

Research Division Note # 43 - September 30, 1993

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**Census Reports Number of Performing Arts Organizations Up 11%
from 1982 to 1987; Receipts/Revenues Top \$6.68 Billion**

(Note on Broad Categories of Performing Arts)

According to the most recent census, the 1987 Census of Service Industries, the Census Bureau counted 9,271 performing arts organizations (excluding motion pictures). This included 2,038 nonprofit (tax-exempt) organizations and 7,233 taxable organizations.¹ Both nonprofit and taxable organizations increased in number from the previous census in 1982. The number of nonprofit organizations rose 27% from 1982 to 1987. This was a slightly smaller rise than the previous period (1977 to 1982) when the number of organizations had increased by 31%. For taxable organizations the increase was 8% between 1982 and 1987. The number had decreased negligibly between 1977 and 1982.

Arts in Education

Challenge &
Advancement

Dance

Design Arts

Expansion Arts

Folk Arts

International

Literature

Locals

Media Arts

Museum

Music

Opera-Musical
Theater

Presenting &
Commissioning

State & Regional

Theater

Visual Arts

TABLE 1: All Performing Arts Organizations (except Motion Pictures) and Percentage Changes

	<u>1987</u>	<u>1982</u>	<u>1977</u>	<u>1982-87</u>	<u>1977-82</u>
Taxable groups	7,233	6,712	6,721	7.7%	-.001%
Nonprofit groups	2,038	1,610	1,228	26.6%	31.1%
Totals	9,271	8,322	7,949	11.4%	4.6%

Total Receipts/Revenues (\$1,000) of All Performing Arts Organizations and Percentage Changes

	<u>1987</u>	<u>1982</u>	<u>1977</u>	<u>1982-87</u>	<u>1977-82</u>
Taxable groups	\$4,904,224	\$3,301,101	\$1,768,204	48.6%	86.7%
Nonprofit groups	\$1,780,521	\$1,098,099	data not available	62.1%	-
Totals	\$6,684,745	\$4,399,200	total not available	52.0%	-

¹ See the discussion at the end of this note in the *Caveats...* section about the possible undercount of organizations in the census.

The total performing arts industry of 9,271 organizations in 1987 accounted for \$6.68 billion in receipts and revenues, 73% of which came from taxable organizations. The nonprofit organizations had 27% of the receipts/revenues; this was up slightly from 1982 when they had 25% of the total. Table A (at the end of this note) gives a breakdown for these three census years into the major categories of Producers of Live Theatrical Productions, Dance Groups and Artists, Classical Music (opera companies, symphony orchestras, and chamber music organizations), Other Music Groups and Artists (including jazz and choral music) and Other Entertainers.² Both the number of organizations and the total receipts/revenues are shown on this table. The number of organizations in the major subdivisions and the percentage change over the last three censuses are:

TABLE 2: Number of Performing Arts Organizations and Percentage Changes

	<u>1987</u>	<u>1982</u>	<u>1977</u>	<u>1982-87</u>	<u>1977-82</u>
Nonprofit Establishments					
Theater Producers	916	715	508	28.1%	40.7%
Dance Groups	188	159	98	18.2%	62.2%
Classical Music	552	423	331	30.5%	27.8%
Other Music	166	133	95	24.8%	40.0%
Other Entertainers	216	180	196	20.0%	- 8.2%
Total	2,038	1,610	1,228	26.6%	31.1%
Taxable Establishments					
Theater Producers	824	873	750	- 5.6%	16.4%
Dance Groups	97	142	425	-31.7%	-66.6%
Classical Music	54	61	87	-11.5%	-29.9%
Other Music	2,039	2,212	2,420	- 7.8%	- 8.6%
Other Entertainers	4,219	3,424	3,039	23.2%	12.7%
Total	7,233	6,712	6,721	7.8%	- 0.1%

Theater producers in 1987 are roughly evenly split between nonprofit (53%) and taxable (47%) organizations. This balance has shifted since 1982 as the number of nonprofit theaters has grown. In 1977 only about 20% of the dance groups counted by the Census Bureau were nonprofit. By 1987 nonprofit groups were 66% of all dance groups. During the 1977 to 1987 period, classical music has been dominated by nonprofit establishments, and that has grown from 79% in 1977 to 91% in 1987. Other music and other entertainer establishments are dominated by taxable groups. The latter category (other entertainers) contains few performing arts organizations that are of interest in this

² There are separate Research Division Notes (Numbers 45, 46, and 47) on each of the first three major categories.

report (the category includes vaudeville, ice shows, mixed types of live entertainment, etc. except sports).

The percentage change in the number of performing arts organizations between the three censuses varies considerably from type to type. The number of nonprofit organizations showed substantial growth during both five year periods, with greater growth occurring between 1977 and 1982 than between 1982 and 1987 for all categories except classical music. Some of the growth is probably due to better coverage by the Census Bureau of nonprofit organizations, particularly between 1977 and 1982. The picture for taxable establishments was quite different. Except for theater, all the other categories (dance, classical music, and other music) exhibited a decline in both five year periods. The number of taxable theater producers rose 16% between 1977 and 1982 and declined between 1982 and 1987 by 6%.

To understand better the change in receipts/revenues from one census to the next, Table B (at the end of this note) shows average receipts/revenues both in nominal and in constant dollars. The period between 1977 and 1982 was a time of double-digit inflation, followed by a major recession that started in July 1981 and had its lowest point in November 1982. The mid 80's was a time of low inflation and stable economic growth. Because of the highly inflationary period during the first five year period, adjusting for inflation provides a clearer picture of what actually occurred. The bottom half of Table B shows that in constant dollars, the average nonprofit theater's total revenues grew from 1977 to 1982 but remained constant from 1982 to 1987. Nonprofit dance groups saw a big drop from 1977 to 1982. Some of that drop was made up by 1987. One partial explanation may be that the 1982 census located additional smaller dance groups (maybe some that had been in existence but not in the 1977 census); this could lower the average substantially. Nonprofit classical music groups (symphonies, operas, and chamber music groups) had slow steady growth in both five year periods. There were no figures for other nonprofit music groups (jazz, choral and other) in 1977; however, between 1982 and 1987, growth in their average total revenues did occur.

Taxable theater groups (see Table B) behaved quite similarly to the nonprofit groups, showing substantial growth between 1977 and 1982 and a small reduction between 1982 and 1987. The other types of taxable performing organizations saw increases in the average total receipts in both five year periods; however, they all had decreases in the number of organizations in existence. Explanations from these two sets of facts might be that the larger organizations got much larger or more likely that smaller organizations either consolidated or went out of business (allowing the average total receipts to rise).

Aggregate Financial Statistics of Nonprofit Performing Arts Organizations

Due to the fact that the Census Bureau holds the identification of individual organizations in confidence (thus preventing the construction of control groups of specific organizations from two or more censuses), it is impossible to draw solid conclusions about the "total" statistics from one census to another. However, averages can be calculated to find a "typical" organization. Then these averages can be compared from one census to another. Table C gives the revenue/receipt components for the broad performing arts categories; average figures are shown on Table D. Table E presents the inflation adjusted averages of revenue components for 1982 and 1987 for three of the tax-exempt categories. To focus on the change, the figures below provide the percentage changes from 1977 to 1982 and from 1982 to 1987 with adjustments made for inflation.

TABLE 3: Percentage Change in Revenue Items of Nonprofit Performing Arts Organizations (inflation adjusted averages)

	<u>1977-1982</u>	<u>1982-1987</u>
Producers of Live Theater		
Admission receipts	6.2%	-16.2%
Contract fees for entertainment	102.4%	-7.4%
Sale of merchandise	60.7%	62.2%
Services to performing arts industry	33.2%	44.0%
Other patron, contract fees	75.1%	-36.8%
Royalties, residual fees, subsidiary rights	-85.0%	45.2%
Government contributions/grants: Arts Endowment	-3.2%	-17.6%
All other government sources	1.1%	36.6%
Private Contributions/grants: individuals	37.7%	74.2%
Foundations	-9.1%	55.7%
Business and industry	101.9%	60.7%
All other non-government sources	-17.5%	-21.7%
Other revenues	78.3%	15.9%
TOTAL REVENUES	14.2%	-0.7%
Dance Groups and Artists		
Admission receipts	-22.9%	-21.0%
Contract fees for entertainment	-14.5%	16.4%
Sale of merchandise	-30.2%	287.2%
Services to performing arts industry	397.6%	-67.4%
Other patron, contract fees	-37.4%	48.5%
Royalties, residual fees, subsidiary rights	(D)	(D)
Government contributions/grants: Arts Endowment	-59.0%	31.7%
All other government sources	-56.6%	38.4%
Private Contributions/grants: Individuals	-24.5%	-11.2%
Foundations	-45.8%	12.3%
Business and industry	14.7%	45.5%
All other non-government sources	158.4%	9.1%
Other revenues	(D)	(D)
TOTAL REVENUES	-26.7%	10.9%

TABLE 3 (Continued): Percentage Change in Revenue Items of Nonprofit Performing Arts Organizations

	<u>1977-1982</u>	<u>1982-1987</u>
Classical Music Organizations		
Admission receipts	12.4%	4.7%
Contract fees for entertainment	-21.9%	17.1%
Sale of merchandise	4.2%	49.1%
Services to performing arts industry	174.5%	-48.2%
Other patron, contract fees	1.1%	162.7%
Royalties, residual fees, subsidiary rights	-25.2%	-19.2%
Government contributions/grants: Arts Endowment	-26.4%	-31.6%
All other government sources	6.1%	3.4%
Private Contributions/grants: Individuals	0.5%	30.9%
Foundations	-12.0%	-10.4%
Business and industry	80.4%	28.1%
All other non-government sources	-32.6%	-12.0%
Other revenues	57.3%	-18.8%
TOTAL REVENUES	8.3%	8.9%

(D) means the data were withheld to avoid disclosure of individual organizations. The data, however are included in the totals.

These figures show that the average live theater organization increased total revenue by 14.2% between 1977 and 1982, but decreased by 0.7% between 1982 and 1987; the average dance group decreased total revenue from 1977 to 1982 by 26.7%, but made up some of the drop by increasing 10.9% by 1987; the average classical music organization showed steady growth of 8.3% and 8.9%. Average admission receipts overall were down for theater and down significantly for dance groups, but were up for classical music groups. Sales of merchandise were up for all groups, especially between 1982 and 1987, theater showing a 62% growth, dance groups: 287%, and classical music groups: 49%. (A cautionary note: There are a few very large percentage changes. These occurred in 1977-1982 because the base was very small. [The numbers were small numbers.] The large percentage changes from 1982 to 1987, such as sale of merchandise for dance groups and other patron, contract fees for classical music, were based on larger numbers and reflect a significant growth in these items.)

Support from the National Endowment for the Arts overall was down for each of the three groups. For dance groups the large decrease in the Arts Endowment and other government funding that occurred between 1977 and 1982 was somewhat reversed between 1982 and 1987. Other government sources showed growth, except for dance, in the first five-year period. Private giving from individuals was up, except for dance; foundation giving was generally down between 1977 and 1982 and was mixed in the 1982-1987 period; and business and industry giving was up in all years in all three categories.

When the proportion of the components of revenues for these three groupings of nonprofit performing arts organizations are graphed in pie charts, the following pictures appear. (After the figures, a summary table and more discussion is presented.) Figures 1-A and 1-B show the distribution of revenue for Live Theater Producers for 1982 and 1987 (the percentages are derived from Table E). The proportion of income from admission (ticket sales) decreased almost 10% from 1982 to 1987. This was a further decline from 1977 when admission receipts were 66%. The decrease in earned income (admission, performance fees, and other) from almost 80% of the budget in 1982 to 70% in 1987 was replaced by mostly private support and some government support. But the amount of support from the National Endowment for the Arts continued to slip from 3.1% in 1977 to 2.4% in 1982 and to 2.0% in 1987. State and local governments made up the difference.

Distribution of Revenues by Source Nonprofit Theater Organizations: 1982

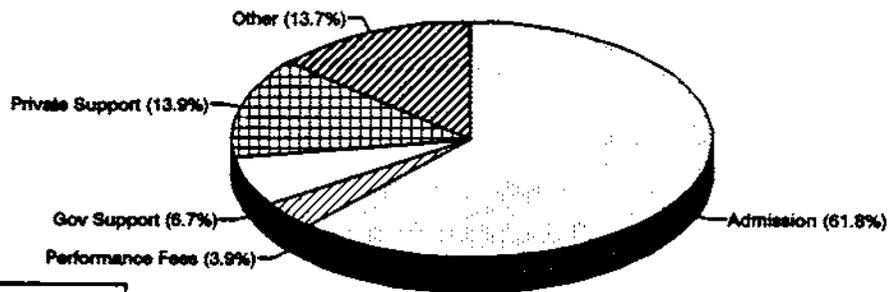


Figure 1 - A

Distribution of Revenues by Source Nonprofit Theater Organizations: 1987

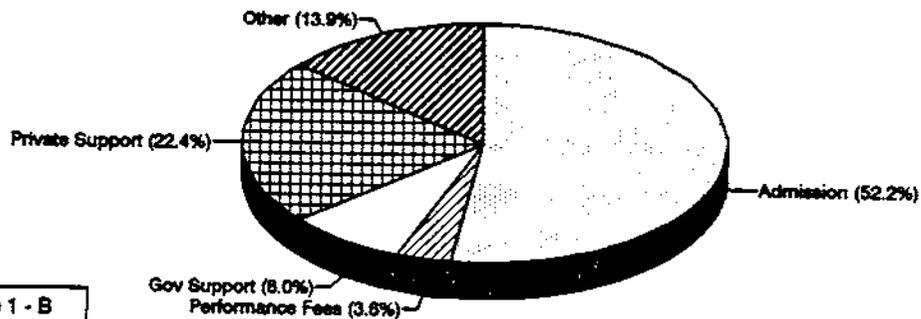


Figure 1 - B

Figures 2-A and 2-B show that for the aggregate of nonprofit Dance Groups, as with theater, admission receipts (ticket sales) also had an overall decrease as a proportion of total revenue. In 1977, admission receipts had been 34% of the total; they increased to 36% of total revenue in 1982 and fell in 1987 to 26% of the total revenue. (However, as the Table 3 showed, the inflation adjusted average admission receipts fell in both five year periods by over 20%). Performance (contract) fees and private support stayed about the same. Government support rose from 8% in 1982 to 10% in 1987. It had been as high as 13% in 1977. Support from the Arts Endowment had fallen by more than half from 1977 to 1982 when it was just over 2%; in 1987 it rose slightly to just below 3%. The big proportional increase was in other revenue (sales of merchandise [which almost tripled], contract fees, royalties, etc.) which doubled to 16% of the total revenue. The proportion from earned income (admission receipts, performance fees, and other) for dance groups saw almost no change: from 60% in 1982 to 59% in 1987.

Distribution of Revenues by Source
Nonprofit Dance Groups: 1982

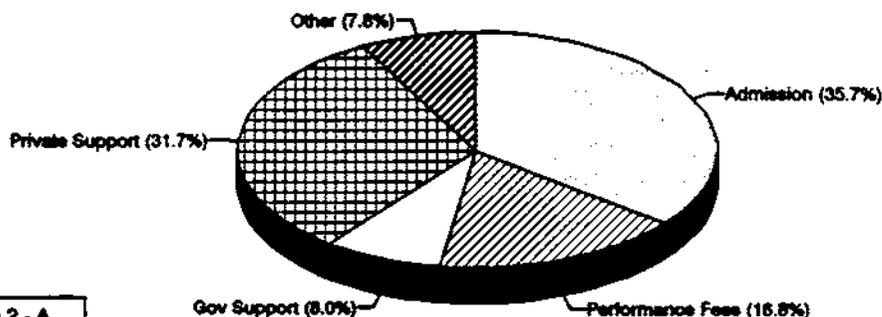


Figure 2 - A

Distribution of Revenues by Source
Nonprofit Dance Groups: 1987

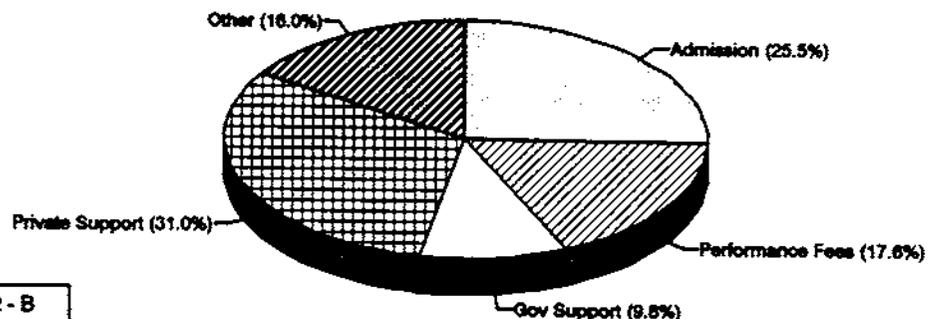


Figure 2 - B

For nonprofit Classical Music Organizations (Figures 3-A and 3-B), the proportion of income from all sources stayed about the same for all three censuses. Admission receipts were 37% in 1987. Private support went up a bit in 1987 to 32.5%. Government support fell 1.5% to 8% in 1987. Some of the drop was support from the National Endowment for the Arts which fell from 3% in 1982 to 2.0% in 1987. Support from the Arts Endowment had been as high as 5% in 1977. The earned versus support (or unearned) income split for classical music organizations was almost exactly the same as for dance: earned income fell marginally from 60% in 1982 to 59% in 1987.

Distribution of Revenues by Source Nonprofit Classical Music Groups: 1982

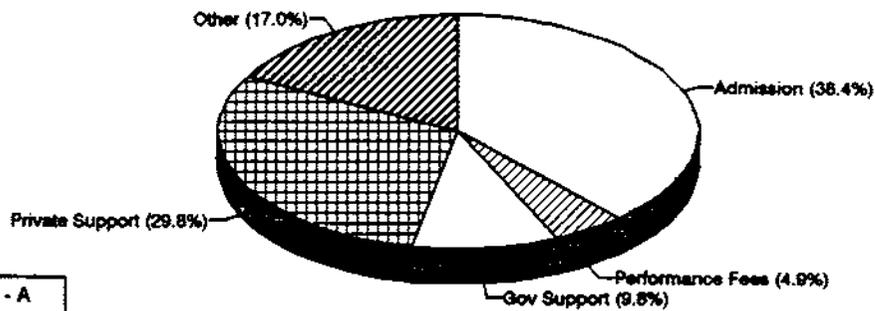


Figure 3 - A

Distribution of Revenues by Source Nonprofit Classical Music Groups: 1987

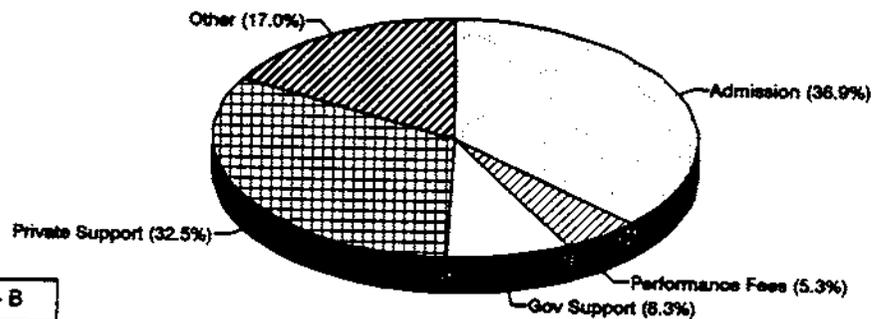


Figure 3 - B

The following table presents a summary of the specific percentages from income sources for the three major groupings for 1982 and 1987 that is shown in the above figures:

TABLE 4: Income Sources as a Percentage of Total Revenues for Nonprofit Performing Arts Organizations

	Theater Producers	Dance Groups	Classical Music Organizations
<u>1982</u>			
Admission Receipts	61.8%	35.7%	38.4%
Performance Fees	3.9%	16.8%	4.9%
Other Earned Income	13.7%	7.8%	17.0%
Subtotal: Earned Income	79.4%	60.3%	60.3%
Private Support	13.9%	31.7%	29.8%
Government Support	6.7%	8.0%	9.8%
Subtotal: Support Income	20.6%	39.7%	39.6%
TOTAL REVENUES	100.0%	100.0%	99.9%
<u>1987</u>			
Admission Receipts	52.2%	25.5%	36.9%
Performance Fees	3.6%	17.6%	5.3%
Other Earned Income	13.9%	16.0%	17.0%
Subtotal: Earned Income	69.7%	59.1%	59.2%
Private Support	22.4%	31.0%	32.5%
Government Support	8.0%	9.8%	8.3%
Subtotal: Support Income	30.4%	40.8%	40.8%
TOTAL REVENUES	100.1%	99.9%	100.0%

Earned income as a percent of total income (revenues) fell significantly for theaters, and edged down by one percentage point for dance and classical music organizations. During the 1980's the fund raising (development) staffs in arts organizations continued to grow and become more sophisticated. In theater this resulted in an almost 10% increase in support income. Private support increased as a percentage of the total for both theater and classical music. Although support from the Arts Endowment was down, it was replaced by state and local giving, which showed an increase in the percent of the total budget in 1987 for both theater and dance. During the period between 1982 and 1987, state legislature appropriations to state art agencies almost doubled from \$121.105 million to \$216.082 million and appropriations from the Arts Endowment to state art agencies increased over

15% from \$21,337 million to \$24.592 million.³

Caveats and Notes about methodology: An Economic Census is conducted by the U.S. Bureau of the Census every five years. The reference years are the second and seventh year of the decade. The National Endowment for the Arts commissioned the Census Bureau to produce special tables of previously unpublished data collected in these censuses.

The universe of organizations that receive questionnaires is obtained from two sources: (1) filers of FICA reports (payroll tax report sent to the Social Security Administration and (2) filers of IRS business income tax or informational reports (Form 990). The counts of numbers of organizations and their receipts/revenues in the tables and the analysis probably understate somewhat the actual levels of activity that occurred for two reasons. First, very small performing organizations are likely not to be included, because they have no personnel who are "employees" and do not file Form 990's if their gross receipts are under \$25,000. Secondly, some performing organizations are operated as subsidiaries of organizations that are in a different industry (such as colleges, universities, art centers and museums). These subsidiary performing organizations would not be part of the Economic Census universe of performing arts organizations, but may be counted as part of the universe of higher education, entertainment facilities, or museums.

Because the Census Bureau releases only aggregated information, thus making it impossible to construct control groups of the same organizations from one census to the next, direct comparisons from one census to the next should be made with caution. It is a common experience of ongoing periodic surveys that the survey process, especially the development of the universe, improves with each survey. This probably results in more organizations being included each time. So an increase may be due in part to better coverage. Also, over time, more organizations may have become FICA report or Form 990 filers. It is not possible to sort out the relative importance of the various factors for increases in numbers; therefore, characterizations of "growth" should be used cautiously.

The difference between "receipts" (used for taxable/for profit establishments) and "revenues" (used for tax-exempt/nonprofit establishments) is that revenues include contributed (or unearned) income such as grants and contributions from individuals, corporations, and governments. These monies can be accounted for by the organization over a period of years, making comparisons with data from funders difficult.

For further analysis, to compare real growth in total revenues, receipts, or expenses between the 1977, 1982 and 1987 censuses, the monetary figures of 1977 and 1987 can be adjusted using the GNP Implicit Price Deflator (1982 = 100). Figures for 1987 can be deflated by dividing them by 1.174, and those for 1977 can be inflated by dividing them by .674.

For more details on the economic censuses and discussion about other arts organizations, see **ARTS ORGANIZATIONS AND THE 1987 CENSUS OF SERVICE INDUSTRIES**. A copy of this report is available from:

Research Division	Phone: 202-682-5432
National Endowment for the Arts	FAX: 202-682-5528
1100 Pennsylvania Avenue, NW	
Washington, DC 20506	

³ Westat, Inc. A Sourcebook of Arts Statistics: 1989. A Report submitted to the National Endowment for the Arts, Washington, DC, April 1990. pp. 40 and 50

TABLE A: PERFORMING ARTS ORGANIZATIONS (except motion pictures) AND THEIR RECEIPTS/REVENUES (\$1,000) BY YEAR
(Revenues for Nonprofit Organizations and Receipts for Taxable Organizations)

Type of Organization	1977			1982			1987		
	Nonprofit	Taxable	Total	Nonprofit	Taxable	Total	Nonprofit	Taxable	Total
Producers of Live Theatrical Productions	508 \$154,972	750 \$304,100	1,258 \$459,072	715 \$370,059	873 \$750,487	1,588 \$1,120,546	916 \$552,775	824 \$809,222	1,740 \$1,361,997
Dance Groups and Artists	98 \$50,793	425 \$20,660	523 \$71,453	159 \$89,152	142 \$27,125	301 \$116,277	188 \$137,297	97 \$32,981	285 \$170,278
Symphony Orchestras, Opera Companies, Chamber Music Organizations	331 \$232,124	87 \$10,302	418 \$242,426	423 \$477,209	61 \$17,911	484 \$495,120	552 \$796,464	54 \$26,474	606 \$822,938
Other Music Groups and Artists	95 *	2,420 \$374,515	2,515 *	133 \$32,449	2,212 \$742,738	2,345 \$775,187	166 \$56,878	2,039 \$1,005,832	2,205 \$1,062,710
Other Entertainers, Theatrical Producers, Services, etc.	196 *	3,039 \$1,058,627	3,235 *	180 \$129,230	3,424 \$1,762,840	3,604 \$1,892,070	216 \$237,107	4,219 \$3,029,715	4,435 \$3,266,822
Total Number Organizations	1,228	6,721	7,949	1,610	6,712	8,322	2,038	7,233	9,271
Total Receipts/Revenues	*	\$1,768,204	*	\$1,098,099	\$3,301,101	\$4,399,200	\$1,780,521	\$4,904,224	\$6,684,745

* Revenues for these groupings were not provided in 1977

TABLE B: AVERAGE REVENUES/RECEIPTS (\$1,000) BY YEAR FOR PERFORMING ARTS ORGANIZATIONS (except motion pictures)

Type of Organization	1977			1982			1987		
	Nonprofit	Taxable	All	Nonprofit	Taxable	All	Nonprofit	Taxable	All
Producers of Live Theatrical Productions	\$305	\$405	\$365	\$518	\$860	\$706	\$603	\$982	\$783
Dance Groups and Artists	\$518	\$49	\$137	\$561	\$191	\$386	\$730	\$340	\$597
Symphony Orchestras, Opera Companies, Chamber Music Organizations	\$701	\$118	\$580	\$1,128	\$294	\$1,023	\$1,443	\$490	\$1,358
Other Music Groups and Artists	*	\$155	*	\$244	\$336	\$331	\$343	\$493	\$482
Other Entertainers, Theatrical Producers, Services, etc.	*	\$348	*	\$718	\$515	\$525	\$1,098	\$718	\$737

AVERAGE REVENUES/RECEIPTS (\$1,000) BY YEAR IN CONSTANT DOLLARS

(GNP Implicit Price Deflator used; 1982 = 100)

Type of Organization	1977			1982			1987		
	Nonprofit	Taxable	All	Nonprofit	Taxable	All	Nonprofit	Taxable	All
Producers of Live Theatrical Productions	\$453	\$602	\$541	\$518	\$860	\$706	\$514	\$837	\$667
Dance Groups and Artists	\$769	\$72	\$203	\$561	\$191	\$386	\$622	\$290	\$509
Symphony Orchestras, Opera Companies, Chamber Music Organizations	\$1,040	\$176	\$660	\$1,128	\$294	\$1,023	\$1,229	\$418	\$1,157
Other Music Groups and Artists	*	\$230	*	\$244	\$336	\$331	\$292	\$420	\$411
Other Entertainers, Theatrical Producers, Services, etc.	*	\$517	*	\$718	\$515	\$525	\$935	\$612	\$627

* Revenues for these groupings were not provided in 1977

TABLE C: INCOME SOURCES (1987): TOTAL AMOUNTS FOR PERFORMING ARTS ORGANIZATIONS
ALL ESTABLISHMENTS (\$1,000)

<----- TAXABLE ESTABLISHMENTS ----->				
Type of Receipt/Revenue	Producers of Live Theater	Dance Groups and Artists	Classical Music Organizations	Other Music Groups/Artists
Admission receipts	\$576,271	\$2,103	\$11,538	\$248,522
Contract fees for entertainment	\$147,503	\$24,202	\$12,796	\$591,077
Sale of Merchandise	\$11,718	\$43	\$0	\$24,702
Services to performing arts industry	\$24,130	\$2,948	\$1,935	\$65,589
Other patron, contract fees	\$49,600	\$3,685	\$205	\$75,942
Royalties, residual fees, subsidiary rights	(X)	(X)	(X)	(X)
Government contributions/grants				
National Endowment for the Arts	(X)	(X)	(X)	(X)
All other government sources	(X)	(X)	(X)	(X)
Private contributions/grants				
Individuals	(X)	(X)	(X)	(X)
Foundations	(X)	(X)	(X)	(X)
Business and industry	(X)	(X)	(X)	(X)
All other non-government sources	(X)	(X)	(X)	(X)
Other receipts/revenues	(X)	(X)	(X)	(X)
TOTAL RECEIPTS/REVENUES	\$609,222	\$32,981	\$26,474	\$1,005,832
Number of Establishments	824	97	54	2,038

(X) means data was not gathered from taxable organizations.

<----- NONPROFIT ESTABLISHMENTS ----->				
Type of Receipt/Revenue	Producers of Live Theater	Dance Groups and Artists	Classical Music Organizations	Other Music Groups/Artists
Admission receipts	\$288,285	\$34,922	\$294,076	\$14,058
Contract fees for entertainment	\$20,084	\$24,194	\$42,330	\$1,590
Sale of Merchandise	\$15,741	\$2,510	\$6,748	\$2,079
Services to performing arts industry	\$5,345	\$448	\$3,825	\$962
Other patron, contract fees	\$21,150	\$6,837	\$48,542	\$5,495
Royalties, residual fees, subsidiary rights	\$2,289	\$208	\$7,674	\$13
Government contributions/grants				
National Endowment for the Arts	\$10,833	\$4,036	\$15,694	\$1,503
All other government sources	\$33,346	\$9,486	\$50,144	\$3,027
Private contributions/grants				
Individuals	\$53,932	\$14,711	\$141,261	\$9,799
Foundations	\$31,677	\$13,894	\$38,270	\$2,610
Business and industry	\$34,386	\$11,448	\$62,936	\$1,655
All other non-government sources	\$3,663	\$2,569	\$16,237	\$68
Other receipts/revenues	\$32,044	\$12,034	\$68,727	\$14,019
TOTAL RECEIPTS/REVENUES	\$552,775	\$137,297	\$796,464	\$56,878
Number of Establishments	918	188	552	166

TABLE D: INCOME SOURCES (1987): AVERAGE AMOUNTS FOR PERFORMING ARTS ORGANIZATIONS
ALL ESTABLISHMENTS (\$1,000)

Type of Receipt/Revenue	← TAXABLE ESTABLISHMENTS →			
	Producers of Live Theater	Dance Groups and Artists	Classical Music Organizations	Other Music Groups/Artists
Admission receipts	\$699.4	\$21.7	\$213.7	\$121.9
Contract fees for entertainment	\$179.0	\$249.5	\$237.0	\$289.9
Sale of Merchandise	\$14.2	\$0.4	\$0.0	\$12.1
Services to performing arts industry	\$29.3	\$30.4	\$35.8	\$32.2
Other patron, contract fees	\$60.2	\$38.0	\$3.8	\$37.2
Royalties, residual fees, subsidiary rights	(X)	(X)	(X)	(X)
Government contributions/grants				
National Endowment for the Arts	(X)	(X)	(X)	(X)
All other government sources	(X)	(X)	(X)	(X)
Private contributions/grants				
Individuals	(X)	(X)	(X)	(X)
Foundations	(X)	(X)	(X)	(X)
Business and industry	(X)	(X)	(X)	(X)
All other non-government sources	(X)	(X)	(X)	(X)
Other receipts/revenues	(X)	(X)	(X)	(X)
TOTAL RECEIPTS/REVENUES	\$982.1	\$340.0	\$490.3	\$483.3

(X) means data was not gathered from taxable organizations.

Type of Receipt/Revenue	← NONPROFIT ESTABLISHMENTS →			
	Producers of Live Theater	Dance Groups and Artists	Classical Music Organizations	Other Music Groups/Artists
Admission receipts	\$314.7	\$185.8	\$532.7	\$84.7
Contract fees for entertainment	\$21.9	\$128.7	\$76.7	\$9.6
Sale of Merchandise	\$17.2	\$13.4	\$12.2	\$12.5
Services to performing arts industry	\$5.8	\$2.4	\$6.9	\$5.8
Other patron, contract fees	\$23.1	\$36.4	\$87.9	\$33.1
Royalties, residual fees, subsidiary rights	\$2.5	\$1.1	\$13.9	\$0.1
Government contributions/grants				
National Endowment for the Arts	\$11.8	\$21.5	\$28.4	\$9.1
All other government sources	\$36.4	\$50.5	\$90.8	\$18.2
Private contributions/grants				
Individuals	\$58.9	\$78.3	\$255.9	\$59.0
Foundations	\$34.6	\$73.9	\$69.3	\$15.7
Business and industry	\$37.5	\$60.9	\$114.0	\$10.0
All other non-government sources	\$4.0	\$13.7	\$29.4	\$0.4
Other receipts/revenues	\$35.0	\$64.0	\$124.5	\$84.5
TOTAL RECEIPTS/REVENUES	\$603.5	\$730.3	\$1,442.9	\$342.6

TABLE E: INCOME SOURCES (1987): AVERAGE AMOUNTS ADJUSTED FOR INFLATION (\$1,000)
NONPROFIT PERFORMING ARTS ORGANIZATIONS (Adjusted using GNP deflator with 1982 = 100)

Type of Receipt/Revenue	Producers of Live Theater	Dance Groups and Artists	Classical Music Organizations
Admission receipts	\$268.1	\$158.2	\$453.8
Contract fees for entertainment	\$18.7	\$109.6	\$65.3
Sale of Merchandise	\$14.6	\$11.4	\$10.4
Services to performing arts industry	\$5.0	\$2.0	\$5.9
Other patron, contract fees	\$19.7	\$31.0	\$74.9
Royalties, residual fees, subsidiary rights	\$2.1	\$0.9	\$11.8
Government contributions/grants			
National Endowment for the Arts	\$10.1	\$18.3	\$24.2
All other government sources	\$31.0	\$43.0	\$77.4
Private contributions/grants			
Individuals	\$50.2	\$66.7	\$218.0
Foundations	\$28.5	\$63.0	\$59.1
Business and industry	\$32.0	\$51.9	\$97.1
All other non-government sources	\$3.4	\$11.6	\$25.1
Other receipts/revenues	\$29.8	\$54.5	\$106.1
TOTAL RECEIPTS/REVENUES	\$514.0	\$622.1	\$1,229.0
Number of establishments	916	188	552

INCOME SOURCES (1982): AVERAGE AMOUNTS ADJUSTED FOR INFLATION (\$1,000)
NONPROFIT PERFORMING ARTS ORGANIZATIONS (Adjusted using GNP deflator with 1982 = 100)

Type of Receipt/Revenue	Producers of Live Theater	Dance Groups and Artists	Classical Music Organizations
Admission receipts	\$319.8	\$200.4	\$433.3
Contract fees for entertainment	\$20.2	\$94.1	\$55.8
Sale of Merchandise	\$9.0	\$2.9	\$7.0
Services to performing arts industry	\$3.5	\$6.2	\$11.4
Other patron, contract fees	\$31.1	\$20.9	\$28.5
Royalties, residual fees, subsidiary rights	\$1.5	(D)	\$14.7
Government contributions/grants			
National Endowment for the Arts	\$12.2	\$13.9	\$35.4
All other government sources	\$22.7	\$31.1	\$74.9
Private contributions/grants			
Individuals	\$28.8	\$75.1	\$166.5
Foundations	\$18.9	\$56.1	\$65.9
Business and industry	\$19.9	\$35.7	\$75.8
All other non-government sources	\$4.4	\$10.7	\$28.5
Other receipts/revenues	\$25.7	(D)	\$130.6
TOTAL RECEIPTS/REVENUES	\$517.6	\$560.7	\$1,128.2
Number of establishments	715	159	423

(D) means that data are withheld to avoid disclosure of individual organizational data.
The data, however, are included in the totals.