

## The Economic Impact of Nonprofit Arts and Culture Organizations and Their Audiences in Fairfax County, VA (Fiscal Year 2010)

Direct Economic Activity	Arts and Culture Organizations	+	Arts and Culture Audiences	=	Total Industry Expenditures
Total Industry Expenditures	\$49,253,685		\$30,066,316		\$79,320,001

### 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	1,432		372		1,804
Household Income Paid to Residents	\$34,528,000		\$6,599,000		\$41,127,000
Revenue Generated to <u>Local</u> Government	\$1,645,000		\$757,000		\$2,402,000
Revenue Generated to <u>State</u> Government	\$1,869,000		\$704,000		\$2,573,000

### Event-Related Spending by Arts and Culture Audiences Totaled \$30.1 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	969,505		431,514		1,401,019
Percentage of Total Attendance	69.2%		30.8%		100%
Average Event-Related Spending Per Person	\$20.37		\$23.91		\$21.46
Total Event-Related Expenditures	\$19,748,816		\$10,317,500		\$30,066,316

### Nonprofit Arts and Culture Event Attendees Spend an Average of \$21.46 Per Person (excluding the cost of admission)

Category of Event-Related Expenditure	Resident* Attendees	Non-Resident* Attendees	All Cultural Audiences
Meals and Refreshments	\$9.60	\$11.71	\$10.25
Souvenirs and Gifts	\$4.23	\$2.16	\$3.59
Ground Transportation	\$1.35	\$2.61	\$1.74
Overnight Lodging (one night only)	\$0.07	\$2.81	\$0.91
Other/Miscellaneous	\$5.12	\$4.62	\$4.97
Average Event-Related Spending Per Person	\$20.37	\$23.91	\$21.46

\* For the purpose of this study, residents are attendees who live within Fairfax 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 Fairfax County*. For more information about this study or about other cultural initiatives in Fairfax County, visit the Arts Council of Fairfax County's web site at [www.ArtsFairfax.org](http://www.ArtsFairfax.org).

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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 Fairfax County, 61 of the approximately 168 total eligible nonprofit arts and culture organizations identified by the Arts Council of Fairfax County participated in this study—an overall participation rate of 36 percent. The organizations that participated are listed below:**

Acting for Young People; Alliance Theatre; American Youth Philharmonic Orchestras; Argentine National Day Committee; Artisans United; ArtisTree Studio; Asian Community Service Center; Balaji Music Academy; Center Dance Company; Choralis; City of Fairfax Band; Classical Ballet Theatre; Creative Cauldron Inc.; DancEvert; Dancin Unlimited; Dream in Color Foundation and Studio; Fairfax Ballet; Fairfax Choral Society; Fairfax Jubilaires; Fairfax Symphony; First Stage; Great Falls Foundation for the Arts; Great Falls Studios, LLC.; Greater Reston Arts Center; Herndon Council for the Arts; Herndon Foundation for the Cultural Arts; Initiative for Public Art; Inpasse; Jewish Community Center of Northern Virginia; League of Reston Artists; Lorton Arts Foundation; McLean Art Society; McLean Community Players, Inc.; McLean Project for the Arts; Metropolitan Performing Arts Theatre; Mount Vernon Community Children's Theatre; New Dominion Chorale; Next Reflex Dance Collective; North Virginia Chorale (formerly Springfield Chorale); Northern Virginia Handcrafters' Guild; Providence Players; Reston Chamber Orchestra Trust; Reston Chorale; Reston Community Center; Reston Community Players; Reunion Music Society; Society of Art Rock (SOAR); The Amadeus Concerts, Inc.; The Elden Street Players; The Starving Artist Theatre; The Vienna Arts Society, Inc.; The Youth Orchestras of Fairfax; Theatre of the First Amendment; Traveling Players Ensemble; Vienna Choral Society; Vienna-Falls Chorus (Sweet Adeline's International); Virginia Opera Association; Virginia Virtuosi; Voce, Inc.; Washington Balalaika Ensemble; and Wolf Trap Foundation for the Performing Arts.

## 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 Fairfax County, a total of 844 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 Fairfax County, project economists customized an input-output model based on the local dollar flow between 533 finely detailed industries within the economy of Fairfax 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.