Arts & Economic Prosperity

The Economic Impact of Nonprofit Arts Organizations and Their Audiences in the State of Delaware

Study conducted by Americans for the Arts

www.artsdel.org
The Most Comprehensive Study of Its Kind

- All corners of Delaware represented
- Data collected from 108 of 209 nonprofit arts organizations
- Budget range of respondents: $0 to $43.7 million
- 2,158 arts attendees surveyed
- Input/output model customized for Delaware
- Conservative and reliable research approach
Nonprofit Arts in Delaware: A $142.4 Million Industry

Economic Impact of the Nonprofit Arts Industry

<table>
<thead>
<tr>
<th>Economic Indicator</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Expenditures</td>
<td>$142.4 million</td>
</tr>
<tr>
<td>Full-Time Equivalent Jobs</td>
<td>3,685</td>
</tr>
<tr>
<td>Resident Household Income</td>
<td>$102.4 million</td>
</tr>
<tr>
<td>Local Government Revenue</td>
<td>$1.7 million</td>
</tr>
<tr>
<td>State Government Revenue</td>
<td>$7.7 million</td>
</tr>
</tbody>
</table>
## Nonprofit Arts Organizations in Delaware

### Economic Impact of Nonprofit Arts Organizations

<table>
<thead>
<tr>
<th>Category</th>
<th>Impact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Expenditures</td>
<td>$100.4 million</td>
</tr>
<tr>
<td>Full-Time Equivalent Jobs</td>
<td>2,581</td>
</tr>
<tr>
<td>Resident Household Income</td>
<td>$77.2 million</td>
</tr>
<tr>
<td>Local Government Revenue</td>
<td>$1.1 million</td>
</tr>
<tr>
<td>State Government Revenue</td>
<td>$5.2 million</td>
</tr>
</tbody>
</table>
# Arts Audiences in Delaware

## Economic Impact of Nonprofit Arts Audiences

<table>
<thead>
<tr>
<th>Category</th>
<th>Impact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Expenditures</td>
<td>$42.0 million</td>
</tr>
<tr>
<td>Full-Time Equivalent Jobs</td>
<td>1,104</td>
</tr>
<tr>
<td>Resident Household Income</td>
<td>$25.2 million</td>
</tr>
<tr>
<td>Local Government Revenue</td>
<td>$574,000</td>
</tr>
<tr>
<td>State Government Revenue</td>
<td>$2.4 million</td>
</tr>
</tbody>
</table>
Visitors Spend 241% More

Local Audiences: $17.26
Non-Local Audiences: $58.87
Delaware’s 1.58 million Arts Attendees: Local vs. Non-Local

Non-Resident Attendees: 352,669 (22%)

Resident Attendees: 1,228,807 (78%)
Delaware’s Arts Attendees: Spend $26.57 Per Person, Per Event
Delaware’s Non-Resident Arts Attendees: Spend $58.87 Per Person, Per Event

- Transportation: $6.57
- Souvenirs: $6.34
- Clothing: $2.37
- Meals & Refreshments: $25.41
- Lodging: $10.45
- Other: $7.73
How Delaware Stacks Up:
Event-Related Spending by Audiences
(Per Person, Per Event, Excl. Admission)

- Delaware: $26.57
- Similar Population Areas: $23.61 (Population 500,000 to 999,999)
- National Average: $22.87
How Delaware Stacks Up:
Spending By Nonprofit Arts Organizations

- Delaware: $100,393,885
- Similar Population Areas: $100,442,018
  (Population 500,000 to 999,999)
Volunteerism . . . An Impact Beyond Dollars

- 10,196 volunteers in 2005
- Donated 409,612 hours
- A Value of $7.2 million
Delaware’s Nonprofit Arts Industry

- Attracts Audiences
- Spurs Business Development
- Supports Jobs
- Generates Government Revenue
Industry Comparisons Nationally

Percentage of U.S. Workforce During 2000

- Nonprofit Arts Organizations: 0.78
- Elementary School Teachers: 1.10
- Accountants/Auditors: 0.67
- Lawyers: 0.47
- Police Officers: 0.42
- Physicians/Surgeons: 0.41
- Computer Programmers: 0.40
- Farming, Fishing, and Forestry: 0.32
- Firefighters: 0.18
- Professional Athletes: 0.04
Nationally, Nonprofit Arts are a $134 Billion Industry

Total Economic Impact of the Nonprofit Arts Industry
(Includes both organization and audience expenditures)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Expenditures</td>
<td>$134.0 billion</td>
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<tr>
<td>Full-Time Equivalent Jobs</td>
<td>4.85 million</td>
</tr>
<tr>
<td>Resident Household Income</td>
<td>$89.4 billion</td>
</tr>
<tr>
<td>Local Government Revenue</td>
<td>$6.6 billion</td>
</tr>
<tr>
<td>State Government Revenue</td>
<td>$7.3 billion</td>
</tr>
<tr>
<td>Federal Income Tax Revenue</td>
<td>$10.5 billion</td>
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</table>
The Arts Mean Business!

www.artsdel.org