

The Economic Impact of Nonprofit Arts and Culture Organizations and Their Audiences in the City of San Diego, CA (Fiscal Year 2010)

Direct Economic Activity	Arts and Culture Organizations	+	Arts and Culture Audiences	=	Total Industry Expenditures
Total Industry Expenditures	\$238,087,570		\$341,334,110		\$579,421,680

Spending by Arts and Culture Organizations and Their Audiences Supports Jobs and Generates Government Revenue

Total Economic Impact of Expenditures (Direct & Indirect Impacts Combined)	Economic Impact of Organizations	+	Economic Impact of Audiences	=	Total Economic Impact
Full-Time Equivalent (FTE) Jobs Supported	9,844		7,973		17,817
Household Income Paid to Residents	\$222,985,000		\$224,301,000		\$447,286,000
Revenue Generated to <u>Local</u> Government	\$9,732,000		\$16,419,000		\$26,151,000
Revenue Generated to <u>State</u> Government	\$12,223,000		\$22,692,000		\$34,915,000

Event-Related Spending by Arts and Culture Audiences Totaled \$341.3 million (excluding the cost of admission)

Attendance to Arts and Culture Events	Resident* Attendees	+	Non-Resident* Attendees	=	All Cultural Audiences
Total Attendance to Arts and Culture Events	6,561,219		1,372,540		7,933,759
Percentage of Total Attendance	82.7%		17.3%		100%
Average Event-Related Spending Per Person	\$39.39		\$60.39		\$43.02
Total Event-Related Expenditures	\$258,446,417		\$82,887,693		\$341,334,110

Nonprofit Arts and Culture Event Attendees Spend an Average of \$43.02 Per Person (excluding the cost of admission)

Category of Event-Related Expenditure	Resident* Attendees	Non-Resident* Attendees	All Cultural Audiences
Meals and Refreshments	\$19.33	\$23.33	\$20.02
Souvenirs and Gifts	\$7.77	\$9.39	\$8.05
Ground Transportation	\$3.80	\$6.04	\$4.19
Overnight Lodging (one night only)	\$1.14	\$14.12	\$3.39
Other/Miscellaneous	\$7.35	\$7.51	\$7.37
Average Event-Related Spending Per Person	\$39.39	\$60.39	\$43.02

* For the purpose of this study, residents are attendees who live within San Diego County; non-residents live outside that area.

Source: *Arts & Economic Prosperity IV: The Economic Impact of Nonprofit Arts and Culture Organizations and Their Audiences in the City of San Diego*. For more information about this study or about other cultural initiatives in the City of San Diego, visit the City of San Diego Commission for Arts and Culture's web site at www.sandiego.gov/arts-culture.

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About This Study

The *Arts & Economic Prosperity IV* study was conducted by Americans for the Arts to document the economic impact of the nonprofit arts and culture industry in 182 communities and regions (139 cities and counties, 31 multi-city or multi-county regions, and ten states, and two individual arts districts)—representing all 50 U.S. states and the District of Columbia. The diverse communities range in population (1,600 to more than 3 million) and type (rural to urban). The project economists, from the Georgia Institute of Technology, customized input-output analysis models for each participating study region to provide specific and reliable economic impact data about their nonprofit arts and culture industry—specifically (1) full-time equivalent jobs, (2) household income, and (3) local and (4) state government revenue.

Surveys of Nonprofit Arts and Culture ORGANIZATIONS

Each of the 182 study regions attempted to identify its comprehensive universe of nonprofit arts and culture organizations using the Urban Institute's National Taxonomy of Exempt Entity (NTEE) coding system, a definitive classification system for nonprofit organizations recognized as tax exempt by the Internal Revenue Code. In addition, the study partners were encouraged to include other types of eligible organizations if they play a substantial role in the cultural life of the community or if their primary purpose is to promote participation in, appreciation for, and understanding of the visual, performing, folk, and media arts. These include government-owned or government-operated cultural facilities and institutions, municipal arts agencies and councils, private community arts organizations, unincorporated arts groups, living collections (such as zoos, aquariums, and botanical gardens), university presenters, and arts programs that are embedded under the umbrella of a non-arts organization or facility (such as a community center or church). In short, if it displays the characteristics of a nonprofit arts and culture organization, it is included. *For-profit businesses (e.g., Broadway and motion picture theaters) and individual artists were excluded from this study.*

Nationally, detailed information was collected from 9,721 eligible organizations about their fiscal year 2010 expenditures in more than 40 expenditure categories (e.g., labor, local and non-local artists, operations, materials, facilities, and asset acquisition), as well as about their event attendance. Response rates for the 182 communities averaged 43.2 percent and ranged from 5.3 percent to 100 percent. It is important to note that each study region's results are based solely on the actual survey data collected. No estimates have been made to account for non-respondents. Therefore, the less-than-100 percent response rates suggest an understatement of the economic impact findings in most of the individual study regions.

In the City of San Diego, 120 of the approximately 389 total eligible nonprofit arts and culture organizations identified by the City of San Diego Commission for Arts and Culture participated in this study—an overall participation rate of 31 percent. The organizations that participated are listed below:

A Reason To Survive (ARTS); America's Finest City Dixieland Jazz Society; ArtPower! at UC San Diego; Asian Story Theater, Inc.; Athenaeum Music & Arts Library; Bach Collegium San Diego; Balboa Theater; Ballettquette Dance Theatre Company; Bon Temps Social Club of San Diego; Cabrillo Festival, Inc; California Ballet Association, Inc.; California Institute of Contemporary Arts; California Surf Museum; Camarada, Inc.; Capoeira Institute Inc.; Casa Familiar, Inc; Center for World Music; Chicano Federation of San Diego County; City Ballet, Inc; City of San Diego Commission for Arts and Culture; Civic Youth Orchestra; Classics for Kids; Common Ground Theatre; Culture Shock Dance Troupe, Inc.; Cygnet Theatre Company; Diversionary Theatre Productions, Inc.; Eveoke Dance Theatre; Fern Street Community Arts, Inc.; FilmOut San Diego; Finest City Performing Arts, Inc.; Gaslamp Quarter Historical Foundation; Indian Fine Arts Academy of San Diego; Ion Theatre Company; Japanese American Historical Society; Japanese Friendship Garden Society of San Diego; Jean Isaacs San Diego Dance Theatre; La Jolla Historical Society; La Jolla Music Society; La Jolla Playhouse; La Jolla Symphony & Chorus; Little Italy Association of San Diego; Los Bilingual Writers; Lyric Opera of San Diego (Birch North Park Theatre); Mainly Mozart; Malashock Dance; Maritime Museum of San Diego; Media Arts Center San Diego; Mingei International Museum; Mira Mesa Theatre Guild; Mo'olelo Performing Arts Company; Mojalet Dance Collective; MOXIE Theatre; Museum of Contemporary Art San Diego; Museum of Photographic Arts; North Park Main Street; NTC Foundation; Orchestra Nova; Pacific Southwest Wildlife Arts, Inc.; Patricia Rincon Dance Collective; Persian Cultural Center; Playwrights Project; Resounding Joy, Inc.; Reuben H. Fleet Science Center; San Diego Academy of Ballet and Ballet Theatre; San Diego Air & Space Museum; San Diego Archaeological Center; San Diego Art Institute; San Diego Asian American Repertory Theatre; San Diego Asian Film Foundation; San Diego Automotive Museum; San Diego Ballet; San Diego Center for Jewish Culture; San Diego Chamber Orchestra; San Diego Children's Choir; San Diego Chinese Historical Society and Museum; San Diego Civic Youth Ballet; San Diego Dance Theater; San Diego Early Music Society; San Diego Guild of Puppetry, Inc.; San Diego Hall of Champions Sports Museum; San Diego Historical Society; San Diego Junior Theatre; San Diego Model Railroad Museum; San Diego Museum of Art; San Diego Museum of Man; San Diego Natural History Museum; San Diego North Coast Singers; San Diego Opera Association; San Diego Repertory Theatre; San Diego Symphony; San Diego Theaters, Inc.; San Diego Watercolor Society; San Diego Women's Chorus; San Diego Writers, Ink; San Diego Young Artists Music Academy, Inc.; San Diego Young Artists Symphony; San Diego Youth Symphony and Conservatory; Save Our Heritage Organization; Scripps Ranch Theatre; Spreckels Organ Society; Sushi Performance & Visual Art; The AjA Project; The New Children's Museum; The Old Globe; The PGK Project, Inc.; Timken Museum of Art; TranscendANCE Youth Arts Project; United Jewish Federation of San Diego County; USS Midway Museum; Vantage Theatre; Veterans Memorial Center, Inc.; Villa Musica; Visions Art Museum; Voice of San Diego; Westwind Brass; Woman's History Museum; World Beat Cultural Center; Write Out Loud; and Young Audiences of San Diego.

Surveys of Nonprofit Arts and Culture AUDIENCES

Audience-intercept surveying, a common and accepted research method, was conducted in all 182 of the study regions to measure event-related spending by nonprofit arts and culture audiences. Patrons were asked to complete a short survey while attending an event. Nationally, a total of 151,802 valid and usable attendees completed the survey for an average of 834 surveys per study region. The randomly selected respondents provided itemized expenditure data on attendance-related activities such as meals, souvenirs, transportation, and lodging. Data were collected throughout 2011 (to guard against seasonal spikes or drop-offs in attendance) as well as at a broad range of both paid and free events (a night at the opera will typically yield more spending than a weekend children's theater production or a free community music festival, for example). The survey respondents provided information about the entire party with whom they were attending the event. With an overall average travel party size of 2.69 people, these data actually represent the spending patterns of more than 408,000 attendees, significantly increasing the reliability of the data.

In the San Diego County, a total of 813 valid and usable audience-intercept surveys were collected from attendees to nonprofit arts and culture performances, events, and exhibitions during 2011.

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. The models are systems of mathematical equations that combine statistical methods and economic theory in an area of study called econometrics. They trace 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 study region. To complete the analysis for the City of San Diego, project economists customized an input-output model based on the local dollar flow between 533 finely detailed industries within the economy of San Diego County. This was accomplished by using detailed data on employment, incomes, and government revenues provided by the U.S. Department of Commerce (County Business Patterns, the Regional Economic Information System, and the 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.