expenditures										_
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	16.0
Payment to Non-Local Artists	\$13,271	18.6%	\$51,089	6.4%	\$42,227	4.5%	\$50,003	6.0%	\$44,514	5.79
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		45								
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		\$51,260		\$82,053	
In-Kind Contributions	\$6,792		\$48,604		\$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	t Revenue	<b>Estimated Total</b>
Community	Jobs	Income	Local	State	Local Expenditures
Group I: Population Less Than 100,00	00 (n=6)				
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	\$921,77
Southern SE Alaska (Ketchikan)	20	\$487,000	\$17,000	\$25,000	\$781,18
Average	44	\$777,667	\$22,433	\$36,050	\$967,36
Group II: Population 100,000 to 499,5	999 (n=10)				
Ann Arbor, Mi	373	\$9,129,000	\$393,000	\$472,000	\$13,288,73
Burlington, VT	522	\$10,498,000	\$373,000	\$517,000	\$11,719,02
Flint, MI	431	\$9,210,000	\$289,000	\$450,000	\$11,481,73
Humboldt Cty (Eureka), CA	363	\$6,693,000	\$200,000	\$314,000	\$7,360,36
Oakland, CA	1,032	\$27,235,000	\$1,088,000	\$1,361,000	\$25,266,91
Pittsburgh, PA	11,433	\$286,885,678	\$9,705,713	\$14,276,570	\$261,510,31
Reno, NV	1,037	\$23,569,000	\$902,000	\$1,258,000	\$26,898,27
Salt Lake City, UT	1,588	\$31,537,000	\$977,000	\$1,501,000	
Sc. Paul, MN	2,789	\$71,789,734	\$2,507,728	\$3,727,637	\$34,552,89 \$94,518,22
Tacoma, WA	284	\$5,361,000	\$189,000	\$271,000	
Average	1.985	\$48,190,741	\$1,662,444	\$2,414,821	\$6,093,88 \$49,269,03
Group III: Population 500,000 to 999, Boston, MA	6,066	\$196,954,893	\$8,273,454	\$10,357,090	\$181,139,83
Honolulu, HI	2,743	\$68,230,000	\$2,824,000	\$3,355,000	\$66,541,71
Monroe Cty (Rochester), NY	3,636	\$83,305,000	\$3,120,000	\$4,199,000	\$99,433,78
New Orleans, LA	497	\$12,702,000	\$488,000	\$673,000	\$20,857,83
hoenix, AZ	3,305	\$74,247,000	\$3,080,000	\$3,804,000	\$73,276,61
Portland, OR	2,171	\$45,917,000	\$1,372,000	\$2,106,000	\$45,755,45
San Francisco, CA	9,097	\$295,166,961	\$10,994,314	\$15,428,828	\$273,883,22
San Jose, CA	1,123	\$31,994,000	\$1,343,000	\$1,678,000	\$34,527,76
Average	3,580	\$101,064,607	\$3,936,846	\$5,200,115	\$99,427,02
Group IV: Population 1,000,000 or Mc	ore (n=9)				
Broward Cty (Ft. Lauderdale), FL	2,978	\$67,826,000	\$2,876,000	\$3,490,000	\$72,108,85
Columbus, OH	2,126	\$48,667,000	\$1,905,000	\$2,515,000	\$45,581,45
Dade Cty (Miami), FL	4,501	\$108,031,000	\$5,649,000	\$5,979,000	\$126,199,23
uiton Cty (Atlanta), GA	2,654	\$76,391,000	\$3,368,000	\$4,331,000	\$80,710,32
iouston, TX	8,178	\$214,618,250	\$9,579,625	\$11,893,750	\$218,078,19
hiladelphia, PA	4,498	\$99,663,000	\$3,636,000	\$4,970,000	\$107,891,78
an Diego, CA	3,368	\$80,574,000	\$3,673,800	\$4,149,600	\$82,652,35
anta Clara Cty, CA	1,939	\$54,954,000	\$2,504,000	\$2,874,000	\$58,700,60
t. Louis, MO	2,463	\$57,848,000	\$2,462,000	\$3,079,000	\$62,796,94
lverage	3,634	\$89,841,361	\$3,961,492	\$4,809,039	\$94,968,86
Average of All Communities	2,468	¢(27/77/01	<b>63.549.449.</b>	#3 *14 T.T.	***
e communices .	2,700	\$63,747,349	\$2,542,643	\$3,310,508	\$65,110,01

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

52	FTE	Personal	Governme	nt Revenue	Estimated Total
Community	Jobs	Income	Local	State	Local Expenditures
G 1 0 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1					
Group I: Population Less Than 100,0	<del></del>				<del> </del>
Aberdeen, SD	10	\$202,000	\$1,000	\$2,100	\$285,552
Cache Cty (Logan), UT	53	\$941,000	\$6,000	\$23,000	\$1,475,775
Miles City, MT	3	\$56,000	\$400	\$1,400	\$75,432
Missoula, MT	78	\$1,480,000	\$15,000	\$40,000	\$2,264,548
Rucland, VT	33	\$623,000	\$8,000	\$17,000	\$921,725
Southern SE Alaska (Ketchikan)	15	\$386,000	\$8,000	\$12,000	\$781,184
Average	32	\$614,667	\$6,400	\$15,917	<b>\$967,36</b> 9
Group II: Population 100,000 to 499,	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	
Oakland, CA	714	\$19,898,000	\$184,000	\$131,000	\$7,360,368
Pittsburgh, PA	7,499	\$205,165,689	\$1,447,428	\$4,870,285	\$25,266,912
Reno, NV	738	\$17,366,000	\$174,000	\$486,000	\$261,510,310
Salt Lake City, UT	1,198	\$24,728,000	\$170,000		\$26,898,220
St. Paul, MN	1,740	\$50,000,732	\$483,546	\$636,000	\$34,552,890
Tacoma, WA	203	\$4,054,000	\$45,000	\$1,195,364	\$94,518,225
Average	1,328	\$34,814,242	\$285,597	\$109,000 \$846,665	\$6,093,887 \$49,269,030
Group III: Population 500,000 to 999 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 M	<del></del>				
Broward Cty (Ft. Lauderdale), Ft.	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 C					
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

Community  Group I: Population Less Than 100,06 Aberdeen, SD Cache Cty (Logan), UT Miles City, MT Missoula, MT Rutland, VT Southern SE Alaska (Ketchikan) Average  Group II: Population 100,000 to 499, Ann Arbor, MI Burlington, VT Filint, MI Humboldt Cty (Eureka), CA Oakland, CA Pittsburgh, PA Reno, NV Salt Lake City, UT St. Paul, MN	3.50 3.59 3.98 3.44 3.58 1.92 3.34	\$70,740 \$63,763 \$74,239 \$65,355 \$67,591 \$49,412 \$65,183 \$51,495 \$65,739	\$350 \$407 \$530 \$662 \$868 \$1,024 \$640	\$735 \$1,559 \$1,856 \$1,766 \$1,844 \$1,536 \$1,549	5.25 4.81 5.30 4.86 4.88 2.56	\$90,351 \$76,909 \$92,799 \$85,138 \$85,492 \$62,341 \$82,172	\$2,556 \$1,626 \$1,723 \$2,473 \$3,146 \$2,176 \$2,284	_ <del></del>
Group I: Population Less Than 100,00 Aberdeen, SD Cache Cty (Logan), UT Miles City, MT Missoula, MT Rutland, VT Southern SE Alaska (Ketchikan) Average Group II: Population 100,000 to 499, Ann Arbor, MI Burlington, VT Flint, MI Humboldt Cty (Eureka), CA Oakland, CA Pittsburgh, PA Reno, NV Salt Lake City, UT St. Paul, MN	00 (n=6)  3.50 3.59 3.98 3.44 3.58 1.92 3.34  999 (n=10) 1.93 3.07 2.72 3.59	\$70,740 \$63,763 \$74,239 \$65,355 \$67,591 \$49,412 \$65,183 \$51,495 \$65,739	\$350 \$407 \$530 \$662 \$868 \$1,024 \$640	\$735 \$1,559 \$1,856 \$1,766 \$1,844 \$1,536 \$1,549	5.25 4.81 5.30 4.86 4.88 2.56	\$90,351 \$76,909 \$92,799 \$85,138 \$85,492 \$62,341	\$2,556 \$1,626 \$1,723 \$2,473 \$3,146 \$2,176	\$2,9 \$3,2 \$3,9 \$4,1 \$4,1
Aberdeen, SD Cache Cty (Logan), UT Miles City, MT Missoula, MT Rutland, VT Southern SE Alaska (Ketchikan) Average Group II: Population 100,000 to 499, Ann Arbor, MI Burlington, VT Flint, MI Humboldt Cty (Eureka), CA Dakland, CA Pittsburgh, PA Reno, NV ialt Lake City, UT ix, Paul, MN	3.50 3.59 3.98 3.44 3.58 1.92 3.34 999 (n=10) 1.93 3.07 2.72 3.59	\$63,763 \$74,239 \$65,355 \$67,591 \$49,412 \$65,183 \$51,495 \$65,739	\$407 \$530 \$662 \$868 \$1,024 \$640	\$1,559 \$1,856 \$1,766 \$1,844 \$1,536 \$1,549	4.81 5.30 4.86 4.88 2.56	\$76,909 \$92,799 \$85,138 \$85,492 \$62,341	\$1,626 \$1,723 \$2,473 \$3,146 \$2,176	\$3,2 \$3,9 \$4,1 \$4,1 \$3,2
Aberdeen, SD Cache Cty (Logan), UT Miles City, MT Missoula, MT Rutland, VT Southern SE Alaska (Ketchikan) Average Group II: Population 100,000 to 499, Ann Arbor, MI Burlington, VT Flint, MI Humboldt Cty (Eureka), CA Dakland, CA Pittsburgh, PA Reno, NV salt Lake City, UT St. Paul, MN	3.50 3.59 3.98 3.44 3.58 1.92 3.34 999 (n=10) 1.93 3.07 2.72 3.59	\$63,763 \$74,239 \$65,355 \$67,591 \$49,412 \$65,183 \$51,495 \$65,739	\$407 \$530 \$662 \$868 \$1,024 \$640	\$1,559 \$1,856 \$1,766 \$1,844 \$1,536 \$1,549	4.81 5.30 4.86 4.88 2.56	\$76,909 \$92,799 \$85,138 \$85,492 \$62,341	\$1,626 \$1,723 \$2,473 \$3,146 \$2,176	\$3,2 \$3,9 \$4,1 \$4,1 \$3,2
Cache Cty (Logan), UT  Miles City, MT  Missoula, MT  Rutland, VT  Southern SE Alaska (Ketchikan)  Average  Group II: Population 100,000 to 499,  Ann Arbor, MI  Burlington, VT  Flint, MI  Humboldt Cty (Eureka), CA  Dakland, CA  Pittsburgh, PA  Reno, NV  Salt Lake City, UT  St. Paul, MN	3.59 3.98 3.44 3.58 1.92 3.34 999 (n=10) 1.93 3.07 2.72 3.59	\$63,763 \$74,239 \$65,355 \$67,591 \$49,412 \$65,183 \$51,495 \$65,739	\$407 \$530 \$662 \$868 \$1,024 \$640	\$1,559 \$1,856 \$1,766 \$1,844 \$1,536 \$1,549	4.81 5.30 4.86 4.88 2.56	\$76,909 \$92,799 \$85,138 \$85,492 \$62,341	\$1,626 \$1,723 \$2,473 \$3,146 \$2,176	\$3,2 \$3,9 \$4,1 \$4,1
Miles City, MT  Missoula, MT  Rutland, VT  Southern SE Alaska (Ketchikan)  Average  Group II: Population 100,000 to 499,  Ann Arbor, MI  Burlington, VT  Flint, MI  Humboldt Cty (Eureka), CA  Oakland, CA  Pittsburgh, PA  Reno, NV  Salt Lake City, UT  St. Paul, MN	3.98 3.44 3.58 1.92 3.34 999 (n=10) 1.93 3.07 2.72 3.59	\$74,239 \$65,355 \$67,591 \$49,412 \$65,183 \$51,495 \$65,739	\$530 \$662 \$868 \$1,024 \$640	\$1,856 \$1,766 \$1,844 \$1,536 \$1,549	5.30 4.86 4.88 2.56	\$92,799 \$85,138 \$85,492 \$62,341	\$1,723 \$2,473 \$3,146 \$2,176	\$3,5 \$4,1 \$4,1 \$3,2
Missoula, MT Rutland, VT Southern SE Alaska (Ketchikan) Average  Group II: Population 100,000 to 499, Ann Arbor, MI Burlington, VT Flint, MI Humboldt Cty (Eureka), CA Oakland, CA Pittsburgh, PA Reno, NV Salt Lake City, UT St, Paul, MN	3.44 3.58 1.92 3.34 999 (n=10) 1.93 3.07 2.72 3.59	\$65,355 \$67,591 \$49,412 \$65,183 \$51,495 \$65,739	\$662 \$868 \$1,024 \$640	\$1,766 \$1,844 \$1,536 \$1,549	4.86 4.88 2.56	\$85,138 \$85,492 \$62,341	\$2,473 \$3,146 \$2,176	\$4,1 \$4,1 \$3,2
Rutland, VT  Southern SE Alaska (Ketchikan)  Average  Group II: Population 100,000 to 499,  Ann Arbor, MI  Burlington, VT  Flint, MI  Humboldt Cty (Eureka), CA  Oakland, CA  Pittsburgh, PA  Reno, NV  Salt Lake City, UT  St. Paul, MN	3.58 1.92 3.34 999 (n=10) 1.93 3.07 2.72 3.59	\$67,591 \$49,412 \$65,183 \$51,495 \$65,739	\$868 \$1,024 \$640 \$880	\$1,844 \$1,536 \$1,549	4.88 2.56	\$85,492 \$62,341	\$3,146 \$2,176	\$4, \$3,
Southern SE Alaska (Ketchikan)  Average  Group II: Population 100,000 to 499,  Ann Arbor, MI  Burlington, VT  Flint, MI  Humboldt Cty (Eureka), CA  Oakland, CA  Pittsburgh, PA  Reno, NV  Salt Lake City, UT  St. Paul, MN	1.92 3.34 999 (n=10) 1.93 3.07 2.72 3.59	\$49,412 \$65,183 \$51,495 \$65,739	\$1,024 \$640 \$880	\$1,536 \$1,549	2.56	\$62,341	\$2,176	\$3,2
Average  Group II: Population 100,000 to 499,  Ann Arbor, MI  Burlington, VT  Flint, MI  Humboldt Cty (Eureka), CA  Oakland, CA  Pittsburgh, PA  Reno, NV  Salt Lake City, UT  St. Paul, MN	3.34 999 (n=10) 1.93 3.07 2.72 3.59	\$65,183 \$51,495 \$65,739	\$640 \$880	\$1,549				
Group II: Population 100,000 to 499; Ann Arbor, MI Burlington, VT Flint, MI Humboldt Cty (Eureka), CA Oakland, CA Pittsburgh, PA Reno, NV Salt Lake City, UT St. Paul, MN	999 (n=10) 1.93 3.07 2.72 3.59	\$51,495 \$65,739	\$880		4.61	\$82,172	\$2,284	\$3,6
Ann Arbor, MI Burlington, VT Flint, MI Humboldt Cty (Eureka), CA Oakland, CA Pittsburgh, PA Reno, NV Salt Lake City, UT St. Paul, MN	1.93 3.07 2.72 3.59	\$65,739		2222				
Burlington, VT  Flint, MI  Humboldt Cty (Eureka), CA  Oakland, CA  Pittsburgh, PA  Reno, NV  Salt Lake City, UT  St. Paul, MN	3.07 2.72 3.59	\$65,739		61 226				
Flint, MI Humboldt Cty (Eureka), CA Oakland, CA Pittsburgh, PA Reno, NV Salt Lake City, UT St. Paul, MN	2.72 3.59	\$65,739		\$1,339	2.81	\$68,697	\$2,957	\$3,5
Humboldt Cty (Eureka), CA  Oakland, CA  Pitesburgh, PA  Reno, NV  Salt Lake City, UT  St. Paul, MN	2.72 3.59		\$981	\$1,672	4.45	\$89,581	\$3,183	\$4,4
Oakland, CA Pittsburgh, PA Reno, NV Salt Lake City, UT St. Paul, MN	3.59	\$62,255	\$662	\$1,681	3.75	\$80,214	\$2,517	\$3,5
Pittsburgh, PA Reno, NV Salt Lake City, UT St. Paul, MN		\$71,124	\$598	\$1,780	4.93	\$90,933	\$2,717	\$3,5 \$4,5
Reno, NV Salt Lake City, UT St. Paul, MN		\$78,751	\$728	\$1,868	4.08	\$107,789		
Reno, NV Salt Lake City, UT St. Paul, MN	2.87	\$78,454	\$553	\$1,862	4.37	\$107,789	\$4,306	\$5,3
Salt Lake City, UT St. Paul, MN	2.74	\$64,562	\$647	\$1,807	3.86	\$87,623	\$3,711	\$5,4
St. Paul, MN	3,47	\$71,566	\$492	\$1,841	4,60		\$3,353	\$4,6
	1,84	\$52,901	\$512	\$1,265	2.95	\$91,272	\$2,828	\$4,3
Facoma, WA	3.33	\$66,526	\$738	\$1,789	<del></del>	\$75,953	\$2,653	\$3,9
Average	2.84	\$66,337	\$679	\$1,690	4.66	\$87,973   \$88,974	\$3,101 <u></u> \$3,133	\$4,4 \$4,4
Soston, MA	2.20	\$73,577	\$897	\$1,939	3.35	\$108,731	\$4,567	\$5,7
Ionolulu, HI	2.94	\$76,348	\$583	\$1,758	4.12	\$102,537	\$4,244	\$5,0
Ionroe Cty (Rochester), NY	2.49	\$61,416	\$726	\$1,542	3.66	\$83,779	\$3,138	\$4,2
New Orleans, LA	1.56	\$43,916	\$431	\$1,141	2.38	\$60,898	\$2,340	\$3,2
hoenix, AZ	3.14	\$74,040	\$761	\$1,852	4.51	\$101,324	\$4,203	\$5,1
ortland, OR	3.42	\$76,323	\$522	\$1,751	4.74	\$100,353	\$2,999	\$4,6
an Francisco, CA	2.16	\$73,659	\$662	\$1,992	3.32	\$107,771	\$4,014	\$5,6
an Jose, CA	2.25	\$69,176	\$901	\$1,903	3.25	\$92,662	\$3,890	\$4,8
verage	2.52	\$68,557	\$686	\$1,735	3.67	\$94,757	\$3,674	\$4,8
roup IV: Population 1,000,000 or Mo	ore (n=9)							
roward Cty (Ft. Lauderdale), FL	2.96	\$71,901	\$980	\$1,948	4.13	\$94,061	\$3,988	\$4,8
Columbus, OH	3.15	\$74,905	\$671	\$1,797	4.66	\$106,769	\$4,179	\$5,5
ade Cty (Miami), FL	2.36	\$59,759	\$1,276	\$1,653	3.57	\$85,604	\$4,476	\$4,7
ulton Cty (Atlanta), GA	2.13	\$62,618	\$851	\$1,846	3.29	\$94,648	\$4,173	\$5,3
ouston, TX	2.53	\$71,614	\$735	\$1,701	3.75	\$98,413	\$4,393	\$5,4
hiladelphia, PA	2.96	\$70,409	\$806	\$1,793	4.17	\$92,373	\$3,370	\$4.60
an Diego, CA	2.89	\$73,687	\$1,137	\$1,979	4.07	\$97,485	\$4,445	\$5,0
anta Clara City, CA	2.29	\$69,979	\$1,225	\$1,935	3.30	\$93,617	\$4,266	\$4,8
Louis, MO	2.58	\$63,873	\$608	\$1,562	3.92			
verage	2.65	\$68,750	\$921	\$1,802	3.87	\$92,119 \$95,010	\$3,921 \$4,135	\$4,90 \$5,03
<del></del>							7 · · · ·	
verage of All Communities	2.80	\$67,323	\$740					

# 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

Group I: Population Less Than 100,000 (n=6)  Abardeen, SD		Number of	Estimated Total	Estimated Total	Surplus	Estimated Total
Aberdeen, SD 18 \$387,630 \$346,842 \$40,788 \$288 Cache Cy (Logan), UT 21 \$1,749,741 \$1,477,245 \$372,496 \$1,475 Miles Csy, MT 14 \$132,704 \$111,130 \$21,574 \$75 Miles Csy, MT 12 \$31,25,056 \$32,878,285 \$307,230 \$22,486 Rucland, VT 25 \$13,247,575 \$1,322,400 \$15,175 \$921 Southern SE Alaka (Ketchikan) 17 \$1,042,237 \$994,126 \$54,111 \$781 Average 20 \$1,298,491 \$1,176,262 \$120,229 \$9367 Group II: Population 100,000 to 499,999 (n=10) Ann Arbor, MI 47 \$17,224,155 \$18,852,546 (\$728,391) \$13,288 Burlington, VT 33 \$15,539,436 \$15,738,459 (\$199,023) \$11,719 Filter, MI* 36 \$7,637,1940 \$77,15,736 (\$77,797) \$11,171 Filter, MI* 36 \$7,637,1940 \$77,15,736 (\$77,797) \$11,171 Filter, MI* 36 \$32,673,1940 \$77,15,736 (\$77,797) \$11,171 Filter, MI* 36 \$27,234,240 \$38,677,872 \$63,600 \$7,740 Colkland, CA 88 \$28,233,2640 \$32,840,024 (\$10,384) \$25,266 Filter, MI* 36 \$32,875,478 \$32,002,664 \$872,814 \$25,689 Reno, NV 86 \$32,875,478 \$32,002,664 \$872,814 \$25,898 Reno, NV 86 \$32,875,478 \$32,002,664 \$872,814 \$26,898 Reno, NV 86 \$32,875,478 \$32,002,664 \$872,814 \$36,898 Reno, NV 86 \$32,875,478 \$32,002,664 \$872,814 \$34,897 Reno, NV 86 \$32,875,478 \$32,898 Reno, NV 86 \$	Community	Organizations	Revenues	Expenditures	or (Deficit)	Local Expenditures
September   Sept	Group I: Population Less Than 100,0	900 (n=6)				
Cache Cry (Logan). UT  21 \$1,749,741 \$1,472,45 \$272,496 \$1,475 Hillies City, HT  14 \$132,704 \$111,130 \$21,574 \$75 Hillies City, HT  14 \$132,704 \$111,130 \$21,574 \$75 Hillies City, HT  12 \$13,125,056 \$23,817,826 \$307,230 \$22,644 Hillies City, HT  22 \$3,125,056 \$23,817,826 \$307,230 \$22,644 Burband, VT  25 \$1,347,575 \$1,322,400 \$25,175 \$92,125 Southern SE Alaska (Ketchikan) 17 \$1,048,237 \$994,126 \$54,111 \$781 Average 20 \$1,298,491 \$1,176,262 \$120,229 \$967 Group II: Population 100,000 to 499,999 (n=10)  Ann Arbor, MI 47 \$17,924,155 \$18,852,546 (\$928,391) \$13,288 Burlington, VT 33 \$15,539,436 \$15,738,459 (\$199,023) \$11,719 Filtor, HII 36 \$7,637,940 \$77,157,736 (\$77,796) \$11,481 Humboldt Cuy (Eureka), CA 48 \$82,414,727 \$88,677,872 \$63,600 \$77,360 Oakkand, CA 88 \$22,392,640 \$28,40,024 (\$10,384) \$25,266 Pittsburgh, PA 129 \$244,800,448 \$272,844,254 (\$28,043,786) \$26,1510 Bano, NV 86 \$32,275,478 \$32,026,64 \$872,814 \$28,043,786) \$26,1510 Bano, NV 86 \$32,255,478 \$32,026,64 \$872,814 \$28,043,786) \$326,1510 Bano, NV 85 \$32,875,478 \$32,026,64 \$872,814 \$28,043,786) \$326,876, Sait Lake City, UT 45 \$36,557,730 \$36,333,740 (\$33,379) \$34,525,55 E. Paul, NN 52 \$110,099,210 \$111,677,008 (\$15,777,799) \$94,518 Tacoma, WA 53 \$91,59,089 \$87,72,881 \$431,200 \$6,093, Average 62 \$51,153,062 \$54,103,992 (\$3,950,331) \$49,269, Group III: Population 500,000 to 999,999 (n=8)  Boston, MA 284 \$203,608,619 \$196,224,947 \$7,373,672 \$181,199, New Orleans, LA 77 \$25,242,997 \$23,282,568 \$1,490,019 \$20,887, New Orleans, LA 77 \$152,242,997 \$23,282,568 \$1,490,019 \$20,887, New Orleans, LA 77 \$125,242,997 \$23,282,568 \$1,490,019 \$20,887, New Orleans, LA 77 \$25,242,997 \$23,282,568 \$1,490,019 \$20,887, New Orleans, LA 77 \$25,242,997 \$23,282,568 \$1,490,019 \$20,887, New Orleans, LA 77 \$24,408,401 \$20,887, New Orleans, LA 77 \$24,408,401 \$24,408,401 \$24,408,401 \$24,408,401 \$24,40	Aberdeen, SD	18	\$387,630	\$346.842	\$40.788	*295 C
Miles City, MT	Cache Cty (Logan), UT	21	\$1,749,741			
Missould, NT   22   \$3,125,056   \$2,2817,826   \$307,230   \$2,256   \$2,2817,826   \$307,230   \$2,256   \$2,2817,826   \$307,230   \$2,257   \$3,224,000   \$25,175   \$3,225   \$3,1347,575   \$3,132,400   \$25,175   \$3,221   \$3,281   \$3,281   \$3,281   \$3,281   \$3,281   \$3,281   \$3,281   \$3,281   \$3,281   \$3,282   \$3,2	Miles City, MT	14	\$132,704			
Rutland, VT 25 \$1,347,575 \$1,322,400 \$25,175 \$5721 Southern SE Alaska (Ketchikan) 17 \$1,048,237 \$994,126 \$54,111 \$781 Average 20 \$1,298,491 \$1,178,262 \$120,229 \$967  Group II: Population 100,000 to 499,999 (n=10)  Ann Arbor, M1 47 \$17,924,155 \$18,852,546 \$5728,391 \$13,228  Burlington, VT 33 \$15,339,436 \$15,738,459 \$(\$199,023) \$111,719  Burlington, VT 33 \$15,339,436 \$15,738,459 \$(\$199,023) \$111,719  Filint, M1 36 \$7,637,940 \$7,715,736 \$(\$77,796) \$11,461 Humboldt Cry (Eureka), CA 48 \$8,738,393,440 \$7,715,736 \$(\$77,796) \$11,461 Humboldt Cry (Eureka), CA 88 \$32,393,440 \$18,404,0424 \$(\$10,384) \$25,246 Dakkand, CA 88 \$32,393,440 \$18,404,0424 \$(\$10,384) \$25,246 Pittsburgh, PA 129 \$244,800,468 \$272,844,254 \$(\$28,043,786) \$361,510  Reno, NV 86 \$32,287,778 \$32,000,2644 \$872,814 \$28,693,786 \$34,552  Salt Lake Cry, UT 45 \$36,359,730 \$36,393,480 \$(\$33,750) \$35,552  Salt Lake Cry, UT 45 \$36,359,730 \$31,177,000 \$(\$1,577,798) \$94,518, Tacoma, WA 53 \$9,150,089 \$8,727,881 \$431,200 \$6,093, Average 62 \$51,153,062 \$54,103,392 \$(\$2,950,331) \$49,269, Group III: Population 500,000 to 999,999 \$(n=8)  Boston, MA 284 \$203,608,619 \$196,234,947 \$7,373,672 \$181,199, Average 62 \$51,153,062 \$54,103,392 \$388,172 \$65,541, Annone Cry (Rochester), NY 119 \$106,731,219 \$111,226,682 \$44,95,463) \$599,433, Alexandro, Cry (Rochester), NY 119 \$106,731,219 \$111,226,682 \$14,404,19 \$20,887, Areado, OR 65 \$54,142,725 \$34,54,155 \$378,409 \$43,755, An Francisco, CA 192 \$315,435,302 \$331,597,647 \$45,645,442 \$34,557, Areado, OR 65 \$44,755,158 \$43,231,716 \$56,344 \$34,755,540, Areado, OR 65 \$44,755,158 \$43,231,716 \$56,344 \$34,755,540, Areado, OR 65 \$34,142,725 \$34,321,716 \$56,344 \$34,755,540, Areado, OR 65 \$34,142,745 \$311,427,290 \$38,801,478 \$45,545, Areado, OR 65 \$44,755,158 \$43,231,716 \$56,344 \$34,755,540, Areado, OR 65 \$44,755,158 \$43,231,716 \$56,344 \$34,755,540, Areado, OR 65 \$44,755,158 \$43,231,716 \$56,344 \$34,755,540, Areado, OR 66 \$43,755,158 \$43,231,716 \$56,344 \$34,755,540, Areado, OR 65 \$44,745,145,145,145,145,145,145,145,145,145,1	Missoula, MT	22	\$3,125,056			
Southern SE Alaska (Ketchikan) 17 \$1,048,237 \$994,126 \$54,111 \$781 Average 20 \$1,298,491 \$1,178,262 \$120,229 \$967 Group II: Population 100,000 to 499,999 (n=10)  Ann Arbor, Mil 47 \$17,724,155 \$188,827,546 (\$928,391) \$13,288 Burlington, VT 33 \$15,539,436 \$15,738,459 (\$199,023) \$11,779 \$11,481 Humboldt Cay (Eureka), CA 48 \$8,741,472 \$8,677,872 \$63,600 \$7,360 \$7,360 \$2,000 \$11,481 Humboldt Cay (Eureka), CA 48 \$8,241,472 \$8,677,872 \$63,600 \$7,360 \$7,360 \$12,000 \$1,481 \$12.99 \$24,4800,446 \$2,272,441,545 (\$28,041,786) \$161,510 \$162,000 \$1,481 \$1,49	Rutland, VT	25				
Average 20 \$1,298,491 \$1,178,262 \$120,229 \$967  Group II: Population 100,000 to 499,999 (n=10)  Ann Arbor, PII	Southern SE Alaska (Ketchikan)	17				
Group II: Population 100,000 to 499,999 (n=10)  Ann Arbor, MI	Average	20		<u>-</u>		\$967,3
Ann Arbor, MB 47 \$17,924,155 \$18,852,546 (\$928,391) \$13,288 Burlington, VT 33 \$15,539,436 \$15,738,459 (\$199,023) \$11,719 Flint, PIF 36 \$7,637,940 \$7,715,736 (\$77,796) \$11,481 Humboldt Cty (Eureka), CA 48 \$8,741,472 \$8,677,872 \$63,600 \$7,360 O2kdand, CA 88 \$28,393,640 \$28,404,024 (\$10,384) \$25,266 Pirtsburgh, PA 129 \$244,800,468 \$272,844,254 (\$28,043,786) \$261,510 Pirtsburgh, PA 129 \$100,92,10 \$111,677,008 (\$15,777,799) \$345,185 Pirtsburgh, PA 129 \$110,099,210 \$111,677,008 (\$15,777,799) \$345,185 Pirtsburgh, PA 129 \$110,099,210 \$111,677,008 (\$15,777,799) \$345,185 Pirtsburgh, PA 129 \$251,153,062 \$54,103,392 (\$2,950,331) \$49,269, \$360,019 Pirtsburgh, PA 129 Pirtsburgh, PA	Group II: Population 100 000 to 499	999 (****				*****
Burlington, VT 33 \$15,39,436 \$15,734,459 \$(\$199,023) \$11,719 Filint, M* 36 \$7,637,940 \$7,715,736 \$(\$77,796) \$11,481 Filint, M* 36 \$7,637,940 \$7,715,736 \$(\$77,796) \$11,481 Filint, M* 36 \$8,741,472 \$8,677,872 \$63,600 \$7,360 \$7,370 \$7,3	<del> </del>	<del></del>	017024155			
Filint, Pile 36 \$7,637,940 \$7,715,736 (\$77,795) \$11,148   Humboldt Cty (Eureka), CA 48 \$8,741,472 \$8,677,872 \$63,600 \$7,360 \$2,360, CA 48 \$8,274,472 \$8,677,872 \$63,600 \$7,360 \$2,360, CA 88 \$28,293,640 \$22,844,004 \$(\$10,384) \$25,266 \$272,844,254 \$(\$28,043,786) \$261,510 \$244,800,468 \$272,844,254 \$(\$28,043,786) \$261,510 \$261,800, NV 86 \$32,275,478 \$32,002,664 \$872,814 \$26,889 \$32,875,478 \$32,002,664 \$872,814 \$26,889 \$34,552 \$361,510, CB \$24,800,468 \$272,844,254 \$(\$28,043,786) \$34,552 \$361,148c Cty, UT 45 \$36,359,730 \$36,393,480 \$(\$33,750) \$34,552 \$362, Lake Cty, UT 45 \$36,359,730 \$36,393,480 \$(\$33,750) \$34,552 \$362,000, MM 52 \$110,099,210 \$111,677,008 \$(\$1,577,798) \$94,518 \$362,000, MM 52 \$110,099,210 \$111,677,008 \$(\$1,577,798) \$94,518 \$362,000, MM 52 \$3,5153,062 \$54,103,392 \$(\$2,950,331) \$49,269 \$36,000, MM 52 \$3,153,062 \$54,103,392 \$(\$2,950,331) \$49,269 \$3600, MM 52 \$40,000, MM 5						\$13,288,7
Humboldt Cry (Eureka), CA 48 \$8,714,472 \$8,677,872 \$63,600 \$7,360 Oakland, CA 88 \$28,393,640 \$28,404,024 (\$10,384) \$25,266 Pirtsburgh, PA 129 \$244,800,468 \$277,844,254 \$(\$28,043,786) \$261,510 Reno, NV 86 \$32,875,478 \$32,002,664 \$872,814 \$56,898 Sate Lake Ciry, UT 45 \$36,359,730 \$36,393,480 \$(\$33,750) \$34,552 St. Paul, MN 52 \$110,099,210 \$111,677,000 \$(\$1,577,798) \$94,518, Tacoma, WA 53 \$9,159,089 \$8,727,881 \$431,208 \$6,093, Average 62 \$51,153,062 \$54,103,392 \$(\$2,950,331) \$49,269, Group III: Population 500,000 to 999,999 \$(n=8) Boston, MA 284 \$203,608,619 \$196,234,947 \$7,373,672 \$181,139, Homoroe Cty (Rochester), NY 119 \$106,731,219 \$111,266,682 \$(\$4,495,463) \$99,433, New Orleans, LA 77 \$25,242,987 \$23,802,566 \$(\$4,495,463) \$99,433, Phoenix, AZ 122 \$85,663,154 \$80,384,580 \$5,278,574 \$73,276, Phoenix, AZ 122 \$85,663,154 \$80,384,580 \$5,278,574 \$73,276,78,88,78,78,88,78,78,88,78,88,78,88,78,88,78						\$11,719,0
Oakiand, CA 88 \$28.393,640 \$28.404,024 (\$10,384) \$25,266 Pittsburgh, PA 129 \$244,800,468 \$272,844,254 (\$28,043,786) \$261,510 Reno, NV 86 \$32,875,478 \$32,002,664 \$872,814 \$26,898 \$3261 Lake City, UT 45 \$36,359,730 \$36,393,480 (\$33,750) \$34,552 \$52 Paul, MN 52 \$110,099,210 \$111,677,008 (\$15,77,798) \$94,518 \$170,009,210 \$111,677,008 (\$15,77,798) \$94,518 \$170,009,210 \$111,677,008 (\$15,77,798) \$94,518 \$170,009,210 \$111,677,008 (\$15,77,798) \$94,518 \$170,009,210 \$111,677,008 (\$15,77,798) \$94,518 \$170,009,210 \$111,677,008 (\$15,77,798) \$94,518 \$170,009,210 \$170,009,2						\$11,481,7
Pittsburgh, PA 129 \$244,800,466 \$277,844,254 (\$28,043,786) \$261,510 Reno, NV 86 \$32,875,478 \$32,002,664 \$872,814 \$26,898 Sait Lake City, UT 45 \$36,359,730 \$36,393,480 (\$33,750) \$34,552 Sc. Paul, MN 52 \$110,099,210 \$111,677,008 (\$1,577,798) \$94,518, Tacoma, WA 53 \$9,159,089 \$8,727,881 \$431,208 \$6,093, Average 62 \$51,153,062 \$54,103,392 (\$2,950,331) \$49,269, Group III: Population 500,000 to 999,999 (n=8) Boston, MA 284 \$203,608,619 \$196,234,947 \$7,373,672 \$181,139, Honolulu, HI 106 \$80,766,044 \$80,377,892 \$388,172 \$66,541, Monroe Cty (Rochester), NY 119 \$106,731,219 \$111,226,682 (\$4,495,463) \$99,433, New Orleans, LA 77 \$25,242,987 \$23,822,568 \$1,420,419 \$20,857, Promish, AZ 122 \$85,663,154 \$80,384,580 \$5,278,574 \$73,276, Portland, OR 65 \$54,142,725 \$54,521,155 (\$378,430) \$45,755, Tan Francisco, CA 192 \$315,435,302 \$321,597,647 (\$6,162,345) \$273,883, Tan Francisco, CA 66 \$43,795,158 \$43,211,16 \$563,441 \$45,275, Toroup IV: Population 1,000,000 or More (n=9) Proward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Toroup IV: Population 1,000,000 or More (n=9) Proward Cty (Riami), FL 263 \$129,119,850 \$141,662,583 (\$12,542,733) \$126,199, Toroup IV: Population 1,000,000 or More (n=9) Proward Cty (Atama), GA 148 \$99,723,584 \$103,746,816 (\$4,023,232) \$80,710, Tolumbus, OH 51 \$40,045,812 \$48,847,290 (\$8,801,478) \$45,581, Tolumbus						\$7,360,3
Reno, NV 86 \$32,875,478 \$32,002,664 \$872,814 \$26,898 \$32,814 \$26,898 \$32,814 \$						\$25,266,9
Sait Lake City, UT 45 \$36,359,730 \$36,393,480 (\$33,750) \$34,552,552 Paul, MN 52 \$110,099,210 \$111,677,008 (\$1,577,796) \$34,552,552 Paul, MN 52 \$110,099,210 \$111,677,008 (\$1,577,796) \$34,552,552 Paul, MN 52 \$110,099,210 \$111,677,008 (\$1,577,796) \$34,552,552 Paul, MN 53 \$9,159,089 \$8,727,881 \$431,208 \$6,093, Average 62 \$51,153,062 \$54,103,392 (\$2,950,331) \$49,269, Group III: Population 500,000 to 999,999 (n=8)  Boston, MA 284 \$203,608,619 \$196,234,947 \$7,373,672 \$181,139, 4-lonolulu, HI 106 \$80,766,064 \$80,377,892 \$388,172 \$66,541, 4-lonolulu, HI 106 \$80,766,064 \$80,377,892 \$388,172 \$83,8172			1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			\$261,510,3
St. Paul, MN 52 \$110,099,210 \$111,677,008 \$1,577,799) \$94,518, Tacoma, WA 53 \$9,159,089 \$8,727,881 \$431,208 \$6,093, Average 62 \$51,153,062 \$54,103,392 \$2,950,331) \$49,269, Group III: Population 500,000 to 999,999 (n=8)  Boston, MA 284 \$203,608,619 \$196,234,947 \$7,373,672 \$181,139, Honolulu, HI 106 \$80,766,064 \$80,377,892 \$388,172 \$66,541, Monroe Cty (Rochester), NY 119 \$106,731,219 \$111,226,682 \$4,495,463) \$99,433, New Orleans, LA 77 \$25,242,987 \$23,822,568 \$1,420,419 \$20,857, Phoenix, AZ 122 \$85,663,154 \$80,384,580 \$5,278,574 \$73,276, Prordand, OR 65 \$54,142,725 \$54,521,155 \$378,430 \$45,755, San Francisco, CA 192 \$315,435,302 \$321,597,647 \$\$6,162,345) \$273,883, and pose, CA 66 \$43,795,158 \$43,231,716 \$563,442 \$34,527. Average 129 \$114,423,154 \$113,924,648 \$498,505 \$99,427, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108, Orloand Cty (Ft. Lauderdale), FL 137 \$91,990,2					\$872,814	\$26,898,2
Tacoma, WA 53 \$9,159,089 \$8,727,881 \$431,208 \$6,093, Average 62 \$51,153,062 \$54,103,392 (\$2,950,331) \$49,269, Average 62 \$181,139, Average 70,100,000 to 999,999 (n=8)  Soston, MA 284 \$203,608,619 \$196,234,947 \$7,373,672 \$181,139, Average \$106,731,219 \$111,226,682 (\$4,495,463) \$99,433, Average \$111,226,682 (\$4,495,463) \$99,433, Average \$111,226,682 (\$4,495,463) \$99,433, Average \$122 \$85,663,154 \$80,384,580 \$5,278,574 \$73,276, Average \$129 \$315,435,302 \$321,597,647 (\$6,162,345) \$273,883, Average \$129 \$114,423,154 \$113,924,648 \$498,505 \$99,427, Average \$129 \$14		<del></del>			(\$33,750)	<b>\$34,552,8</b>
Average 62 \$51,153,062 \$54,103,392 (\$2,950,331) \$49,269.  Group III: Population 500,000 to 999,999 (n=8)  Soston, MA 284 \$203,608,619 \$196,234,947 \$7,373,672 \$181,139.  Honolulu, HI 106 \$80,766,064 \$80,377,892 \$388,172 \$66,541.  Monroe Cty (Rochester), NY 1119 \$106,731,219 \$111,226,682 (\$4,495,463) \$99,433.  New Orleans, LA 77 \$25,242,987 \$23,822,568 \$1,420,419 \$20,857.  Procentix, AZ 122 \$85,663,154 \$80,384,580 \$5,278,574 \$73,276.  Portland, OR 65 \$54,142,725 \$54,521,155 (\$378,430) \$45,755.  San Francisco, CA 192 \$315,435,302 \$321,597,647 (\$6,162,345) \$273,883.  San Jose, CA 66 \$43,795,158 \$43,231,716 \$563,442 \$34,527.  Average 129 \$114,423,154 \$113,924,648 \$498,505 \$99,427.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108.  Scroup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauder					(\$1,577,798)	\$94,518,2
Group III: Population 500,000 to 999,999 (n=8)  Boston, MA	· · · · · · · · · · · · · · · · · ·			\$8,727,881	\$431,208	\$6,093,8
Monroe Cty (Rochester), NY 119 \$106.731,219 \$111,226,682 (\$4.495,463) \$99,433.  New Orleans, LA 77 \$25,242,987 \$23,822,568 \$1,420,419 \$20,857.  Phoenix, AZ 122 \$85,663,154 \$80,384,580 \$5,278,574 \$73,276.  Pordand, OR 65 \$54,142,725 \$54,521,155 (\$378,430) \$45,755,  Fan Francisco, CA 192 \$315,435,302 \$321,597,647 (\$6,162,345) \$273,883,  Fan Jose, CA 66 \$43,795,158 \$43,231,716 \$563,442 \$34,527,  Forcup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108,  Followbus, OH 51 \$40,045,812 \$48,847,290 (\$8,801,478) \$45,581,000 and Cty (Miami), FL 263 \$129,119,850 \$141,662,583 (\$12,542,733) \$126,199,000 and Cty (Atlanta), GA 148 \$99,723,584 \$103,746,816 (\$4,023,232) \$80,710,000 and Diego, CA 68 \$92,072,218 \$91,833,619 \$238,599 \$82,652,000 and Diego, CA 230 \$78,238,640 \$76,932,240 \$1,306,400 \$58,700,000 and Cty (MO)*		· · · · · · · · · · · · · · · · · · ·	\$203,608,619	\$196,234,947	\$7,373,672	\$181,139,83
Monroe Cty (Rochester), NY 119 \$106,731,219 \$111,226,682 (\$4,495,463) \$99,433.  New Orleans, LA 77 \$25,242,987 \$23,822,568 \$1,420,419 \$20,857.  Phoenix, AZ 122 \$85,663,154 \$80,384,580 \$5,278,574 \$73,276.  Portland, OR 65 \$54,142,725 \$54,521,155 (\$378,430) \$45,755.  San Francisco, CA 192 \$315,435,302 \$321,597,647 (\$6,162,345) \$273,883.  San Jose, CA 66 \$43,795,158 \$43,231,716 \$563,442 \$34,527.  Average 129 \$114,423,154 \$113,924,648 \$498,505 \$99,427.  Group IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108,600.  Columbus, OH 51 \$40,045,812 \$48,847,290 (\$8,801,478) \$45,581,600.  Columbus, OH 51 \$40,045,812 \$48,847,290 (\$8,801,478) \$47,108,600.  Columbus, OH 51 \$40,045,812 \$48,847,290 (\$8,801,478) \$47,108,600.  Columbus, OH 51 \$40,045,812 \$48,847,290 (\$8,801,478)	Honolulu, HI	106	\$80,766,064	\$80,377,892		\$66,541,7
New Orleans, LA  77  \$25,242,987  \$23,822,568  \$1,420,419  \$20,857, Phoenix, AZ  122  \$85,663,154  \$80,384,580  \$5,278,574  \$73,276, Phoenix, AZ  Procedand, OR  65  \$54,142,725  \$54,521,155  \$378,430)  \$45,755, San Francisco, CA  192  \$315,435,302  \$321,597,647  \$6,162,345)  \$273,883, San Jose, CA  66  \$43,795,158  \$43,231,716  \$563,442  \$345,527, San Jose, CA  Average  129  \$114,423,154  \$113,924,648  \$498,505  \$99,427, Showard Cry (Ft. Lauderdale), FL  137  \$91,990,294  \$88,839,842  \$3,150,452  \$72,108, Showard Cry (Ft. Lauderdale), FL  263  \$129,119,850  \$141,662,583  \$142,417,333  \$126,199, Ulton Cry (Atlanta), GA  148  \$99,723,584  \$103,746,816  \$40,023,232  \$80,710, Showston, TX  179  \$244,086,101  \$256,501,384  \$12,415,283)  \$218,078, Shiladelphia, PA  123  \$121,647,492  \$121,143,930  \$503,562  \$107,891, an Diego, CA  280  \$78,238,640  \$76,932,240  \$1,306,400  \$58,700,640  \$44,086,101  \$256,501,384  \$13,06,400  \$58,700,640  \$58,700,640  \$58,700,640  \$58,700,640  \$58,700,640  \$508,663,181  \$49,267,308  \$1,549,473  \$62,796,540  \$508,167,811  \$49,267,308  \$1,549,473  \$62,796,540	Monroe Cty (Rochester), NY	119	\$106,731,219	\$111,226,682	(\$4,495,463)	\$99,433,76
Phoenix, AZ    122   \$85,663,154   \$80,384,580   \$5,278,574   \$73,276, Portland, OR   65   \$54,142,725   \$54,521,155   (\$378,430)   \$45,755, San Francisco, CA   192   \$315,435,302   \$321,597,647   (\$6,162,345)   \$273,883, San Jose, CA   66   \$43,795,158   \$43,231,716   \$563,442   \$34,527, San Jose, CA   129   \$114,423,154   \$113,924,648   \$498,505   \$99,427, Shoup IV: Population 1,000,000 or More (n=9)   Proward Cty (Ft. Lauderdale), FL   137   \$91,990,294   \$88,839,842   \$3,150,452   \$72,108, Shoup IV: Population 1,000,000 or More (n=9)   \$40,045,812   \$48,847,290   (\$8,801,478)   \$45,581, Oade Cty (Miami), FL   263   \$129,119,850   \$141,662,583   (\$12,542,733)   \$126,199, Ulton Cty (Atlanta), GA   148   \$99,723,584   \$103,746,816   (\$4,023,232)   \$80,710, Shouston, TX   179   \$244,086,101   \$256,501,384   (\$12,415,283)   \$218,078, Shiladelphia, PA   123   \$121,647,492   \$121,143,930   \$503,562   \$107,891, San Diego, CA   68   \$92,072,218   \$91,833,619   \$238,599   \$82,652, Shout MO*   93   \$50,816,781   \$49,267,308   \$1,549,473   \$62,796,50   \$141,600   \$1,000,000   \$141,000   \$1,000,000   \$	New Orleans, LA	77	\$25,242,987	\$23,822,568		\$20,857,8
Portland, OR         65         \$54,142,725         \$54,521,155         (\$378,430)         \$45,755, an Francisco, CA         192         \$315,435,302         \$321,597,647         (\$6,162,345)         \$273,883, an jose, CA         66         \$43,795,158         \$43,231,716         \$563,442         \$345,227, an jose, CA         \$40,045,812         \$113,924,648         \$498,505         \$99,427, an jose, CA         \$40,045,812         \$48,839,842         \$3,150,452         \$72,108, an jose, CA         \$40,045,812         \$48,847,290         \$88,839,842         \$3,150,452         \$72,108, an jose, CA         \$40,045,812         \$48,847,290         \$48,801,478         \$45,581, an jose, CA         \$40,045,812         \$48,847,290         \$88,839,842         \$3,150,452         \$72,108, an jose, CA         \$40,045,812         \$48,847,290         \$88,839,842         \$3,150,452         \$72,108, an jose, CA         \$40,045,812         \$48,847,290         \$48,847,290         \$48,847,290         \$48,847,290         \$48,847,290         \$48,847,290         \$48,88,39,842         \$3,150,452         \$72,108, an jose, CA         \$48,847,290         \$48,847,290         \$88,839,842         \$3,150,452         \$72,108, an jose, CA         \$48,847,290         \$48,847,290         \$88,839,842         \$3,150,452         \$72,108, an jose, CA         \$48,847,290         \$88,839,842         \$3,150,452         \$72,108, an jose, CA	Phoenix, AZ	122	\$85,663,154	\$80,384,580		
San Francisco, CA  192  \$315,435,302  \$321,597,647  (\$6,162,345)  \$273,883, an jose, CA  66  \$43,795,158  \$43,231,716  \$563,442  \$34,527, average  129  \$114,423,154  \$113,924,648  \$498,505  \$99,427, average  Froup IV: Population 1,000,000 or More (n=9)  Froward Cty (Ft. Lauderdale), FL  137  \$91,990,294  \$88,839,842  \$3,150,452  \$72,108,600,000 or More (n=9)  Froward Cty (Miami), FL  263  \$129,119,850  \$141,662,583  \$125,42,733)  \$126,199, an Ulton Cty (Atlanta), GA  148  \$99,723,584  \$103,746,816  \$40,023,232)  \$80,710, an Diego, CA  68  \$92,072,218  \$91,833,619  \$238,599  \$82,652, anta Clara Cty, CA  230  \$78,238,640  \$76,932,240  \$1,306,400  \$58,700,640, and services of the control of	Portland, OR	65	\$54,142,725	\$54,521,155		
Average 129 \$114,423,154 \$43,231,716 \$563,442 \$34,527.  Average 129 \$114,423,154 \$113,924,648 \$498,505 \$99,427.  Broup IV: Population 1,000,000 or More (n=9)  Broward Cty (Ft. Lauderdale), FL 137 \$91,990,294 \$88,839,842 \$3,150,452 \$72,108,100  Columbus, OH 51 \$40,045,812 \$48,847,290 (\$8,801,478) \$45,581,100  Columbus, OH 51 \$40,045,812 \$48,847,290 (\$8,801,478) \$49,267,308 \$1,306,400 \$45,796,50  Columbus, OH 51 \$40,045,812 \$49,267,308 \$1,549,473 \$62,796,50  Columbus, OH 51 \$40,045,812 \$49,267,308 \$1,549,473 \$62,796,50  Columbus, OH 51 \$40,045,812 \$40,045,8	ian Francisco, CA	192	\$315,435,302	\$321,597,647		
Average 129 \$114,423,154 \$113,924,648 \$498,505 \$99,427,55	an Jose, CA	66	\$43,795,158	\$43,231,716		
Broward Cty (Ft. Lauderdale), FL         137         \$91,990,294         \$88,839,842         \$3,150,452         \$72,108,608,608           Columbus, OH         51         \$40,045,812         \$48,847,290         (\$8,801,478)         \$45,581,608,609           Dade Cty (Miami), FL         263         \$129,119,850         \$141,662,583         (\$12,542,733)         \$126,199,608,609           ulton Cty (Atlanta), GA         148         \$99,723,584         \$103,746,816         (\$4,023,232)         \$80,710,608,710,608           Houston, TX         179         \$244,086,101         \$256,501,384         (\$12,415,283)         \$218,078,609,609,710,609,710,710,710,710,710,710,710,710,710,710	Average	129	\$114,423,154	\$113,924,648		\$99,427,02
Columbus, OH         51         \$40,045,812         \$48,847,290         (\$8,801,478)         \$45,581,000           Dade Cty (Miami), FL         263         \$129,119,850         \$141,662,583         (\$12,542,733)         \$126,199,000           Julton Cty (Atlanta), GA         148         \$99,723,584         \$103,746,816         (\$4,023,232)         \$80,710,000           Houston, TX         179         \$244,086,101         \$256,501,384         (\$12,415,283)         \$218,078,000           Hiladelphia, PA         123         \$121,647,492         \$121,143,930         \$503,562         \$107,891,000           an Diego, CA         68         \$92,072,218         \$91,833,619         \$238,599         \$82,652,000           anta Clara Cty, CA         230         \$78,238,640         \$76,932,240         \$1,306,400         \$58,700,000           At Louis, MO*         93         \$50,816,781         \$49,267,308         \$1,549,473         \$62,796,500	Group IV: Population 1,000,000 or Mc	ore (n=9)				
Columbus, OH         51         \$40,045,812         \$48,847,290         (\$8,801,478)         \$45,581,000           Dade Cty (Miami), FL         263         \$129,119,850         \$141,662,583         (\$12,542,733)         \$126,199,000           ulton Cty (Atlanta), GA         148         \$99,723,584         \$103,746,816         (\$4,023,232)         \$80,710,000           douston, TX         179         \$244,086,101         \$256,501,384         (\$12,415,283)         \$218,078,000           hiladelphia, PA         123         \$121,647,492         \$121,143,930         \$503,562         \$107,891,000           an Diego, CA         68         \$92,072,218         \$91,833,619         \$238,599         \$82,652,000           anta Clara Cty, CA         230         \$78,238,640         \$76,932,240         \$1,306,400         \$58,700,000           t. Louis, MO*         93         \$50,816,781         \$49,267,308         \$1,549,473         \$62,796,500	roward Cty (Ft. Lauderdale), FL	137	\$91,990,294	\$88.839.842	\$3 150 452	£77 100 00
Dade Cty (Miami), FL 263 \$129,119,850 \$141,662,583 (\$12,542,733) \$126,199, 20 20 20 20 20 20 20 20 20 20 20 20 20						
Tulton Cty (Atlanta), GA  148  \$99,723,584  \$103,746,816  \$4,023,232)  \$80,710,  fouston, TX  179  \$244,086,101  \$256,501,384  \$12,415,283)  \$218,078,  Thiladelphia, PA  123  \$121,647,492  \$121,143,930  \$503,562  \$107,891,  an Diego, CA  68  \$92,072,218  \$91,833,619  \$238,599  \$82,652,3  anta Clara Cty, CA  230  \$78,238,640  \$76,932,240  \$1,306,400  \$58,700,6  t. Louis, MO*  93  \$50,816,781  \$49,267,308  \$1,549,473  \$62,796,5	Dade Cty (Miami), FL	<del>                                     </del>				
fouston, TX         179         \$244,086,101         \$256,501,384         (\$12,415,283)         \$218,078,           hiladelphia, PA         123         \$121,647,492         \$121,143,930         \$503,562         \$107,891,           an Diego, CA         68         \$92,072,218         \$91,833,619         \$238,599         \$82,652,           anta Clara Cty, CA         230         \$78,238,640         \$76,932,240         \$1,306,400         \$58,700,6           t. Louis, MO*         93         \$50,816,781         \$49,267,308         \$1,549,473         \$62,796,5	ulton Cty (Atlanta), GA					
hiladelphia, PA 123 \$121,647,492 \$121,143,930 \$503,562 \$107,891, an Diego, CA 68 \$92,072,218 \$91,833,619 \$238,599 \$82,652, anta Clara Cty, CA 230 \$78,238,640 \$76,932,240 \$1,306,400 \$58,700,6 t. Louis, MO* 93 \$50,816,781 \$49,267,308 \$1,549,473 \$62,796,5	louston, TX	<del></del>				
an Diego, CA 68 \$92,072,218 \$91,833,619 \$238,599 \$82,652,3 anta Clara Cty, CA 230 \$78,238,640 \$76,932,240 \$1,306,400 \$58,700,6 t. Louis, MO* 93 \$50,816,781 \$49,267,308 \$1,549,473 \$62,796,5						
anta Clara Cty. CA 230 \$78,238,640 \$76,932,240 \$1,306,400 \$58,700,000 t. Louis, MO* 93 \$50,816,781 \$49,267,308 \$1,549,473 \$62,796,500 \$1,000 \$						
L Louis, MO* 93 \$50,816,781 \$49,267,308 \$1,549,473 \$62,796,5		<del></del>				
Varion 144	anta Clara Cty, CA	1				
		[ 93 1	\$50 XIA 7XI I			
verage of All Communities 93 \$72 (95.381 \$73.887.142 (\$1.491.742) \$455.110.0	t. Louis, MO*	<u> </u>				\$94,968,86

<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 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:

MOOT be

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

		Per Reporting Organiz			ing Org's
community	Revenues	Expenditures	Surplus/(Deficit)	Surplus	(Deficit)
t Decided at Lease These 100 000	(==4)				
iroup I: Population Less Than 100,000 berdeen, SD	\$21,535	\$19,269	\$2,266	9	ı
	\$83,321	\$70,345	\$12,976	4	1
Cache Cty (Logan), UT	\$9,479	\$7,939	\$1,540	6	1
files City, MT	\$142,048	\$128,083	\$13,965	11	3
1issoula, MT	\$53,903	\$52,896	\$1,007	4	1
utland, VT	\$61,661	\$58,478	\$3,183	6	3
outhern SE Alaska (Ketchikan)	\$61,991	\$56,168	\$5,823	7	2
\verage	401,271	450,100	<b>V</b> 0,020		
Group II: Population 100,000 to 499,99	9 (n=10)				
Ann Arbor, MI	\$381,365	\$401,118	(\$19,753)	13	3
Burlington, VT	\$470,892	\$476,923	(\$6,031)	5	6
lint, MI	\$212,165	\$214,326	(\$2,161)	12	6
lumboldt Cty (Eureka), CA	\$182,114	\$180,789	\$1,325	6	7_
Dakland, CA	\$322,655	\$322,773	(\$118)	15	9
Pittsburgh, PA	\$1,897,678	\$2,115,072	(\$217,394)	11	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
Facoma, WA	\$172,813	\$164,677	\$8,136	15	7
Average	\$694,724	\$720,418	(\$25,694)	13	7
Group III: Population 500,000 to 999,5 Boston, MA	\$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	\$818,148	\$815,125	\$3,023	14	9
Group IV: Population 1,000,000 or Mo	\$671,462	\$648,466	\$22,996	13	5
Broward Cty (Ft. Lauderdale), FL	\$785,212	\$957,790	(\$172,578)		11
Columbus, OH	\$490,950	\$538,641	(\$47,691)	12	6
Dade Cty (Miami), FL	\$673,808	\$700,992	(\$27,184)		8
Fulton Cty (Atlanta), GA	\$1,363,610	\$1,432,969	(\$69,359)		11
Houston, TX	\$989,004	\$984,910	\$4,094	8	8
Philadelphia, PA	<del></del>	\$1,350,494	\$3,509	10	8
San Diego, CA	\$1,354,003	\$334,488	\$5,680	9	5
Santa Clara Cty, CA	\$340,168 \$546,417	\$529,756	\$16,661	16	7
St. Louis, MO			(\$29,319)		8
Average	\$801,626	\$830,945	(\$27,317)	, ,,	

# 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	[,841]	33,088	\$370,586	18
	1,184	43,861	\$491,243	37
Cache Cty (Logan), UT	396	10,732		
Miles City, MT Missoula, MT	27,786	639,240	\$120,198 \$7,159,488	27
Rutland, VT	1,595	30,535	\$341,992	19
Southern SE Alaska (Ketchikan)	997	40,222	\$450,486	40
Average	5,633	132,946	\$1,488,999	27
Listing.	5,055	132,710	<b>41,100,777</b>	2,
Group II: Population 100,000 to 499,99	9 (n=10)			
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
Average	6,222	199,938	\$2,239,304	39
Group III: Population 500,000 to 999,9	99 (n=8)			
Boston, MA	18,641	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
Casus N/s Bassilasian I 000 000 as Ma	(-=0)			
Group IV: Population 1,000,000 or Mo	11	1.050.135	£11.7(1.512)	
Broward Cty (Fc. Lauderdale), FL Columbus, OH	50,576	1,050,135	\$11,761,512	21
Dade Cty (Miami), FL	10,942	409,196	\$4,582,995	37
Fulton Cty (Atlanta), GA	16,058	246,752	\$2,763,622	15
	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
San Diego, CA	14,187	480,245	\$5,378,744	34
Santa Clara Cty, CA	12,453	544,049	\$6,093,349	44
St. Louis, MO	9,458	254,715	\$2,852,808	27
Average	19,304	664,217	\$7,439,229	37
	<del></del>			
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

		Т		Ave	erage Per Repor	rung Organi:		<del>- 1</del>		
	Gro	up I	Grou	ıp II	Grou	p III	Grou	·	All Organ	
	Fiscal	1990	Fiscal	1990	Fiscal	1990	Fiscal	1990	Fiscal	1990
Number of Organizations	5	,	19	5	18	12	18	3	61	0
Operating Revenues		E:								
Earned Revenue	\$52,224	61.2%	\$345,088	44.1%	\$499,753	57.7%	\$485,990	60.2%	\$408,914	54.15
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	2.59
Total Revenues	\$85,335	100%	\$781,788	100%	\$865,409	100%	\$807,882	100%	\$756,37 <del>9</del>	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	444									
Broke Even or Net Gain	39	78.0%	126	64.6%	109	59.9%	114	62.3%	388	63.
Net Loss	11	22.0%	69	35.4%	73	40.1%	69	37.7%	222	36.
Other Highlights					_					
Asset Acquisition	\$3,424		\$105,107		\$27,579		\$65,856		\$61,770	
In-Kind Contributions	\$3,919		\$52,082		\$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	
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).

#### Arts in the Local Economy (FY 1992). Local Arts Agency

	Now we'll furn to your financial saustion, please provide financial information for fiscal year 1992.
First, a law questions about your organization.	2 What was the end date of your fiscal year 1992?
	Month Cay 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 Tuition Contracted service revenue (less from sales of servicers) Sales and rentals (please do NOT include rental of facilities here) Interest Fundraising events Other programs not designated as fundraising
Private ( )	Tuition
Oo you have tax-exempt SO1(c)(3) status?	Contracted service revenue (less from sales of services)
Yes () No ()  Do you have an official written charter or resolution to provide services or recommend funding amounts	Sales and rentals (please do NOT include rental of facilities here)
on behalf of the local government?	truerest S S S S S S S S S S S S S S S S S S S
Yes, city government ( )	Other programs not designated as fundraising \$
Yes, county government ( )	Other earned revenue (specify):
Yes, Chamber of Commerce ( )	
No, no official designation ( )	Does your organization own a performing arts facility, property, or an exhibition space?
Public ( )	YES () NO () (GO TO NEXT SECTION)
As a Public agency, are you part of	IF YES; Revenues from rental of this facility/topace to:
City government ( )	Non-profit arts organizations for performance, exhibition, or
County government ( )	fund-raising event
Chamber of commerce ( )	Profit making arts organizations (travelling companies, popular concets, promoters)
Other (specify):	Corporations/individuals for private events or functions \$
Type of enabling logistation:	(panies, weddings)
	4, Total Earned Revenue
	. 100 0000
nest page, please.	next page pin
Page 1	Page 2
	The state of the s
Arts in the Local Economy (FY 1992) Local Arts Agency	Arts in the Local Economy (FY 1992) Local Arts Agency
Arts in the Local Economy (FY 1992) Local Arts Agency	Arts in the Local Economy (FY 1992) Local Arts Agency Expenditures/Uses of Funds
Arts in the Local Economy (FY 1992) Local Arts Agency Private Support	
Private Support	Expenditures/Uses of Funds
	Expenditures/Uses of Funds StaticEmployee Expenses
Private Support  Corporate support (NOT including in-kind contributions)  Soundation support  Individual donations (in excess of dues)	Expenditures/Uses of Funds  Stati/Employee Expenses  Yotal payroll (sell and part-time)
Private Support  Corporate support (NOT including in-kind contributions)  Soundation support  Individual donations (in excess of dues)	Expenditures/Uses of Funds  Stati/Employee Expenses  Total payrol (sid and part-time)  Total payroll (axes and lininge benefits (including FiCA)  \$
Private Support  Corporate support (NOT including in-kind contributions)  Soundation support	Expenditures/Uses of Funds  Stati/Employee Expenses  Total payroll (full and part-time)  Total payroll taxes and limige benefits (including FiCA)  Contractors  Other personnel costs (specify): \$
Private Support  Corporate support (NOT including in-kind contributions)  Soundation support  Individual donations (in excess of dues)	Expenditures/Uses of Funds  Static-motores Expenses  Total payroll (set and part-time)  Total payroll taxes and linings benefits (including FiCA)  Contractors  \$
Private Support  Corporate support (NOT including in kind contributions)  Foundation support  Individual donations (in excess of dues)  Correlations by separate proups dedicated to support of the arts (e.g., Friends of the Arts)	Expenditures/Uses of Funds  Stati/Employee Expenses  Total payroll (full and part-time)  Total payroll taxes and limige benefits (including FiCA)  Contractors  Other personnel costs (specify): \$
Private Support  Corporate support (NOT including in kind contributions)  Foundation support  Individual donations (in excess of dues)  Correlations by separate proups dedicated to support of the arts (e.g., Friends of the Arts)	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll (self and part 4me) \$
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dives)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)  S. Total Private Support	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll furth and part time)  Total payroll taxes and fringe benefits (including FiCA)  Contractors  Cither personnel costs (specify):  8. Total Staft/Employee Expenses  Payments to Artists (for services/performances/marerials)  To local artists directly  To non-local artists (visiting artists or companies)  \$
Private Support  Corporate support (NOT including in kind contributions)  Foundation support  Individual donations (in excess of dives)  Contributions by separate proups dedicated to support of the arts (e.g., Friends of the Arts)  S. Total Private Support  Government Support	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll (full and part-time) \$
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dives)  Contributions by apparate proups dedicated to support of the arts (e.g., Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  \$	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll furth and part time)  Total payroll taxes and fringe benefits (including FiCA)  Contractors  Cither personnel costs (specify):  8. Total Staft/Employee Expenses  Payments to Artists (for services/performances/marerials)  To local artists directly  To non-local artists (visiting artists or companies)  \$
Private Support  Corporate suppor (NOT including in kind contributions)  Foundation support  Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support:  \$	Expenditures/Uses of Funds  Statt/Employee Expenses  Total payroll furl and part time) \$
Private Support  Corporate support (NOT including in kind contributions)  Foundation support  Individual donations (in excess of dues)  Correlations by separate proups dedicated to support of the arts (e.g., Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support:  Regional government support  S	Expenditures/Uses of Funds  Stati/Employee Expenses  Total payroll (size and part-time) \$
Private Support  Corporate support (NOT including in kind contributions)  Foundation support  Individual donations (in excess of dues)  Correlations by separate proups dedicated to support of the arts (e.g., Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support  Regional government support  State arts agency support	Expenditures/Uses of Funds  Statt/Employee Expenses  Total payroll furl and part time) \$
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)  S. Yotal Private Support  Government Support  National Endowment for the Arts  Other federal government support  Regional government support  State arts agency support  Cother state support:  Local city appropriations  Local country appropriations  S	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll taxes and fringe benefits (including FiCA)  Contractors  S
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support Individual donations (in excess of dives)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts Other federal government support  Regional government support  State arts agency support  Cher state support: Lecal city appropriations	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroli (set and part time)  Total payroli (set and part time)  S  Contractors  Other personnel costs (specify):  8. Total Staft/Employee Expenses  Payments to Artists (for sentices/performances/materials)  To focal artists directly  To non-local artists (visiting artists or companies)  Funds to local arts organizations (should equal line 16 on Page 7)  Other (specify):  9. Total Payments to Artists  S  Operations
Private Support  Corporate support (NOT including in kind contributions)  Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)  5. Total Private Support  Government Support  National Endowment for the Arts Other federal government support:  Regional government support  State arts seproy support  Cher state support:  Lecal city appropriations Local country appropriations  Local country appropriations  Special government funding sources	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll furil and part 4me) \$
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)  S. Yotal Private Support  Government Support  National Endowment for the Arts  Other federal government support  Regional government support  State arts agency support  Cother state support:  Local city appropriations  Local country appropriations  S	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll taxes and fringe benefits (including FiCA)  Contractors  S
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dives)  Contributions by separate groups dedicated to support of the arts (ii.g.), Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support:  Regional government support  State arts apency support  Under state support:  Lecal city approphistions  Local coursy appropriations  Local coursy appropriations  Special government funding sources  5. Total Government Support	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll (set and part time)  Total payroll taxes and fringe benefits (including FiCA)  Contractors  S
Private Support  Corporate support (NOT including in kind contributions)  Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)  5. Total Private Support  Government Support  National Endowment for the Arts Other federal government support:  Regional government support  State arts seproy support  Cher state support:  Lecal city appropriations Local country appropriations  Local country appropriations  Special government funding sources	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll taxes and fringe benefits (including FiCA)  Contractors  S
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dives)  Contributions by separate groups dedicated to support of the arts (ii.g.), Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support:  Regional government support  State arts apency support  Under state support:  Lecal city approphistions  Local coursy appropriations  Local coursy appropriations  Special government funding sources  5. Total Government Support	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll taxes and fringe benefits (including FiCA)  Contractors  S
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dives)  Contributions by separate groups dedicated to support of the arts (ii.g.), Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support:  Regional government support  State arts apency support  Under state support:  Lecal city approphistions  Local coursy appropriations  Local coursy appropriations  Special government funding sources  5. Total Government Support	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll taxes and fringe benefits (including FiCA)  Contractors  S
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dives)  Contributions by separate groups dedicated to support of the arts (ii.g.), Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support:  Regional government support  State arts apency support  Under state support:  Lecal city approphistions  Local coursy appropriations  Local coursy appropriations  Special government funding sources  5. Total Government Support	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll taxes and fringe benefits (including FiCA)  Contractors  S
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dives)  Contributions by separate groups dedicated to support of the arts (ii.g.), Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support:  Regional government support  State arts apency support  Under state support:  Lecal city approphistions  Local coursy appropriations  Local coursy appropriations  Special government funding sources  5. Total Government Support	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll taxes and fringe benefits (including FiCA)  Contractors  S
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dives)  Contributions by separate groups dedicated to support of the arts (ii.g.), Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support:  Regional government support  State arts apency support  Under state support:  Lecal city approphistions  Local coursy appropriations  Local coursy appropriations  Special government funding sources  5. Total Government Support	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll taxes and fringe benefits (including FiCA)  Contractors  S
Private Support  Corporate support (NOT including in-king contributions)  Foundation support  Individual donations (in excess of dues)  Contributions by separate proups dedicated to support of the arts (e.g., Friends & the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support  Regional government support  State arts agency support  Cother state support:  Local city appropriations  Local county appropriations  Local county appropriations  Special government Support  S. Total Government Support  S. Total Government Support  S. Total Government Support  S. Total Operating Revenues (sum of lines 4-6)	Expenditures/Uses of Funds  Staft/Employee Expenses  Total payroll taxes and fringe benefits (including FiCA)  Contractors  S
Private Support  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dives)  Contributions by separate groups dedicated to support of the arts (ii.g.), Friends of the Arts)  S. Total Private Support  Government Support  National Endowment for the Arts  Other federal government support:  Regional government support  State arts apency support  Under state support:  Lecal city approphistions  Local coursy appropriations  Local coursy appropriations  Special government funding sources  5. Total Government Support	Expenditures/Uses of Funds  Stati/Employee Expenses  Total payroll fund and part-time) \$

Ans in the Local Economy (FY 1992) Local Arts Agency

#### Arts in the Local Economy (FY 1992). Local Arts Agency

. Total regardy
\$
<del></del>
\$
\$
\$
\$
\$
s
\$
5
7565:
+3
. ()
<sup>27</sup> O
Ö

next page, please.

0

(1

()

Page 5

#### Arts in the Local Economy (FY 1992): Local Arts Agency

In the chart below, please micrate how much of those funds went to local arts organizations in each of the disciplines. In the column to the right, indicate how many different organizations received that funding

other (specify):\_\_\_\_

required additional support

ispenses higher than revenues; how was the deficit covered?

		\$ Amount	# Grants
	ARTS IN EDUCATION	\$	
	ARTS SERVICE ORGANIZATION	\$	
	CRAFTS (clay, fiber, glass, leather, metal, paper, plastic,	\$	
	DANCE (ballet, ethnic, jazz, modern not mime)	\$	
	DESIGN ARTS (architecture, fashion, graphic, industrial, tandscape architecture, urban/metropolitan)	\$	
	FOLK ARTS (indigenous art forms)	\$	
	HUMANITIES	\$	
	LITERATURE (liction, non-liction, playwriting, poetry)  MEDIA ARTS (film, video, audio)	\$	
	MULTI-DISCIPLINARY	\$	
	MUSEUM	<u></u>	
	MUSIC (band, orchestral, choral, new, ethnic, jazz,	\$ \$	
	OPERAMUSICAL THEATER	* <u></u>	
	THEATER (classical, experimental, mime, pupper)	s	
	VISUAL ARTS (graphics, painting, sculpture, photograph	\$	
	Other (specify):	\$	
	16. Total  (thouts equal Funds to local arts organizations on page four)		
100	San Car		
		Ma and and	

the next page is a cinch,

Page 7

Arts in the Local Economy (FY 1992) Local Arts Agency

\$
\$\$\$\$\$\$
\$\$\$\$\$\$
\$ \$ \$ \$
\$ \$ \$ \$
\$ \$ \$ \$
\$ \$ \$
\$ \$ \$
\$ \$
\$ \$
\$\$_
ı <u>*                                    </u>
\$
* \$
<u> </u>

Aris in the Local Economy (FY 1992) Local Aris Agency

Page 6

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

	# Volunteers	
Professional		
Antistic		
Clerical services		_
Service (ticket takers, gift shop, doceres)	<del></del>	-
Other		_
		_=
17 Total Volunteer Hours		
Attendance at cultural events that your organization	Produces/sponsors	
Performance attendees		
Exhibition attendoes		
16 Total Attendance		
	لـــا	

Page 8

only two more a

#### Aris in the Local Economy (FY 1992); Aris Organization

Organization Name:				
Address:				
Telephone Number: { } Fax: { }				
Contact Person: (in case we have questions about your completed form)	<del></del>			
Please enswer all questions; if exact numbers are not available, you may use	best estimates.			
What is the primary arts discipline of your organization?				
ARTS IN EDUCATION	O			
ARTS SERVICE ORGANIZATIONS	Ο			
CRAFTS (clay, fiber, glass, leather, metal, paper, plastic, wood)	()			
DANCE (ballet, ethnic, jazz, modem not mime)	()			
DESIGN ARTS (architecture, fashion, graphic, industrial, landscape architecture, urban/metropolitan)	()			
FOLK ARTS (indigenous art forms)	()			
HUMANITIES	()			
LITERATURE (fiction, non-fiction, playwriting, poetry)	()			
MEDIA ARTS (film, video, audio)	()			
MULTI-DISCIPLINARY	()			
MUSEUM	()			
MUSIC (band, orchestral, choral, new, ethnic, jazz,	()			
OPERAMUSICAL THEATER	Ω			
THEATER (classical, experimental, mime, puppet)	()			
VISUAL ARTS (graphics, painting, sculpture, photography)	()			
	nent page, please.			
	The state of the s			
Page 1				
Page 1  Arts in the Local Economy (FY 1992): Arts Orga				
Arts in the Local Economy (FY 1992): Arts Orga				
Arts in the Local Economy (FY 1992): Arts Orga Private Support (NOT through a local arts agency, see line 7)	nization			
Arts in the Local Economy (FY 1992): Arts Orga  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in 4sind contributions)  Foundation support  Individual donations (in excess of dues)	\$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orga  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in 4 ind contributions)  Foundation support	s			
Arts in the Local Economy (FY 1992): Arts Orga  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)	\$\$ \$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orga  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributiona)  Foundation support  Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts	\$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orga  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)	\$\$ \$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orga  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions)  Foundation support  Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts  (a.g., Friends of the Arts)  5. Total Private Support  Government Support (NOT through a local arts agency, see line 7)	\$\$ \$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orgal Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in 4sind contributions) Foundation support Individual donations (in excess of dues) Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)  5. Total Private Support	\$\$ \$\$ \$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orgal  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions)  Foundation support Individual donations (in excess of duest)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)  5. Total Private Support  Government Support (NOT through a local arts agency, see line 7)  National Endowment for the Arts	\$\$ \$\$ \$\$ \$\$ \$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orgal  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions)  Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (e.g., Friends of the Arts)  5. Total Private Support  Government Support (NOT through a local arts agency, see line 7)  National Endowment for the Arts  Other tederal government support:	\$\$ \$\$ \$\$ \$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orga  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions)  Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (a.g., Friends of the Arts)  5. Total Private Support  Government Support (NOT through a local arts agency, see line 7)  National Endowment for the Arts  Other federal government support:  Regional government support  State arts agency support  Other state support.	\$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orgal  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions)  Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts  (a.g., Friends of the Arts)  5. Total Private Support  Government Support (NOT through a local arts agency, see line 7)  National Endowment for the Arts  Other federal government support:  Regional government support  State arts agency support  Other state support.  Local city appropriations	\$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orga  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions)  Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts [a.g., Friends of the Arts]  5. Total Private Support  Government Support (NOT through a local arts agency, see line 7)  National Endowment for the Arts  Other Indexal government support:  Regional government support  State arts agency support  Other state support.  Local city appropriations	\$\$ \$			
Arts in the Local Economy (FY 1992): Arts Orgal  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions)  Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts  (a.g., Friends of the Arts)  5. Total Private Support  Government Support (NOT through a local arts agency, see line 7)  National Endowment for the Arts  Other federal government support:  Regional government support  State arts agency support  Other state support.  Local city appropriations	\$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$ \$\$			
Arts in the Local Economy (FY 1992): Arts Orga  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions)  Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts [a.g., Friends of the Arts]  5. Total Private Support  Government Support (NOT through a local arts agency, see line 7)  National Endowment for the Arts  Other Indexal government support:  Regional government support  State arts agency support  Other state support.  Local city appropriations	\$\$ \$			
Arts in the Local Economy (FY 1992): Arts Orgal  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions) Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (a.g., Friends of the Arts)  5. Total Private Support  Government Support (NOT through a local arts agency, see line 7)  National Endowment for the Arts  Other federal government support:  Regional government support  State arts agency support  Other state support.  Local county appropriations  Special government funding sources	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$			
Arts in the Local Economy (FY 1992): Arts Orga  Private Support (NOT through a local arts agency, see line 7)  Corporate support (NOT including in-kind contributions) Foundation support Individual donations (in excess of dues)  Contributions by separate groups dedicated to support of the arts (a.g., Friends of the Arts)  5. Total Private Support  Government Support (NOT through a local arts agency, see line 7)  National Endowment for the Arts Other federal government support:  Regional government support  State arts agency support  Other state support.  Local county appropriations Special government funding sources  6. Total Government Support	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$			

Arts in the Local Economy (FY 1992). Arts Organization	nn.
Now we'll turn to your (mancial skuation, please provide information for fiscal year 1992	:
2 What was the end date of your liscal year 1992?	
Month: Day Year:	
3 Your FY 1992 OPERATING BUDGET	
Revenues/Sources of Funds	
Earned Revenue	
Admissions (including sales or admissions taxes)	\$
Membership dues	\$
Tuition	\$
Contracted service revenue (less from sales of services)	\$
Sales and rentals (do NOT include rental of facilities here)	\$
Interest	\$
Fundraising events	\$
Other programs not designated as fundraising	\$
Other (specify):	\$
Does your organization own a performing arts lacility, property, or an exhib YES () NO () (GO TO NEXT SECTION	
IF YES: Revenues from rental of this lacility/space to:	
Non-profit arts organizations for performance, exhibition, or fund-raising event	\$
Profe-making arts organizations (travelling companies, popular 'concerts, promoters')	\$
Corporations/individuals for private events or functions	\$

Page 2

next page, please...

4. Total Earned Revenue

Arts in the Local Economy (FY 1992): Arts Organization		
Expenditures/Uses of Funds		
Statt/Employoe Exponses		
Total payroli (full and part-time)	\$	
Total payroll taxes and tringe benefits (including FICA)	\$	
Contractors	\$	
Other personnel costs (specify):	s	
9. Total StaffEmployee Expenses	\$	
Payments to Aridis		
Payments to local artists	\$	
Payments to non-local artists	\$	
10, Total Payments to Anioss	5	
Operations		
Supplies and materials	\$	
Production	\$	
Telephone	\$	
Insurance	\$	
Travel	\$	
Postage	\$	
Office machinery (computer, fax)	\$	
Publications production cost	s	
Advenising and promotional costs	s	

Page 4

Contract services (accounting, legal, etc.)

Page 3

you're hallway done...

#### Arts in the Local Economy (FY 1992). Arts Organization

Remail flease costs	\$
AND/OR	
Mongago cost	\$
Property taxes	\$
Contribution in Sou of taxes	s
Utilities	\$
Other (acility costs (specify):	\$
Total Facilities Expenses	\$
Operating Expenses (sum of lines 9-12)	s
Operating Revenues (copy the total from line 8 on page 3)	\$
rence between lotal operating revenues and lotal operating expense	<b>s:</b>
Revenues higher than expenses; what happened to the surplus?	+ 5
added to reserves	()
added to capital funds	Ο

coly two more name.

()

() () ()

Page 5

#### Arts in the Local Economy (FY 1992): Arts Organization

Ans at the Local Economy (FT 1992): Ans U	rganization
Asset Acquisition (past fiscal year ONLY)	
Equipmont	
Outright purchase	\$
Downpayment	\$
Financed amount	\$
Real estate	<del></del>
Outright purchase	\$
Downpayment	\$
Financed amount	\$
Art	
Ouright purchase	\$
Downpayment Financed amount	\$
7 T 10 COO BY COOK	<del>*</del>
15, Total Assat Acquisition	s
kn-Kind Centributions (services, lacilities, materials)	
From government	*
From local arts agency	\$
From state arts agency	\$ \$
From individuals	
16. Total in-Kind Contributions	\$
Page 6	the next page is a cinch
Ans in the Local Economy (FY 1992): Ans Ox Voluntoer hours include time donated by board members, docerts, ush	
	# Volunteers # Hours
Professional Artistic	
Clericat services	
Service (ticket takers, git shop, docents)	1)
Dither	7-29
···	
17. Total Volunteer Hours	
	10.15
Mendance at cultural events that your organization produces/sponsors	
Performance attendees	
xhibition attendees	
18. Yotal Allendance	
	All Variation .

There 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.

NALAA BOARD OF

DIRECTORS

**Executive Committee** 

Chairman

Michael Marsicano, Ph.D.

First Vice Chairman Janet L. Brown

Second Vice Chairman Harriet Sanford

Third Vice Chairman Patricia Holihan Steinhardt

Secretary/Treasurer Bill Bulick

At Large Jerry Allen Raymond J. Hanley Cynthia L. Schaal

Ramona Baker Tina D. Burdett Michael Garcia Henry Gardner Laurie Giddins David Diaz Guerrero John Haworth Pamela G. Holt William Lehr, Jr.

Adolfo Nodal Janet Sarbaugh Connie Ware

Dian Magie

Beverly Morgan Welch

To reach NALAA, write or

calle NALAA

927 15th Street N.W.

12th Floor Washington, DC 20005

tel 202.371.2830 fax 202.371.0424 NALAA STAFF

President and CEO Robert L. Lynch

Vice President, Finance and Administration William Bletzinger

Vice President, Government Affairs and Development Nina Ozlu

Director of Communications Deborah Wolfer Bissen

Director of Research and Information Randy I. Cohen

Arts in Education Coordinator Nancy Langan

Meetings Coordinator Kate Kershner

Membership Coordinator Perea Campbell

Assistant to the President and Special Projects Coordinator

Delia Reid

Statewide Assemblies Coordinator

Ellen Morgan

Bookkeeper Austin Lawson

Administrative Assistant Jennifer Neiman

Special thanks to Claudia Goldman, Kelly Kinneen and Mara

Walker.

NALAA PATRONS

AT&T Foundation BRAVO Network Chevron U.S.A. Inc. The Coca-Cola Company D.C. Commission on the Arts and Humanities

Hershey Foods Corporation John S. and James L. Knight Foundation

Mary Duke Biddle Foundation Mason Foundation

Charles Stewart Mott Foundation

National Endowment for the Arts Pfizer Inc.

Philip Morris Companies Inc.

