# CREATIVE ECONOMIC IMPACT REPORT

July 2015

## *Prepared for Arts United of Greater Fort Wayne*

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# CREATIVE ECONOMIC IMPACT REPORT

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## I. INTRODUCTION

Arts United commissioned an economic impact analysis of its creative economy as part of its overall *Creative Sector Connects 2020* project contracted with Raven Consulting. This analysis will provide an overview of the nonprofit and creative sector impact in greater Fort Wayne and Northeast Indiana.

This report has the following sections:

- Analysis of US Government North American Industry Classification System and Standard Occupational Classification coding for creative industries
- Americans for the Arts' taxonomies – *Arts and Economic Prosperity IV, National Taxonomy of Exempt Entities, Creative Industries*
- Creative Census by Wunderkammer

This analysis is intended to begin a dialogue to fully understand the creative economy narrative in greater Fort Wayne and the Northeast Indiana Region. It is the belief of Raven Consulting that greater Fort Wayne and the Northeast Indiana Region have much to gain by focusing attention and investment in its creative sector.

Please note that there is a lot of economic data to analyze and this report has just scratched the surface. Further refinement of this information may appear in the final report of this project to Arts United. Any errors of calculation or data representation are the responsibility of Raven Consulting.

## II. ANALYSIS of NAICS and SOC CODES

### A. Background

It is common practice for economic industry clusters to be defined by standard government produced coding systems. Businesses submit both a classification of their business type and a breakdown of their workforce by occupation type. The business type classification is called North American Industry Classification System and the occupation type classification is called Standard Occupational Classification. These two systems are defined below.

Given that government data is collected in arrears and that new types of businesses and occupations are constantly coming forth, this data is rarely totally up to date with what is happening in the marketplace. For example, new entrepreneurs inventing new businesses such as mobile app development or new occupations such as social media manager, have to be connected to a current coding system that is only reviewed every few years or so. Nonetheless, the tracking of all businesses with these systems and the credibility of government data collection make this the most reliable, longitudinal approach to understanding the creative economy at this point in time.

NAICS:

The North American Industry Classification System (NAICS, pronounced 'nakes') was developed under the direction and guidance of the Office of Management and Budget as the standard for use by Federal statistical agencies in classifying business establishments for the collection, tabulation, presentation, and analysis of statistical data describing the US Economy. Use of the standard provides uniformity and comparability in the presentation of these statistical data. NAICS is based on a production-oriented concept, meaning that it groups establishments into industries according to similarity in the processes used to produce goods or services. NAICS replaced the Standard Industrial Classification (SIC) system in 1997.

NAICS is a 2 through 6 digit hierarchical classification system, offering five levels of detail. Each digit in the code is part of a series of progressively narrower categories, and the more digits in the code signify greater classification detail.

| | |
|---|---|
| First 2 digits designate the economic sector. | 71 - arts, entertainment and recreation |
| The 3rd digit designates the sub-sector | 711 - performing arts, spectator sports, and related industries |
| The 4th digit designates the industry group | 7111 - performing arts companies |
| The 5th digit designates the NAICS industry | 71111 - theatre companies |
| The 6th digit designates the national industry | 711110 - theatre companies/dinner theaters |

These codes represent all jobs within the identified industries, including janitor, receptionist, etc. The codes include nonprofit and for profit businesses. It is important to note that NAICS is strictly a production oriented, supply side classification system meaning that it is focused on firms and industries not markets. For that reason NAICS data does not clearly identify major commercial markets for creative sector products such as digital media, computer animation and games.

Please refer to Appendix A for the listing of the NAICS codes that the Creative Economy Coalition of the National Creativity Network has produced as representing the majority of creative industry businesses. It is helpful to think of these NAICS codes as representing a vertical industry cluster. These are the codes used in this analysis.

SOC:

The 2010 Standard Occupational Classification (SOC) (SOC, pronounced 'sock') system is used by Federal statistical agencies to classify workers into occupational categories for the purpose of collecting, calculating, or disseminating data. All workers are classified into one of 840 detailed occupations according to their occupational definition. To facilitate classification, detailed occupations are combined to form 461 broad occupations, 97 minor groups, and 23 major groups. These codes represent occupations in both nonprofit and for profit businesses.

Please refer to Appendix A for the listing of the SOC codes that the Creative Economy Coalition of the National Creativity Network has produced as a representing the majority of creative occupations. It is helpful to think of these SOC codes as representing types of creative occupations across all industries, i.e. they reflect the type of work being performed no matter within what industry that work is performed. These are the codes used in this analysis.

## B. An Overview of the Creative Economy in Northeast Indiana

This section provides an overview of the NAICS and SOC profile of Northeast Indiana (NEI). The overview represents an initial review of the make-up of the creative economy in Northeast Indiana.

*Figure 1*

*Creative Industries (NAICS codes) in NEI*:

| | |
|---|---|
| Total # of jobs within these NAICS categories | 12,947 |
| Total # of jobs within Northeast Indiana | 407,181 |
| NAICS jobs as a % of all Northeast Indiana jobs | 3.2% |
| % change in jobs from 2010-2014 | 2.0% |
| Total $ value of wages within these categories | $437,436,074 |

What Figure 1 is saying is that the number of jobs within all of the identified NAICS industry businesses is 12,947. There are 407,181 jobs within Northeast Indiana and 3.2% of all jobs within Northeast Indiana are creative industry jobs. The total wage value is $437,436,074, or an average salary of $33,787 ($437,436,074 divided by 12,947).

*Figure 2*
*Creative Occupations (SOC codes) in NEI*:

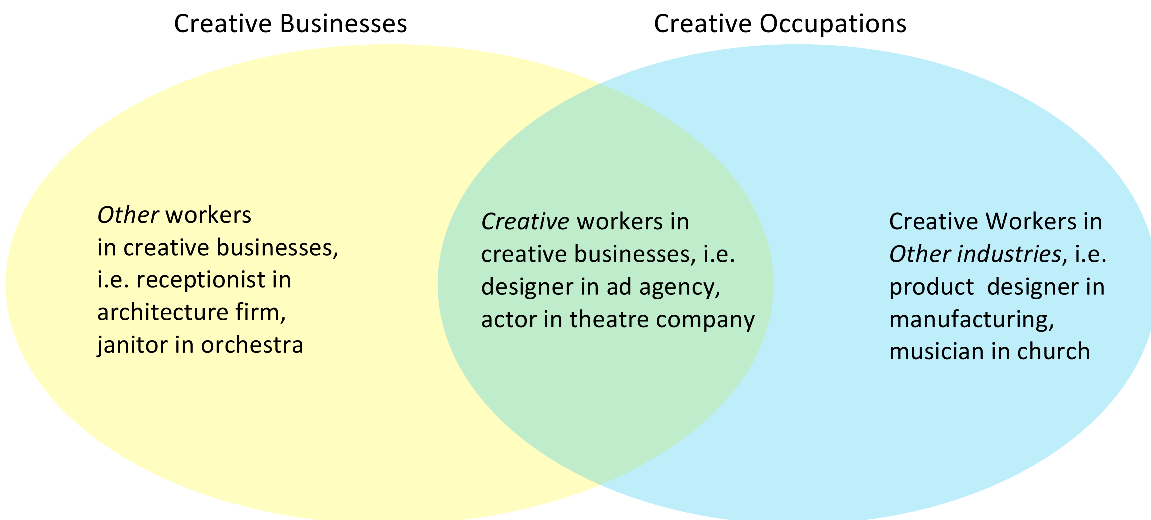
| | |
|---|---|
| Total # of creative occupation jobs in Northeast Indiana | 9,329 |
| % change in jobs from 2010-2014 | 5.4% |
| Total $ value of 2013 earnings in these job categories | $311,207,603 |
| Total # of these jobs within NAICS categories | 3,735 |
| SOC occupations as % of all NEI jobs in creative industries | 40.1% |

What this is saying is that the total number of creative occupation jobs is 9,329 and the number of jobs that are in the creative industry businesses equals 3,735. These 3,735 jobs represent 40.1% of all creative occupation codes. The number of jobs and the wage values are based on all jobs, both full and parttime.

This also then tells us that 59.9% of all 'creative' occupations are spread across the remaining industry clusters of Northeast Indiana. It would be interesting to look at the creative occupation jobs in the major industry clusters of Northeast Indiana.

As the number of jobs within the NAICS businesses includes all employees of those businesses, these numbers will be significantly higher than the SOC job numbers, which are creative occupation specific.

The following graph depicts the intersection of jobs within creative industries and creative occupation jobs. The creative 'sweet spot' is the jobs in the inner circle.




**C. A Snapshot of the NAICS – Creative Industries**

It is interesting to look at a breakdown of the types of employment across the creative industries. Table 1 shows the breakdown in NAICS jobs between employer related (employees covered by unemployment insurance and employees not covered by unemployment insurance) and the self-employed/1099 jobs (those who report a significant portion of their income from self-employment and those who have miscellaneous, non-primary, income as reported through 1099's)

*Table 1*
*Snapshot of Creative Industries in NEI*

| Type of Job | 2014 total jobs | % change in jobs 2010-2014 | # of business establishments | 2014 Total Wages | 2014 Average Yearly Salary |
|---|---|---|---|---|---|
| Employer Related Jobs | 8,891 | 0.4% | 516* | $364,808,000 | $41,000 |
| Self-Employed/1099 Jobs | 4,056 | 5.5% | n/a | $ 72,631,000 | $18,000 |
| **TOTAL JOBS** | **12,947** | **2.0%** | **n/a** | **$437,439,000** | **$34,000** |

*for businesses covered by unemployment insurance, about 95%. These jobs and wages information are based on all jobs, full and parttime.

Exploring how concentrated a segment of the creative industries is will help identify those creative industries segments that should be considered as high potential for growth and future investment. Table 2 reflects the top 20 creative industries based on Location Quotient. Location Quotient is basically a way of quantifying how concentrated a particular industry, cluster or occupation is in a region compared to the nation. It can reveal what makes a particular region 'unique' in comparison to the national average. This table shows us how businesses are concentrated in NEI. Any number above 1.0 indicates a type of business that is more highly concentrated than the national average. LQ Indiana is the location quotient representing the relationship of the state to the nation. This indicates where types of businesses in Indiana are concentrated more heavily than the national concentration.

The combination of the LQ, the number of jobs, and the % job change will help you identify those businesses that seem to have the most potential for being a differentiating type of business for NEI.

*Table 2*
*Top 20 Creative Industries as Classified by Location Quotient*

| NAICS No. | Type of Business | Location Quotient National | Number of 2014 Jobs | % change in Jobs 2010-2014 | LQ Indi-ana |
|---|---|---|---|---|---|
| 323117 | Books Printing | 21.22 | 995 | 41.7% | 5.32 |
| 323120 | Support Activities for Printing | 4.52 | 308 | -10.9% | 1.24 |
| 512132 | Drive-In Motion Picture Theaters | 2.17 | 13 | 0.0% | 2.35 |
| 339910 | Jewelry and Silverware Manufacturing | 2.10 | 184 | 77.1% | 0.42 |
| 323113 | Commercial Screen Printing | 2.01 | 342 | 13.1% | 2.22 |
| 424920 | Book, Periodical, and Newspaper Merchant Wholesalers | 1.87 | 254 | 11.0% | 1.25 |
| 511110 | Newspaper Publishers | 1.67 | 868 | -5.9% | 1.23 |
| 323111 | Commercial Printing (except Screen and Books) | 1.66 | 1385 | -4.7% | 1.38 |
| 712130 | Zoos and Botanical Gardens | 1.47 | 116 | 1.4% | 0.77 |
| 515112 | Radio Stations | 1.43 | 317 | -2.3% | 1.23 |

| | | | | | | |
|---|---|---|---|---|---|
| 711120 | Dance Companies | 1.22 | 47 | 45.8% | 0.32 |
| 332323 | Ornamental & Architectural Metal Work Manufacturing | 1.19 | 106 | 79.1% | 0.76 |
| 451211 | Book Stores | 1.15 | 260 | -23.7% | 1.21 |
| 511130 | Book Publishers | 1.13 | 211 | -13.1% | 1.44 |
| 517110 | Wired Telecommunications Carriers | 1.10 | 1723 | -0.9% | 0.80 |
| 512290 | Other Sound Recording Industries | 1.09 | 14 | -7.3% | 0.84 |
| 337212 | Custom Architectural Woodwork and Millwork Manufacturing | 1.05 | 48 | 13.1% | 0.96 |
| 541921 | Photography Studios, Portrait | 0.92 | 406 | 7.2% | 1.10 |
| 339992 | Musical Instrument Manufacturing | 0.91 | 28 | 3.0% | 2.32 |
| 515120 | Television Broadcasting | 0.91 | 272 | -2.1% | 0.72 |

The combination of the LQ, the number of jobs, and the % job change will help identify those businesses that would appear to have the most potential for being a differentiating creative business for NEI. In Table 3 we compare the top 5 occupations in each of these categories to see what codes appear in more than one category. This listing of codes in this table came from the NAICS listings in Appendix A.

*Table 3*
*Comparison of Top 5 Businesses in Various Categories*

| LOCATION QUOTIENT | # of JOBS in 2014 | % INCREASE in JOBS from 2010-2014 |
|---|---|---|
| Books printing | Wired Telecommunications Carriers | Art Dealers |
| Support Activities for Printing | Independent Artists, Writers, Performers | Ornamental and Architectural Metal Work Manufacturing |
| Drive-in Motion Picture Theatres | Commercial Printing | Jewelry and Silverware Manufacturing |
| Jewelry and Silverware Manufacturing | Books Printing | Radio Networks |
| Commercial Screen Printing | Newspaper Publishers | Industrial Design Services |

In looking for any ‘sweet spots’ with clear growth potential based on this classification, it seems that further exploration of what is happening in Jewelry and Silverware Manufacturing as well as Printing would be worthwhile. This also shows that much more analysis of this information will be necessary to understand a full picture.

**D. A Snapshot of the SOC – Creative Occupations**

It is interesting to look at a breakdown of the types of employment across the creative occupation categories. Table 4 shows the breakdown in SOC jobs between employer related (employees covered by unemployment insurance and employees not covered by unemployment insurance) and the self-employed/1099 jobs (those who report a significant portion of their income from self-employment and those who have miscellaneous, non-primary, income as reported through 1099’s).

*Table 4*
*Snapshot of Creative Occupations in NEI*

| Type of Job | 2014 total jobs | % change in jobs 2010-2014 | 2013 Total Value of Earnings | 2013 Average Hourly Wage |
|---|---|---|---|---|
| Employer Related Jobs | 4,087 | 3.0% | $176,468,000 | $21.29 |
| Self-Employed and 1099 Jobs | 5,242 | 7.3% | $134,688,000 | $12.63 |
| **TOTAL JOBS** | **9,329** | **5.4%** | **$311,156,000** | **$16.42** |

Exploring how concentrated a type of creative occupation is will help identify those creative occupations that should be considered as high potential for growth and future investment. Table 5 reflects the top 20 creative industries based on Location Quotient. Location Quotient is basically a way of quantifying how concentrated a particular industry, cluster or occupation is in a region compared to the nation. It can reveal what makes a particular region 'unique' in comparison to the national average. This table shows us how creative occupations are concentrated in NEI. Any number above 1.0 indicates a type of business that is more highly concentrated than the national average. Location Quotient Indiana is the location quotient for the State of Indiana. This reflects the concentration between the nation and State of Indiana – showing those businesses whose concentration in Indiana is higher than that of the nation.

*Table 5*
*Top 20 Creative Occupations as Classified by Location Quotient*

| SOC Code | Type of Occupation | Location Quotient National | Number of 2014 Jobs | % change in Jobs 2010-2014 | Location Quotient Indiana |
|---|---|---|---|---|---|
| 27-3011 | Radio and Television Announcers | 1.34 | 184 | -7.0% | 1.04 |
| 27-2041 | Music Directors and Composers | 1.26 | 281 | -6.6% | 1.07 |
| 27-1023 | Floral Designers | 1.24 | 246 | 5.7% | 1.07 |
| 25-4031 | Library Technicians | 1.09 | 293 | -1.1% | 1.43 |
| 25-4012 | Curators | 0.98 | 24 | 1.9% | 0.88 |
| 27-4012 | Broadcast Technicians | 0.96 | 68 | -1.2% | 0.74 |
| 27-3022 | Reporters and Correspondents | 0.94 | 145 | 2.5% | 0.90 |
| 27-2042 | Musicians and Singers | 0.91 | 966 | -12.3% | 0.84 |
| 25-9011 | Audio-Visual and Multimedia Collections Specialists | 0.91 | 21 | -1.6% | 1.10 |
| 27-1021 | Commercial and Industrial Designers | 0.90 | 123 | -14.0% | 1.13 |
| 27-1024 | Graphic Designers | 0.82 | 765 | -9.6% | 0.75 |
| 27-3021 | Broadcast News Analysts | 0.79 | 30 | -8.4% | 0.82 |
| 25-4021 | Librarians | 0.77 | 230 | -1.3% | 1.02 |

| | | | | | |
|---|---|---|---|---|---|
| 11-2011 | Advertising and Promotions Managers | 0.77 | 72 | -9.5% | 0.74 |
| 27-1011 | Art Directors | 0.75 | 278 | -3.3% | 0.74 |
| 27-1013 | Fine Artists, Including Painters, Sculptors, and Illustrators | 0.75 | 148 | -4.7% | 0.77 |
| 27-1026 | Merchandise Displayers and Window Trimmers | 0.75 | 161 | -2.9% | 1.14 |
| 27-4013 | Radio Operators | 0.74 | <10 | na | 0.70 |
| 11-2021 | Marketing Managers | 0.73 | 383 | -7.3% | 0.80 |
| 17-1011 | Architects, Except Landscape and Naval | 0.73 | 258 | -3.2% | 0.61 |

The combination of the LQ, the number of jobs, and the % job change will help you identify those occupations that would appear to have the most potential for being a differentiating type of occupation for NEI. In Table 6 we compare the top 5 occupations in each of these categories to see what codes appear in more than one category.

*Table 6*
*Comparison of Top 5 Occupations in Various Categories*

| LOCATION QUOTIENT | # of JOBS in 2014 | % INCREASE in JOBS from 2010-2014 |
|---|---|---|
| Radio and Television Announcers | Photographers | Film and Video Editors |
| Music Directors and Composers | Musicians and Singers | Camera Operators, Television, Video |
| Floral Designers | Graphic Designers | Dancers |
| Library Technicians | Writers and Authors | Fashion Designers |
| Curators | Interpreters and Translators | Sound Engineering Technicians |

We look for any 'sweet spots' among the codes that could have growth potential based on this classification, given no one occupation fits all categories it seems that much more analysis of this information will be necessary to understand the full picture of creative occupations. There is something interesting happening with music occupations and design occupations across all categories that could be explored. Also, the highest increase in number of jobs between 2010 and 2014 is coming from creative arts technology – film and video editors, camera operators, sound engineering.

**E. Summary**

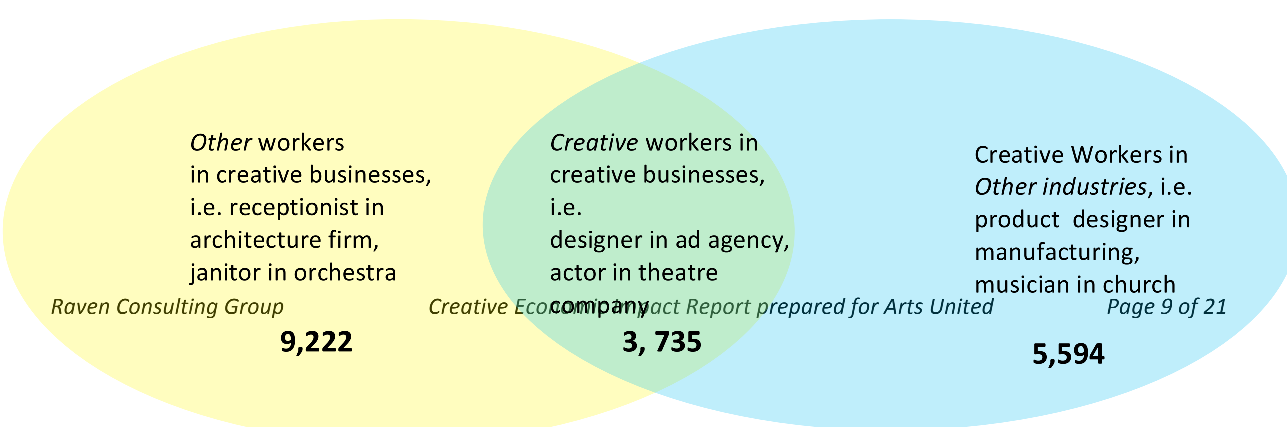
**TOTAL EMPLOYMENT in CREATIVE INDUSTRIES**

**18,551**

*Figure 3*

Creative Businesses

Creative Occupations



In Figure 3, these 18,551 jobs represented 4.6% of all jobs within Northeast Indiana in 2014 (18,551 divided by 407,181. It is important to note that these numbers likely underrepresent people employed in creative businesses or occupations because this data does not include all persons who pursue a creative activity for income or all young creative businesses. The next step would be to compare this percentage to benchmark peer regions along with reviewing this percentage to other economic industry clusters in Northeast Indiana. What we do know is that 4.6% compares favorably to the 4.2% of the Southeast Wisconsin region (seven counties) as measured in 2010.

**F. Further Analysis**

We extend special thanks to The Community Research Institute who provided the NAICS and SOC data on behalf of Arts United. The entire data workbook can be seen at Arts United's website location: http://www.artsunited.org/culturaladvancementcommittee.

The above review is an initial snapshot of the creative economy in Northeast Indiana. We recommend the following additional analysis to generate a fuller, and more nuanced, profile of the creative economy of Northeast Indiana.

- *Self-Employed vs. Employer*: exploring the small business profile
- *Wage and Job growth*: what is growing fastest, and what has been declining
- *Filter data* by number of jobs or growth rate or average wages, etc. and not just location quotient to deepen the review of the creative economy
- *Location Quotient Indiana*: looking at the NEI advantage in Indiana as well as the US
- *Compare with other local industry clusters*: compare the percentage of workforce for the creative economy with percentage of workforce of other clusters.
- *Benchmark with other peer communities*: if peer communities are identified that did a creative economy analysis it will be possible to conduct a benchmark analysis.
- *Review other NAICS and SOC codes* for additional businesses specific to NEI: consider looking at value chain businesses from creative product manufacturers, e.g. musicians and musical products because of Sweetwater, sewing and fabrication because of Vera Bradley, etc.

## III. AFTA's *AMERICA'S ECONOMIC PROSPERITY IV CALCULATOR*

The *Arts and Economic Prosperity IV (AEP IV) Calculator* is a free tool provided by Americans for the Arts that makes it possible for any community or organization to estimate the economic impact of the organization or community. This calculator is based on research findings from the 182 study regions that were part of the *AEP IV*, which is Americans for the Arts' national economic impact study of nonprofit arts and culture organizations and their audiences. To find out more about this study and its results, please go to http://tinyurl.com/aepcalculator .

Allen County did not participate in this study and therefore the calculator is used to generate an informed estimate. For purposes of this research, we have used the information on audience numbers and organization expenses for 2014. Arts United and the Indiana Arts Commission provided this information for Allen County.

The following calculation is for 2014 using the AFTA formula and is based on:

| | |
|---|---|
| Population category for Allen County | 250,000 to 499,999 |
| Nonprofit Total Expenditures | 12,928,689 |
| Nonprofit Total Attendance | 988,794 |

Table 7 indicates the economic impact of this amount of Allen County nonprofit organizational expenditures and nonprofit audience expenditures.

*Table 7*
*The AEP Calculator for Allen County (nonprofits only)*

| | Total Expenditures | FTE Jobs | Household Income | Local Government Revenue | State Government Revenue |
|---|---|---|---|---|---|
| Nonprofit Arts and Culture Organizations | $12,928,689 | 457.7 | $11,186,677 | $505,900 | $650,442 |
| Nonprofit Arts and Culture Audiences | $21,654,589 | 615 | $13,541,697 | $1,155,922 | $1,447,826 |
| TOTAL INDUSTRY IMPACT | $34,583,278 | 1072.7 | $24,728,374 | $1,661,822 | $2,098,268 |

TOTAL EXPENDITURES: The total dollars spent by the nonprofit arts and culture organizations and their audiences; event-related spending by arts and culture audiences is estimated using the average dollars spent per person by arts event attendees in similarly populated communities.

FTE JOBS: The total number of full-time equivalent (FTE) jobs in the community that are supported by the expenditures made by the arts and culture organizations and/or its audiences. An FTE can be one full-time employee, two half-time employees, four employees who work quarter-time, etc.

HOUSEHOLD INCOME: The total dollars paid to community residents as a result of the expenditures made by the arts and culture organizations and/or its audiences. Household income includes salaries, wages, and proprietary income.

GOVERNMENT REVENUE: The total dollars received by the local and state governments (e.g., license fees, taxes) as a result of the expenditures made by the arts and culture organizations and/or its audiences.

The above figures indicate that in 2014 the total arts and culture industry economic impact was $34,583,278 – providing over 1,000 jobs and over $3.5 million received by local and state governments.

## IV. AFTA and the NATIONAL TAXONOMY of EXEMPT ENTITIES

The Americans for the Arts (AFTA) prepares both a National Index and a Local Index for understanding the health of the nonprofit sector. The data they use for this analysis includes the National Taxonomy of Exempt Entities, which is produced by the National Center for Charitable Statistics. These are organizations that file IRS 990's and the IRS classifies nonprofits with this taxonomy. It could leave out smaller organizations such as those with less than $25,000 in annual revenues do not need to file. In particular, AFTA uses the codes as described in Appendix B.

A list of NTEE nonprofits will include university organizations, 'friends' organizations, local choirs, religious arts nonprofits, festivals etc. The full list as provided by AFTA represents information from 2011 – 2013 and is presented in detail in Appendix C. The summary is shown below in Figure 3. As this information represents multiple years, these revenue and expense numbers are approximate but they do provide an order of magnitude.

*Figure 3*
*NTEE Organizations for Allen County*

| | | |
|---|---|---|
| 60 NTEE Organizations | Revenue - $34,721,317 | Expenses - $29,614,738 |

For further information on how AFTA constructs the national and local arts indexes, please refer to http://tinyurl.com/aftaindex . It is possible to benchmark the Allen County NTEE results with other communities and the national average within AFTA's national and local arts indexes.

## V. The AFTA CREATIVE INDUSTRIES REPORT

AFTA has taken a conservative approach to defining the *Creative Industries* by focusing solely on businesses involved in the creation or distribution of the arts. For the purposes of the reports, the *Creative Industries* are composed of arts-centric businesses that range from nonprofit museums, symphonies, and theaters to for-profit film, architecture, and advertising companies. AFTA advises that they have guarded against overstatement of the sector by excluding industries such as computer programming and scientific research—both creative, but not focused on the arts.

The source of AFTA's data is Dun & Bradstreet, which provides very specific and reliable data about employment and the number of arts-centric businesses in both the nonprofit and for profit arts. AFTA analysis demonstrates an under-representation of nonprofit arts organizations in the Dun & Bradstreet database. Additionally, many individual artists are not included, as not all are employed by a business.

These Creative Industries reports do not include many of the creative technology businesses nor individual artists. For these reasons and in light of the excellent creative economy data provided by the Community Research Institute, it is recommended that the Creative Industries reports as currently provided by AFTA are not utilized at this time.

## VI. CREATIVE CENSUS SURVEY

The Wunderkammer Company, a Fort Wayne nonprofit, developed a creative census survey in 2014. This survey was considered the first in-depth study of the creative sector in Northeast Indiana. Funding was provided by the Knight Foundation Fund. Wunderkammer specifically wanted to know about the individual creatives not just the creative businesses.

Wunderkammer's intention with these survey results was to identify the three largest geographic concentration of creative sector employees and begin a 'quality of life' planning phase to attract, develop and retain individuals working within the creative economy.

The results of the survey were a survey pool of 1,034 respondents, 30 focus groups and interviews and three community open houses for zip codes 46802, 46805, and 46807. The topline results as presented by Wunderkammer are:

- 84.4% of responding creatives have a certificate or a degree. The regional average is 35% and the NEI Regional Partnership's Big Goal Collaborative is targeting a 60% regional average. Creatives are contributing significantly to higher educational attainment.

- 68.6% of NEI's creative respondents are produced elsewhere. This reflects that most creatives are coming from non-regional higher education institutions.

- 42.9% of the region's creatives who took the survey live in greater Fort Wayne. These respondents live in zip codes 46802, 46805, and 46807.

- 43% are not native to Northeast Indiana.

- 14% of creative respondents make over $75,000/year. This compares with the 2013 Fort Wayne metro area median income of $46,000.

- Over 25% of creative respondents earn less than $20,000/year. These respondents trend young, and doing mostly freelance work. This work may or may not be their primary income generating job.

- 30% of all creative respondents work within a design profession

In recently announcing a September conference called *Emerge: From Creativity to Innovative Economy*, Wunderkammer had this to say about the work they are doing.

*Throughout the Creative Census project, we learned a great deal about our regional creative economy, how large concentrations of these workers are impacting the make up of our urban core and urban neighborhoods, and that, by implementing our quality of life plans, we are producing strong positive impacts in these areas, accelerating the progress started in grass roots ways by the individual talent which makes up this strong sector of our economy! Because of all of this, we wanted to take the opportunity to introduce our locals doing great* *work to regional and national speakers who can shed new light on issues facing the growth of our city and how creative intervention can make urban revitalization more attractive and affordable for cities still on the rise.*

Wunderkammer is bringing in some leading figures in this field. It will be important for Arts United to have a visible presence as part of this conference to share the regional narrative and perhaps even share some of this creative economy information.

## VII. SUMMARY

This report presents several views of the creative economy of greater Fort Wayne as well as the Northeast Indiana Region. Together, these data points tell a story about the creative economy in greater Fort Wayne and Northeast Indiana.

While all of this information contained in this report merits further review, it appears that the creative economy is relatively robust and represents a highly educated, attractive workforce. We conclude from this data that the creative sector employment represents some 4.6% of the region's jobs. We hope to include further analysis on wages in the final report**.** This sector represents workers with exactly the kind of education the NEI Regional Partnership is seeking. Therefore, it is worth considering the creative economy as an industry cluster targeting in-depth review and attention.

SO – are these creative economy numbers good? Does this position Northeast Indiana well in the nation's creative economy? A positioning of NEI's creative economy can't be determined until compared with other peer communities as well as other economic industry clusters in Northeast Indiana. However, on the face of it given our knowledge of other communities, this is a pretty robust economic cluster.

The nonprofit arts and culture segment of the creative economy has a total economic impact of $34.5 million and supports over 1,000 jobs.

For a truly in-depth review of the 'who' of the creative economic industry cluster and what they need to grow, we recommend speaking directly to the creative community. Conducting focus groups across the region and across the creative community will provide an understanding of the sector's strengths, areas for development, opportunities and barriers for growing a healthy, sustainable creative economy. It is recommended that these focus groups be followed by an online survey that will gather more quantifiable data based on what is learned in the focus groups.

Raven Consulting's association with Christine Harris brings a national reputation in the field of creative economy study. Christine co-founded the national Creative Economy Coalition and produced the seminal national research in this field, *America's Creative Economy: A Study of Recent Conceptions, Definitions, and Approaches to Measurement Across the USA* (National Creativity Network). Through this work and the development of the coalition, Raven has access to all the latest research, leaders of organizations in communities who are doing creative economy work, and national experts in this field. These associations would provide Arts United with unique access to benchmarking locally and nationally as well as connections to the best and brightest in this field.

By conducting a more thorough analysis of the data contained within this report as well as speaking directly to the creative community, Arts United will have a profile of the region's creative economy with a clear outline of what the next steps are to develop, sustain and measure this economic cluster as part of Northeast Indiana's overall regional development planning.

# APPENDIX A

| NAICS CODES | TYPE of BUSINESS | 2014 Jobs (All) | 2014 Wages (ave annual) | % Change in Jobs 2010-2014 |
|---|---|---|---|---|
| | | | | |
| **323111** | Commercial Printing (except Screen and Books) | 1,385 | $37,240 | -4.7% |
| **323113** | Commercial Screen Printing | 342 | $32,981 | 13.1% |
| **323117** | Books Printing | 995 | $41,859 | 41.7% |
| **323120** | Support Activities for Printing | 308 | $29,570 | -10.9% |
| **332323** | Ornamental and Architectural Metal Work Manufacturing | 106 | $31,483 | 79.1% |
| **337212** | Custom Architectural Woodwork and Millwork Manufacturing | 48 | $37,320 | 13.1% |
| **339910** | Jewelry and Silverware Manufacturing | 184 | $31,234 | 77.1% |
| **339992** | Musical Instrument Manufacturing | 28 | $34,028 | 3.0% |
| **424920** | Book, Periodical, and Newspaper Merchant Wholesalers | 254 | $35,135 | 11.0% |
| **451140** | Musical Instrument and Supplies Stores | 40 | $26,131 | -60.1% |
| **451211** | Book Stores | 260 | $20,570 | -23.7% |
| **453920** | Art Dealers | 96 | $11,748 | 90.8% |
| **511110** | Newspaper Publishers | 868 | $25,286 | -5.9% |
| **511120** | Periodical Publishers | 154 | $23,777 | -12.0% |
| **511130** | Book Publishers | 211 | $39,651 | -13.1% |
| **511140** | Directory and Mailing List Publishers | 42 | $97,619 | na |
| **511191** | Greeting Card Publishers | 0 | $0 | 0.0% |
| **511199** | All Other Publishers | <10 | Insf. Data | na |
| **511210** | Software Publishers | 128 | $52,742 | 0.0% |
| **512110** | Motion Picture and Video Production | 52 | $23,294 | -20.5% |
| **512120** | Motion Picture and Video Distribution | 0 | $0 | 0.0% |
| **512131** | Motion Picture Theaters (except Drive-Ins) | 192 | $9,331 | -14.2% |
| **512132** | Drive-In Motion Picture Theaters | 13 | $8,382 | 0.0% |
| **512191** | Teleproduction and Other Postproduction Services | 13 | $17,940 | 0.0% |
| **512199** | Other Motion Picture and Video Industries | 0 | $0 | 0.0% |
| **512210** | Record Production | 0 | $0 | 0.0% |
| **512220** | Integrated Record Production/Distribution | 0 | $0 | 0.0% |
| **512230** | Music Publishers | <10 | Insf. Data | na |
| **512240** | Sound Recording Studios | 12 | $17,586 | na |
| **512290** | Other Sound Recording Industries | 14 | $14,088 | -7.3% |
| **515111** | Radio Networks | 23 | $33,858 | 68.9% |
| **515112** | Radio Stations | 317 | $38,878 | -2.3% |
| **515120** | Television Broadcasting | 272 | $46,522 | -2.1% |
| **515210** | Cable and Other Subscription Programming | 0 | $0 | 0.0% |
| **517110** | Wired Telecommunications Carriers | 1,723 | $65,375 | -0.9% |
| **519110** | News Syndicates | 0 | $0 | 0.0% |

| | | | | |
|---|---|---|---|---|
| **519120** | Libraries and Archives | <10 | Insf. Data | na |
| **519130** | Internet Publishing and Broadcasting and Web Search Portals | 157 | $34,957 | 25.4% |
| **541310** | Architectural Services | 325 | $57,284 | 2.5% |
| **541320** | Landscape Architectural Services | 157 | $21,356 | 12.3% |
| **541410** | Interior Design Services | 187 | $15,443 | 31.9% |
| **541420** | Industrial Design Services | 32 | $21,525 | 62.7% |
| **541430** | Graphic Design Services | 289 | $29,247 | 4.3% |
| **541490** | Other Specialized Design Services | 19 | $35,014 | na |
| **541810** | Advertising Agencies | 356 | $51,234 | 1.4% |
| **541820** | Public Relations Agencies | 20 | $41,637 | 17.6% |
| **541830** | Media Buying Agencies | 14 | $46,176 | -60.3% |
| **541840** | Media Representatives | 11 | $27,346 | na |
| **541850** | Outdoor Advertising | 60 | $44,786 | 41.8% |
| **541860** | Direct Mail Advertising | 10 | $22,122 | -25.0% |
| **541870** | Advertising Material Distribution Services | <10 | Insf. Data | na |
| **541890** | Other Services Related to Advertising | 143 | $31,258 | -22.1% |
| **541921** | Photography Studios, Portrait | 406 | $11,127 | 7.2% |
| **541922** | Commercial Photography | 74 | $20,476 | 6.7% |
| **611610** | Fine Arts Schools | 379 | $5,903 | -22.8% |
| **711110** | Theater Companies and Dinner Theaters | 71 | $14,792 | -26.6% |
| **711120** | Dance Companies | 47 | $19,758 | 45.8% |
| **711130** | Musical Groups and Artists | 163 | $19,452 | 26.4% |
| **711190** | Other Performing Arts Companies | 16 | $7,383 | na |
| **711310** | Promoters of Performing Arts, Sports, and Similar Events with Facilities | 111 | $13,017 | 31.3% |
| **711320** | Promoters of Performing Arts, Sports, and Similar Events without Facilities | 92 | $27,686 | 31.6% |
| **711410** | Agents and Managers for Artists, Athletes, Entertainers, and Other Public Figures | 54 | $45,746 | -14.0% |
| **711510** | Independent Artists, Writers, and Performers | 1,407 | $10,513 | 7.3% |
| **712110** | Museums | 131 | $24,148 | -8.5% |
| **712120** | Historical Sites | <10 | Insf. Data | na |
| **712130** | Zoos and Botanical Gardens | 116 | $22,534 | 1.4% |
| **712190** | Nature Parks and Other Similar Institutions | <10 | $33,787 | na |
| | **TOTAL** | **12,947** | **$33,787** | **2.0%** |

| SOC Codes | TYPE of OCCUPATION | 2014 Jobs (all) | 2013 Average Hourly Earnings | % Change in Jobs 2010-2014 |
|---|---|---|---|---|
| **11-2011** | Advertising and Promotions Managers | 72 | $30.57 | 9.5% |
| **11-2021** | Marketing Managers | 383 | $40.04 | 7.3% |
| **13-1011** | Agents and Business Managers of Artists, Performers, and Athletes | 69 | $15.04 | -2.4% |
| **17-1011** | Architects, Except Landscape and Naval | 258 | $29.56 | 3.2% |
| **17-1012** | Landscape Architects | 32 | $18.02 | -2.3% |
| **25-4011** | Archivists | <10 | Insf. Data | na |
| **25-4012** | Curators | 24 | $24.49 | 0.0% |
| **25-4013** | Museum Technicians and Conservators | <10 | Insf. Data | na |
| **25-4021** | Librarians | 230 | $23.69 | 1.3% |
| **25-4031** | Library Technicians | 293 | $14.66 | 1.1% |
| **25-9011** | Audio-Visual and Multimedia Collections Specialists | 21 | $21.23 | 1.6% |
| **27-1011** | Art Directors | 278 | $17.65 | 3.3% |
| **27-1012** | Craft Artists | 142 | $5.14 | 8.2% |
| **27-1013** | Fine Artists, Including Painters, Sculptors, and Illustrators | 148 | $8.20 | 4.7% |
| **27-1014** | Multimedia Artists and Animators | 224 | $9.69 | 2.1% |
| **27-1019** | Artists and Related Workers, All Other | 69 | $9.09 | 8.9% |
| **27-1021** | Commercial and Industrial Designers | 123 | $23.51 | 14.0% |
| **27-1022** | Fashion Designers | 24 | $22.24 | 2.1% |
| **27-1023** | Floral Designers | 246 | $10.26 | -5.7% |
| **27-1024** | Graphic Designers | 765 | $17.07 | 9.6% |
| **27-1025** | Interior Designers | 203 | $18.16 | 8.7% |
| **27-1026** | Merchandise Displayers and Window Trimmers | 161 | $12.30 | 2.9% |
| **27-1027** | Set and Exhibit Designers | 17 | $16.15 | 6.0% |
| **27-1029** | Designers, All Other | 23 | $17.60 | 8.0% |
| **27-2011** | Actors | 122 | $11.65 | 10.1% |
| **27-2012** | Producers and Directors | 130 | $19.76 | 8.9% |
| **27-2031** | Dancers | 52 | $11.75 | 14.2% |
| **27-2032** | Choreographers | 20 | $14.56 | 6.1% |
| **27-2041** | Music Directors and Composers | 281 | $19.95 | 6.6% |
| **27-2042** | Musicians and Singers | 966 | $12.76 | 12.3% |
| **27-2099** | Entertainers and Performers, Sports and Related Workers, All Other | 184 | $12.66 | 8.2% |
| **27-3011** | Radio and Television Announcers | 184 | $16.43 | 7.0% |
| **27-3021** | Broadcast News Analysts | 30 | $24.51 | 8.4% |
| **27-3022** | Reporters and Correspondents | 145 | $14.25 | -2.5% |
| **27-3031** | Public Relations Specialists | 303 | $23.46 | 1.6% |
| **27-3041** | Editors | 299 | $17.24 | 3.1% |
| **27-3042** | Technical Writers | 84 | $27.16 | -3.9% |
| **27-3043** | Writers and Authors | 624 | $13.25 | 10.5% |
| **27-3091** | Interpreters and Translators | 418 | $16.45 | 4.3% |

| | | | | |
|---|---|---|---|---|
| **27-3099** | Media and Communication Workers, All Other | 111 | $15.55 | 5.2% |
| **27-4011** | Audio and Video Equipment Technicians | 125 | $14.63 | 8.3% |
| **27-4012** | Broadcast Technicians | 68 | $15.20 | 1.2% |
| **27-4013** | Radio Operators | <10 | na | na |
| **27-4014** | Sound Engineering Technicians | 25 | $19.31 | 13.0% |
| **27-4021** | Photographers | 1,259 | $10.74 | 0.8% |
| **27-4031** | Camera Operators, Television, Video, and Motion Picture | 40 | $16.54 | 17.3% |
| **27-4032** | Film and Video Editors | 26 | $18.86 | 20.2% |
| **27-4099** | Media and Communication Equipment Workers, All Other | 14 | $21.69 | 8.7% |
| | TOTAL | 9,329 | $16.42 | 5.4% |

## APPENDIX B

**NTEE Code Type of Nonprofit Organization as used by Americans for the Arts**
A01 Alliance/Advocacy Organizations
A02 Management & Technical Assistance
A03 Professional Societies & Associations
A05 Research Institutes and/or Public Policy Analysis
A11 Single Organization Support
A12 Fundraising and/or Fund Distribution
A19 Nonmonetary Support Not Elsewhere Classified
A20 Arts, Cultural Organizations - Multipurpose
A23 Cultural/Ethnic Awareness
A25 Arts Education/Schools
A26 Arts Council/Agency
A30 Media, Communications Organizations
A31 Film, Video
A32 Television
A33 Printing, Publishing
A34 Radio
A40 Visual Arts Organizations
A50 Museums & Museum Activities
A51 Art Museums
A52 Children's Museums
A54 History Museums
A56 Natural History, Natural Science Museums
A57 Science & Technology Museum
A60 Performing Arts
A61 Performing Arts Centers
A62 Dance
A63 Ballet
A65 Theater
A68 Music
A69 Symphony Orchestras
A6A Opera
A6B Singing Choral
A6C Music Groups, Bands, Ensembles
A6E Performing Arts Schools
A70 Humanities
A70 Humanities Organizations
A80 Historical Societies and Related Activities
A84 Commemorative Events
A90 Arts Service Activities/ Organizations
A99 Other Art, Culture, Humanities Organizations/Services Not Elsewhere Classified
N52 County/Street/Civic/Multi-Arts Fairs and Festivals

# APPENDIX C

**NTEE ORGANIZATIONS**
**for ALLEN COUNTY**
**from**
**AMERICANS FOR THE ARTS**

| EIN | Fiscal year (ending year) | Organization name. | NTEE Code | Total contributions, gifts, and grants | Program service revenue | Total revenue | Total expenses | Net income (loss) for the year | Net assets or fund balances at end of year |
|---|---|---|---|---|---|---|---|---|---|
| 352101024 | 2012 | FRIENDS OF THE LINCOLN COLLECTION OF INDIANA INC | A11 | 63812 | 0 | 64554 | 47015 | 17539 | 204675 |
| 237156447 | 2012 | HOMESTEAD JR-SR HIGH SCHOOL MUSIC BOOSTERS INC | A11 | 17052 | 390970 | 498908 | 447400 | 51508 | 245975 |
| 270530027 | 2012 | LINCOLN COLLECTION ENDOWMENT | A11 | 1082320 | 0 | 1214873 | 305975 | 908898 | 6977865 |
| 352110907 | 2012 | UNITY PERFORMING ARTS FOUNDATION INC | A12 | 494373 | 23792 | 518176 | 278266 | 239910 | 288860 |
| 351719238 | 2012 | FOUNDATION FOR ART AND MUSIC IN ELEMENTARY EDUCATION INC | A19 | 119150 | 71606 | 185640 | 185577 | 63 | 175557 |
| 352112823 | 2012 | TEKVENTURE INCORPORATED | A20 | 29817 | 21143 | 50960 | 51584 | -624 | 918 |
| 352134195 | 2012 | AFRICAN-AMERICAN HEALTHCARE ALLIANCE OF FORT WAYNE INC | A23 | 91422 | 4100 | 46933 | 62294 | -15361 | 26924 |
| 350483990 | 2013 | MACEDONIAN PATRIOTIC ORGANIZATION OF THE UNITED STATES & CANADA | A23 | 11388 | 2588 | 125044 | 118352 | 6692 | 202329 |
| 261208841 | 2010 | RUSSELLS PARADISE KARATE ACADEMY OF THE ARTS | A25 | 0 | 104580 | 104580 | 109692 | -5112 | -38797 |
| 350992067 | 2012 | ARTS UNITED OF GREATER FORT WAYNE | A26 | 2062203 | 387176 | 2902221 | 2438774 | 463447 | 15045677 |
| 510183856 | 2013 | INDIANA PUBLIC BROADCASTING STATIONS INC | A30 | 938595 | 67500 | 1006095 | 486809 | 519286 | 683425 |
| 272417633 | 2012 | SOULMEDIC MEDIA GROUP INC | A30 | 570572 | 0 | 581791 | 528072 | 53719 | 324635 |
| 270221443 | 2011 | STAR EDUCATIONAL MEDIA NETWORK INC | A30 | 1137010 | 0 | 1148334 | 1012307 | 136027 | 620866 |
| 351975367 | 2012 | TAYLOR UNIVERSITY BROADCASTING INC | A30 | 1849722 | 121649 | 1988693 | 1964724 | 23969 | 2020751 |
| 351414723 | 2013 | FORT WAYNE CINEMA CENTER INC | A31 | 145983 | 131196 | 288752 | 257181 | 31571 | 393260 |
| 352143145 | 2012 | WINDSONG PICTURES INC | A31 | 5834 | 7324 | 18503 | 23554 | -5051 | -444 |
| 237173906 | 2012 | FORT WAYNE PUBLIC TELEVISION INC | A32 | 1536530 | 444636 | 2169091 | 2438503 | -269412 | 3315795 |
| 351303467 | 2012 | INDIANA-PURDUE STUDENT NEWSPAPERS INC | A33 | 0 | 75395 | 75395 | 98094 | -22699 | -19266 |
| 351514924 | 2012 | NORTHEAST INDIANA PUBLIC RADIO INC | A34 | 1016096 | 232116 | 1300409 | 1140698 | 159711 | -376089 |
| 351978105 | 2013 | APPLESEED QUILTERS GUILD INC | A40 | 0 | 2749 | 14645 | 10072 | 4572 | 20959 |
| 351461761 | 2012 | ARTLINK INC | A40 | 238401 | 57373 | 305029 | 197811 | 107218 | 514410 |
| 271981462 | 2012 | WOVEN INC | A40 | 44869 | 1175 | 58559 | 54416 | 4143 | 1265 |
| 310896650 | 2012 | FORT WAYNE FIREFIGHTERS MUSEUM INC | A50 | 2877 | 17093 | 30230 | 41671 | -11441 | 372484 |
| 350953440 | 2013 | FORT WAYNE MUSEUM OF ART INC | A51 | 1067109 | 94337 | 1557084 | 1902591 | -345507 | 13902307 |
| 356043477 | 2012 | MAUMEE VALLEY ANTIQUE STEAM & GAS ASSOCIATION INC | A54 | 93535 | 49990 | 146336 | 137783 | 8553 | 161434 |
| 311032583 | 2013 | SCIENCE CENTRAL INC | A57 | 967137 | 384711 | 1410913 | 1297198 | 113715 | 4889774 |
| 273707147 | 2012 | C2G MUSIC HALL CORPORATION | A61 | 89005 | 68203 | 158805 | 168300 | -9495 | 60404 |
| 237355731 | 2012 | EMBASSY THEATRE FOUNDATION INC | A61 | 2373904 | 970727 | 3487786 | 1672504 | 1815282 | 9775147 |
| 310958473 | 2012 | FORT WAYNE DANCE COLLECTIVE INC | A62 | 186045 | 135398 | 323407 | 332315 | -8908 | 184625 |
| 356006394 | 2012 | FORT WAYNE BALLET INC | A63 | 362291 | 495041 | 910519 | 825241 | 85278 | 437666 |
| 351368665 | 2012 | ARENA THEATRE INC | A65 | 13132 | 163984 | 177414 | 175217 | 2197 | 294616 |
| 356001476 | 2012 | FORT WAYNE CIVIC THEATRE INC | A65 | 776466 | 259132 | 1054162 | 783625 | 270537 | 559122 |
| 351551064 | 2012 | FORT WAYNE YOUTHEATRE INCORPORATED | A65 | 117476 | 79857 | 203021 | 172826 | 30195 | 137773 |
| 651191507 | 2011 | RECLAMATION PROJECT INC | A65 | 114881 | 0 | 115238 | 148709 | -33471 | 403644 |
| 351424100 | 2012 | NORTHERN INDIANA BLUEGRASS | A68 | 3967 | 80776 | 84803 | 88520 | -3717 | 43471 |
| 350791163 | 2012 | FORT WAYNE PHILHARMONIC ORCHESTRA INC | A69 | 3355616 | 1110569 | 4960049 | 4762725 | 197324 | 10918230 |
| 43697118 | 2012 | BACH COLLEGIUM-FORT WAYNE INC | A6B | 30043 | 7153 | 36449 | 40808 | -4359 | 5466 |
| 200125770 | 2011 | CARROLL SHOW CHOIR BOOSTERS INC | A6B | 113519 | 70415 | 183942 | 182196 | 1746 | 52899 |
| 351638989 | 2012 | FORT WAYNE CHILDRENS CHOIR INC | A6B | 83308 | 124410 | 222767 | 239386 | -16619 | 95784 |
| 356244634 | 2012 | FORT WAYNE MAENNERCHOR INC | A6B | 2824 | 2205 | 33681 | 38267 | -4586 | 122470 |
| 352054190 | 2012 | NORTHROP CHORAL ASSOCIATION | A6B | 1455 | 73001 | 84223 | 89025 | -4802 | 26580 |
| 351733497 | 2012 | THE HEARTLAND CHAMBER CHORALE INC | A6B | 467902 | 25928 | 495806 | 328840 | 166966 | 313376 |
| 351535790 | 2012 | TRINITY COMMUNICATIONS GROUP INC | A6B | 21000 | 920516 | 943626 | 888291 | 55335 | 257029 |
| 351826725 | 2011 | CHRISTIAN LITERATURE FOR AFRICA ASSOCIATION | A70 | 52052 | 0 | 52052 | 54411 | -2359 | 24594 |
| 352069930 | 2013 | CONCORDIA THEOLOGICAL FOUNDATION INC | A70 | 320895 | 0 | 456421 | 116551 | 339870 | 3960784 |
| 208489695 | 2012 | KURT MARQUART FUND FOR THEOLOGICALEDUCATION IN HAITI INC | A70 | 44758 | 0 | 45273 | 8095 | 37178 | 155939 |
| 300707349 | 2012 | CONCOURS D ELEGANCE OF TEXAS INC | A80 | 22025 | 82962 | 104987 | 184212 | -79225 | -79228 |
| 351818065 | 2012 | INDIANA GENEALOGICAL SOCIETY INC | A80 | 120 | 19326 | 22899 | 17165 | 5734 | 98521 |
| 352063570 | 2012 | AFRICAN-AFRICAN AMERICAN HISTORICAL SOCIETY | A82 | 27813 | 7638 | 41457 | 69498 | -28041 | 210345 |
| 351043456 | 2013 | ALLEN CO FT WAYNE HISTORICAL SOCIETY INC | A82 | 418085 | 12574 | 531247 | 633968 | -102721 | 5588849 |
| 351932033 | 2012 | ALLEN COUNTY COURTHOUSE PRESERVATION TRUST INC | A82 | 25559 | 609 | 91289 | 71426 | 19863 | 583391 |
| 351580850 | 2012 | CANAL SOCIETY OF INDIANA INC | A82 | 11098 | 4500 | 18649 | 19719 | -1070 | 87997 |
| 237255168 | 2012 | FORT WAYNE RAILROAD HISTORICAL SOCIETY INC | A82 | 49531 | 72685 | 805995 | 593838 | 212157 | 474145 |
| 351288789 | 2012 | INDIANA JEWISH HISTORICAL SOCIETY INC | A82 | 17423 | 0 | 22898 | 20570 | 2328 | 78484 |
| 310946267 | 2012 | AUDIENCES UNLIMITED INC | A99 | 221587 | 0 | 246449 | 237433 | 9016 | 911924 |
| 311011191 | 2012 | ALLEN COUNTY LAW LIBRARY ASSOCIATION INC | B70 | 3700 | 61692 | 65517 | 71314 | -5797 | 67974 |
| 351725844 | 2012 | ALLEN COUNTY FAIRGROUNDS INC | N52 | 3461 | 292101 | 297135 | 328205 | -31070 | 773338 |
| 261936423 | 2012 | FORT-4-FITNESS INC | N52 | 135834 | 356859 | 494686 | 496031 | -1345 | 138166 |
| 510158815 | 2012 | GRABILL COUNTRY FAIR INC | N52 | 13560 | 0 | 19775 | 3392 | 16383 | 152106 |
| 351806243 | 2012 | JOHNNY APPLESEED FESTIVAL INC | N52 | 8818 | 108068 | 117142 | 115702 | 1440 | 169313 |
| **TOTAL 60 orgs** | | | | | | **$34,721,317** | **$29,614,738** | **$5,106,578** | |