

# Economic Impact Nonprofit Arts & Culture Industry Central Florida Region



The Central Florida Region includes: Counties **Brevard, Lake, Polk, Orange\***,  
**Osceola\*, Seminole\*, Volusia\*** Cities **City of Orlando\*, City of Winter Park\***  
\*Breakout reports available.

# \$264 MILLION

Total **DOLLARS** generated  
by arts and cultural organizations and  
their audiences in direct economic activity

# 8,966

Number of (FTE) **JOBS** supported  
by the arts and culture industry

# \$36 MILLION

Culture-related **REVENUE**  
generated for state and local governments

“The arts foster economic  
development, education  
and tourism, as well as  
attract and retain high-level  
businesses. Support for the



arts is a terrific  
investment in the  
betterment of our  
community.”

Flora Maria Garcia  
President & CEO  
United Arts of Central Florida

Arts & Economic Prosperity IV  
demonstrates that the nonprofit arts  
and culture industry is an economic  
driver in communities—a growth industry  
that supports jobs, generates govern-  
ment revenue, and is a cornerstone  
of tourism.

THE **Arts** MATTER

[www.TheArtsMatter.com](http://www.TheArtsMatter.com)

For our children — for our economy — for our community

**National study results:**

- **\$135.2 billion economic activity**
- **4.1 million full-time jobs**
- **\$22.3 billion revenue to federal,  
state and local government**

**Contact:**

Trudy Wild  
Trudy@UnitedArts.cc  
407.628.0333 x223  
[www.UnitedArts.cc](http://www.UnitedArts.cc)

For more information about the study:

- [AmericansForTheArts.org/EconomicImpact](http://AmericansForTheArts.org/EconomicImpact)
- <http://tinyurl.com/UAresearch>



Source: Americans for the Arts' Arts & Economic Prosperity IV:  
The Economic Impact of Nonprofit Arts and Culture Organizations  
and Their Audiences in the Central Florida Region. (2010)

**United Arts**  
OF CENTRAL FLORIDA

## The Economic Impact of Nonprofit Arts and Culture Organizations and Their Audiences in the Central Florida Region (Fiscal Year 2010)

Direct Economic Activity	Arts and Culture Organizations	+	Arts and Culture Audiences	=	Total Industry Expenditures
Total Industry Expenditures	\$98,950,181		\$165,039,213		\$263,989,394

### 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	3,690		5,276		8,966
Household Income Paid to Residents	\$83,044,000		\$116,811,000		\$199,855,000
Revenue Generated to <u>Local</u> Government	\$4,338,000		\$10,911,000		\$15,249,000
Revenue Generated to <u>State</u> Government	\$4,962,000		\$15,634,000		\$20,596,000

### Event-Related Spending by Arts and Culture Audiences Totaled \$165 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	5,060,378		844,381		5,904,759
Percentage of Total Attendance	85.7%		14.3%		100%
Average Event-Related Spending Per Person	\$22.03		\$63.43		\$27.97
Total Event-Related Expenditures	\$111,480,128		\$53,559,085		\$165,039,213

### Nonprofit Arts and Culture Event Attendees Spend an Average of \$27.97 Per Person (excluding the cost of admission)

Category of Event-Related Expenditure	Resident* Attendees	Non-Resident* Attendees	All Cultural Audiences
Meals and Refreshments	\$13.78	\$23.69	\$15.20
Souvenirs and Gifts	\$2.26	\$4.82	\$2.63
Ground Transportation	\$2.65	\$9.26	\$3.59
Overnight Lodging (one night only)	\$0.91	\$21.10	\$3.80
Other/Miscellaneous	\$2.43	\$4.56	\$2.75
Average Event-Related Spending Per Person	\$22.03	\$63.43	\$27.97

\* For the purpose of this study, residents are attendees who live within the seven-county Central Florida Region; 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 Central Florida Region*. For more information about this study or about other cultural initiatives in the Central Florida Region, visit United Arts of Central Florida's web site at [www.UnitedArts.cc](http://www.UnitedArts.cc).

Copyright 2012 by Americans for the Arts ([www.AmericansForTheArts.org](http://www.AmericansForTheArts.org)).

## 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 Central Florida Region, 135 of the approximately 511 total eligible nonprofit arts and culture organizations identified by United Arts of Central Florida participated in this study—an overall participation rate of 26 percent. The organizations that participated are listed below:**

Arts and Cultural Alliance of Central Florida; Central Florida Ballet Inc; Central Florida Film Festival Inc; Comma Gallery; Cpl Larry E Smedley National Vietnam War Museum; Florida Opera Theatre Inc.; Florida Theatrical Association/FAIRWINDS Broadway in Orlando; Global Peace Film Festival; Harry P. Leu Gardens; Holy Land Experience and Scriptorium; International Fringe Festival of Central Florida; Mad Cow Theatre Company; Michelee Puppets Inc; OLA Fest (Awakening Art & Culture); Orange County Regional History Center; Orlando Ballet; Orlando City Ballet/dba Russian Ballet; Orlando Concert Band; Orlando Downtown Arts District/CityArts Factory; Orlando Museum of Art Inc; Orlando Repertory Theatre, Inc.; Orlando Science Center, Inc.; Orlando Shakespeare Theater, Inc.; Playwrights' Round Table Inc.; Shine Performing Arts Training Center; Southwest United Communities; Talako Indian Dancers Family Club; The Jack Kerouac Writers In Residence Project; The Mennello Museum of American Art, Inc.; The Orlando Philharmonic Orchestra, Inc.; Voci Dance, Inc.; Yow Dance Inc.; Albin Polasek Museum & Sculpture Garden; Bach Festival Society Of Winter Park; Casa Feliz Historic Home Museum; Cornell Fine Arts Museum at Rollins College; Crealde School of Art; Florida Symphony Youth Orchestra, Inc.; MAGIC OF BRONZE; Messiah Choral Society; Orlando Chapter of USA Dance, Inc.; Orlando Gay Chorus; Pinocchio's Marionette Theater; Project Imagination; The Center for Contemporary Dance Inc.; The Charles Hosmer Morse Museum of American Art; The Winter Park Playhouse, Inc.; Winter Park Historical; Winter Park Library; Winter Park Sidewalk Festival; Association to Preserve the Eatonville Community; Centre for Dance & the Performing Arts; Enzian Theatre Inc.; Fantasyland Theat. Prod. & Chrysalis Winterguard; Florida Marching Band Tournament; Garden Theatre, Inc.; Hapco Music Foundation; Holocaust Memorial Resource & Education Center of Florida; Maitland Area Chamber of Commerce; Maitland Art and History Association, dba Art and History Museums Maitland; Performing Arts of Maitland Inc.; United Arts of Central Florida, Inc.; Winter Garden Heritage Foundation Inc.; Osceola Center For The Arts; Osceola County Historical Society Inc.; Ozilly Connections, Inc.; Arts On The Park Inc; Exploration V Children's Museum, Inc.; Imperial Symphony Orchestra; Joe Tedder Tax Collector/Kids Tag Art; Lake Wales Arts Council; Lakeland Choral Society Inc.; Lakeland Community Theatre, Inc.; Polk County Historical Museum; Ramon Theater; Theatre Winter Haven; Asian Cultural Association; Creative Sanford, Inc.; Emotions Dance Inc; Florida Young Artists Orchestra; Jd Thomas Cultural Center, Inc.; Pinocchio's Marionette Theater; Seminole Cultural Arts Council; St Johns River Festival Of The Arts; Steinway Society of Central Florida Inc.; Wayne Densch Performing Arts Center; Wekiva River Players Inc; African American Museum of the Arts; Art League of Daytona Beach; ArtHaus Foundation; Artists' Workshop of New Smyrna Beach, Inc.; Atlantic Center for the Arts, Inc.; Cinematique of Daytona Beach; Commemorative Air Force; Daytona Beach Choral Society; Daytona Beach Symphony Society, Inc.; Daytona Playhouse; DeBary Hall Historic Site; DeLand Fall Festival of the Arts; Dutton House; Florida Museum for Women Artists; Gateway Center for the Arts; Halifax Historical Museum; Heritage Preservation Trust; IMAGES: A Festival of the Arts; Iranian American Society of Daytona Beach; Little Theatre of New Smyrna Beach, Inc; Museum of Arts & Sciences; Museum of Florida Art; Ormond Beach Historical Society, Inc.; Ormond Memorial Art Museum & Gardens; Peabody Auditorium; Pioneer Settlement for the Creative Arts, Inc.; Sand Theater Center/Athens Theatre; Shoestring Theatre; Sister Cities of Volusia County; Surfscapes Contemporary Dance Theater; Volusia Community Symphony; VSA Arts of Florida, Volusia County Affiliate; West Volusia Historical Society; Brevard Children's Chorus; Brevard Cultural Alliance; Brevard Symphony Orchestra; Central Florida Folk Inc; East Coast Zoological Society of Florida, Inc. dba Brevard Zoo; Melbourne Art Festival; Melbourne Chamber Music Society, Inc.; Titusville Playhouse; Bay Street Players Inc.; Icehouse Players; Lake Eustis Museum of Art; Leesburg Center for the Arts; Melon Patch Theatre; Mount Dora Center for the Arts, Inc.; and Mount Dora Music Fest.

## 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 Central Florida Region, a total of 6,076 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 Central Florida Region, project economists customized an input-output model based on the local dollar flow between 533 finely detailed industries within the economy of Brevard, Lake, Orange, Osceola, Polk, Seminole, and Volusia Counties. 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.