



# THE ARTS

A Driving Force in Saint Paul's  
Economy

## WHAT OTHERS ARE SAYING ABOUT THE ARTS AND ECONOMIC IMPACT

"This careful accounting shows that the modest public investments we make in Minnesota's arts centers and artists multiply through local economies, providing jobs for employees, sales for suppliers, and patronage for small proprietors. Minnesota's arts dollars leaven the creative economy in towns as tiny as New York Mills or Lanesboro and as large as the Twin Cities, accounting for the high proportion of artists in our midst and infusing artistic talent into business-building and community problem-solving."

— Ann Markusen, Economist, Professor and Director  
Project on Regional and Industrial Economics  
Humphrey Institute of Public Affairs

"The arts, culture and entertainment sectors are critical to the economic vitality and livability of this region. Clearly, a community that offers these amenities provides a huge draw for companies that may want to do business and for employees who will want to live and work here."

— Cynthia Leshner, President and CEO  
Northern States Power Company – Minnesota, An Xcel Energy company  
(From "Arts, Culture, and Entertainment: A Vision for Saint Paul," 2004)

"There is, right now, tremendous focus and consensus on making even more of arts, culture, and entertainment as an essential asset to our city's economic development as well as quality of life. We've recognized the value of this sector, from individual artist to major entertainment businesses."

— Jane Eastwood, Vice President of Marketing, Communications, and Sales  
Science Museum of Minnesota  
President of the Board of Directors, Arts and Culture Partnership of Saint Paul

"We can always tell when there's a play at the Long Lake Theater because our restaurant is full."

— Kim Rugroden, server at the Hilltop Inn  
Hubbard, MN, pop. 90 (est.)

"An arts-based economy can enhance state efforts to diversify rural economies, generate revenue, improve the quality of life, and attract visitors and investment. Rural areas often feature various arts and cultural industries, which, with some assistance, can become productive economic sectors. In addition to stimulating substantial employment and tax revenues, arts enterprises are highly entrepreneurial, readily available in many communities, and attractive to tourists. The arts also create a highly desirable quality of life that draws businesses and knowledge workers to further stimulate the economy."

— *Strengthening Rural Economies through the Arts*  
National Governors Association Center for Best Practices, 8/30/05

# Table of Contents

## i Forewords

- i Invest in the Arts  
by Sheila Smith, Executive Director  
Minnesota Citizens for the Arts
- ii Study the Arts  
by Mary Minnick-Daniels (Mora), Chair  
Forum of Regional Arts Councils of Minnesota

## iii Findings: City of Saint Paul, MN

- iii Defining Economic Impact
- iv Economic Impact of the Nonprofit Arts and Culture
- vi Economic Impact of Arts and Culture Organizations
- vii Economic Impact of Arts and Culture Audiences
- viii Out-of-Towners Spend More
- ix Arts and Culture Volunteerism and In-Kind Contributions:  
An Economic Impact Beyond Dollars
- ix Surveys of Arts and Culture Organizations
- ix Surveys of Arts and Culture Audiences
- x Studying Economic Impact Using Input/Output Analysis
- xi Conclusion
- xi End Notes
- xii In Appreciation

## xiv Appendices

- xiv Appendix A: Economic Impact of the Arts and Culture in  
Minnesota—A Statewide Perspective
- xv Appendix B: The Survey Toolkit for Arts and Culture  
Organizations in Saint Paul
- xviii Appendix C: Location of Minnesota's Arts Regions

*The Arts: A Driving Force in Saint Paul's Economy* has been developed using the survey data collected for a statewide economic impact study that was conducted by Minnesota Citizens for the Arts (MCA) and the Forum of Regional Arts Councils of Minnesota (FRACM) in partnership with the Metropolitan Regional Arts Council and Americans for the Arts. The Saint Paul study was funded by the Arts & Culture Partnership of Saint Paul.

The statewide project was primarily funded by The McKnight Foundation. Additional partners included the Twin Cities Performing Arts Research Coalition funded by the Pew Charitable Trusts, and Minnesota Arts Communicators.

All project partners work together to represent and serve communities across Minnesota and the nation, and to create opportunities for every American to participate in and appreciate the arts and culture.

All reports are available for downloading on MCA's website at [www.mtn.org/mca](http://www.mtn.org/mca).

Copyright 2006, Minnesota Citizens for the Arts and the Forum of Regional Arts Councils of Minnesota.

Printed in the United States.

“Throughout McKnight’s history of arts and culture funding, we’ve consistently seen the great value the arts and culture bring to the quality of our communities. The arts and culture can play a central role in regional economic growth and vitality; investing in them is both good policy and good business.”

— Peg Birk, McKnight Foundation Interim President

“Understanding and acknowledging the incredible economic impact of the nonprofit arts and culture, we must always remember the fundamental value of the arts and culture. They foster beauty, creativity, originality, and vitality. The arts and culture 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

“Investments in the arts are investments in the human spirit but also in the economic development of our community. Minnesotans and all Americans look to the arts for education, entertainment and enlightenment.”

— Congresswoman Betty McCollum

# Invest in the Arts

By Sheila Smith, Executive Director, Minnesota Citizens for the Arts

The statewide report *The Arts: A Driving Force in Minnesota's Economy* reveals that the nonprofit arts and culture industry is a mover and shaker in Minnesota's economy, with **\$838.5 million** in annual economic activity that supports **22,095 full-time jobs** and generates more than **\$94 million in state and local government revenues**. The report also shows that Minnesotans are enthusiastic consumers of arts and culture: in 2004 total audience participation in the state was **14,487,592 million attendees**.

The message is simple: the nonprofit arts and culture are an important industry throughout the state contributing to Minnesota's bottom line and helping to create vibrant local economies. It's important to note that while it is no surprise that the Twin Cities metropolitan area supports a robust arts and culture economy, the reports also shows a significant economic impact in every other area of Minnesota. The eleven regional reports demonstrate that the excellence, scope, and diversity of cultural activity in every corner of the state go beyond contributing to Minnesota's quality of life: the arts and culture make a significant contribution to the state's economy.

The return on state arts and culture funding is dynamic. For a very small investment by the state of Minnesota, the arts and culture industry can be leveraged to create jobs, to revitalize both neighborhoods and rural communities, and to educate our children while helping to drive Minnesota's economy. Minnesota invests in the arts and culture primarily via grants from the Minnesota State Arts Board and Regional Arts Councils. Each legislative dollar invested is matched by local dollars. There is a return on investment to the state of nearly \$11 for every state dollar invested. That's economic development in action.

# Study the Arts

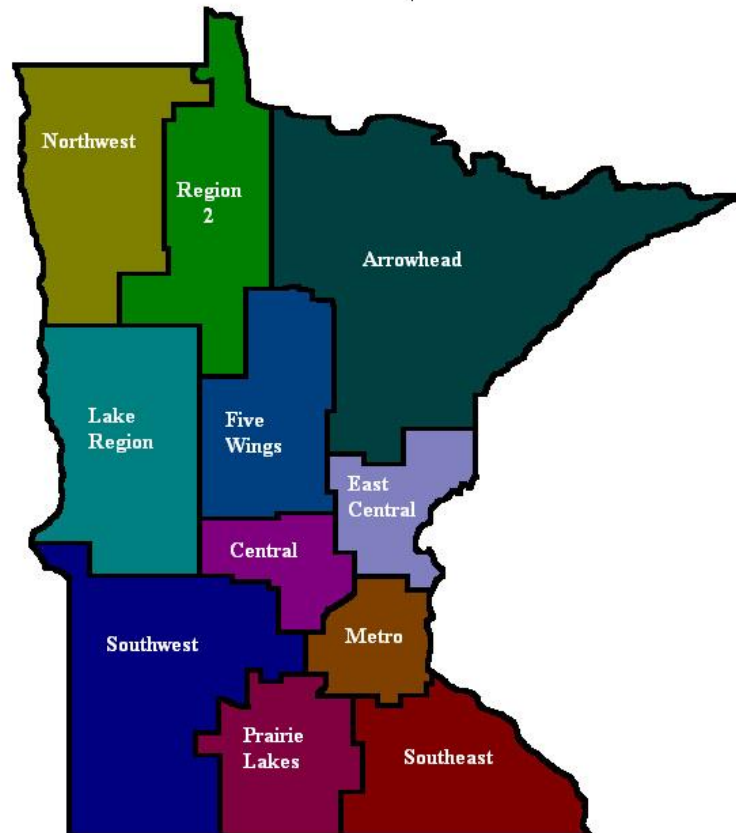
By Mary Minnick-Daniels (Mora), Chair of the Forum of Regional Arts Councils of Minnesota

As we work to improve the economy of our state, this report demonstrates the importance of the arts and culture as a contributor to the economic health of individual communities and the state as a whole. Other classic Minnesota industries such as mining, farming or financial services are frequently touted as important Minnesota industries, worthy of study and support; while the arts and culture have been used to demonstrate “quality of life” issues.

According to a 2001 report by the National Governor’s Association Center for Best Practices, “if states intend to build their economies on the jobs of the future and improve rural communities they must cultivate a creative workforce and attract arts and culture-based businesses.”

In offering this report for public discussion, we hope every citizen, every public official, every economic development director and every journalist will think seriously about the arts and culture and their value to both our economy and to our daily lives.

Minnesota’s  
Arts Regions:



# Findings: City of Saint Paul, MN

*The Arts: A Driving Force in Saint Paul's Economy* provides compelling new evidence that the nonprofit arts and culture are a significant industry in Saint Paul—one that generates \$310 million in local economic activity. This spending—\$184.1 million by nonprofit arts and culture organizations and an additional \$126 million in event-related spending by their audiences—supports 8,205 full-time jobs, generates \$243 million in household income to local residents, and delivers \$35 million in local and state government revenue. This economic impact study sends a strong signal that when we support the arts and culture, we not only enhance our quality of life, but also invest in Saint Paul's economic well-being.

In 2002, Americans for the Arts published *Arts & Economic Prosperity*, the first-ever national study of the economic impact of spending by nonprofit arts organizations and their audiences. Detailed expenditure data were collected from 3,000 arts organizations and 40,000 arts attendees in 91 communities across 34 states. The national study focused solely on the economic impact of the nonprofit arts organizations and event-related spending by their audiences. Not included in the study was spending by individual artists, and the for-profit arts and entertainment sector. The objective of the national study was to document the experience of a cross-section of American communities and demonstrate the economic gain from investing in the arts and culture.

This report presents the findings of a new study measuring the economic impact of the nonprofit arts and culture industry in Saint Paul. The data used are part of a statewide effort to gather data

on the economic impact of the arts and culture in Minnesota which included eleven regional studies in addition to a statewide study conducted in 2004-5. The methodology used is identical to the national study methodology, providing the ability to compare the results for Saint Paul with those of the national study participants.

## Defining Economic Impact

**Full-Time Equivalent (FTE) Jobs** describes the total amount of labor employed.

**Resident Household Income** (often called Personal Income) includes salaries, wages, and entrepreneurial income paid to local residents.

**Revenue to Local and State Government** includes funds to city, county, and state governments, and special districts. It includes taxes as well as license and filing fees, etc.

## Economic Impact of the Nonprofit Arts and Culture Industry in Saint Paul

Total spending by nonprofit arts and culture organizations and their audiences totaled \$310 million in Saint Paul during 2004. 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 City of Saint Paul** (Spending by Nonprofit Arts Organizations and their Audiences)

	Saint Paul, MN	Population of 250,000 to 499,999 (Similar Regions)	National Average
Total Expenditures	\$310,088,105	\$77,523,099	\$75,089,991
Full-Time Equivalent Jobs	4,717	1,553	1,519
Resident Household Income	\$108,551,000	\$34,025,250	\$33,248,748
Local Government Revenue	\$1,866,000	\$1,395,833	\$1,204,608
State Government Revenue	\$9,699,000	\$2,238,250	\$2,174,675

These direct economic impacts create an additional *indirect* economic impact on Saint Paul's economy. Consider this example:

A theatre company purchases a gallon of paint from the local hardware store for ten dollars (that is the "direct economic impact"). The hardware store then uses a portion of the ten dollars to pay the sales clerk's salary; the sales clerk re-spends some of the money for groceries; the grocery store in turn uses some of the money to pay its cashier; the cashier spends some to pay his utility bill; and so on (these are the "indirect economic impacts").

Thus, the original ten dollars from the theatre has been "re-spent" several times. The local expenditures will continue to have an economic impact on the local economy until the money eventually "leaks out" of the region (i.e., is spent non-locally). The total economic impact is the combination of the direct impact and the indirect impact. The table below details the total economic impact of spending by Saint Paul's nonprofit arts and culture industry.

**Total Economic Impact of the Nonprofit Arts and Culture Industry in the City of Saint Paul** (Spending by Nonprofit Arts Organizations and their Audiences)

	Saint Paul, MN	Population of 250,000 to 499,999 (Similar Regions)	National Average
Total Expenditures	\$310,088,105	\$77,523,099	\$75,089,991
Full-Time Equivalent Jobs	8,205	2,485	2,388
Resident Household Income	\$242,670,000	\$54,460,500	\$51,914,667
Local Government Revenue	\$7,442,000	\$3,016,417	\$2,835,240
State Government Revenue	\$27,560,000	\$4,735,250	\$4,534,449

## Economic Impact of Nonprofit Arts and Culture Organizations in Saint Paul

Arts and culture organizations are responsible members of the business community. They are employers, consumers, members of the chamber of commerce, and key participants in the marketing and promotion of their cities and regions. Their spending in Saint Paul was \$184 million during fiscal year 2004. The impact of this spending is far reaching: organizations pay their employees,

purchase supplies, contract for services, and acquire assets. These actions, in turn, support jobs, create income, and generate government revenue.

Data were collected from 47 nonprofit arts and culture organizations in Saint Paul. Each provided budget data about more than 40 expenditure categories for fiscal year 2004 as well as their total attendance figures. No attempt was made to quantify the spending of non-respondents.

### Direct Economic Impact of Spending by Nonprofit Arts and Culture Organizations in the City of Saint Paul

	Saint Paul, MN	Population of 250,000 to 499,999 (Similar Regions)	National Average
Total Expenditures	\$184,100,469	\$30,035,916	\$35,370,351
Full-Time Equivalent Jobs	2,465	436	520
Resident Household Income	\$68,624,000	\$16,975,615	\$19,082,681
Local Government Revenue	\$1,113,000	\$218,846	\$405,275
State Government Revenue	\$2,040,000	\$521,077	\$493,088

### Total Economic Impact of Spending by Nonprofit Arts and Culture Organizations in the City of Saint Paul

	Saint Paul, MN	Population of 250,000 to 499,999 (Similar Regions)	National Average
Total Expenditures	\$184,100,469	\$30,035,916	\$35,370,351
Full-Time Equivalent Jobs	4,879	933	1,009
Resident Household Income	\$160,904,000	\$25,594,692	\$27,734,011
Local Government Revenue	\$4,418,000	\$896,231	\$1,408,780
State Government Revenue	\$13,071,000	\$1,552,231	\$1,421,099

## Economic Impact of Nonprofit Arts and Culture Audiences in Saint Paul

The nonprofit arts and culture industry, unlike most industries, leverages significant event-related spending by its audiences. Attendance generates commerce for local businesses such as hotels, restaurants, and retail stores. For example, when patrons attend an event they may park their car in a toll garage, purchase dinner at a restaurant, and pay a babysitter.

To measure the impact of arts and culture audiences in Saint Paul, data were collected

from 108 event attendees during 2005.

Researchers used an audience-intercept methodology, a standard technique in which the interviewer asks a patron to complete a survey about their event-related spending. To ensure reliability, surveys were collected at a diverse sample of events and exhibitions.

The 47 organizations that participated in the study reported that their total attendance to nonprofit arts and culture events during 2004 was 5,514,877. These 5.5 million attendees spent a total of \$126 million—an average of \$22.83 per person, per event, *not including the cost of admission*.

### Direct Economic Impact of Spending by Nonprofit Arts and Culture Audiences in the City of Saint Paul

	Saint Paul, MN	Population of 250,000 to 499,999 (Similar Regions)	National Average
Total Expenditures	\$125,987,636	\$45,489,122	\$41,404,150
Full-Time Equivalent Jobs	2,252	1,094	1,000
Resident Household Income	\$39,927,000	\$15,984,000	\$14,166,067
Local Government Revenue	\$753,000	\$1,162,417	\$799,333
State Government Revenue	\$7,659,000	\$1,686,500	\$1,681,587

### Total Economic Impact of Spending by Nonprofit Arts and Culture Audiences in the City of Saint Paul

	Saint Paul, MN	Population of 250,000 to 499,999 (Similar Regions)	National Average
Total Expenditures	\$125,987,636	\$45,489,122	\$41,404,150
Full-Time Equivalent Jobs	3,326	1,496	1,381
Resident Household Income	\$81,766,000	\$27,213,833	\$24,849,040
Local Government Revenue	\$3,024,000	\$2,061,667	\$1,761,653
State Government Revenue	\$14,489,000	\$3,083,583	\$3,006,649

## Out-of-Towners Spend More

In addition to spending data, survey respondents were asked to provide their home zip codes, enabling researchers to determine which attendees were local (i.e., reside within Saint Paul) and which were non-local (reside outside Saint Paul). In Saint Paul 41.7 percent of the 5.5 million nonprofit arts and culture attendees were local; 58.3 percent were non-local.

Non-local arts and culture attendees spent an average of 136 percent more than local attendees (\$30.08 vs. \$12.73). As would be expected from a traveler, higher spending was found in the categories of lodging, meals, retail, and transportation. These data demonstrate that when a region attracts cultural tourists, it stands to harness significant economic rewards.

### Event-Related Spending by Arts and Culture Audiences Totaled \$126 million in the City of Saint Paul (not including the cost of event admission) See End Notes 1 & 2

	Saint Paul Resident Arts Attendees	Saint Paul Non-Resident Arts Attendees	All Saint Paul Arts Attendees
Attendance Nonprofit Arts Events	2,299,704	3,215,173	5,514,877
Percentage of Attendees Resident/Non-Resident	41.7%	58.3%	100%
Average Dollars Spent Per Attendee	\$12.73	\$30.08	\$22.83
<b>Total Event-Related Spending</b>	<b>\$29,275,232</b>	<b>\$96,712,404</b>	<b>\$125,987,636</b>

### Nonprofit Arts and Culture Event Attendees Spend an Average of \$22.83 Per Person in the City of Saint Paul (not including the cost of event admission) See End Notes 1 & 2

	Saint Paul Resident Arts Attendees	Saint Paul Non-Resident Arts Attendees	All Saint Paul Arts Attendees
Refreshments/Snacks During Event	\$1.80	\$2.72	\$2.34
Meals Before/After Event	\$5.85	\$9.62	\$8.05
Souvenirs and Gifts	\$2.31	\$7.86	\$5.54
Clothing/Accessories	\$1.12	\$0.00	\$0.46
Ground Transportation	\$1.65	\$4.24	\$3.16
Event-Related Child Care	\$0.00	\$0.56	\$0.32
Overnight Lodging (one night only)	\$0.00	\$4.68	\$2.73
Other	\$0.00	\$0.40	\$0.23
<b>Average Event-Related Spending (Per Person)</b>	<b>\$12.73</b>	<b>\$30.08</b>	<b>\$22.83</b>

## Arts and Culture Volunteerism and In-Kind Contributions: An Economic Impact Beyond Dollars

*The Arts: A Driving Force in Saint Paul's Economy* reveals a significant contribution to nonprofit arts and culture organizations as a result of volunteerism. In 2004, 13,432 arts and culture volunteers donated 295,067 hours to Saint Paul's nonprofit arts and culture organizations. This represents a donation of time with an estimated value of \$5,178,426 (Independent Sector estimates the value of the average 2004 volunteer hour at \$17.55).<sup>3</sup> While these arts and culture volunteers may not have an economic impact as defined in this study, they clearly have an enormous impact on their communities by assisting in keeping arts and culture organizations functioning as a viable industry.

The nonprofit arts and culture organizations surveyed for this study were also asked about the sources and value of their in-kind support (i.e., donated assets and services, such as office space). The 47 responding nonprofit arts and culture organizations in Saint Paul received in-kind contributions with a total value of \$1,457,261 during 2004 from businesses, local government, individuals, and other sources.

## Surveys of Arts and Culture Organizations

Minnesota Citizens for the Arts and the Forum of Regional Arts Councils of Minnesota identified eligible nonprofit arts and culture organizations for this study. Generally, the organizations chosen were economically active non-profits with primary

activities in the arts and culture area. The eligible organizations received a survey requesting detailed information about their fiscal 2004 expenditures (labor, local and non-local artists, operations, materials, facilities, and asset acquisition) as well as their attendance figures. The responding organizations—ranging from opera, public radio stations, and historical museums to weaving societies and arts service organizations—had annual budgets ranging from \$0 to \$54,390,000. Response rates for the eleven regions averaged 27.0 percent, and ranged from 17.8 percent to 79.4 percent. Each region's results are based solely on the actual survey data collected from its nonprofit arts and culture organizations, not on fiscal projections or extrapolations. The sub-100 percent response rates in the eleven regions strongly indicate an understatement of the economic impact findings in all of the regions that are documented in this report.

In Saint Paul, 47 of the 175 eligible organizations responded to the survey, a response rate of 27 percent. The responding organizations had a range of budgets from \$0 to \$54,390,000.

## Surveys of Arts and Culture Audiences

An audience-intercept methodology (patrons at nonprofit arts events are asked to complete a survey while attending the event) was used to measure spending by audiences at nonprofit arts and culture events during 2005. All eleven Minnesota regions collected data about audience spending. An average of 618 surveys was collected in each region at events ranging from museum exhibitions and arts festivals to opera performances and children's theater productions.

The randomly selected respondents detailed spending on attendance-related activities such as meals, souvenirs, transportation, and lodging.

Using total attendance data for 2004 (collected from the participating nonprofit arts and culture organizations), standard statistical methods were then used to derive a reliable estimate of total expenditures by attendees. The 6,889 audience-survey respondents were asked to provide information about the entire party with whom they were attending. With an average of more than three individuals per survey reported on, these data actually represent the spending patterns of more than 20,000 attendees to nonprofit arts organizations—significantly increasing the reliability of the data.

In Saint Paul, audience-intercept surveys were collected from 108 arts and culture event attendees during 2005.

## Studying Economic Impact Using Input/Output Analysis

To derive the most reliable economic impact data, economists used the method of input/output analysis to measure the impact of expenditures by the local nonprofit arts and culture industry and its audiences. This method is a standard procedure for demonstrating the impact of expenditures on communities (and has also been the basis for two Nobel Prize awards in economics). It is well suited for this study because the models can be customized specifically to each region to measure the industry directly and through the commerce that the industry creates. An input/output model is a system of mathematical equations that combines statistical methods and economic theory. It traces how many times a dollar is “re-spent” within the local economy and the economic impact of each of those rounds of spending. (See the example of how a dollar can be re-spent on page five of this report.)

The model for each region is customized 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 other local option taxes), as well as the survey data from nonprofit arts and culture organizations and their audiences.

# Conclusion

In total, nonprofit arts and culture are a \$310 million industry in Saint Paul—one that supports 8,205 full-time jobs and generates \$35 million in local and state government revenue. Nonprofit arts and culture organizations in Saint Paul, which spend \$184 million annually, leverage a remarkable \$126 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. *The Arts: A Driving Force in Saint Paul's Economy* demonstrates that investing in arts and culture yields significant economic benefits and lays to rest a common misconception: that communities support the arts and culture at the expense of local economic development. This report shows conclusively that that the arts are a driving force in Saint Paul's economy.

## End Notes

- 1 The methodology used to calculate the estimated arts audience spending in the City of Saint Paul was different than the methodology used to calculate the estimated audience spending figures for the eleven Minnesota arts regions and the statewide study. This is due to a definitional change in how “resident” and “non-resident” audiences are determined. In Saint Paul, a “resident” is defined as an arts event attendee who is a resident of the city, and a “non-resident” is defined as an arts event attendee who resides outside the city. In Minnesota's eleven arts regions, a “resident” is defined as an arts event attendee who is a resident of the region in which the arts event took place; a “non-resident” is defined as an attendee who resides outside the region. In the statewide study, a “resident” is defined as an arts event attendee who is a resident of Minnesota and a “non-resident” is any attendee who does not reside in Minnesota. **As a result of these definitional changes, the audience spending figures (and the associated economic impact findings) for the Saint Paul study are not directly comparable to the audience-related findings for the eleven arts regions and to the statewide report.**
- 2 The audience spending totals may not be exact due to rounding. For example, while the average per person expenditure by residents of Minnesota is listed in this report as \$12.73, the actual figure used to calculate the total spending by residents included several decimal more points.
- 3 *Giving and Volunteering in the United States 2004*, Independent Sector, 2005.

## In Appreciation

This project is a collaboration of the **Forum of Regional Arts Councils of Minnesota** (RAC Forum) and **Minnesota Citizens for the Arts** (MCA), principle partners, with major funding provided by **The McKnight Foundation**. Additional partners include the **Twin Cities Performing Arts Research Coalition** (PARC) project funded by the Pew Charitable Trusts, and **Minnesota Arts Communicators**. Twelve studies were conducted statewide. The project was managed by MCA, while each of the state's eleven regional arts councils coordinated audience surveys and data release events in their own regions. **Americans for the Arts**, the study's national partner, created the economic models for the twelve studies, and also provided secure web-based surveying tools.

The Saint Paul study was funded by the Arts & Culture Partnership of Saint Paul.

### **Thank you to the following:**

**Project Manager:** Sheila Smith, Minnesota Citizens for the Arts

**Regional Coordinator:** Carolyn Bye, Metropolitan Regional Arts Council

**Survey Collection:** Carolyn Bye, Jane Gelbmann, Greg Nielson, Mary Ann Pulk, Bill Venne, Ann Spencer, Nancy Lee, and Kara Skahen

**Americans for the Arts:** Benjamin Davidson, Director of Research

**RAC Forum Coordinator:** Carolyn Bye, Metropolitan Regional Arts Council

**Staff Support:** Kate Hannaher and Jane Gelbmann, Minnesota Citizens for the Arts

### **Minnesota Citizens for the Arts**

Minnesota Citizens for the Arts is a statewide arts and culture advocacy organization whose mission is to ensure opportunity for all people to have access to and involvement in the arts and culture. MCA organizes the arts and culture community and lobbies the Minnesota State Legislature and Congress on issues pertaining to the nonprofit arts and culture and conducts original research. MCA works with over 32,000 arts and culture advocates in Minnesota. For more information on MCA, this project or statistics about the arts and culture in Minnesota, please contact MCA Executive Director Sheila Smith at 651-251-0868, by email at [she-mca@mtn.org](mailto:she-mca@mtn.org), or view MCA's website: <http://www.mtn.org/mca>.

### **Metropolitan Regional Arts Council**

The Metropolitan Regional Arts Council (MRAC) promotes incorporation of the arts into the daily life of communities by providing leadership, advocacy, grants and services. MRAC's service area includes Anoka, Carver, Dakota, Hennepin, Ramsey, Scott and Washington counties. MRAC supports arts organizations and community groups involved in projects that provide opportunities to engage in the process of creating art as well as opportunities to experience the art of others. MRAC is one of eleven regional arts councils in Minnesota that provide grants and services based on the needs of individual regions. MRAC's funding is provided by the Minnesota State Legislature, The McKnight Foundation, and other sources. Contact MRAC at 651-645-0402 or at [mrac@mrac.org](mailto:mrac@mrac.org) or [www.mrac.org](http://www.mrac.org).

## **The Forum of Regional Arts Councils of Minnesota**

The Forum of Regional Arts Councils of Minnesota serves as the voice of and advocate for small arts and culture organizations and community-based arts and culture activities throughout Minnesota by working in partnership with the Minnesota State Arts Board, Minnesota Citizens for the Arts and others. The Forum's Chair is Mary Minnick-Daniels in Mora, 320-679-4065 extension 30 / [ecac@ecrdc.org](mailto:ecac@ecrdc.org).

## **The Arts & Culture Partnership of Saint Paul**

The Arts & Culture Partnership strengthens arts and cultural organizations in Saint Paul through marketing, advocacy and securing public and private funding. Its goals are to conduct joint marketing activities, provide an active and resonant voice on critical public issues affecting the arts and culture community of Saint Paul, and secure local formula-based operating support for Saint Paul arts and culture organizations. Contact the Arts & Culture Partnership at 651-292-3259 or at [acp@stpaulculture.com](mailto:acp@stpaulculture.com).

## **Saint Paul's Participating Nonprofit Arts Organizations**

This study could not have been completed without the cooperation of the following 47 nonprofit arts and culture organizations in Saint Paul that provided detailed financial information:

Actors Theater of Minnesota, Saint Paul. American Composers Forum, Saint Paul. Anodyne Artist Company Inc., Saint Paul. Arab Artists of the Twin Cities, Saint Paul. Ballet Minnesota, Saint Paul. CAAM Chinese Dance Theater, Saint Paul. Center for Hmong Arts and Talent, Saint Paul. Charcoal Line Project, Saint Paul. College of Visual Arts, Saint Paul. Como Zoo and Conservatory Society, Saint Paul. COMPAS, Saint Paul.

Cultural Catalyst, Saint Paul. East Metro Music Academy, Saint Paul. East Side Arts Council, Saint Paul. FORECAST Public Artworks, Saint Paul. Graywolf Press, Saint Paul. History Theatre, Saint Paul. Hmong Cultural Center, Saint Paul. IFP Minneapolis/St. Paul, Saint Paul. In Progress, Saint Paul. Metropolitan Regional Arts Council, Saint Paul. Minnesota Brass, Inc. Drum and Bugle Corps, Saint Paul. Minnesota Children's Museum, Saint Paul. Minnesota Citizens for the Arts, Saint Paul. Minnesota Historical Society, Saint Paul. Minnesota Public Radio, Saint Paul. Minnesota sur Seine, Saint Paul. Minnesota Transportation Museum, Saint Paul. Minnesota Youth Symphonies, Saint Paul. Mounds Theater Company, Saint Paul. North Star Opera, Saint Paul. Ordway Center for the Performing Arts, Saint Paul. Rose Ensemble, Saint Paul. Saint Paul Chamber Orchestra, Saint Paul. Saint Paul Community Education Youth Program, Saint Paul. Schubert Club, Saint Paul. Science Museum of Minnesota, Saint Paul. Sounds of Hope, Ltd., Saint Paul. Springboard for the Arts, Saint Paul. St. Paul Art Collective, Saint Paul. SteppingStone Theatre, Saint Paul. Superclown Children's Art Gallery, Saint Paul. Teatro del Pueblo, Saint Paul. Theater Space Project, Saint Paul. Twin Cities Housing Development, Saint Paul. Twin Cities Women's Choir, Saint Paul. West 7th Fort Road Federation, Saint Paul. Zeitgeist, Saint Paul.

## **Saint Paul's Participating Arts Patrons**

Additionally, this study could not have been completed without the cooperation of the 108 arts and culture patrons who took the time to complete the audience survey while attending one of the following events in Saint Paul:

American Craft Council (Saint Paul Craft Show), Nimbus Theater Company (*Firebugs*), and North Star Opera (*Der Fledermaus*).

## **Additional Economic Impact Studies**

Americans for the Arts has conducted over 100 economic impact studies of the arts and culture in cities and states across America. For copies of these studies or for further information, refer to [www.artsusa.org](http://www.artsusa.org).

## Appendix A: The Economic Impact of the Arts and Culture in Minnesota—A Statewide Perspective

This project included studies measuring the economic impact of the nonprofit arts and culture in each of Minnesota's eleven arts regions in addition to producing a report for the entire state.

Each study has utilized the same methodology, requiring the collection of accurate local expenditure data, as well as the development of an economic input/output model customized for each region using local, state, and federal tax and commerce information.

The statewide study, *The Arts: A Driving Force in Minnesota's Economy*, showed the arts and culture are an \$838.5 million industry in Minnesota. Arts and culture organizations spend \$485.8 million annually, while arts and culture audiences account for \$352.7 million. Together, spending by arts and culture organizations and

their audiences support more than 22,000 full-time equivalent jobs in Minnesota.

**Copies of the statewide and eleven regional reports, and accompanying supporting materials, are available on Minnesota Citizens for the Arts' website, [www.mtn.org/mca](http://www.mtn.org/mca).**

# Appendix B: The Survey Toolkit for Arts and Culture Organizations in Saint Paul

## Economic Impact Per \$100,000 of Spending by Nonprofit Arts and Culture Organizations in this Region

To make it easier to compare the economic impacts of different organizations and communities, the project researchers calculated the economic impact per \$100,000 of local spending by nonprofit arts and culture

organizations in Saint Paul. Thus, for every \$100,000 in spending by a nonprofit arts and culture organization, there was the following total economic impact in Saint Paul (see the table below):

	Saint Paul, MN	Population of 250,000 to 499,999 (Similar Regions)	National Average
Full-Time Equivalent Jobs	2.65	3.19	3.12
Resident Household Income	\$87,400	\$82,949	\$76,842
Local Government Revenue	\$2,400	\$3,003	\$3,167
State Government Revenue	\$7,100	\$4,740	\$4,758

### An Example of How to Use this Table

An administrator from a nonprofit arts and culture organization in Saint Paul that has total expenditures of \$300,000 wants to determine the organization's economic impact on full-time equivalent **employment** on Saint Paul. The administrator would:

- Determine the amount spent by the arts and culture organization;
- Divide the expenditure by 100,000; and

- Multiply that figure by the economic impact results per \$100,000.

Thus, \$300,000 divided by 100,000 equals three; three times 2.65 (from the table above) equals a total of 7.95 full-time equivalent jobs supported within Saint Paul by that nonprofit arts and culture organization's expenditures. The same estimate can be made for household income and revenues to local and state government (e.g., multiply three times \$87,400 to calculate the resident household income generated by that organization's expenditures).

## **Economic Impact Per \$100,000 of Spending by Nonprofit Arts and Culture Audiences in this Region**

The impact of event-related spending by arts and culture audiences can be derived similarly to the calculation of economic impact for nonprofit arts and culture organizations. The first step is to determine the total event-related spending by attendees to arts and culture events (**excluding** the cost of admission). To derive this figure, multiply the average per person event-related

expenditure (found in the table below) by the total attendance to your organization’s arts and culture events. Using this total dollar figure, the table on the next page—*Economic Impact Per \$100,000 of Spending by Nonprofit Arts Audiences*—can be used to determine the total economic impact of audience spending, based on every \$100,000 of event-related spending.

**Average Event-Related Spending Per Person by Arts and Culture Event Attendees in the City of Saint Paul** (not including the cost of event admission)

	<b>Saint Paul, MN</b>	<b>Population of 250,000 to 499,999 (Similar Regions)</b>	<b>National Average</b>
Refreshments/Snacks During Event	\$2.34	\$2.46	\$2.44
Meals Before/After Event	\$8.05	\$7.01	\$7.89
Souvenirs and Gifts	\$5.54	\$3.85	\$3.51
Clothing/Accessories	\$0.46	\$1.72	\$2.19
Ground Transportation	\$3.16	\$1.94	\$2.63
Event-Related Child Care	\$0.32	\$0.31	\$0.33
Overnight Lodging (one night only)	\$2.73	\$2.49	\$2.55
Other	\$0.23	\$1.38	\$1.33
<b>Average Event-Related Spending (Per Person)</b>	<b>\$22.83</b>	<b>\$21.15</b>	<b>\$22.87</b>

**Economic Impact Per \$100,000 of Spending by Nonprofit Arts and Culture Audiences in the City of Saint Paul**

	Saint Paul, MN	Population of 250,000 to 499,999 (Similar Regions)	National Average
Full-Time Equivalent Jobs	2.64	3.26	3.38
Resident Household Income	\$64,900	\$58,983	\$55,795
Local Government Revenue	\$2,400	\$3,701	\$3,997
State Government Revenue	\$11,500	\$7,370	\$7,334

**An Example of How to Use These Tables**

An administrator wants to determine the economic impact of his organization’s 5,000 arts and culture event attendees on full-time equivalent **employment** in Saint Paul. The administrator would:

- Determine the total audience spending by multiplying the average per person expenditure for Saint Paul by the total attendance;
- Divide the total audience spending amount by 100,000; and
- Multiply that figure by the economic impact results for Saint Paul per \$100,000.

Thus, 5,000 times \$22.83 (from the first table on the preceding page—*Average Event-Related Spending Per Person by Arts Event Attendees*) equals \$114,150; \$114,150 divided by 100,000 equals 1.1415; 1.1415 times 2.64 FTE Jobs (from the table above) equals a total of 3.01 full-time equivalent jobs supported within Saint Paul. The same estimates can be made for household income and revenue to local and state government (e.g., multiply 1.1415 times \$64,900 to calculate the resident household income generated by that organization’s audiences’ expenditures).

## Appendix C: Location of Minnesota's Arts Regions

Region	Definition
RG 1: Northwest Minnesota	Kittson, Marshall, Norman, Pennington, Polk, Red Lake and Roseau Counties
RG 2: North Central Minnesota	Beltrami, Clearwater, Hubbard, Lake of the Woods, and Mahnommen Counties
RG 3: The Arrowhead	Aitkin, Carlton, Cook, Itasca, Koochiching, Lake and St. Louis Counties
RG 4: The Lake Region	Becker, Clay, Douglas, Grant, Otter Tail, Pope, Stevens, Traverse and Wilkin Counties
RG 5: The Brainerd Lakes Area (Five Wings)	Cass, Crow Wing, Morrison, Todd, and Wadena Counties
RG 6/8: Southwest Minnesota	Big Stone, Chippewa, Cottonwood, Jackson, Kandiyohi, Lac qui Parle, Lincoln, Lyon, McLeod, Meeker, Murray, Nobles, Pipestone, Redwood, Renville, Rock, Swift and Yellow Medicine Counties
RG 7E: East Central Minnesota	Chisago, Isanti, Kanabec, Mille Lacs, and Pine Counties
RG 7W: Central Minnesota	Benton, Sherburne, Stearns, and Wright Counties
RG 9: South Central Minnesota (Prairie Lakes)	Blue Earth, Brown, Faribault, LeSueur, Martin, Nicollet, Sibley, Waseca and Watonwan Counties
RG 10: Southeast Minnesota	Dodge, Fillmore, Freeborn, Goodhue, Houston, Mower, Olmsted, Rice, Steele, Wabasha, and Winona Counties
RG 11: The Northwest Minnesota Region	Anoka, Carver, Dakota, Hennepin, Ramsey, Scott, and Washington Counties

