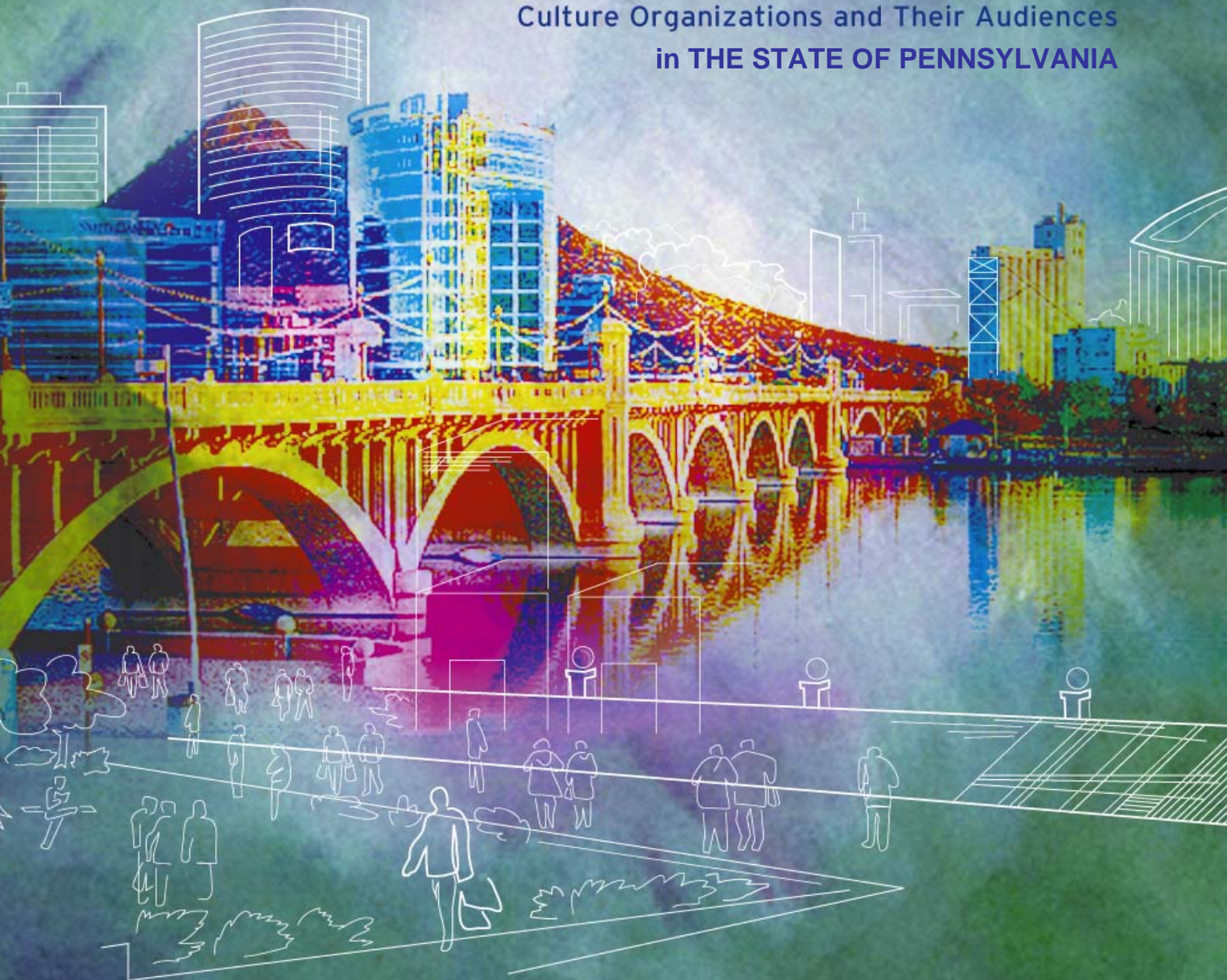




Arts & Economic Prosperity^{III}

The Economic Impact of Nonprofit Arts and Culture Organizations and Their Audiences
in THE STATE OF PENNSYLVANIA



Arts and Economic Prosperity III was conducted by Americans for the Arts, the nation's leading nonprofit organization for advancing the arts in America. Established in 1960, we are dedicated to representing and serving local communities and creating opportunities for every American to participate in and appreciate all forms of the arts.

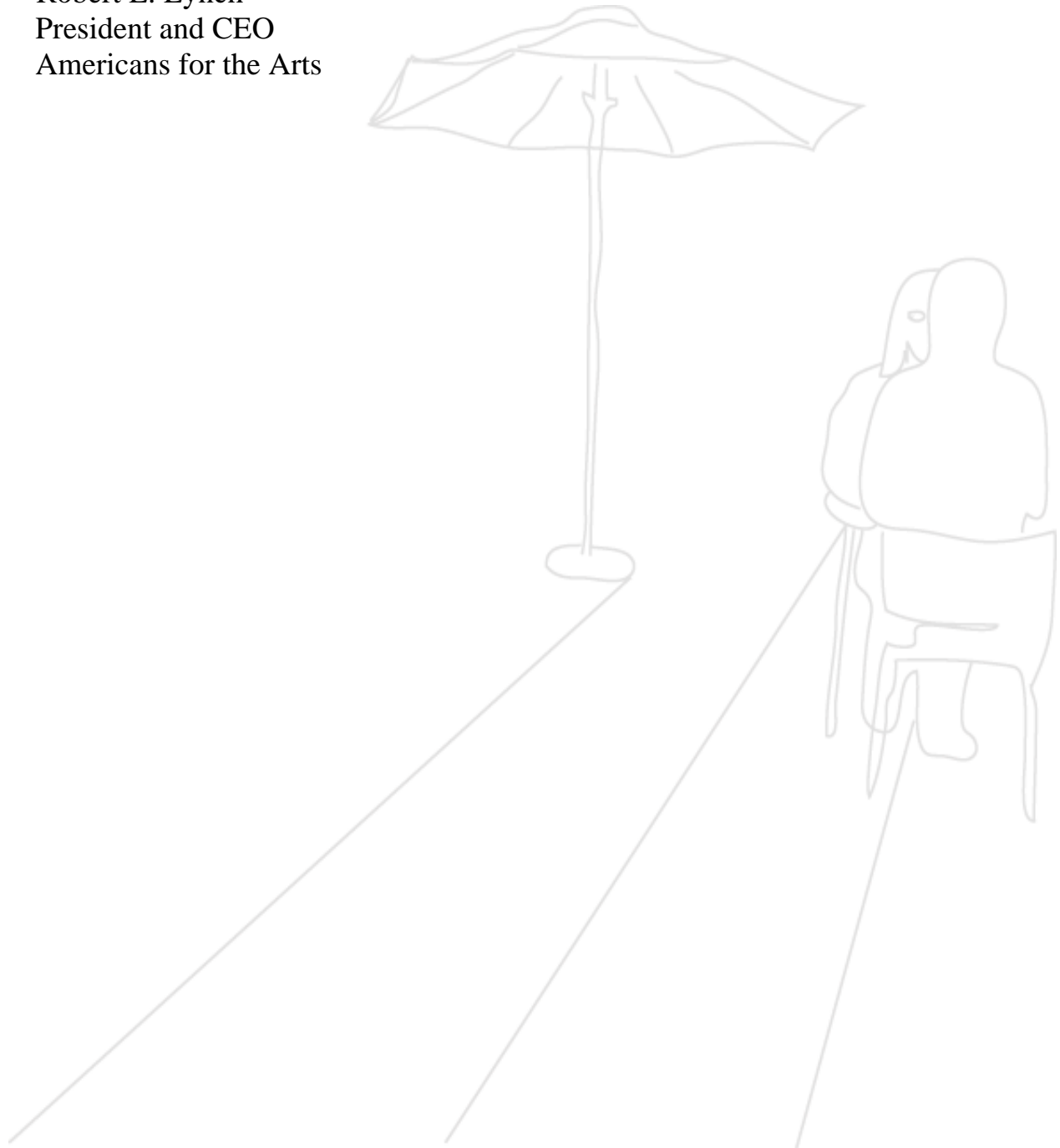


Table of Contents

The Arts Mean Business	1
By Robert L. Lynch, President and CEO, Americans for the Arts	
The Economic Impact of the Nonprofit Arts and Culture Industry in the State of Pennsylvania.....	3
Defining Economic Impact.....	3
Economic Impact of the ENTIRE Nonprofit Arts and Culture Industry	4
Direct and Indirect Economic Impact: How a Dollar is Re-Spent in the Economy	5
Economic Impact of Spending by Nonprofit Arts and Culture ORGANIZATIONS.....	6
Economic Impact of Spending by Nonprofit Arts and Culture AUDIENCES.....	7
Visitors Spend More	8
Voluntarism and In-Kind Contributions	9
Conclusion	11
<i>Arts & Economic Prosperity III</i> Calculator	13
Economic Impact Per \$100,000 of Spending by Nonprofit Arts and Culture ORGANIZATIONS	13
Economic Impact Per \$100,000 of Spending by Nonprofit Arts and Culture AUDIENCES	14
Comparisons with Similarly Populated Study Regions	17
About This Study	19
Frequently Used Terms.....	23
Frequently Asked Questions	25
In Appreciation	27

"Understanding and acknowledging the incredible economic impact of the nonprofit arts and culture, we must always remember their fundamental value. They foster beauty, creativity, originality, and vitality. The arts inspire us, sooth us, provoke us, involve us, and connect us. But they also create jobs and contribute to the economy."

—Robert L. Lynch
President and CEO
Americans for the Arts



The Arts Mean Business

ROBERT L. LYNCH, PRESIDENT AND CEO, AMERICANS FOR THE ARTS

The key lesson from *Arts & Economic Prosperity III* is that communities that invest in the arts reap the additional benefit of jobs, economic growth, and a quality of life that positions those communities to compete in our 21st century creative economy. In my travels across the country, business and government leaders often talk to me about the challenges of funding the arts and other community needs amid shrinking resources. They worry about jobs and the economic performance of their community. How well are they competing in the high-stakes race to attract new businesses? Is their region a magnet for a skilled and creative workforce? I am continually impressed by their commitment to doing what is best for their constituents and to improving quality of life for all. The findings from *Arts & Economic Prosperity III* send a clear and welcome message: leaders who care about community and economic development can feel good about choosing to invest in the arts.

Most of us appreciate the intrinsic benefits of the arts—their beauty and vision; how they inspire, sooth, provoke, and connect us. When it comes time to make tough funding choices, however, elected officials and business leaders also need to have strong and credible data that demonstrate the economic benefits of a vibrant nonprofit arts and culture industry.

Arts & Economic Prosperity III is our third study of the nonprofit arts and culture industry's impact on the nation's economy. Because of their rigor and reliability, results from the 1994 and 2002 studies have become the most frequently used statistics to demonstrate the value of arts and culture locally, statewide, and nationally. This new study is our largest ever, featuring findings from 156 study regions (116 cities and counties, 35 multi-county regions, and five statewide studies). Data were collected from an impressive 6,080 nonprofit arts and culture organizations and 94,478 of their attendees across all 50 states and the District of Columbia.

By every measure, the results are impressive! Nationally, the nonprofit arts and culture industry generates \$166.2 billion in economic activity annually—a 24 percent increase in just the past five years. That amount is greater than the Gross Domestic Product of most countries. This spending supports 5.7 million full-time jobs right here in the U.S.—an increase of 850,000 jobs since our 2002 study. What's more, because arts and culture organizations are strongly rooted in their community, these are jobs that necessarily remain local and cannot be shipped overseas.

Our industry also generates nearly \$30 billion in revenue to local, state, and federal governments every year. By comparison, the three levels of government collectively spend less than \$4 billion annually to support arts and culture—a spectacular 7:1 return on investment that would even thrill Wall Street veterans.

Arts & Economic Prosperity III has more good news for business leaders. Arts and culture organizations—

businesses in their own right—leverage additional event-related spending by their audiences that pumps vital revenue into restaurants, hotels, retail stores, and other local businesses. When patrons attend a performing arts event, for example, they may park their car in a toll garage, purchase dinner at a restaurant, and eat dessert after the show. Valuable commerce is generated for local merchants. This study shows that the typical attendee spends \$27.79 per person, per event, in addition to the cost of admission. When a community attracts cultural tourists, it harnesses even greater economic rewards. Non-local audiences spend twice as much as their local counterparts (\$40.19 vs. \$19.53). Arts and culture is a magnet for tourists, and tourism research repeatedly shows that cultural travelers stay longer and spend more. Whether serving the local community or out-of-town

visitors, a vibrant arts and culture industry helps local businesses thrive.

Right now, cities around the world are competing to attract new businesses as well as our brightest young professionals. International studies show that the winners will be communities that offer an abundance of arts and culture opportunities. As the arts flourish, so will creativity and innovation—the fuel that drives our global economy.

Arts & Economic Prosperity III is great news for those whose daily task is to strengthen the economy and enrich quality of life. No longer do business and elected leaders need to choose between arts and economic prosperity. Nationally, as well as locally, the arts mean business!



The Economic Impact of the Nonprofit Arts and Culture Industry in the State of Pennsylvania

Arts & Economic Prosperity III provides compelling new evidence that the nonprofit arts and culture are a significant industry in the State of Pennsylvania—one that generates \$1.99 billion in local economic activity. This spending—\$1.03 billion by nonprofit arts and culture organizations and an additional \$960.99 million in event-related spending by their audiences—supports 61,985 full-time equivalent jobs, generates \$1238.42 million in household income to local residents, and delivers \$282.98 million in local and state government revenue. This economic impact study sends a strong signal that when we support the arts, we not only enhance our quality of life, but we also invest in the State of Pennsylvania’s economic well-being.

The State of Pennsylvania is one of 156 communities that participated in *Arts & Economic Prosperity III*, the most comprehensive study of its kind ever conducted. It documents the economic impact of the nonprofit arts and culture industry in 116 cities and counties, 35 multi-county regions, and five states—representing all 50 states and the District of Columbia. The diverse study regions range in population (4,000 to 3 million) and type (rural to urban). Researchers collected detailed expenditure and attendance data from 6,080 nonprofit arts and culture organizations and 94,478 of their attendees to measure total industry spending. Project economists customized input/output analysis models to calculate specific and reliable findings for each study region. This study focuses solely on the economic impact of nonprofit arts and culture organizations and event-related spending by their audiences. Not included in this study are spending by individual artists and the for-profit arts and culture sector (e.g., Broadway or the motion picture industry).

DEFINING ECONOMIC IMPACT

This study uses four economic measures to define economic impact: full-time equivalent jobs, resident household income, and local and state government revenues.

Full-Time Equivalent (FTE) Jobs describes the total amount of labor employed. Economists measure FTE jobs, not the total number of employees, because it is a more accurate measure that accounts for part-time employment.

Resident Household Income (often called Personal Income) includes salaries, wages, and entrepreneurial income paid to local residents. It is the money residents earn and use to pay for food, mortgages, and other living expenses.

Revenue to Local and State Government includes revenue from taxes (i.e., income, property, or sales) as well as funds from license fees, utility fees, filing fees, and other similar sources.

ECONOMIC IMPACT OF THE ENTIRE NONPROFIT ARTS AND CULTURE INDUSTRY IN THE STATE OF PENNSYLVANIA

Total spending by nonprofit arts and culture organizations and their audiences totaled \$1.99 billion in the State of Pennsylvania during 2005. The following table shows the direct economic impact of this spending—that is, the initial economic effect of these expenditures.

DIRECT Economic Impact of the Nonprofit Arts and Culture Industry in the State of Pennsylvania (Spending by Nonprofit Arts and Culture Organizations <u>and</u> Their Audiences)		
	State of Pennsylvania	Median of Statewide Study Regions
Total Expenditures	\$1,994,171,920	\$418,055,786
Full-Time Equivalent Jobs	48,181	9,190
Resident Household Income	\$913,968,000	\$168,309,000
Local Government Revenue	\$91,651,000	\$6,276,000
State Government Revenue	\$111,935,000	\$17,538,000

These direct economic impacts create an additional indirect economic impact on the economy. The local expenditures continue to have an economic impact on the economy until the money eventually “leaks out” of the region (i.e., is spent outside the State of Pennsylvania). The total economic impact is the combination of the direct economic impact and the indirect economic impact. The table below shows the total economic impact of the \$1.99 billion spent by nonprofit arts and culture organizations and their audiences during 2005.

TOTAL Economic Impact of the Nonprofit Arts and Culture Industry in the State of Pennsylvania (Spending by Nonprofit Arts and Culture Organizations <u>and</u> Their Audiences)		
	State of Pennsylvania	Median of Statewide Study Regions
Total Expenditures	\$1,994,171,920	\$418,055,786
Full-Time Equivalent Jobs	61,985	11,060
Resident Household Income	\$1,238,416,000	\$213,712,000
Local Government Revenue	\$127,009,440	\$18,556,000
State Government Revenue	\$155,970,440	\$25,682,000

DIRECT AND INDIRECT ECONOMIC IMPACT: HOW A DOLLAR IS RE-SPENT IN THE ECONOMY

Arts & Economic Prosperity III uses a sophisticated economic analysis called input/output analysis to measure economic impact. It is a system of mathematical equations that combines statistical methods and economic theory. Input/output analysis enables economists to track how many times a dollar is “re-spent” within the local economy, and the economic impact generated by each round of spending. How can a dollar be re-spent? Consider the following example:

A theater company purchases a gallon of paint from the local hardware store for \$20, generating the direct economic impact of the expenditure. The hardware store then uses a portion of the aforementioned \$20 to pay the sales clerk’s salary; the sales clerk respends some of the money for groceries; the grocery store uses some of the money to pay its cashier; the cashier then spends some for the utility bill; and so on. The subsequent rounds of spending are the indirect economic impacts.

Thus, the initial expenditure by the theater company was followed by four additional rounds of spending (by the hardware store, sales clerk, grocery store, and the cashier). The effect of the theater company’s initial expenditure is the direct economic impact. The effects of the subsequent rounds of spending are all of the indirect impacts. The total impact is the sum of the direct and indirect impacts.

A dollar “ripples” through communities very differently, which is why a customized input/output model was created for the State of Pennsylvania.

"Mayors understand well the connection between the arts industry and city revenues. Besides providing thousands of jobs, the arts industry generates billions in government and business revenues. Additionally, the arts have played an important role in the economic revitalization of many of our nation’s cities."

—Mayor Douglas H. Palmer
Mayor of Trenton, New Jersey
President, The United States Conference of Mayors

ECONOMIC IMPACT OF SPENDING BY NONPROFIT ARTS AND CULTURE ORGANIZATIONS IN THE STATE OF PENNSYLVANIA

Nonprofit arts and culture organizations are active contributors to their business community. They are employers, producers, and consumers. They are members of the chamber of commerce as well as key partners in the marketing and promotion of their cities, regions, and states. Spending by nonprofit arts and culture organizations totaled \$1.03 billion in the State of Pennsylvania during 2005. This spending is far-reaching: organizations pay employees, purchase supplies, contract for services, and acquire assets within their community. These actions, in turn, support jobs, create household income, and generate revenue to the local and state governments.

Data were collected from 523 nonprofit arts and culture organizations in the State of Pennsylvania.¹ Each provided detailed budget information about more than 40 expenditure categories for fiscal year 2005 (e.g., labor, payments to local and non-local artists, operations, materials, facilities, and asset acquisition) as well as their total attendance figures. The following tables demonstrate the direct and total impacts of this spending.

<u>DIRECT</u> Economic Impact of Spending by Nonprofit Arts and Culture Organizations in the State of Pennsylvania		
	State of Pennsylvania	Median of Statewide Study Regions
Total Expenditures	\$1,033,177,398	\$247,127,217
Full-Time Equivalent Jobs	25,656	4,039
Resident Household Income	\$546,246,000	\$89,813,000
Local Government Revenue	\$34,059,000	\$1,888,000
State Government Revenue	\$37,555,000	\$4,166,000

<u>TOTAL</u> Economic Impact of Spending by Nonprofit Arts and Culture Organizations in the State of Pennsylvania		
	State of Pennsylvania	Median of Statewide Study Regions
Total Expenditures	\$1,033,177,398	\$247,127,217
Full-Time Equivalent Jobs	36,004	5,163
Resident Household Income	\$783,796,000	\$119,603,000
Local Government Revenue	\$50,165,440	\$2,694,000
State Government Revenue	\$56,717,440	\$5,896,000

ECONOMIC IMPACT OF SPENDING BY NONPROFIT ARTS AND CULTURE AUDIENCES IN THE STATE OF PENNSYLVANIA

The nonprofit arts and culture, unlike most industries, leverage a significant amount of event-related spending by its audiences. For example, when patrons attend an arts event, they may pay to park their car in garage, purchase dinner at a restaurant, eat dessert after the show, and pay a babysitter upon their return home. This spending generates related commerce for local businesses such as restaurants, parking garages, hotels, and retail stores.

To measure the impact of nonprofit arts and culture audiences in the State of Pennsylvania, data were collected from 8,580 event attendees during 2006. Researchers used an audience-intercept methodology, a standard technique in which patrons complete a written survey about their event-related spending while attending the event. The 523 nonprofit arts and culture organizations that responded to the detailed organizational survey reported that the aggregate attendance to their events was 30.6 million. These attendees spent a total of \$960.99 million, excluding the cost of event admission. The following tables demonstrate the direct and total impacts of this spending.

DIRECT Economic Impact of Spending by Nonprofit Arts and Culture Audiences in the State of Pennsylvania (excluding the cost of event admission)		
	State of Pennsylvania	Median of Statewide Study Regions
Total Expenditures	\$960,994,522	\$170,928,569
Full-Time Equivalent Jobs	22,525	5,151
Resident Household Income	\$367,722,000	\$78,496,000
Local Government Revenue	\$57,592,000	\$3,174,000
State Government Revenue	\$74,380,000	\$13,372,000

TOTAL Economic Impact of Spending by Nonprofit Arts and Culture Audiences in the State of Pennsylvania (excluding the cost of event admission)		
	State of Pennsylvania	Median of Statewide Study Regions
Total Expenditures	\$960,994,522	\$170,928,569
Full-Time Equivalent Jobs	25,981	5,897
Resident Household Income	\$454,620,000	\$94,109,000
Local Government Revenue	\$76,844,000	\$9,074,000
State Government Revenue	\$99,253,000	\$19,786,000

VISITORS SPEND MORE

In addition to spending data, the 8,580 audience survey respondents were asked to provide the ZIP code of their primary residence, enabling researchers to determine which attendees were residents (i.e., reside within State of Pennsylvania) and which were non-residents (reside outside State of Pennsylvania). In the State of Pennsylvania, 84 percent of the 30.6 million nonprofit arts attendees were residents; 16 percent were non-residents.

Non-resident arts and culture event attendees spent an average of 187 percent more than resident attendees per person (\$69.10 vs. \$24.10). As would be expected from a traveler, higher spending was typically found in the categories of lodging, meals, and transportation. These data demonstrate that when a community attracts cultural tourists, it harnesses significant economic rewards.

Event-Related Spending by Arts and Culture Event Attendees Totaled \$960.99 million in the State of Pennsylvania (excluding the cost of event admission)			
	Residents	Non-Residents	All State of Pennsylvania Event Attendees
Total Event Attendance	25,581,079	4,985,391	30,566,470
Percent of Attendees	84 percent	16 percent	100 percent
Average Dollars Spent Per Attendee	\$24.10	\$69.10	\$30.69
Total Event-Related Spending	\$616,504,004	\$344,490,518	\$960,994,522

Nonprofit Arts and Culture Event Attendees Spend an Average of \$30.69 Per Person in the State of Pennsylvania (excluding the cost of event admission)			
	Residents	Non-Residents	All State of Pennsylvania Event Attendees
Refreshments/Snacks During Event	\$2.59	\$4.91	\$3.49
Meals Before/After Event	\$10.63	\$17.37	\$11.53
Souvenirs and Gifts	\$3.43	\$5.91	\$3.76
Clothing and Accessories	\$1.32	\$1.95	\$1.41
Ground Transportation	\$1.91	\$7.10	\$2.60
Event-Related Child Care	\$0.28	\$0.63	\$0.33
Overnight Lodging (<i>one night only</i>)	\$2.89	\$28.47	\$6.29
Other	\$1.05	\$2.76	\$1.28
Total Per Person Spending	\$24.10	\$69.10	\$30.69

Voluntarism and In-Kind Contributions

AN ECONOMIC IMPACT BEYOND DOLLARS

Arts & Economic Prosperity III reveals a significant contribution to nonprofit arts and culture organizations as a result of voluntarism. In 2005, 48,895 arts volunteers donated 2,119,794 hours to the State of Pennsylvania's nonprofit arts and culture organizations. This represents a donation of time with an estimated value of \$38,241,084 (Independent Sector estimates the value of the average 2005 volunteer hour to be \$18.04).² While these arts volunteers may not have an economic impact as defined in this study, they clearly have an enormous impact by helping the State of Pennsylvania's nonprofit arts and culture organizations function as a viable industry.

In addition, the nonprofit arts and culture organizations surveyed for this study were asked about the sources and value of their in-kind support. In-kind contributions are non-cash donations such as materials (e.g., office supplies from a local retailer), facilities (e.g., rent), and services (e.g., printing costs from a local printer). The 523 responding nonprofit arts and culture organizations in the State of Pennsylvania reported that they received in-kind contributions with an aggregate value of \$20,252,841 during 2005. These contributions were received from a variety of sources including corporations, individuals, local and state arts agencies, and government.

"The arts benefit communities as well as individuals. Cities and towns with flourishing cultural activities attract businesses and tourists and provide tremendous incentives for families. There are wonderful models in Massachusetts and across the country of communities that have integrated cultural institutions into revitalizations efforts. They have strengthened their economies and greatly improved quality of life in their neighborhoods."

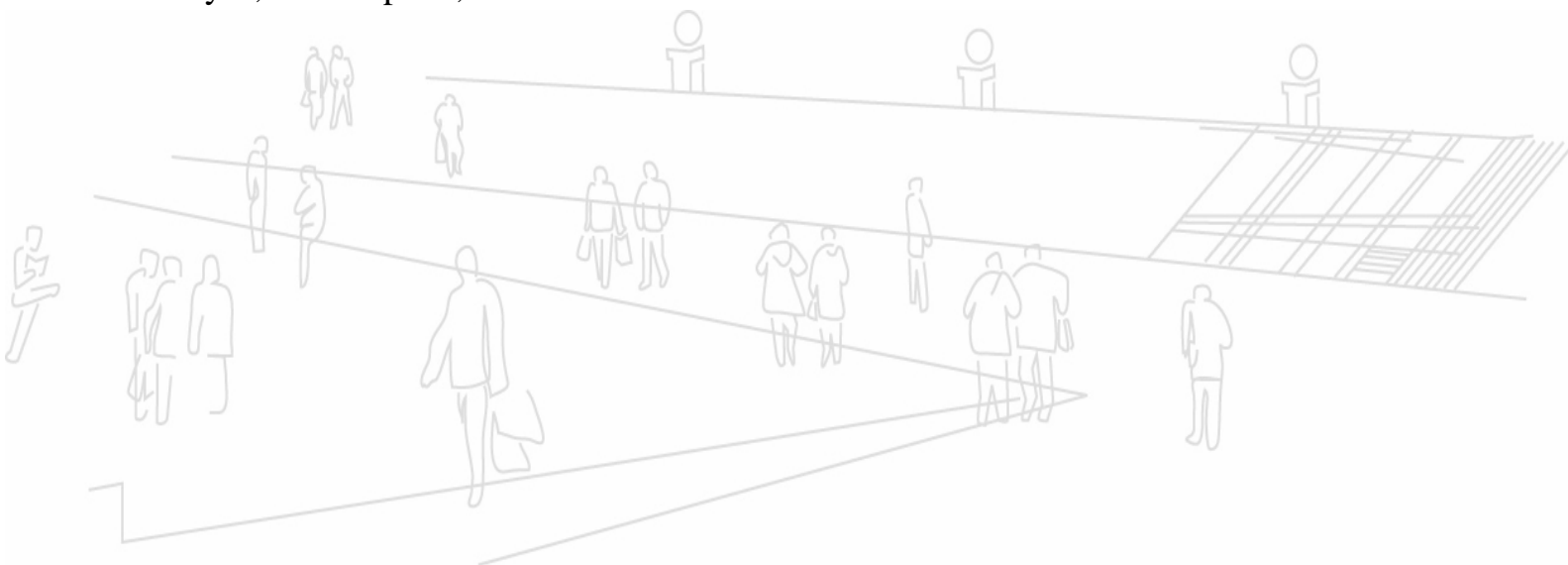
—Senator Edward Kennedy, Massachusetts
Co-Chairman, Senate Cultural Caucus

"Across America, cities that once struggled economically are reinventing and rebuilding themselves by investing in arts and culture. Both are proven catalysts for growth and economic prosperity. By creating cultural hubs, nonprofit art businesses help cities define themselves, draw tourists, and attract investment. Federal support for America's nonprofit cultural organizations must go on if we hope to continue enjoying the substantial benefits they bring."

—Representative Louise M. Slaughter, U.S. House of Representatives
Co-Chair, Congressional Arts Caucus

"This report reinforces why many cities and towns across the nation are stepping up to support the continued growth of arts and culture. Not only do the arts provide a much needed social escape for many in our communities – they also help drive local economies. Having an abundance of unique arts and events means more revenue for local businesses and makes our communities more attractive to young, talented professionals—whose decisions on where to start a career or business are increasingly driven by quality of life and the availability of cultural amenities."

—Bart Peterson
President, National League of Cities
Mayor, Indianapolis, Indiana



Conclusion

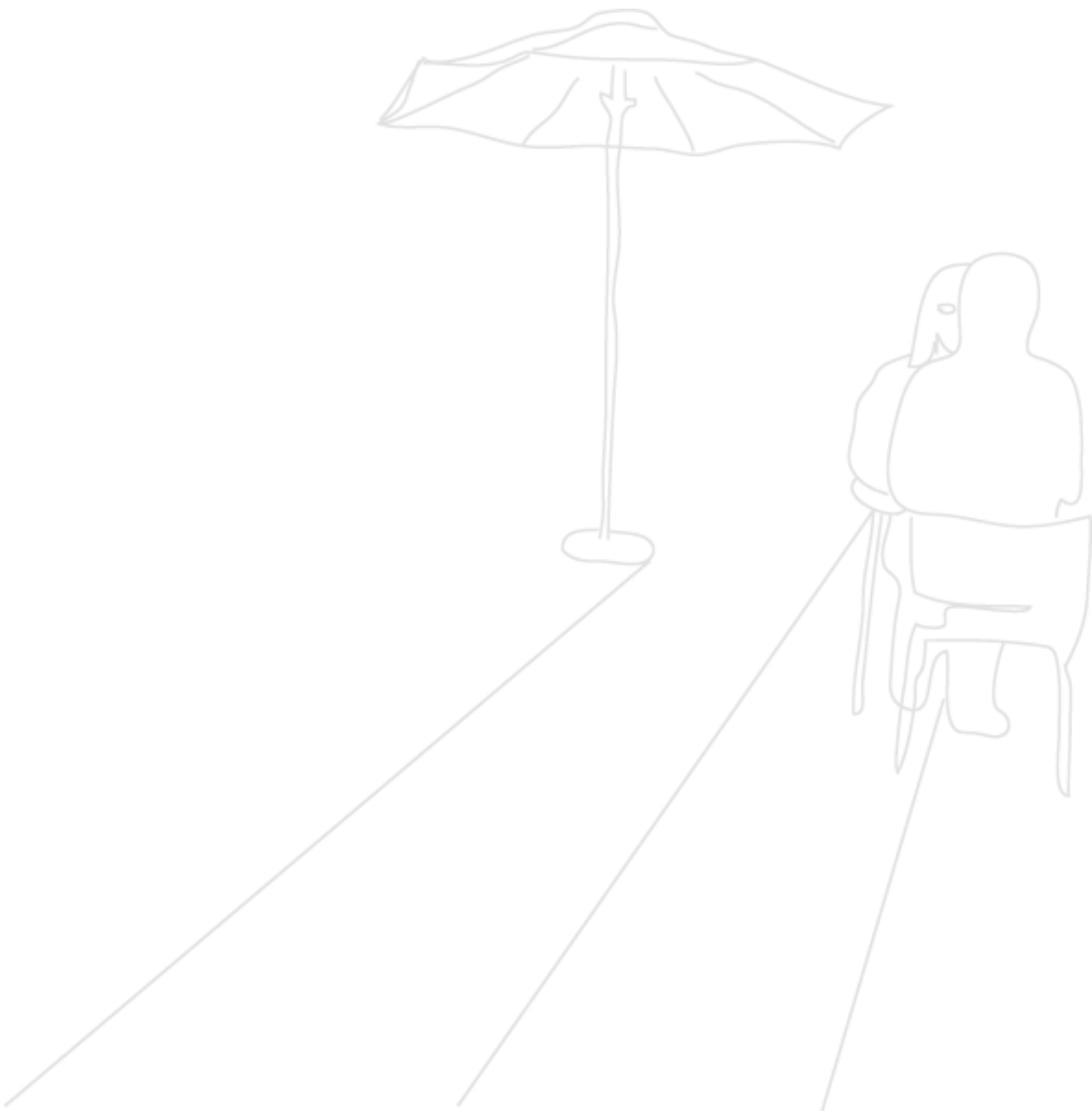
The nonprofit arts and culture are a \$1.99 billion industry in the State of Pennsylvania—one that supports 61,985 full-time equivalent jobs and generates \$282.98 million in local and state government revenue. Nonprofit arts and culture organizations, which spend \$1.03 billion annually, leverage a remarkable \$960.99 million in additional spending by arts and culture audiences—spending that pumps vital revenue into local restaurants, hotels, retail stores, parking garages, and other businesses in the State of Pennsylvania. By demonstrating that investing in the arts and culture yields economic benefits, *Arts & Economic Prosperity III* lays to rest a common misconception: that communities support the arts and culture at the expense of local economic development. In fact, they are investing in an industry that supports jobs, generates government revenue, and is a cornerstone of tourism. This report shows conclusively that **the arts mean business in the State of Pennsylvania!**

"In my own philanthropy and business endeavors I have seen the critical role that the arts play in stimulating creativity and in developing vital communities. As this study indicates, the arts have a crucial impact on our economy and are an important catalyst for learning, discovery, and achievement in our country."

—Paul G. Allen
Philanthropist
Co-Founder, Microsoft

"On a personal level, I recognize the joyous celebration I experience from the arts and as a policy-maker, I recognize the tremendous economic contribution of the arts, from the most sophisticated urban center to the most precious rural community."

—Senator Leticia Van de Putte, Texas
President, National Conference of State Legislatures



Arts & Economic Prosperity III Calculator

ESTIMATING ECONOMIC IMPACT IN THE STATE OF PENNSYLVANIA

To make it easier to compare the economic impacts of different organizations within the State of Pennsylvania, the project researchers calculated the economic impact per \$100,000 of spending by nonprofit arts and culture organizations and their audiences.

ECONOMIC IMPACT PER \$100,000 OF SPENDING BY NONPROFIT ARTS AND CULTURE ORGANIZATIONS

For every \$100,000 in spending by a nonprofit arts and culture organization in the State of Pennsylvania, there was the following total economic impact.

Ratios of Economic Impact Per \$100,000 of Spending by Nonprofit Arts and Culture <u>Organizations</u> in the State of Pennsylvania		
	State of Pennsylvania	Median of Statewide Study Regions
Full-Time Equivalent Jobs	3.48	2.19
Resident Household Income	\$75,863	\$60,978
Local Government Revenue	\$4,855	\$1,339
State Government Revenue	\$5,490	\$4,034

An Example of How to Use the Organizational Spending Calculator Table (above)

An administrator from a nonprofit arts and culture organization that has total expenditures of \$250,000 wants to determine the organization’s total economic impact on full-time equivalent (FTE) employment in the State of Pennsylvania. The administrator would:

1. Determine the amount spent by the nonprofit arts and culture organization;
2. Divide the total expenditure by 100,000; and
3. Multiply that figure by the FTE employment ratio per \$100,000 for the State of Pennsylvania.

Thus, \$250,000 divided by 100,000 equals 2.5; 2.5 times 3.48 (from the table above—*Ratios of Economic Impact Per \$100,000 of Spending by Nonprofit Arts and Culture Organizations in the State of Pennsylvania*) equals a total of 8.7 full-time equivalent jobs supported (both directly and indirectly) within the State of Pennsylvania by that nonprofit arts and culture organization. Using the same procedure, the estimate can be calculated for resident household income and local and state government revenue.

ECONOMIC IMPACT PER \$100,000 OF SPENDING BY NONPROFIT ARTS AND CULTURE AUDIENCES

The economic impact of event-related spending by arts audiences also can be derived for individual or groups of nonprofit arts and culture organizations and events in the State of Pennsylvania.

The first step is to determine the total estimated event-related spending by arts and culture event attendees (excluding the cost of admission). To derive this figure, multiply the average per person event-related expenditure in the State of Pennsylvania by the total event attendance. The ratios of economic impact per \$100,000 in spending then can be used to determine the total economic impact of the total estimated audience spending.

Average Per Person Event-Related Spending by All Arts and Culture Event Attendees in the State of Pennsylvania (excluding the cost of event admission)		
	State of Pennsylvania	Median of Statewide Study Regions
Refreshments/Snacks During Event	\$3.49	\$2.86
Meals Before/After Event	\$11.53	\$9.11
Souvenirs and Gifts	\$3.76	\$3.82
Clothing and Accessories	\$1.41	\$1.45
Ground Transportation	\$2.60	\$2.74
Event-Related Child Care	\$0.33	\$0.32
Overnight Lodging (<i>one night only</i>)	\$6.29	\$3.85
Other	\$1.28	\$1.67
Total Per Person Spending	\$30.69	\$25.82

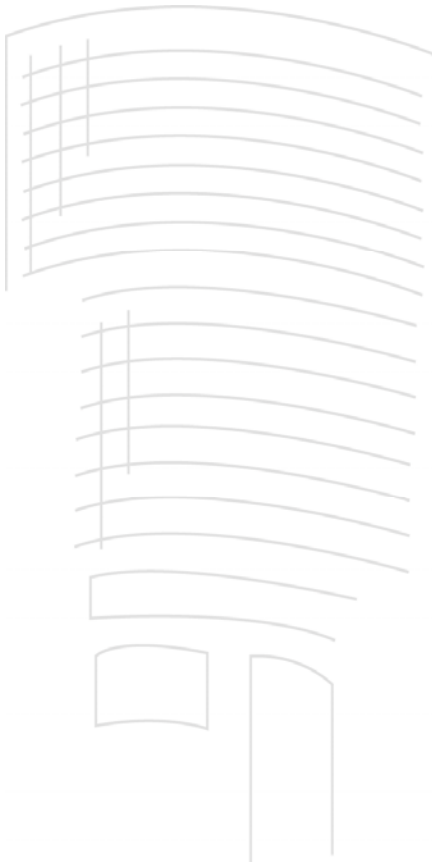
Ratios of Economic Impact Per \$100,000 of Spending by Nonprofit Arts and Culture Audiences in the State of Pennsylvania		
	State of Pennsylvania	Median of Statewide Study Regions
Full-Time Equivalent Jobs	2.70	2.64
Resident Household Income	\$47,307	\$51,470
Local Government Revenue	\$7,996	\$5,269
State Government Revenue	\$10,328	\$9,100

An Example of How to Use the Audience Spending Calculator Tables (on the preceding page)

An administrator wants to determine the total economic impact of the 25,000 total attendees to his/her organization's nonprofit arts and culture events on full-time equivalent (FTE) employment in the State of Pennsylvania. The administrator would:

1. Determine the total estimated audience spending by multiplying the average per person expenditure for the State of Pennsylvania by the total attendance to nonprofit arts and culture events;
2. Divide the resulting total estimated audience spending by 100,000; and
3. Multiply that figure by the FTE employment ratio per \$100,000 for the State of Pennsylvania.

Thus, 25,000 times \$30.69 (from the top table on the preceding page—*Average Per Person Event-Related Spending by Arts and Culture Event Attendees in the State of Pennsylvania*) equals \$767,250; \$767,250 divided by 100,000 equals 7.67; 7.67 times 2.70 (from the bottom table on the preceding page—*Ratios of Economic Impact Per \$100,000 of Spending by Nonprofit Arts and Culture Audiences in the State of Pennsylvania*) equals a total of 20.7 full-time equivalent jobs supported (both directly and indirectly) within the State of Pennsylvania by that nonprofit arts and culture organization. Using the same procedure, the estimate can be calculated for resident household income and local and state government revenue.



"We in the public sector need to keep in mind what an important role the arts play in economic development. Part of a community's vibrancy is defined by its arts and culture quality and diversity. All the things we do at the county level to support the arts can make a difference and I encourage county officials to step up to make sure their communities understand the linkage between local economic development and the arts."

—Linda Langston
Linn County Supervisor, Iowa
Chair, Arts Commission, National Association of Counties

"North Dakota's participation in this study shows the economic impact the arts can have in rural and urban economies alike. We look forward to the state arts council further exploring the role of arts in rural economic development."

—Jack Dalrymple

Lt. Governor, North Dakota

Chair Elect, National Lieutenant Governors Association



Comparisons with Similarly Populated Study Regions

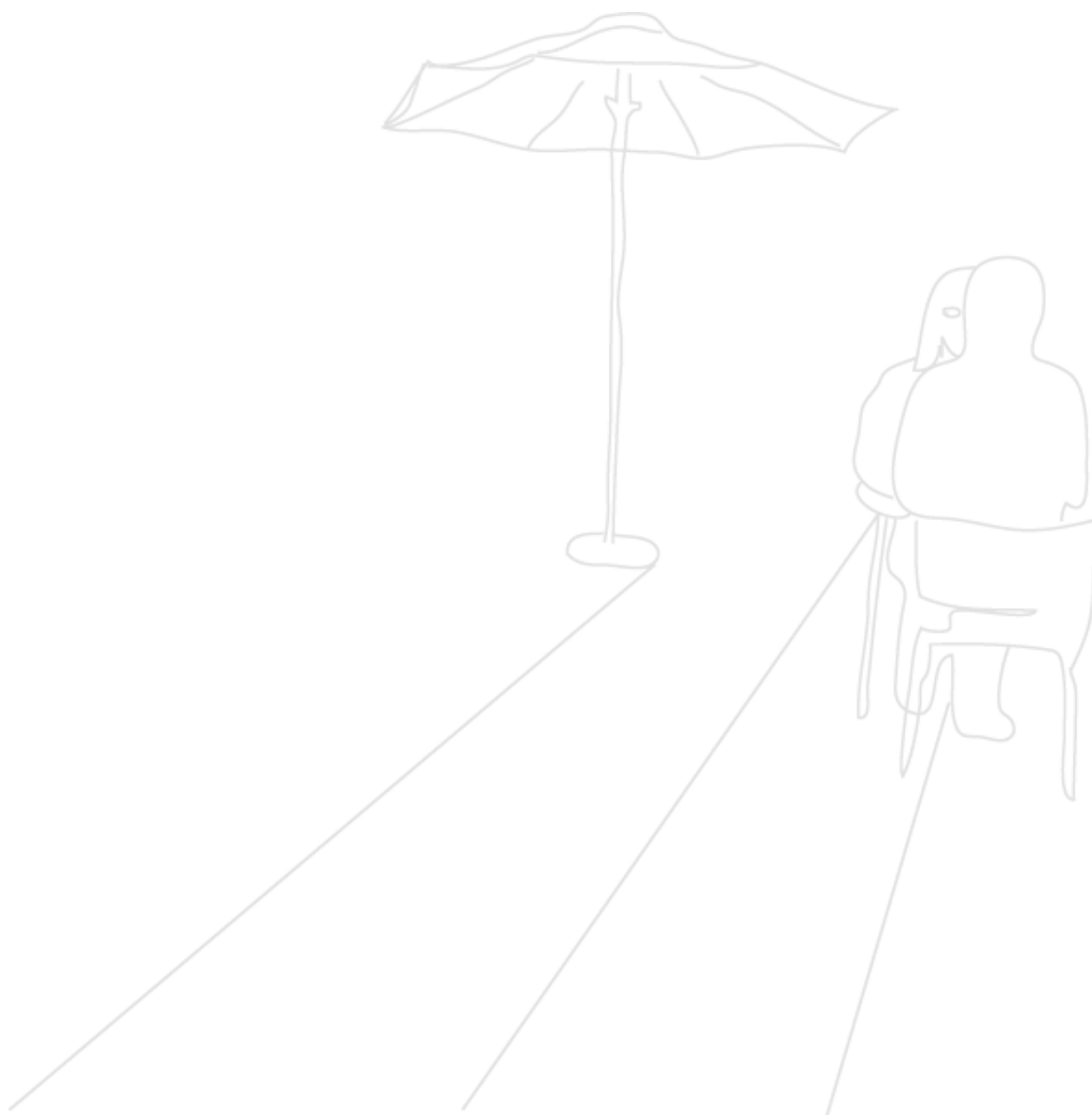
According to the most recent data available from the U.S. Census Bureau, the population of the State of Pennsylvania was estimated to be 12,429,616 during 2005. The table below compares the economic impact results for the State of Pennsylvania with those of other statewide study participants.

For more comparisons, data tables containing the detailed survey results for all 156 communities that participated in *Arts & Economic Prosperity III* are located in Appendix A of the full National Report. **All three national study reports are available for download and purchase at www.AmericansForTheArts.org/EconomicImpact**, including the Highlights Brochure, the Summary Report, and the full National Report.

Economic Impact of the Nonprofit Arts Industry: The State of Pennsylvania Compared to the other states that completed a statewide study (Listed by Population in Ascending Order)						
Study Region	2005 Population	Total Industry Expenditures (Organizations & Audiences)	Full-Time Equivalent Jobs	Resident Household Income	Local Government Revenue	State Government Revenue
State of North Dakota	636,677	\$101,764,435	2,441	\$46,511,000	\$3,865,400	\$5,583,600
State of Delaware	843,524	\$142,364,724	3,685	\$102,411,000	\$1,713,000	\$7,657,000
State of Minnesota	5,132,799	\$838,527,669	22,095	\$631,149,000	\$21,053,000	\$73,094,000
State of Wisconsin	5,536,201	\$418,055,786	15,103	\$276,424,120	\$27,402,880	\$34,437,520
State of Pennsylvania	12,429,616	\$1,994,171,920	61,985	\$1,238,416,000	\$127,009,440	\$155,970,440

"The arts have been and continue to be an important part of Arizona's culture. By igniting the mind, the arts can spark new ways of thinking, communicating, and doing business.

—Janet Napolitano
Governor, Arizona
Chair, National Governors Association



About This Study

The *Arts & Economic Prosperity III* study was conducted by Americans for the Arts to document the economic impact of the nonprofit arts and culture industry in 156 communities and regions (116 cities and counties, 35 multi-county regions, and five states)—representing all 50 states and the District of Columbia.

The diverse communities range in population (4,000 to 3 million) and type (rural to urban). The study focuses solely on nonprofit arts and culture organizations and their audiences. Public arts councils and public presenting facilities/institutions are included as are select programs embedded within another organization (that have their own budget and play a substantial role in the cultural life of the community). The study excludes spending by individual artists and the for-profit arts and entertainment sector (e.g., Broadway or the motion picture industry). Detailed expenditure data were collected from 6,080 arts and culture organizations and 94,478 of their attendees. The project economists, from the Georgia Institute of Technology, customized input/output analysis models for each study region to provide specific and reliable economic impact data about their nonprofit arts and culture industry, specifically full-time equivalent jobs, household income, and local and state government revenue.

THE 156 LOCAL AND REGIONAL STUDY PARTNERS

Americans for the Arts published a Call for Participants in 2005 seeking communities interested in participating in the *Arts & Economic Prosperity III* study. Of the more than 200 potential partners that expressed interest, 156 agreed to participate and complete four participation criteria: (1) identify and code the universe of nonprofit arts and culture organizations in their study region; (2) disseminate,

collect, and review for accuracy expenditure surveys from those organizations; (3) conduct audience-intercept surveys at a minimum of 16 diverse arts events; and (4) pay a modest cost-sharing fee (no community was refused participation for an inability to pay).

The Citizens for the Arts in Pennsylvania responded to the 2005 Call for Participants, and agreed to complete the four participation criteria.

SURVEYS OF NONPROFIT ARTS AND CULTURE ORGANIZATIONS

Each of the 156 study regions attempted to identify its complete universe of nonprofit arts and culture organizations using the Urban Institute's National Taxonomy of Exempt Entity (NTEE)³ codes as a guideline. Eligible nonprofit arts and culture organizations—those whose primary purpose is to promote appreciation for and understanding of the visual, performing, folk, and media arts—received a web-based survey. Sent via email, the survey collected detailed information about their 2005 fiscal year expenditures in more than 40 expenditure categories, including labor, local and non-local artists, operations, materials, facilities, and asset acquisition. Data were collected from 6,080 organizations for this study. Response rates for the 156 communities averaged 41.3 percent and ranged from 10.4 percent to 100 percent. Responding organizations had budgets ranging from a low of \$0 to a high of \$159.2 million. Each study region's

results are based solely on the actual survey data collected, not on fiscal projections. The less-than-100 percent response rates suggest an understatement of the economic impact findings in most of the individual study regions.

The following NTEE³ categories of nonprofit arts, culture, and humanities organizations were included in this study:

- A02, Management and Technical Assistance Organizations
- A03, Professional Societies and Associations
- A05, Research Institutes and Policy Analysis Organizations
- A11, Single Support Organizations
- A12, Fund Raising and Fund Distributing Organizations
- A23, Cultural and Ethnic Awareness Organizations
- A24, Folk Arts and Traditional Arts Organizations
- A25, Arts Education Organizations
- A26, Arts Councils and City Presenting Facilities
- A31, Film and Video Organizations
- A32, Public Access Television Studios
- A40, Visual Arts Organizations
- A45, Architectural Organizations
- A46, Drawing Organizations
- A47, Ceramic Arts Organizations
- A48, Art Conservation Organizations
- A51, Art Museums
- A52, Children’s Museums
- A53, Folk Arts and Ethnic Museums
- A54, History Museums
- A55, Marine and Maritime Museums
- A56, Natural History and Natural Science Museums
- A57, Science and Technology Museums
- A58, Sports and Hobby Museums
- A59, Specialized Museums
- A61, Performing Arts Centers
- A62, Dance Organizations
- A63, Ballet Organizations
- A64, Choreography Organizations
- A65, Theaters
- A66, Playwriting Organizations
- A67, Musical Theaters
- A68, Music Organizations
- A69, Symphony Orchestras
- A6A, Theaters

- A6B, Singing or Choral Organizations
- A6C, Music Groups, Bands, or Ensembles
- A6D, Music Composition Organizations
- A6E, Performing Arts Schools
- A71, Art History Organizations
- A76, Literary Service Organizations and Activities
- A82, Historical Societies
- A84, Fairs, Festivals, and other Commemorative Events
- A91, Artist Service Organizations

In the State of Pennsylvania, 523 of the 0 total eligible nonprofit arts and culture organizations identified by the Citizens for the Arts in Pennsylvania responded to the survey—a response rate of 22 percent. The responding organizations had a range of operating budgets from \$0 to \$67,308,990.

SURVEYS OF NONPROFIT ARTS AND CULTURE AUDIENCES

Audience-intercept surveying, a common and accepted research method, was completed in 152 of the 156 study regions to measure spending by audiences at nonprofit arts and culture events. Patrons were asked to complete a short survey while attending an event. A total of 94,478 attendees completed the survey for an average of 673 surveys per community. The randomly selected respondents provided itemized expenditure data on attendance-related activities such as meals, souvenirs, transportation, and lodging. Data were collected throughout 2006 (to guard against seasonal spikes or drop-offs in attendance) as well as at a broad range of events (a night at the opera will typically yield more spending than a Saturday children’s theater production, for example). Using total attendance data for 2005 (collected from the organization surveys), standard statistical methods were then used to derive a reliable estimate of total expenditures by attendees in each community. The survey respondents provided information about the entire party with whom they were attending the event. With an average travel party size of three people, these data actually

represent the spending patterns of more than 280,000 attendees, significantly increasing the reliability of the data.

In the State of Pennsylvania, a total of 8,580 audience intercept surveys were collected from attendees to nonprofit arts and culture events during 2006.

ECONOMIC ANALYSIS

A common theory of community growth is that an area must export goods and services if it is to prosper economically. This theory is called economic-base theory, and it depends on dividing the economy into two sectors: the export sector and 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, and so forth, and becomes income to local residents. Much of it is re-spent locally; some, however, is spent 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. This theory applies to arts organizations as well as to other producers.

STUDYING ECONOMIC IMPACT USING INPUT/OUTPUT ANALYSIS

To derive the most reliable economic impact data, input-output analysis is used to measure the impact of expenditures by nonprofit arts and culture organizations and their audiences. This is a highly regarded type of economic analysis that has been the basis for two Nobel Prizes in economics. The models are systems of mathematical equations that combine statistical methods and economic theory in an area of study called econometrics. The analysis traces how many times a dollar is re-spent within the local economy before it leaks out, and it quantifies the economic impact of each round of spending. This

form of economic analysis is well suited for this study because it can be customized specifically to each community.

An input/output model was customized for the State of Pennsylvania based on the local dollar flow between 533 finely detailed industries within its economy. This was accomplished by using detailed data on employment, incomes, and government revenues provided by the U.S. Department of Commerce (e.g., County Business Patterns, Regional Economic Information System, Survey of State and Local Finance), local tax data (sales taxes, property taxes, and miscellaneous local option taxes), as well as the survey data from the responding nonprofit arts and culture organizations and their audiences.

THE INPUT/OUTPUT PROCESS

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 2002 (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, based on data from County Business Patterns and the Regional Economic Information System of the U.S. Department of Commerce. It is then adjusted so that only transactions with local businesses are recorded in the inter-industry part of the table. This technique compares supply and demand and estimates the additional imports or exports required to make total supply equal total demand. The resulting table shows the detailed sales and purchase patterns of the local industries. The 533-industry table is then aggregated to reflect the general activities of 32 industries plus local households, creating 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. This direct-requirements table represents the “recipe” for producing the output of each industry.

The economic impact figures for *Arts & Economic Prosperity III* were computed using what is called an “iterative” procedure. This process uses the sum of a power series to approximate the solution to the economic model. This is what the process looks like in matrix algebra:

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

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 arts organizations and their audiences. A multiplier effect table is produced that displays the results of this equation. The total column 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^2X , 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. Their sum, T, represents the total production required in the local economy in response to arts activities.

Calculation of the total impact of the nonprofit arts on the outputs of other industries (T) can now be converted to impacts on the final incomes to local residents by multiplying the outputs produced by the ratios of household income to output and employment to output. Thus, the employment impact of changes in outputs due to arts expenditures is calculated by multiplying elements in the column of total outputs by the ratio of employment to output for the 32 industries in the region. Changes in household incomes, local government revenues, and state government revenues due to nonprofit arts expenditures are similarly transformed. The same process is also used to show the direct impact on incomes and revenues associated with the column of direct local expenditures.

END NOTES

¹ In most Pennsylvania study regions, a dual-source method was used to collect detailed organization data. First, the Pennsylvania Cultural Data Project (PACDP) provided complete and audited information about all 2005 PACDP participants. Second, all eligible nonprofit arts and culture organizations that were not registered PACDP participants were solicited to complete the *Arts & Economic Prosperity III* organizational expenditure survey. The two data sets were then combined. In the Greater Philadelphia region, the PACDP was the sole source of detailed organizational data.

² Giving and Volunteering in the United States 2005, Independent Sector, 2006.

³ The National Taxonomy of Exempt Entities (NTEE)—developed by the National Center for Charitable Statistics at the Urban Institute—is a definitive classification system for nonprofit organizations recognized as tax exempt by the Internal Revenue Code. This system divides the entire universe of nonprofit organizations in ten broad categories, including “Arts, Culture, and Humanities.” The Urban Institute estimates that 100,000 are in operation in 2007.

Frequently Used Terms

This section provides a glossary of economic impact terminology, sorted alphabetically in ascending order.

CULTURAL TOURISM

Travel directed toward experiencing the arts, heritage, and special character of a place.

DIRECT ECONOMIC IMPACT

A measure of the economic effect of the initial expenditure within a community. For example, when the symphony pays its players, each musician's salary, the associated government taxes, and full-time equivalent employment status represent the direct economic impact.

DIRECT EXPENDITURES

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

The process of using statistical methods and economic theory to develop a system of mathematical equations that measures the flow of dollars between local industries. The input-output model developed for this study is an example of an econometric model.

ECONOMETRICIAN

An economist who designs, builds, and maintains econometric models.

FULL-TIME EQUIVALENT (FTE) JOBS

A term that describes the total amount of labor employed. Economists measure FTE jobs—not the total number of employees—because it is a more accurate measure of total employment. It is a manager's discretion to hire 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 FTE jobs reported due to the abundance of part-time employment, especially in the nonprofit arts and culture industry.

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. Indirect impact measures the effect of this re-spending on jobs, household income, and revenue to local and state government. It is often referred to as secondary spending or the dollars “rippling” through a community. When funds are eventually spent non-locally, they are considered to have “leaked out” of the community and therefore cease to have a local economic impact. Indirect impact is the sum of the impact of all rounds of spending.

INPUT-OUTPUT ANALYSIS

A system of mathematical equations that combines statistical methods and economic theory in an area of economic study called econometrics. Economists use this 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 that tracks the dollar flow between 533 finely detailed industries in each community. It allows researchers to determine the economic impact of local spending by nonprofit arts and culture organizations on jobs, household income, and government revenue.

LEAKAGE

The money that community members spend outside of a community. This non-local spending has no economic impact within the community. A ballet company purchasing shoes from a non-local manufacturer is an example of leakage. If the shoe company were local, the expenditure would remain within the community and create another round of spending by the shoe company.

MULTIPLIER (often called Economic Activity Multiplier)

An estimate of the number of times that a dollar changes hands within the community before it leaks out of the community (for example, the theater pays the actor, the actor spends money at the grocery store, the grocery store pays its cashier, and so on). This estimate is quantified as one number by which all expenditures are multiplied. For example, if the arts are a \$10 million industry and a multiplier of three is used, then it is estimated that these arts organizations have a total economic impact of \$30 million. The convenience of a multiplier is that it is one simple number; its shortcoming, however, is its reliability. Users rarely note that the multiplier is developed by making gross estimates of the industries within the local economy with no allowance for differences in the characteristics of those industries, usually resulting in an overestimation of the economic impact. In contrast, the input-output model employed in *Arts & Economic Prosperity III* is a type of economic analysis tailored specifically to each community and, as such, provides more reliable and specific economic impact results.

RESIDENT HOUSEHOLD INCOME (often called Personal Income)

The salaries, wages, and entrepreneurial income residents earn and use to pay for food, mortgages, and other living expenses. It is important to note that resident household income is not just salary. When a business receives money, for example, the owner usually takes a percentage of the profit, resulting in income for the owner.

REVENUE TO LOCAL AND STATE GOVERNMENT

Local and state government revenue is not derived exclusively from income, property, sales, and other taxes. It also includes license fees, utility fees, user fees, and filing fees. Local government revenue includes funds to city and county government, schools, and special districts.

Frequently Asked Questions

This section answers some common questions about this study and the methodology used to complete it.

HOW WERE THE 156 PARTICIPATING COMMUNITIES AND REGIONS SELECTED?

In 2005, Americans for the Arts published a Call for Participants for communities interested in participating in the *Arts & Economic Prosperity III* study. Of the more than 200 participants that expressed interest, 156 agreed to participate and complete four participation criteria: (1) identify and code the universe of nonprofit arts and culture organizations in their study region; (2) disseminate, collect, and review for accuracy expenditure surveys from those organizations; (3) conduct audience-intercept surveys at a minimum of 15 diverse arts events; and (4) pay a modest cost-sharing fee (no community was refused participation for an inability to pay).

HOW WERE THE ELIGIBLE NONPROFIT ARTS ORGANIZATIONS IN EACH COMMUNITY SELECTED?

Local partners attempted to identify their universe of nonprofit arts and culture organizations using the Urban Institute's National Taxonomy of Exempt Entity (NTEE) codes as a guideline. Eligible organizations included those whose primary purpose is to promote appreciation for and understanding of the visual, performing, folk, and media arts. Public arts councils, public presenting facilities or institutions, and embedded organizations that have their own budget also were included if they play a substantial role in the cultural life of the community.

WHAT TYPE OF ECONOMIC ANALYSIS WAS DONE TO DETERMINE THE STUDY RESULTS?

An input-output analysis model was customized for each of the participating communities and regions to determine the local economic impact their nonprofit arts and culture organizations and arts audiences. Americans for the Arts, which conducted the research, worked with a highly regarded economist to design the input-output model used for this study.

WHAT OTHER INFORMATION WAS COLLECTED IN ADDITION TO THE ARTS SURVEYS?

In addition to detailed expenditure data provided by the surveyed organizations, extensive wage, labor, tax, and commerce data were collected from local, state, and federal governments for use in the input-output model.

WHY DOESN'T THIS STUDY USE A 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., a theater pays its 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. The convenience of the multiplier is that it is one simple number. Users rarely note, however, that the multiplier is developed by making gross estimates of the industries within the local economy and does not allow for differences in the characteristics of those industries. Using an economic activity multiplier usually results in an overestimation of the economic impact and therefore lacks reliability.

HOW IS THE ECONOMIC IMPACT OF ARTS AND CULTURE ORGANIZATIONS DIFFERENT FROM OTHER INDUSTRIES?

Any time money changes hands there is a measurable economic impact. Social service organizations, libraries, and all entities that spend money have an economic impact. What makes the economic impact of arts and culture organizations unique is that, unlike most other industries, they induce large amounts of related spending by their audiences. For example, when patrons attend a performing arts event, they may purchase dinner at a restaurant, eat dessert after the show, and return home and pay the baby-sitter. All of these expenditures have a positive and measurable impact on the economy.

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 in general and the results of this study in particular. The user may need to explain (1) the study methodology used; (2) that economists created an input-output model for each community and region in the study; and (3) the difference between input-output analysis and a multiplier. 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 of community leaders whose influence these studies are meant to affect. Today, most decision makers want to know what methodology is being used and how and where the data were gathered.

You can be confident that the input-output analysis used in this study is a highly regarded model in the field of economics (the basis of two Nobel Prizes in economics). However, as in any professional field, 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 of economists. You may meet an economist who believes that these studies should be done differently (for example, a cost-benefit analysis of the arts).

HOW CAN A COMMUNITY NOT PARTICIPATING IN THE ARTS AND ECONOMIC PROSPERITY III STUDY APPLY THESE RESULTS?

Because of the variety of communities studied and the rigor with which the *Arts & Economic Prosperity III* study was conducted, nonprofit arts and culture organizations located in communities that were not part of the study can estimate their local economic impact. Estimates can be derived by using the *Arts & Economic Prosperity III* Calculator (found at www.AmericansForTheArts.org/EconomicImpact). Additionally, users will find sample PowerPoint presentations, press releases, Op-Ed, and other strategies for proper application of their estimated economic impact data.

In Appreciation

Americans for the Arts expresses its gratitude to the many people and organizations who made *Arts & Economic Prosperity III: The Economic Impact of Nonprofit Arts and Culture Organizations and Their Audiences in the State of Pennsylvania* possible and assisted in its coordination and production. Generous funding for this project was provided by the Citizens for the Arts in Pennsylvania, which also served as the local project partner and as such was responsible for the local implementation and data collection requirements of the study.

Special thanks to the Paul G. Allen Family Foundation, the John D. and Catherine T. MacArthur Foundation, and The Ruth Lilly Fund of Americans for the Arts for their financial support of the national implementation of *Arts & Economic Prosperity III*. Citizens for the Arts in Pennsylvania would also like to thank the Pennsylvania Council on the Arts for its generous support for the statewide implementation of *Arts & Economic Prosperity III* for Pennsylvania.

ABOUT THE STATEWIDE PARTNERS

Citizens for the Arts in Pennsylvania (CFA/PA)

served as the statewide project partner with the Pennsylvania Council on the Arts and the Pennsylvania Cultural Database Project. **CFA/PA** is a nonprofit 501 (c)(3) organization committed to creating a strong and supportive environment for the arts in Pennsylvania. CFA/PA speaks out for the interests of artists and arts organizations across the state. As Pennsylvania's only statewide multidisciplinary arts advocacy organization, CFA/PA works to publicize the contributions of the arts to society, increase public and private investment in the arts, expand the role of the arts in tourism, and promote the positive impact of arts education.

The Pennsylvania Council on the Arts is a state agency in the Office of the Governor. Its mission is to foster the excellence, diversity, and vitality of the arts in

Pennsylvania and to broaden the availability of those arts throughout the Commonwealth. In 2004, the agency was named among the top 50 "Best and Brightest" in the nation for superior and unique programming initiatives within the public sector.

The Pennsylvania Cultural Data Project (PACDP) is a collaborative project of the Greater Philadelphia Cultural Alliance, the Greater Pittsburgh Arts Council, The Heinz Endowments, the Pennsylvania Council on the Arts, The Pew Charitable Trusts, The Pittsburgh Foundation, and William Penn Foundation. The PACDP, operated by The Pew Charitable Trusts, is a standardized online system created for collecting nonprofit cultural organizations' financial and organizational data. Organizations complete an online Data Profile once each fiscal year to apply for grants from any participating funder in the state. Financial data are drawn from each organization's audit, ensuring accurate and reliable information. Participating organizations are also able to use this system to track their own trends over time and view aggregate data collected from similar organizations. In addition to creating a streamlined data collection process for hundreds of arts and culture organizations throughout Pennsylvania, this project provides a source of consistent and reliable information on the state's cultural sector.

The Data Profile was developed with the assistance of focus groups of nonprofit cultural organization staff working in the areas of development, finance and marketing, and was tested by cultural organizations. After three years of development and testing, the

PACDP launched in September 2004. All data submitted by individual organizations are checked for errors in a rigorous process conducted by staff of the PACDP, and are periodically checked for reliability with organizations' audit records.

PACDP data on more than 300 cultural organizations in Pennsylvania were used for this report. The data are self-reported by the organizations using the PACDP and neither the PACDP nor its Governing Group make any representations or warranties concerning the accuracy, reliability or completeness of the self-reported data. Any interpretation of the data is solely the view of Americans for the Arts and does not reflect the views of the PACDP or its Governing Group.

THE STATE OF PENNSYLVANIA'S PARTICIPATING NONPROFIT ARTS AND CULTURE ORGANIZATIONS

This study could not have been completed without the cooperation of the 523 nonprofit arts and culture organizations in the State of Pennsylvania, listed below, that provided detailed financial and event attendance information about their organization.

1812 Productions, A Fair in the Park, Abington Art Center, Academy of Natural Sciences, Academy of Vocal Arts, ACCO—A Chorus Celebrating Women, Act II Playhouse, Actor's Circle of NEPA, African American Museum in Philadelphia, Afrika Yetu, Afro-American Music Institute, Allegheny Historic Preservation Society Inc, Allegheny Ballet Company, Allegheny College, Allegheny East Everyone An Artist, Allens Lane Art Center, Allentown Art Museum, Allentown Band, Allentown Community Concert Association, Allentown Music Festivals Inc., Allentown Symphony Association, Allied Arts Fund, Altoona Community Theatre, Ambler Theater, American Ballet Competition-Dance Affiliates, American Guild of English Handbell Ringers Area II, American Philosophical Society, American Poetry Review, American Swedish Historical Museum, Andy Warhol Museum, Anna Crusis Womens Choir, Anne-Marie Mulgrew and Dancers Co., Annenberg Center for the Performing Arts, Anthracite Heritage Museum & Iron Furnaces Associates, Arden Theatre Company, Art Association of Harrisburg, Artists for Art, Art-Reach, Arts & Business Council of Greater Philadelphia, Arts and Culture Observatory/Carnegie Mellon University, Arts Community of Easton (ACE), Arts Council of Erie, ArtsFest Film Festival, Arts-in-the-Park/West Park Civic Association of Allentown, ArtsQuest, Asian Arts

Initiative, Associated Artists of Pittsburgh, Association for the Colonial Theatre, Astral Artistic Services, Atwater Kent Museum, Autumn House Press, Awbury Arboretum Association, Bach and Handel Chorale, Bach Choir of Bethlehem, Back Mountain Memorial Library, Ballet Guild of the Lehigh Valley d/b/a Pennsylvania Youth Ballet, BalletX (formerly known as Phrenic New Ballet), Balmoral Piping Schools, Barebones Productions, Baum School of Art, Bel Voce, Berks Arts Council, Bethlehem Fine Arts Commission, Big Picture Alliance, Blair County Arts Foundation, Blazing Star Choral Society, Bloomsburg Theatre Ensemble, Bluegrass Festival by the Lake, Boyer College of Music and Dance, Bradford County Heritage Association, Bradford County Regional Arts Council, Brandywine Ballet, Brandywine River Museum, Brandywine Workshop, Bricolage, Bristol Riverside Theatre, Bryn Mawr College, Bucks County Choral Society, Bucks County Historical Society, Bucks County Performing Arts Center, Bulgarian Macedonian National Educational & Cultural Center, Cabaret Pittsburgh, Calliope House, Cantate Carlisle, Carbon County Art League, Carbon County Cultural Project, Carlisle Arts Learning Center, Carnegie Museum of Art, Carnegie Museum of Natural History, Carnegie Science Center component of Carnegie Institute, Catholic Choral Society of Scranton, Celebrate Lancaster, Celebrity Luncheon Series, Celtic Cultural Alliance, Center City OperaTheater, Center for Arts Management and Technology at Carnegie, Center for the Arts in Society, Center for Theater Arts, Center for the Performing Arts at Penn State, Center in the Park, Central Pennsylvania Womyn's Chorus, Central Pennsylvania Youth Ballet, Central Pennsylvania Youth Opera, Chamber Music Now!, Chamber Music Society of Bethlehem, Chatham Baroque, Cheltenham Center for the Arts, Chemical Heritage Foundation, Chester County Historical Society, Chicory House, Children's Festival Chorus, Choral Society of Northeast Pennsylvania, Circle of Stones Ritual Theatre Ensemble, Citizens for the Arts in Pennsylvania, City Theatre Company, Civic Light Opera, Civic Theatre of Allentown, Civil War and Underground Railroad Museum of Philadelphia, Clay Studio, Coatesville Area Arts Alliance, Coatesville Cultural Society, Common Roads, Community Arts Center, Community Arts Center, Community Concert Association of Scranton, Community Conservatory of Music, Community Film Project, Community Music School, Community Theater Project Corp. (Kelly-Strayhorn Theater), Concord Chamber Singers, Cook Forest Sawmill Center for the Arts, Corry Area Arts Council, Corry Arts Council Auxiliary, COSACOSA art at large, County Theater, Creative Access, creative collective, Cultural Alliance of York County, Cultural Council of Luzerne County, Cumberland Dance Company, Curtis Institute of Music, Da Vinci's Discovery Center of Science and Technology, Dance

Consortium, Dance Theatre of Pennsylvania, Darlington Fine Arts Center, Delaware & Lehigh National Heritage Corridor, Delaware Valley Arts Consortium, Doylestown School of Music and the Arts, Duquesne University Tamburitzans, Eastern Perry County Recital Series, Eastern State Penitentiary Historic Site, Easton Cultural Arts Committee-City of Easton, Edinboro Highland Games, Edinboro University Chamber Players, Emmaus Arts Commission, Enchantment Theatre Company, Encore Series, Endless Mountains Heritage Region, Erie Art Museum, Erie Civic Music Association, Erie County Convention Center, Erie Dance Consortium, Erie Junior Philharmonic, Erie Opera Theatre, Erie Summer Festival of the Arts, expERIence Children's Museum, F.M. Kirby Center, Fabric Workshop and Museum, Fairmount Park Art Association, Firefighters Historical Museum, First Fridays, Flutations, Foundation for the Reading Public Museum, Freedman Gallery, Frick Art & Historical Center, Fulton Opera House Foundation, Galleries at Moore College of Art and Design, Gateway to the Arts, Gettysburg Review, Godfrey Daniels Coffeehouse, Great Valley Community Education Foundation, Greater Lehigh Valley Writers Group, Greater Philadelphia Cultural Alliance, Greater Pittsburgh Arts Council, Greater York Center for Dance Education, HarmoniZing!, Harrisburg Area Community College, Harrisburg Community Theatre, Harrisburg Community Theatre d/b/a Theatre Harrisburg, Harrisburg Opera Association., Harrisburg Scottish Dancers, Harrisburg Symphony Association, Hazlett Theater, Headlong Dance Theater, Hedgerow Theatre, Heritage Center of Lancaster County, Hershey Theatre, Hispanic-American Council, Historic Bethlehem Partnership, Historic Preservation Trust of Lancaster County, Historical and Genealogical Society of Somerset County, Historical Society of Pennsylvania, Hole in the Wall Puppet Theatre, Hugh Moore Historical Park and Museums, Imani Edutainers African Dance Company, Independence Seaport Museum, Independence Visitor Center Corporation, Inner-City Neighborhood Art House, Institute of Contemporary Art, Instrumental Solutions, InterAct Theatre Company, International Cycling Center, International House Philadelphia, James A. Michener Art Museum, Japan America Society of Greater Philadelphia, Jazz Blues, and Food, JazzErie, Jewish Community Center of Greater Pittsburgh, John Bartram Association, Johnstown Area Heritage Association, Jump Street, Jump Street, Kardon Institute for Arts Therapy, Kennett Symphony of Chester County, Keystone Art and Culture Center, Kimmel Center, Kulu Mele African American Dance Ensemble, Kuntu Repertory Theatre (University of Pittsburgh), Kutztown University, Lackawanna River Corridor Association, Lafayette College, Lafayette College Williams Center Gallery, Lake Erie Fanfare, Lancaster Fest, Lancaster Literary

Guild, Lancaster Museum of Art, Lancaster Symphony Orchestra, LancasterARTS, Lantern Theater Company, Latin Fiesta Inc, Laurel Arts, Laurel Highlands Chorale, Lebanon Valley Council of the Arts, Lehigh Art Alliance, Lehigh County Historical Society, Lehigh University Art Galleries - Museum Operation, Lehigh Valley Arts Council, Lehigh Valley Blues Network, Lehigh Valley Chamber Orchestra, Lehigh Valley Chapter of the American Guild of Organists, Lehigh Valley Folk Music Society, Lehigh Valley Gay Men's Chorus, Lehigh Valley PBS Channel 39, Lehigh Valley Storytelling Guild, Lehigh Valley Writers Academy, Lehigh Valley Writers' Guild, LeRoy Heritage Museum, Lexington Entertainment, Liberty Bell Shrine Museum, Library Company of Philadelphia, Lights of Liberty, Long's Park Amphitheater Foundation, Luzerne County Community College – Art Gallery, Luzerne County Convention and Visitors Bureau, Lyra Society Fund, MacDonald Pipe Band, Macungie Band Inc., Main Line Art Center, Marine Band of Allentown, Market House Craft Center, Martin Art Gallery at Muhlenberg College, Mary D'Angelo PAC Mercyhurst College, Mauch Chunk Opera House Historical Society of Carbon County, Mayfair Inc., Meadville Council on the Arts, Melanie Stewart Dance Theatre, Mercer Fonthill Trust, Millersburg Area Art Association, Miro Dance Theatre, Mock Turtle Marionette Theater, Moonstone Inc, Moore College of Art and Design, Moravian College Music Institute, Moravian Historical Society, Morris Arboretum of the University of Pennsylvania, Muhlenberg Summer Music Theatre, Mum Puppettheatre, Municipal Band of Allentown, Municipal Band of Bethlehem, MunOpCo Music Theatre, Music Academy, Music at Gretna, Music at Wesley (Wesley Methodist Church), National African American Cultural Center, National Constitution Center, National Museum of American Jewish History, Network for New Music, New Arts Program, New Horizon Theater, New Paradise Laboratories, New Sounds Music, Nexus Foundation for Today's Art, Nittany Valley Symphony, North Hills Art Center, North Museum Corporation, Northampton County Historical and Genealogical Society, Northeast Photography Club, Northeastern Pennsylvania Philharmonic, Northern Tier Cultural Alliance, Open Stage of Harrisburg, Opera Company of Philadelphia, Opera North, Orpheus Choral Society, Osterhout Free Library, PA Heartland Artists, PA Presenters, Painted Bride Art Center, Parkway Council Foundation, Pennsylvania Academy of the Fine Arts, Pennsylvania Ballet Association, Pennsylvania Centre Stage, Pennsylvania Dance Theatre, Pennsylvania Guild of Craftsmen, Pennsylvania Immigrant and Refugee Women's Network, Pennsylvania Rural Arts Alliance, Pennsylvania Shakespeare Festival at DeSales University, Pennsylvania Sinfonia Orchestra, Pennsylvania Watercolor

Society, Pennsylvania Youth Theatre, People's Light & Theatre Company, People's Light & Theatre Company, Performing Arts Institute of Wyoming Seminary, Philadanco, Philadelphia Art Alliance, Philadelphia Boys Choir & Chorale, Philadelphia Chamber Music Society, Philadelphia Classical Symphony, Philadelphia Folklore Project, Philadelphia Live Arts Festival and Philly Fringe, Philadelphia Mural Arts Advocates, Philadelphia Museum of Art, Philadelphia Orchestra Association, Philadelphia Photo Review, Philadelphia Sculptors, Philadelphia Sketch Club, Philadelphia Theatre Company, Philadelphia Virtuosi Chamber Orchestra, Philadelphia Young Playwrights, Philadelphia Youth Orchestra, Philip and Muriel Berman Museum of Art at Ursinus College, Piffaro The Renaissance Band, Pig Iron Theatre Company, Pioneer Band of Allentown, PITT ARTS/University of Pittsburgh, Pittsburgh Ballet Theatre Inc., Pittsburgh Center for the Arts, Pittsburgh Chamber Music Society, Pittsburgh Concert Chorale, Pittsburgh Concert Society, Pittsburgh Cultural Trust, Pittsburgh Dance Alloy, Pittsburgh Filmmakers, Pittsburgh International Children's Theater, Pittsburgh International Lesbian & Gay Film Festival, Pittsburgh Irish and Classical Theatre, Pittsburgh Jewish-Israeli Film Festival, Pittsburgh Musical Theater, Pittsburgh New Music Ensemble, Pittsburgh Opera, Pittsburgh Opera Theater, Pittsburgh Playhouse of Point Park University, Pittsburgh Public Theater Corporation, Pittsburgh Symphony Orchestra, Pittsburgh Youth Symphony Orchestra, Pittsburgh Zoo & PPG Aquarium, Pittston Memorial Library, Please Touch Museum, Pottery Studio - Scranton Cultural Center, Pottstown Symphony Orchestra, Prazon Contemporary School of Dance, Print Center, Quantum Theatre, Reading Musical Foundation, Reading Symphony, Rekindle the Spirit, Relache, Renaissance & Baroque Society of Pittsburgh, Repertory Dance Theatre, River City Brass Band, Roadhouse Theatre, Robert Dale Chorale, Rockwood Area Historical and Genealogical Society, Rockwood River and Rails Festival, Rosenbach Museum & Library, Samek Art Gallery, Samuel S. Fleisher Art Memorial, SATORI, Sayre Historical Society, Schuylkill Symphony Orchestra, Scottish Society of Central Pennsylvania, Scranton Cultural Center, Senator John Heinz Pittsburgh Regional History Center, Settlement Music School, Silver Eye Center for Photography, Singing City, SLB Radio Productions, Society for Art in Crafts d/b/a Contemporary Craft, Society for Performing Arts of the Media Theatre, Somerset County Community Band, Somerset Incorporated, Sordoni Art Gallery, South Park Theatre, Southern Alleghenies Museum of Art, SouthSide Film Institute, Southwest Ballet Company, Springs Historical Society, Squonk Opera, St. John's Lutheran Church (Arts Festival Committee), Stadler Center for Poetry, Stahl's Pottery Preservation

Society, State Theatre Center for the Arts, Steamtown National Historic Site, Steel Industry Heritage Corporation, StorySwap, Strings for Schools, STUDIO for Creative Inquiry, Suburban Music School, Summer Harmony Men's Chorus, Susquehanna Chorale, Susquehanna Folk Music Society, Sweet Adelines Lehigh Valley Chapter, Sweetwater Center for the Arts, Taller Puertorriqueño, Tempesta di Mare, Temple University Department of Theater, The 29th Street Community Development Corporation, The American Composers Forum Philadelphia Chapter, The Bach Festival of Philadelphia, The Barnes Foundation, The Bracken Theatre Company, The Camerata Singers, The Center For Emerging Visual Artists, The Creative Nonfiction Foundation, The Daguerreian Society, The Design Center at Philadelphia University, The Franklin Institute, The German Society of Pennsylvania, The Gershman Y of the JCCs of Greater Philadelphia, The Historical Society of Dauphin County, The Hoyt Institute of Fine Arts, The Lyric Consort, The Mattress Factory Ltd., The Mendelssohn Choir of Pittsburgh, The Music Group of Philadelphia, The New Hope Arts Commission, The Northeast Theatre, The Pennsylvania Horticultural Society, The Philadelphia Shakespeare Festival, The Philadelphia Singers, The Philadelphia Zoo, The Rock School, The Rosenwald-Wolf Gallery, The Space, The Theatre Outlet, The University of the Arts, The Village of Arts and Humanities, Theater Classics for Students, Theatre Alliance of Greater Philadelphia, Theatre Exile, Tickets for Kids Foundation, Tioga Point Museum, Towanda Public Library, Trinity Center for Urban Life, Tub Mill Acts Association, Tyler Arboretum, Tyler School of Art Department of Exhibitions & Public Programs, University of Pennsylvania Museum of Archaeology and Anthropology, University of Pittsburgh Theatre Arts Department - Pitt Repertory Theatre, Vallevents—First Night Bethlehem, Valley Chorus, Veronica's Veil Players, Village Productions, Vox Populi, VSA arts of Pennsylvania/Amaryllis Theatre Company, Walnut Street Theatre, Wayne Art Center, WDIY 88.1 FM, Weis Center for the Performing Arts, West Philadelphia Cultural Alliance, Westmoreland Museum of American Art, Westmoreland Symphony Orchestra, Whitaker Center for Science and the Arts, WHYI Inc., Wilkes University Conservatory and School of the Arts, Williams Center for the Arts, Williamsport Symphony Orchestra, Wilma Theater, Winds on the Lake, Wissahickon Art Center, Women Symphony Association, Woodmere Art Museum, WRTI, WYBE Public Television, Wyoming Seminary, Wyoming Valley Art League, Wyoming Valley Montessori School, Xpressions Contemporary Dance Company, York County Heritage Trust, York Little Theatre, York Symphony Orchestra, Young Audiences of Eastern Pennsylvania, Young People's Philharmonic of the Lehigh Valley, Youth Education in the Arts, and the Zoellner Arts Center.

THE STATE OF PENNSYLVANIA’S PARTICIPATING NONPROFIT ARTS AND CULTURE PATRONS

Additionally, this study could not have been completed without the cooperation of the 8,580 arts and culture patrons who generously took the time to complete the audience-intercept survey while attending an arts and culture event in the State of Pennsylvania.

AMERICANS FOR THE ARTS’ 156 ARTS & ECONOMIC PROSPERITY III NATIONAL STUDY PARTNER REGIONS

The following are the 156 communities and regions (116 cities and counties, 35 multi-county regions, and five states) that participated in the national study, representing all 50 states and the District of Columbia.

Jefferson County, AL; Greater Birmingham Region, AL; Anchorage, AK; Homer, AK; Chandler, AZ; Eastern Maricopa County, AZ; Mesa, AZ, Phoenix, AZ; Pima County, AZ, Tempe, AZ; Northwest Arkansas Region, AR; Fullerton, CA; Glendale, CA; Humboldt County, CA; Laguna Beach, CA; Pasadena, CA; Riverside County, CA; San Francisco, CA; Santa Barbara County, CA; Santa Clara County, CA; Santa Cruz County, CA; Sonoma County, CA; Walnut Creek, CA; Boulder, CO; Colorado Springs, CO; Fort Collins, CO; Gunnison County, CO; Loveland, CO; Greater Hartford, CT; Dover, DE; Wilmington, DE; the State of Delaware; Washington, DC; Greater Washington DC Metropolitan Region; Alachua County, FL; Bay County, FL; Broward County, FL; Central Florida Region; Miami, FL; Miami Beach, FL; Miami-Dade County, FL; Orange County, FL; Orlando, FL; Palm Beach County, FL; Pinellas County, FL; Winter Park, FL; Atlanta, GA; Savannah, GA; the Island of Maui, HI; Boise, ID; Wood River Valley Region, ID; Champaign County, IL; Chicago, IL; Indianapolis, IN; Saint Joseph County, IN; Iowa Cultural Corridor Region; Salina, KS; Sedgwick County, KS; Louisville-Jefferson County, KY; Northwest Louisiana Region; Portland, ME; Baltimore, MD; Montgomery County, MD; Prince George’s County, MD; Pittsfield, MA; Kalamazoo County, MI; Brainerd Lakes Region, MN; Central Minnesota; East Central Minnesota; Minneapolis, MN; Minnesota Arrowhead Region; Minnesota Lake Region; Minnesota Twin Cities’ Metropolitan Region; North Central Minnesota; Northwest Minnesota; Saint Cloud, MN; Saint Paul, MN; South Central Minnesota; Southeast Minnesota; Southwest Minnesota; Washington and Chicago Counties, MN; the State of

Minnesota; Lauderdale County, MS; Metropolitan Kansas City Region, MO/KS; Saint Louis City and County, MO; Missoula, MT; Lincoln, NE; Portsmouth Seacoast Area, NH/ME; Newark, NJ; New Brunswick, NJ; Doña Ana County, NM; Buncombe County, NC; Forsyth County, NC; Guildford County, NC; Mecklenburg County, NC; Wake County, NC; Fargo-Moorhead Region, ND/MN; Greater Minot Region, ND; the State of North Dakota; Clark County, NV; Greater Buffalo Region, NY; Monroe County, NY; Orange County, NY; Suffolk County, NY; Ulster County, NY; Westchester County, NY; Greater Columbus, OH; Greater Cincinnati Region, OH/KY/IN; Mansfield, OH; Tulsa, OK; Greater Portland Region, OR; Josephine County, OR; Allegheny County, PA; Bradford County, PA; Erie County, PA; Greater Harrisburg Region, PA; Greater Philadelphia Region, PA; Lackawanna County, PA; Lancaster, PA; Luzerne County, PA; Lehigh Valley Region, PA; Philadelphia County, PA; Somerset County, PA; the State of Pennsylvania; Providence, RI; Greater Columbia; SC; Black Hills Region, SD; Nashville-Davidson County, TN; Abilene, TX; Austin, TX; Houston, TX; Iron County, UT; Greater Burlington, VT; Windham County, VT; Alexandria, VA; Arlington County, VA; Fairfax, VA; Fairfax County, VA; Bainbridge Island, WA; Seattle, WA; Tacoma, WA; Whatcom County, WA; Wheeling, WV; Dane County, WI; Greater Milwaukee Region, WI; La Crosse, WI; Marathon County, WI; Milwaukee County, WI; Northeast Wisconsin Region, WI; Oshkosh, WI; Pierce County, WI; Polk County, WI; St. Croix County, WI; St. Croix Valley Region, WI; the State of Wisconsin; and Teton County, WY.

"There is no better indicator of the spiritual health of our city, its neighborhoods, and the larger region than the state of the arts. The arts deepen our understanding of the human spirit, extend our capacity to comprehend the lives of others, allow us to imagine a more just and humane world. Through their diversity of feeling, their variety of form, their multiplicity of inspiration, the arts make our culture richer and more reflective."

—Jonathon Fanton
President
MacArthur Foundation



"As Chairman of the Oklahoma Chamber of Commerce, I visited almost every city and town in the state. There is a visible difference in places with an active cultural community. I see people looking for places to park, stores staying open late, and restaurants packed with customers. The business day is extended and the cash registers are ringing."

—Ken Ferguson
Chairman and CEO, NBanC
Past President, American Bankers Association



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