



Delaware Division of the Arts CVI Report

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Introduction

This report details the findings of research on the overall health of a region's arts-related creative economy. The strongest indicator of this health is a region's score on the Creative Vitality Index™ (CVI™). The CVI™ is a robust and inclusive measure of the economic vitality of the arts and arts activities in a specified geographic or political region of the United States. Rigorously constructed and updated annually, a region's CVI™ is a credible and clear data source for arts research and advocacy purposes.

What is an Index?

An index is generally an efficient means of summarizing quantities of interrelated information and describing complex relationships. An index can be, as in the case of the CVI™, a single indicator of multiple variables and interaction between these variables. Changes in an index will reflect changes in the data used to generate the index. Standardization and unification of data mean that indexes are ideally suited for comparative analysis. The comparative nature of the CVI™ has added analytical and policy value.

What is the Creative Vitality Index™?

The Creative Vitality Index™ (CVI™) measures annual changes in the economic health of an area by integrating economic data streams from both the for-profit and nonprofit sectors. Using per capita measurements of revenue data from both for-profit and nonprofit entities as well as job data from a selection of highly creative occupations, the research aggregates the data streams into a single index value that reflects the relative economic health of a geography's creative economy. The CVI™ provides an easily comprehensible measure of economic health to help communicate information from a broad arts coalition to policy makers and stakeholders. This longitudinal data allows for compelling year-to-year comparisons as well as cross-city, county, and state comparisons. The CVI research system also provides users with a series of reports on the rise and fall of key data factors measured by the Index. The CVI™ goes beyond an annual tally of what is often inflation-driven growth in the non-profit art sector. Instead, it is a more inclusive reporting mechanism that is rooted in robust data streams that reflect the entire arts-based creative economy.

The Creative Vitality Index™ is a resource for informing public policy and supporting the work of advocates for creative economies. CVI™ reports have been used as a way to define the parameters of an area's creative economy and as a means of educating communities about the components and dynamics of a creative economy. The CVI™ is frequently used as a source of information for arts advocacy messaging and to call attention to significant changes in regional creative economies. This research has also been used to underscore the economic relationships between the for- and nonprofit sectors and as a mechanism for diagnosing a region's creative strengths and weaknesses.

What does the Creative Vitality Index™ Measure?

The CVI measures a carefully selected set of economic inputs related to the arts and creativity in a given geographic area, with measurements of both for-profit and nonprofit arts-related activities. The index has two major components including measurements of community participation based on per capita revenues of arts-related goods and services, and measurements of per capita occupational employment in the arts. The weighted indicators within the community participation portion of the index are the following: nonprofit arts organization income, nonprofit humanities organizational income, per capita book store sales, per capita music store sales, per capita photography store sales, per capita performing arts revenues, and per capita art gallery and individual artist sales. These indicators account

for sixty percent of the overall index values. A forty percent weighting has been assigned to occupational employment in the arts that captures the incidence of jobs associated with measurably high levels of creative output.

The rationale for this approach is the cause-and-effect relationship between participation levels and jobs. The underlying theory is that public participation in the arts or public demand for arts experiences and events ultimately drives budgets and organizational funding levels, which in turn support artists and art-related jobs within the economy.

Where does Creative Vitality Index™ Data Come From?

Index data streams are analyzed by WESTAF and taken from two major data partners: the Urban Institute's National Center for Charitable Statistics, and Economic Modeling Specialists, Inc (EMSI). The Urban Institute's National Center for Charitable Statistics aggregates information from the Internal Revenue Service's 990 forms. The forms are required to be submitted by nonprofit 501(c) organizations with annual gross receipts of \$25,000 or more; however, organizations with smaller revenues also occasionally report.

EMSI uses a proprietary economic modeling technique to capture industry and occupational employment data. A brief synopsis of the data sources employed in this model are outlined as follows:

Industry Data

In order to capture a complete picture of industry employment, EMSI combines covered employment data from Quarterly Census of Employment and Wages (QCEW), produced by the Department of Labor, with total employment data in Regional Economic Information System (REIS), published by the Bureau of Economic Analysis (BEA) and augmented with County Business Patterns (CBP) and Nonemployer Statistics (NES), published by the U.S. Census Bureau.

Occupation Data

Organizing regional employment information by occupation provides a workforce-oriented view of the regional economy. EMSI's occupation data are based on EMSI's industry data and regional staffing patterns taken from the Occupational Employment Statistics program (U.S. Bureau of Labor Statistics). Wage information is partially derived from the American Community Survey. The occupation-to-program (SOC-to-CIP) crosswalk is based on one from the U.S. Department of Education, with customizations by EMSI.

Communicating CVI™ Data

Different state, local and regional organizations have undertaken multiple communication strategies for publicizing the CVI™. WESTAF has found that the best strategy for communicating CVI™ information often relies on the specifics of organizational needs. WESTAF is willing to consult individual agencies free of charge regarding communication strategies after CVI™ data have been finalized. Potential strategies include: creating low-cost communication pieces and press releases “in-house”; creating more formalized communication; using a professional designer; including a number of stories related to the local creative economies; forming working groups to discuss the creative economy and long term messaging strategies given CVI™ data; commissioning in-depth research to investigate certain aspects of CVI™ data apparent in the overall CVI™ results; and using CVI™ data as an internal policy formulation document, while communicating data to specific key stakeholders, such as legislators and executives.

Section Two: Data Preview and Summary

The geographic regions that are being studied include the Wilmington Metropolitan Statistical Area (MSA), the State of Delaware, and Kent, New Castle, and Sussex counties. It is important to note the Wilmington MSA includes highly populated counties outside the State of Delaware. Employment, non-profit arts organization revenues, and industry sales data for the Wilmington MSA may seem disproportional when compared to the State of Delaware due to the high population density of the counties included within this particular MSA. A region's Creative Vitality Index™ value is compared to a national baseline score of 1.00. For example, a region with a CVI™ value of 1.30 has a stronger index value than the nation as a whole by 30%. A CVI™ value can also be generated to be compared to a specific region such as a county, state, or combined area. The unique geographic sensitivity of this measure means that arts advocates and policy makers have a clear and concise understanding of their particular region.

Delaware to The United States (0.86), 2009:

Delaware's CVI™ value of 0.86 reflects the strength of the state's creative economy compared to the nation. From 2007 to 2009, the Delaware CVI™ value decreased from 0.97 to 0.86. Delaware has strong CVI™ values when compared to the nation in some of the categories measured by the CVI™, such as photography, book, and record store sales. Approximately 10,675 people in the state were employed by creative occupations in 2009. From 2007 to 2009, the number of arts organizations increased from 130 to 142. In 2009, non-profit arts organizations reported \$33.7 million in revenue, and non-profit arts-active organizations reported \$42.1 million. Independent artist sales within the state were \$39.3 million in 2009.

Wilmington, MSA to The United States (1.07), and Delaware (1.35), 2009:

This particular MSA comprises several densely populated counties, which might explain why this region surpasses Delaware in most of the categories measured by the CVI™ in 2009. When the area is compared to the nation and state, the Wilmington MSA shows strengths in non-profit arts and arts-active organizations. When measured against Delaware in 2009, non-profit arts organizations had a CVI™ value 2.29, while non-profit arts-active organizations reported a value of 1.29. In 2009, the area reported an occupational index of 0.96 and over 84,000 people were employed by creative occupations.

Kent County to The United States (0.71), and Delaware (0.75), 2009:

Kent County surpasses the United States and Delaware in music store sales and book and record store sales. In 2009, the county had 1,395 people employed within the creative economy. The county reported \$2.8 million in non-profit arts-active organization revenues in 2009, and performing arts participation increased from \$812,000 in 2007 to \$1.4 million in 2009.

New Castle County to The United States (1.06), and Delaware (1.25), 2009:

In 2009, New Castle County outperformed the nation in four of the eight categories measured by the CVI™. However, when compared to Delaware, the county surpassed the state in six categories. In 2009, photography store sales reported an individual CVI™ value of 1.61, followed by non-profit arts organization income value of 1.49. Landscape architects reported high rates of job gains from 2007 to 2009. Non-profit arts organization revenues

decreased from \$42.7 million in 2007 to \$30.5 million in 2009.

Sussex County to The United States (0.42), and Delaware (0.52), 2009:

In 2009, Sussex county did not outperform the nation or state in any individual CVI™ category. However, at 0.78, jobs linked to the creative economy had the highest individual CVI™ value in 2009. Between 2007 and 2009, performing arts participation and non-profit arts organization revenues reported increases in individual CVI™ values. Between 2007 and 2009, non-profit arts organization income increased slightly from \$1.9 million to \$2.2 million.

Additional Data Points

CVI™ data streams are analyzed by WESTAF and taken from two major data partners: the Urban Institute's National Center for Charitable Statistics, and Economic Modeling Specialists, Inc. (EMSI). The totality of data from these streams is presented in the following section. The following are select data points in this region:

Data highlights:

- Between 2007 and 2009, Delaware generated 12 new arts organizations.
- In 2009, the Wilmington MSA had an overall CVI™ value of 1.07 when compared to 10 similar MSAs
- In Delaware, independent artist sales increased from \$30.1 million in 2007 to \$39.3 million in 2009.
- New Castle County outperformed Delaware in six of the eight categories measured by the CVI™ in 2009.
- In 2009, New Castle County reported a CVI™ value of 1.16 in non-profit arts organization income.
- Between 2007 and 2009, independent artist sales more than doubled in Kent County from \$2.4 million to \$5.3 million, and increased in Sussex County from \$2.5 million to \$4.5 million.
- In Kent County, performing arts participation increased from \$812,000 in 2007 to \$1.4 million in 2009.

Creative Vitality Report Details

It is important to recall that the CVI™ score of this region is always compared to a score of 1.00. While a region might not be at the 1.00 level, this does not indicate an absence of activity. Here, it can be useful to look at the relative strength of the categorical index values being examined. Additionally, looking at refined state and regional contexts can give valuable insight to how a “low performing” region might actually be contributing positively within to a state and regional economy.

A few key terms used in the CVI™

Index: summarizes multiple sources of data into a single indicator, using one number to describe a complex set of variables, activities, and events. A few of the best-known indexes are the Dow Jones Industrial Average, the Body Mass Index (BMI) and the Consumer Price Index (CPI).

Per Capita: most simply put, per capita means the average per person. In the context of the CVI™, per capita is referring to the ratio of the CVI™ input--such as industry revenues,

nonprofit revenues and jobs--to the number of people within the study area.

CVI™ a comparative indicator of a region's creative vitality, including nonprofit and for-profit arts activities; it reflects the relative economic health of a region's creative economy.

Arts Organizations: organizations that have primary missions related to serving or presenting the arts. These organizations include traditionally subsidized arts organizations such as art museums, symphonies, operas, and ballets.

Arts-Active Organizations: organizations that do not have primary missions related to serving or presenting the arts, but do conduct a number of activities that can be considered "arts-based." For example, within any history museum, there is a significant amount of arts activities associated with exhibit design; the concept reflects a widely accepted trend in arts research to consider how certain creative activities and occupations that do not directly produce art, but are creative and artistic in nature, deserve recognition as vital parts of a creative economy.

Location Quotient (LQ): an index value for each occupation, measuring whether or not there is a per capita concentration of an occupation within the area being measured; LQs are given for both the state and the nation, showing the relative concentration of employment for an area when compared with the state and with the nation. The location quotient approach is typically used in community analysis and planning to assess basic industries, or those exporting goods.

Comparison of Metropolitan Regions

Table #1 shows CVI™ comparison data for 10 different Metropolitan Statistical Areas (MSAs), including Atlanta; Baltimore; Boston; Cincinnati; Hartford; Minneapolis; Providence; Portland; Washington, D.C.; and Wilmington. Washington, D.C. reported the highest CVI™ value in 2009. The Wilmington MSA received the fifth highest value in 2009. MSAs have been identified as appropriate comparison areas given the regional relationships of creative economies. The U.S. Census Bureau defines an MSA as a geographic entity that is defined by the U.S. Office of Management and Budget (OMB) for statistical use. MSAs contain one or more counties with a core urban area and neighboring counties that are highly socially and economically integrated.

A note on CVI™ values--population density and regional sensitivity are important here. The CVI™ measures the concentration of creative economic activities within a geographic area. While concentration rates, and thus a CVI™ value, can be affected by changes in the size of the region being studied, CVI™ values are not necessarily tied to population and population density. For example, some states with low population numbers, such as Alaska, Wyoming, and Nevada have high CVI™ values when compared to states with much higher populations and urban concentrations. Conversely, areas with high populations or population densities do not consistently have high CVI™ values. Certainly, the complexities of urban, suburban and rural geographies and demographics play a role in the creativity and vibrancy of a region. The adjustable sensitivity of the CVI™ to precise regions is a considerable strength of this measure.

Table# 1
Comparative CVI of Ten Metro Areas, 2007-2009 (Summary)

Region	Index 2007	Index 2008	Index 2009
Atlanta-Sandy Springs-Marietta, GA MSA	0.93	0.89	0.87
Baltimore-Towson, MD MSA	1.29	0.94	0.99
Boston-Cambridge-Quincy, MA-NH MSA	1.72	1.68	1.73
Cincinnati-Middletown, OH-KY-IN MSA	0.83	0.82	0.83
Hartford-West Hartford-East Hartford, CT..	1.12	1.18	1.23
Minneapolis-St. Paul-Bloomington, MN-WI ..	1.50	1.48	1.52
Philadelphia-Camden-Wilmington, PA-NJ-DE..	1.05	1.11	1.07
Portland-Vancouver-Hillsboro, OR-WA MSA	1.12	1.17	1.18
Providence-New Bedford-Fall River, RI-MA..	1.02	0.90	0.93
Washington-Arlington-Alexandria, DC-VA-M..	2.76	2.52	2.48
Totals	1.45	1.38	1.38

Source: WESTAF, Delaware CVI Report, 2007-2009

Creative Vitality Index™ by Year

CVI™ by year is representative of the total CVI™ values for Delaware; Wilmington MSA; and Kent, New Castle, and Sussex Counties for the years 2007, 2008, and 2009. The longitudinal data reveal interesting trends related to how creative industries and non-profits fared within this region when compared to the rest of the nation. Fluctuations in CVI™ values should be considered along side general local, regional, and national trends. The nature of the index accounts for both the influence of national trends and inflation by recalculating national comparison data in each

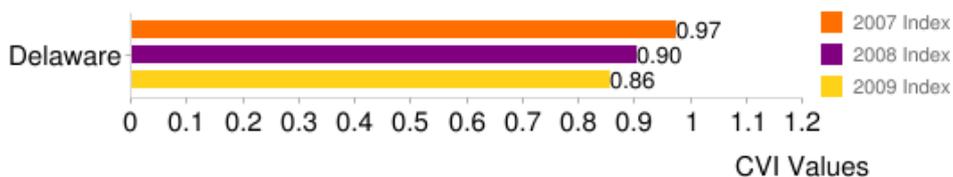
year. This comparative mechanism also allows for an accurate description of local and regional trends, while accounting for the influence of national changes. Sources for the variations of CVI™ values in each year shown within the individual data streams are detailed further within this report.

Table# 2
Comparative CVI of Delaware, 2007-2009

Region	Index 2007	Index 2008	Index 2009
Delaware	0.97	0.90	0.86
Totals	0.97	0.90	0.86

Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 2a
Comparative CVI



Source: WESTAF, Delaware CVI Report, 2007-2009

Delaware, CVI™ Values and Calculations vs. The United States, 2007-2009

Tables #3 through #5 show summarized data for Delaware versus the nation from 2007 to 2009. The overall CVI™ values for the Delaware versus the United States decreased from 0.97 in 2007 to 0.86 in 2009. There are some important variances in the individual index categories illustrated in Tables #5 through #7. The most positive changes from year-to-year occurred within photography store sales, book and record store sales, and non-profit arts organization income. According to the 2009 data, photography store sales and book and record store sales remained above the national average.

Table# 3
Delaware Vs. The United States, 2007

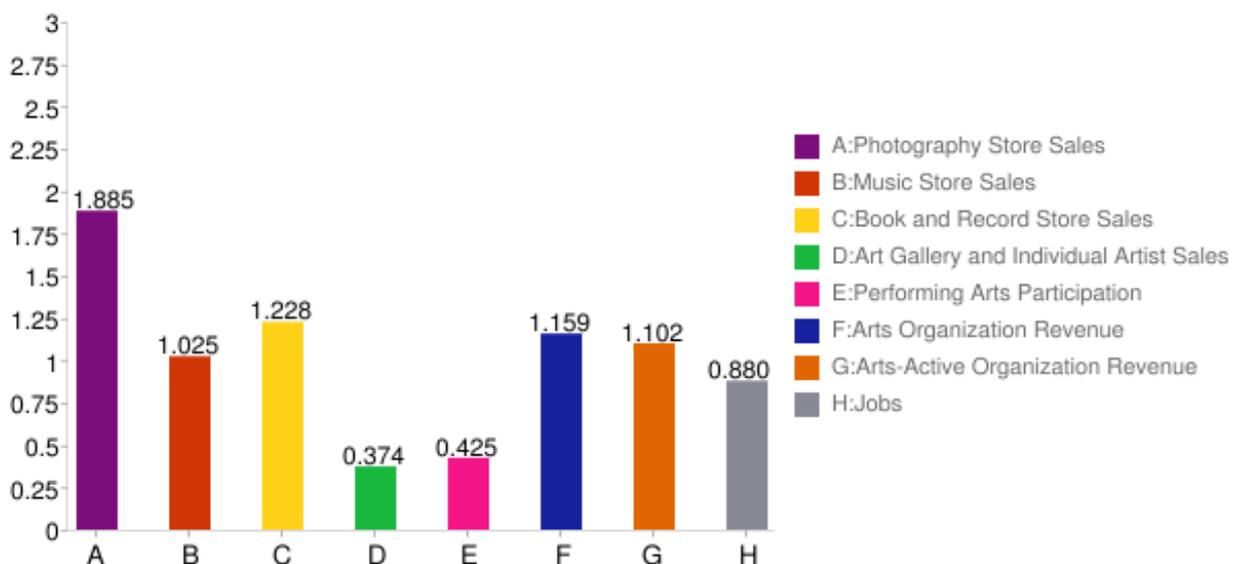
Region A: Delaware

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2007			
Population	864,764	301,621,157	
Industry Data			
Photography Store Sales	\$9,861,000	\$1,824,665,000	1.885
Music Store Sales	\$10,109,000	\$3,439,717,000	1.025
Book and Record Store Sales	\$35,452,000	\$10,068,675,000	1.228
Art Gallery and Individual Artist Sales	\$35,822,000	\$33,443,706,000	0.374
Performing Arts Participation	\$16,422,000	\$13,484,589,000	0.425
Non Profit Data			
Arts Organization Revenue	\$45,725,757	\$13,758,446,825	1.159
Arts-Active Organization Revenue	\$45,032,532	\$14,258,757,702	1.102
Occupation Data			
Total Jobs	10,961	4,342,725	0.880
Total CVI : 0.973			

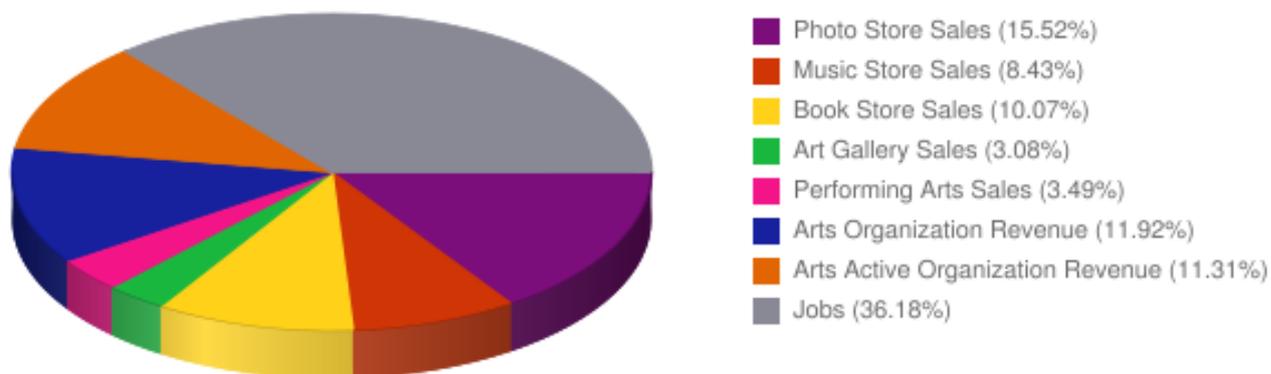
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 3a
CVI Values by Category 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 3b
Contributions to the CVI after Weighting Inputs 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 4
Delaware Vs. The United States, 2008

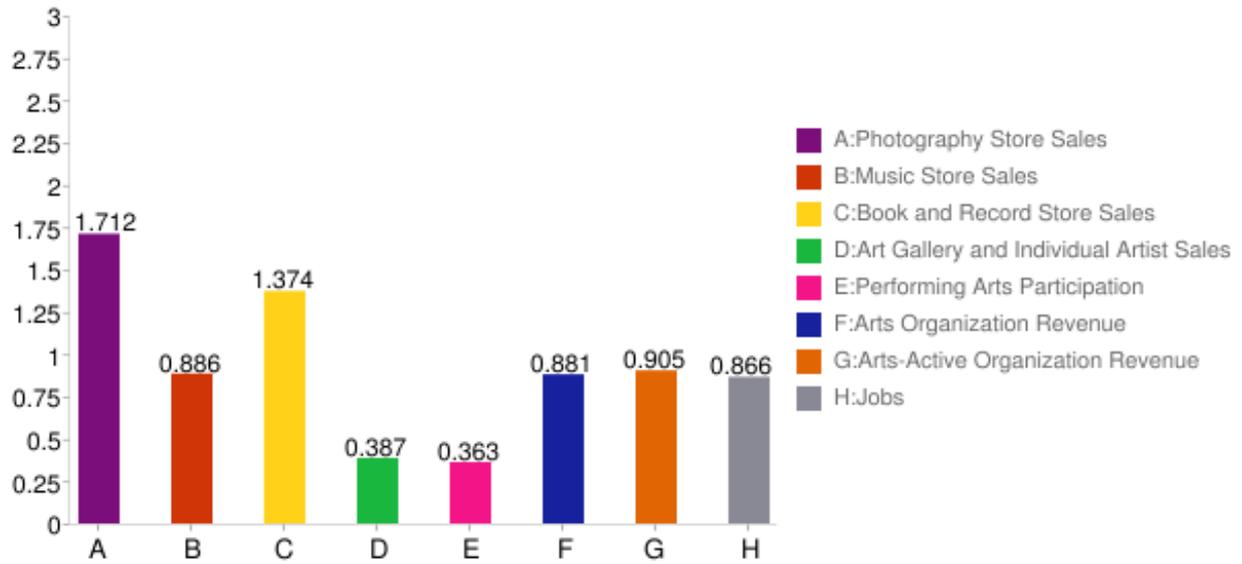
Region A: Delaware

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2008			
Population	873,092	304,059,724	
Industry Data			
Photography Store Sales	\$7,012,000	\$1,426,736,000	1.712
Music Store Sales	\$7,793,000	\$3,064,022,000	0.886
Book and Record Store Sales	\$34,090,000	\$8,640,277,000	1.374
Art Gallery and Individual Artist Sales	\$37,902,000	\$34,129,019,000	0.387
Performing Arts Participation	\$14,688,000	\$14,086,245,000	0.363
Non Profit Data			
Arts Organization Revenue	\$36,737,747	\$14,520,426,857	0.881
Arts-Active Organization Revenue	\$41,876,958	\$16,107,694,069	0.905
Occupation Data			
Total Jobs	10,839	4,361,087	0.866
Total CVI : 0.903			

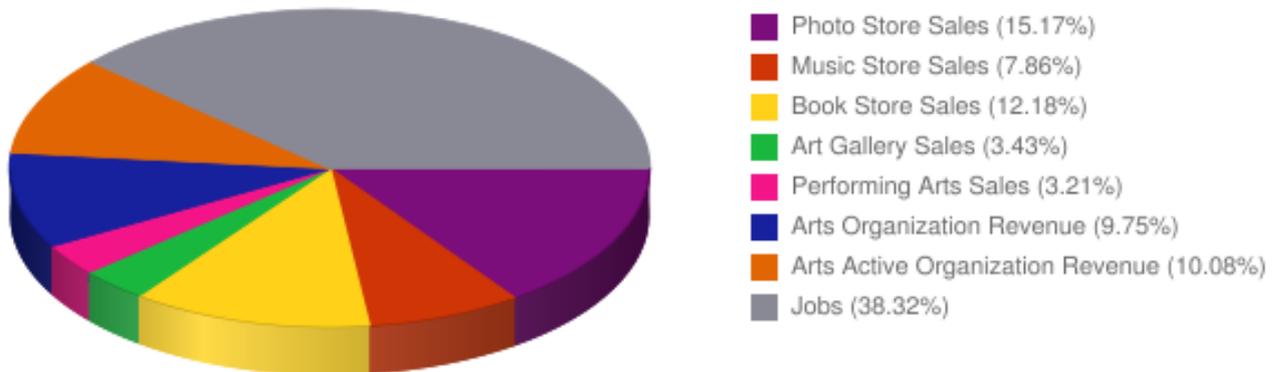
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 4a
CVI Values by Category 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 4b
Contributions to the CVI after Weighting Inputs 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 5
Delaware Vs. The United States, 2009

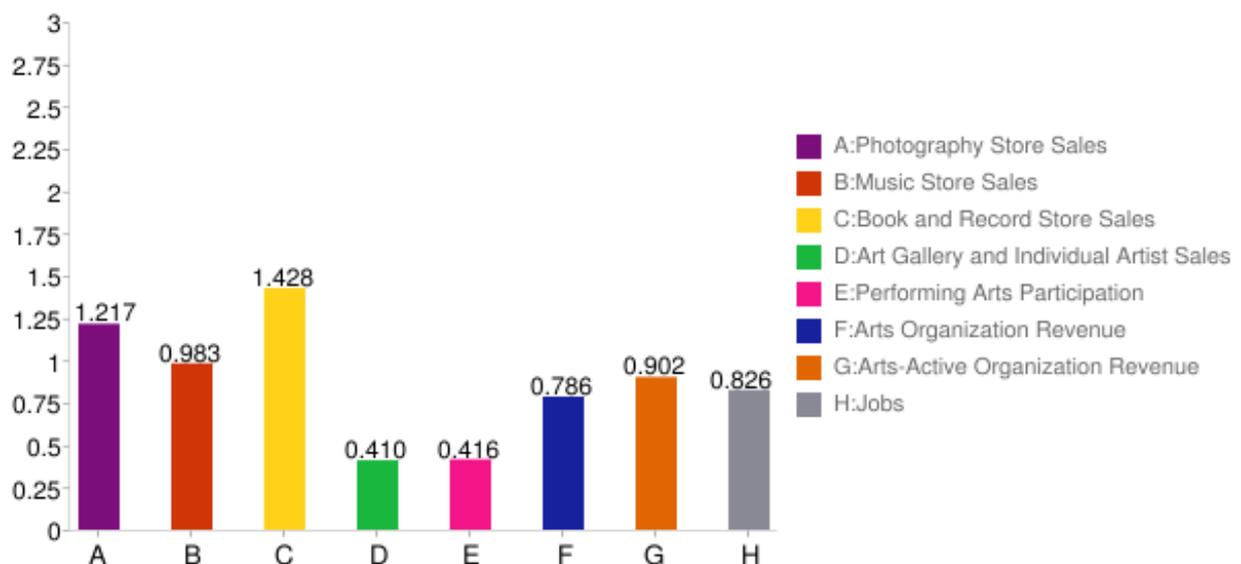
Region A: Delaware

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2009			
Population	885,122	307,006,550	
Industry Data			
Photography Store Sales	\$4,036,000	\$1,150,165,000	1.217
Music Store Sales	\$8,267,000	\$2,916,567,000	0.983
Book and Record Store Sales	\$33,580,000	\$8,154,589,000	1.428
Art Gallery and Individual Artist Sales	\$45,160,000	\$38,192,381,000	0.410
Performing Arts Participation	\$18,306,000	\$15,252,498,000	0.416
Non Profit Data			
Arts Organization Revenue	\$33,798,896	\$14,911,005,244	0.786
Arts-Active Organization Revenue	\$42,168,648	\$16,212,378,473	0.902
Occupation Data			
Total Jobs	10,675	4,483,793	0.826
Total CVI : 0.855			

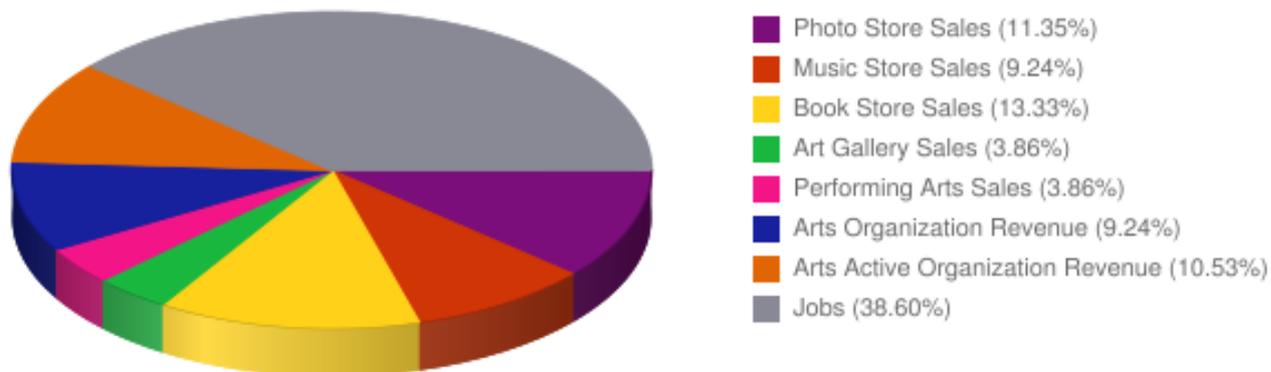
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 5a
CVI Values by Category 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 5b
Contributions to the CVI after Weighting Inputs 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Occupational Index

The occupational index of the arts measures the level of creative occupations per capita in a given geographic area compared with national per capita occupational employment. The CVI™ measures 36 selected occupational categories that are highly correlated with measured skill sets in thinking creatively, originality and fine arts knowledge as measured by the Employment and Training Administration’s “O*NET” occupational network database. Given this meticulous selection of occupations, the CVI™ presents an extremely justifiable report on creative economy employment.

Occupational information shows the overall creative employment figures for Delaware; Wilmington MSA; and Kent, New Castle, and Sussex Counties from 2007 through 2009. During this time period, Delaware lost approximately 286 full-time and part-time jobs within the 36 highly creative employment categories measured by the CVI™. The job loss rate was 2.8% over those three years. In the state, jobs declined from 10,961 in 2007 to 10,675 in 2009.

Location quotients, (LQs) are essentially "index values" for each individual occupation, measuring whether or not there is a per capita concentration of an occupation within the study area. The national standard LQ is 1.00. The strengths and weaknesses of occupational employment categories as measured by an LQ can provide important information about industry prevalence within a region's creative sector.

It is important to note that in low population areas there can be large percentage shifts for certain occupations that might not translate into significant changes. Also, certain occupations which have large numbers of part-time workers may have numbers that seem excessive in relation to the population. For example, the occupation “photographer” may show very high employment levels, but it mainly consists of freelance and part-time practitioners. In these instances, it is beneficial to focus on the LQ of the occupation, rather than the number of jobs or the percentage change.

Delaware Occupational Information

Between 2007 and 2009, Delaware lost 286 jobs related to the creative economy at a rate of 2.61% for a

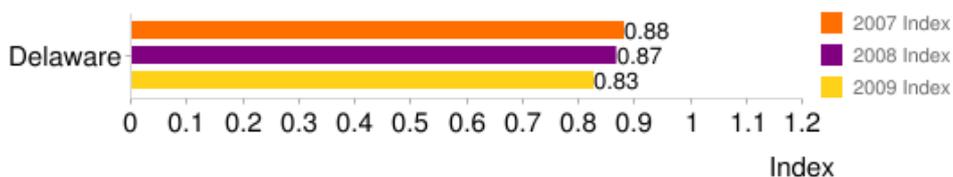
total of 10,675 jobs in 2009. The reported occupational index in 2009 was 0.83. Camera operators and sound engineering technicians lost jobs at a significant rate from 2007 to 2009, while the number of choreographers and landscape architects within this state increased. According to data from 2009, landscape architects were highly concentrated within the state

Table# 6
Delaware, Occupational Index, 2007-2009

Region	2007 Jobs	2008 Jobs	2009 Jobs	#Change	%Change	2007 Index	2008 Index	2009 Index
Delaware	10,961	10,839	10,675	-286	-2.61%	0.88	0.87	0.83
Totals	10,961	10,839	10,675	-286	-2.61%	0.88	0.87	0.83

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 6a
All Occupations, All Counties Index



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Delaware Occupational Information

Between 2007 and 2009, Delaware lost 286 jobs related to the creative economy at a rate of 2.61% for a total of 10,675 jobs in 2009. The reported occupational index in 2009 was 0.83. Camera operators and sound engineering technicians lost jobs at a significant rate from 2007 to 2009, while the number of choreographers and landscape architects within this state increased. According to data from 2009, landscape architects were highly concentrated within the state.

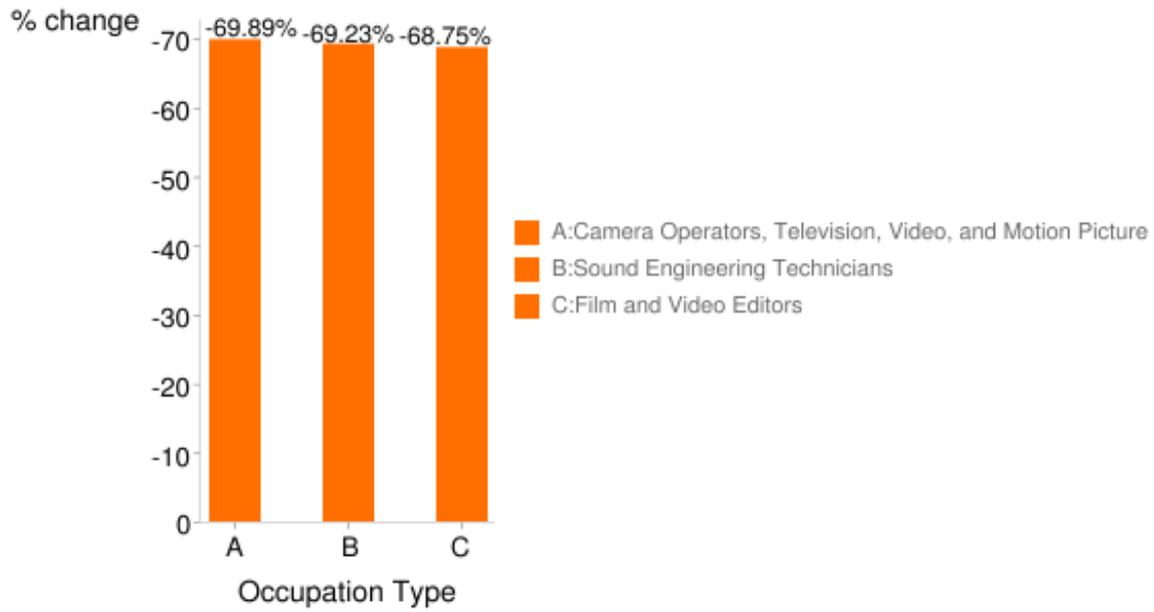
Table# 7
Delaware, Jobs by Occupation, 2007-2009

Regions : Delaware

Occupation Type	2007 Jobs	2008 Jobs	2009 Jobs	%Change
Actors	207	178	203	-1.93
Advertising and Promotions Managers	144	169	125	-13.19
Agents and Business Managers of Artists,Performers, and Athletes	123	477	98	-20.33
Architects, Except Landscape and Naval	280	246	264	-5.71
Art Directors	323	302	286	-11.46
Audio and Video Equipment Technicians	304	152	144	-52.63
Broadcast Technicians	89	62	63	-29.21
Camera Operators, Television, Video, and Motion Picture	93	56	28	-69.89
Choreographers	74	55	108	45.95
Commercial and Industrial Designers	148	129	154	4.05
Dancers	72	51	32	-55.56
Directors, Religious Activities	432	470	393	-9.03
Editors	284	303	302	6.34
Fashion Designers	151	125	113	-25.17
Film and Video Editors	80	54	25	-68.75
Fine Artists including Painters, Sculptors, and Illustrators	290	270	244	-15.86
Floral Designers	233	197	220	-5.58
Graphic Designers	522	536	595	13.98
Interior Designers	242	223	232	-4.13
Landscape Architects	148	166	209	41.22
Librarians	483	526	500	3.52
Media and Communication Equipment Workers, All Other	72	52	33	-54.17
Media and Communication Workers, All Other	329	300	336	2.13
Multi-Media Artists and Animators	313	289	273	-12.78
Music Directors and Composers	499	481	557	11.62
Musical Instrument Repairers and Tuners	61	109	34	-44.26
Musicians and Singers	657	639	654	-0.46
Photographers	1,838	1,795	1,977	7.56
Producers and Directors	225	187	183	-18.67
Public Relations Managers	195	214	187	-4.10
Public Relations Specialists	760	793	843	10.92
Radio and Television Announcers	128	91	101	-21.09
Set and Exhibit Designers	138	119	109	-21.01
Sound Engineering Technicians	78	50	24	-69.23
Technical Writers	146	137	128	-12.33
Writers and Authors	800	836	898	12.25
Total	10,961	10,839	10,675	-2.61

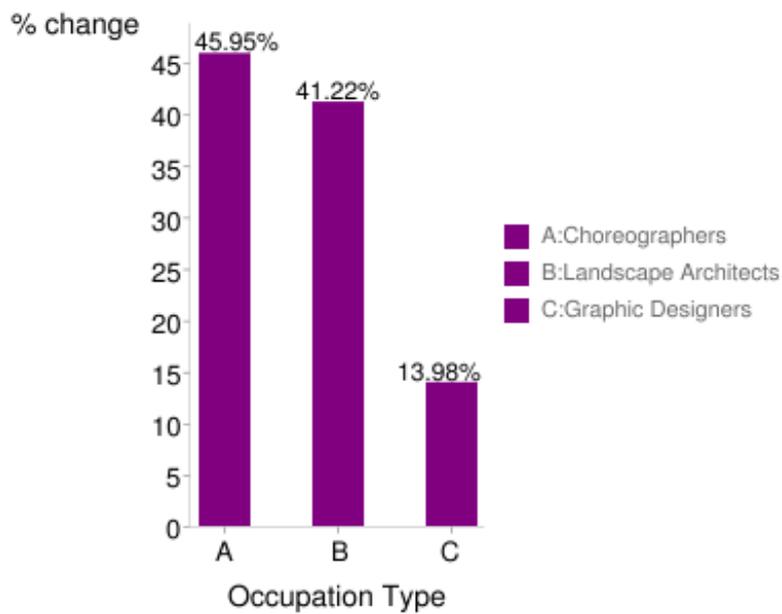
Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 7a
Top 3 Negative % Change by Occupation, 2007-2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 7b
Top 3 Positive % Change by Occupation, 2007-2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Table# 8
Delaware, Jobs by LQ, 2008-2009

Regions : Delaware

Occupation Type	2008 National LQ	2009 National LQ
Actors	0.64	0.72
Advertising and Promotions Managers	1.12	0.87
Agents and Business Managers of Artists,Performers, and Athletes	3.32	0.69
Architects, Except Landscape and Naval	0.57	0.65
Art Directors	0.80	0.75
Audio and Video Equipment Technicians	1.03	0.91
Broadcast Technicians	0.56	0.61
Camera Operators, Television, Video, and Motion Picture	0.70	0.36
Choreographers	0.84	1.52
Commercial and Industrial Designers	0.59	0.70
Dancers	0.84	0.56
Directors, Religious Activities	1.28	1.07
Editors	0.65	0.65
Fashion Designers	0.73	0.62
Film and Video Editors	0.68	0.32
Fine Artists including Painters, Sculptors, and Illustrators	0.92	0.78
Floral Designers	0.70	0.78
Graphic Designers	0.71	0.81
Interior Designers	0.81	0.86
Landscape Architects	0.98	1.23
Librarians	1.09	1.07
Media and Communication Equipment Workers, All Other	0.74	0.52
Media and Communication Workers, All Other	0.84	0.85
Multi-Media Artists and Animators	0.80	0.74
Music Directors and Composers	0.92	0.88
Musical Instrument Repairers and Tuners	2.37	0.87
Musicians and Singers	0.87	0.87
Photographers	0.88	0.87
Producers and Directors	0.50	0.48
Public Relations Managers	1.19	1.07
Public Relations Specialists	0.93	1.02
Radio and Television Announcers	0.62	0.68
Set and Exhibit Designers	0.81	0.68
Sound Engineering Technicians	0.77	0.40
Technical Writers	0.79	0.76
Writers and Authors	0.80	0.81

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 8a

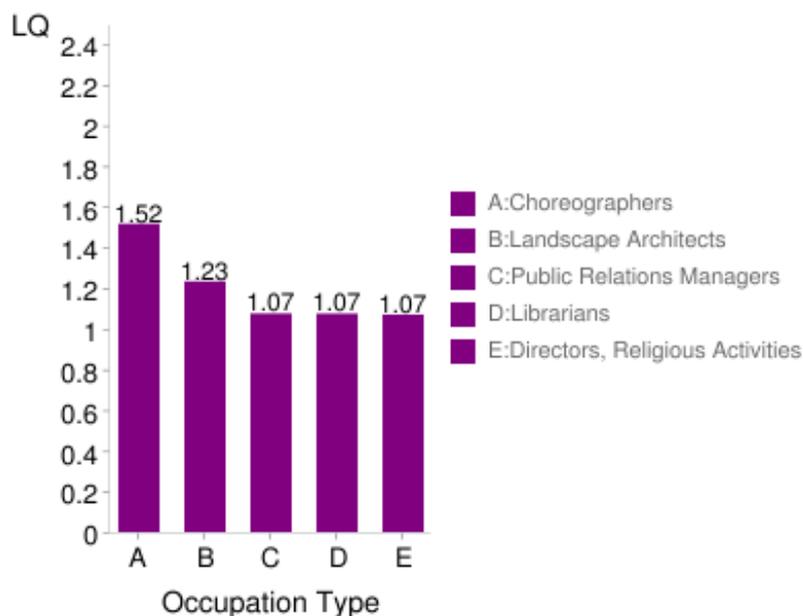
Top 5 Location Quotients by Occupation vs. Nationwide Occupations, 2008



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 8b

Top 5 Location Quotients by Occupation vs. Nationwide Occupations, 2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Delaware, Arts Organizations by Type, 2007-2009

The State of Delaware reported 142 arts-related organizations within the 2009 data. This was an increase from 130 organizations reported in 2007. In 2009, theater organizations showed the largest proportional share of art organizations, followed by arts education and music organizations. Historical societies and historical preservation organizations made up the largest proportional share of the region's arts-active organizations.

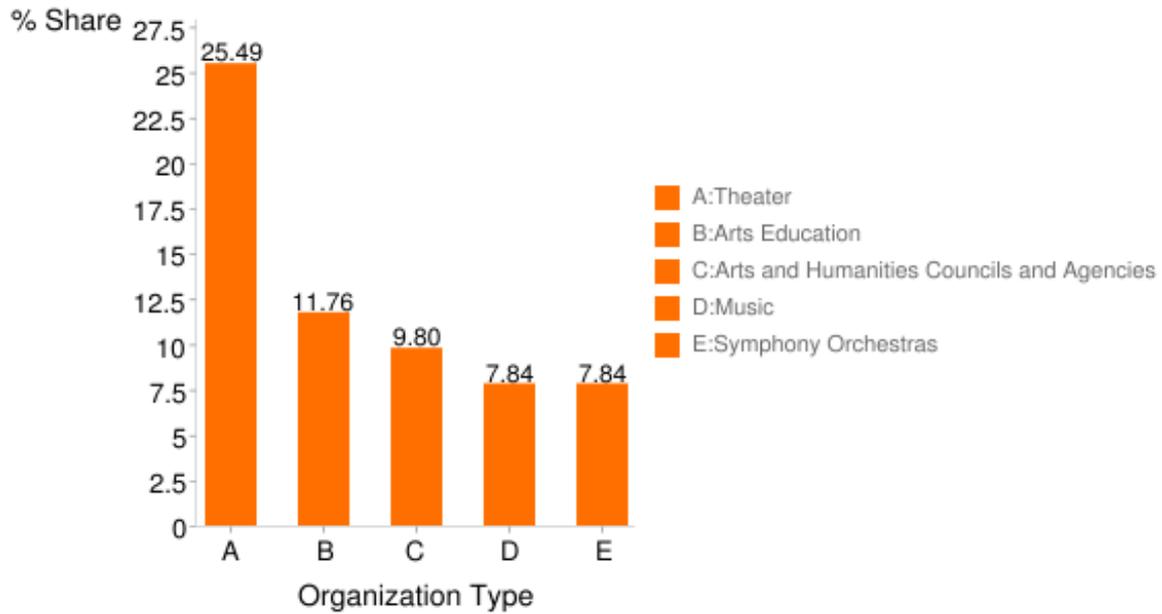
Table# 9
Delaware, Arts Organizations by Type, 2007

Regions : Delaware

Arts Organizations 2007	Number	Share	Arts-Active Organizations 2007	Number	Share
Art Museums	2	3.92%	Other Arts & Culture Organizations	2	2.53%
Arts & Culture	0	0.00%	Fund Raising & Fund Distribution	1	1.27%
Arts & Humanities Councils & Agencies	5	9.80%	Management & Technical Assistance	2	2.53%
Arts Education	6	11.76%	Professional Societies & Associations	1	1.27%
Arts Services	0	0.00%	Single Organization Support	8	10.13%
Alliances & Advocacy	0	0.00%	Other Arts & Culture Support Organizations	0	0.00%
Ballet	2	3.92%	Children's Museums	1	1.27%
Bands & Ensembles	3	5.88%	Commemorative Events	3	3.80%
Dance	1	1.96%	Community Celebrations	2	2.53%
Film & Video	1	1.96%	Cultural/Ethnic Awareness	8	10.13%
Folk Arts	0	0.00%	Fairs	2	2.53%
Music	4	7.84%	Folk Arts Museums	0	0.00%
Opera	1	1.96%	Historical Organizations	9	11.39%
Performing Arts	1	1.96%	Historical Societies & Historic Preservation	14	17.72%
Performing Arts Centers	2	3.92%	History Museums	5	6.33%
Singing & Choral Groups	4	7.84%	Humanities	5	6.33%
Symphony Orchestras	4	7.84%	Media & Communications	1	1.27%
Theater	13	25.49%	Museums	8	10.13%
Visual Arts	2	3.92%	Natural History & Natural Science Museums	1	1.27%
	0	0.00%	Performing Arts School	4	5.06%
	0	0.00%	Printing & Publishing	2	2.53%
	0	0.00%	Radio	0	0.00%
	0	0.00%	Research Institutes & Public Policy Analysis	0	0.00%
	0	0.00%	Science & Technology Museums	0	0.00%
	0	0.00%	Television	0	0.00%
Totals	51	100%	Totals	79	100%

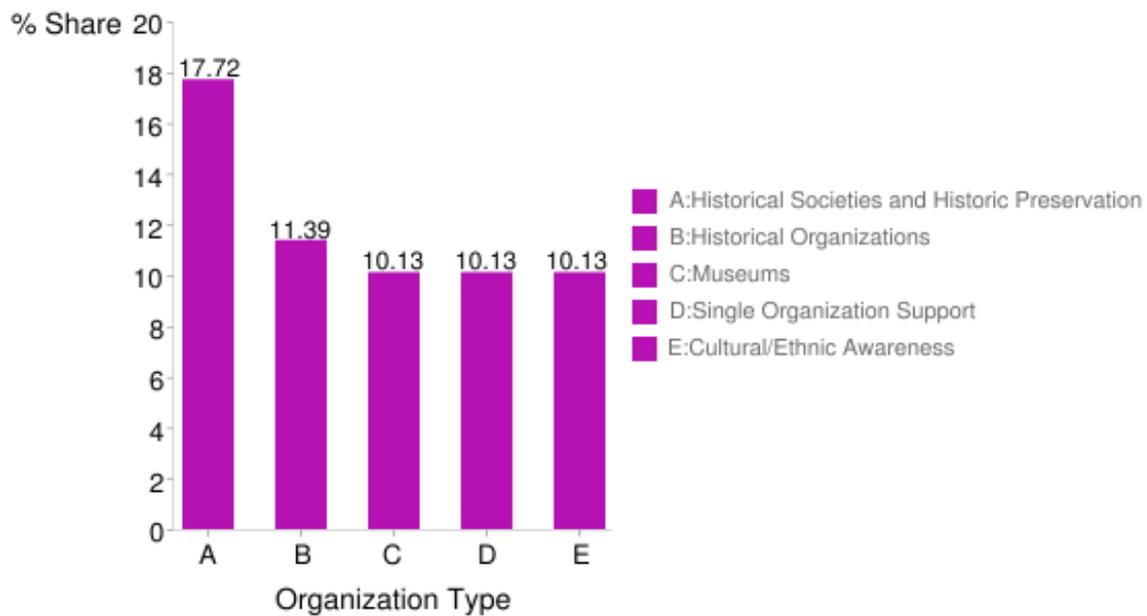
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 9a
Arts Organizations %Share 2007



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 9b
Arts-Active Organizations %Share 2007



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

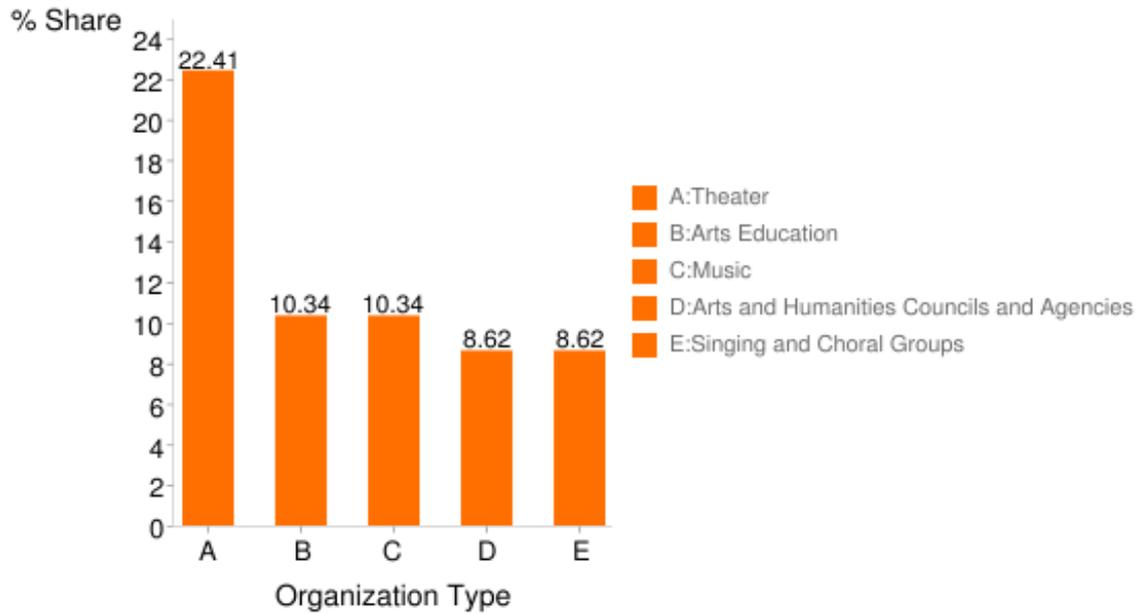
Table# 10
Delaware, Arts Organizations by Type, 2008

Regions : Delaware

Arts Organizations 2008	Number	Share	Arts-Active Organizations 2008	Number	Share
Art Museums	2	3.45%	Other Arts & Culture Organizations	2	2.50%
Arts & Culture	0	0.00%	Fund Raising & Fund Distribution	1	1.25%
Arts & Humanities Councils & Agencies	5	8.62%	Management & Technical Assistance	2	2.50%
Arts Education	6	10.34%	Professional Societies & Associations	2	2.50%
Arts Services	0	0.00%	Single Organization Support	8	10.00%
Alliances & Advocacy	0	0.00%	Other Arts & Culture Support Organizations	0	0.00%
Ballet	2	3.45%	Children's Museums	1	1.25%
Bands & Ensembles	4	6.90%	Commemorative Events	3	3.75%
Dance	1	1.72%	Community Celebrations	2	2.50%
Film & Video	1	1.72%	Cultural/Ethnic Awareness	10	12.50%
Folk Arts	0	0.00%	Fairs	2	2.50%
Music	6	10.34%	Folk Arts Museums	0	0.00%
Opera	1	1.72%	Historical Organizations	11	13.75%
Performing Arts	2	3.45%	Historical Societies & Historic Preservation	13	16.25%
Performing Arts Centers	2	3.45%	History Museums	5	6.25%
Singing & Choral Groups	5	8.62%	Humanities	4	5.00%
Symphony Orchestras	4	6.90%	Media & Communications	1	1.25%
Theater	13	22.41%	Museums	7	8.75%
Visual Arts	4	6.90%	Natural History & Natural Science Museums	1	1.25%
	0	0.00%	Performing Arts School	3	3.75%
	0	0.00%	Printing & Publishing	2	2.50%
	0	0.00%	Radio	0	0.00%
	0	0.00%	Research Institutes & Public Policy Analysis	0	0.00%
	0	0.00%	Science & Technology Museums	0	0.00%
	0	0.00%	Television	0	0.00%
Totals	58	100%	Totals	80	100%

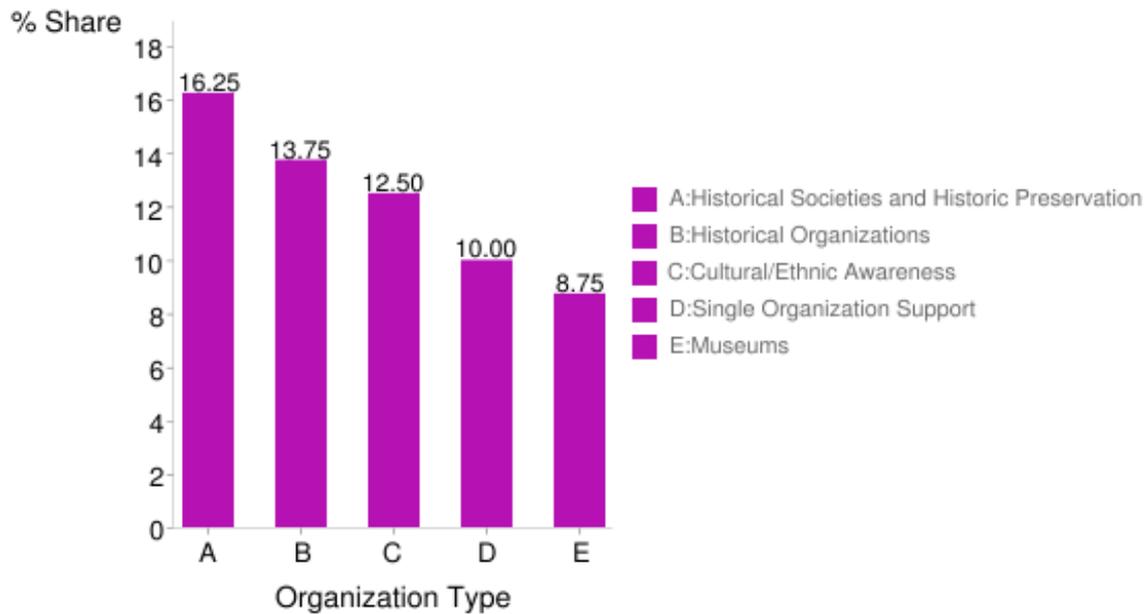
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 10a
Arts Organizations %Share 2008



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 10b
Arts-Active Organizations %Share 2008



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

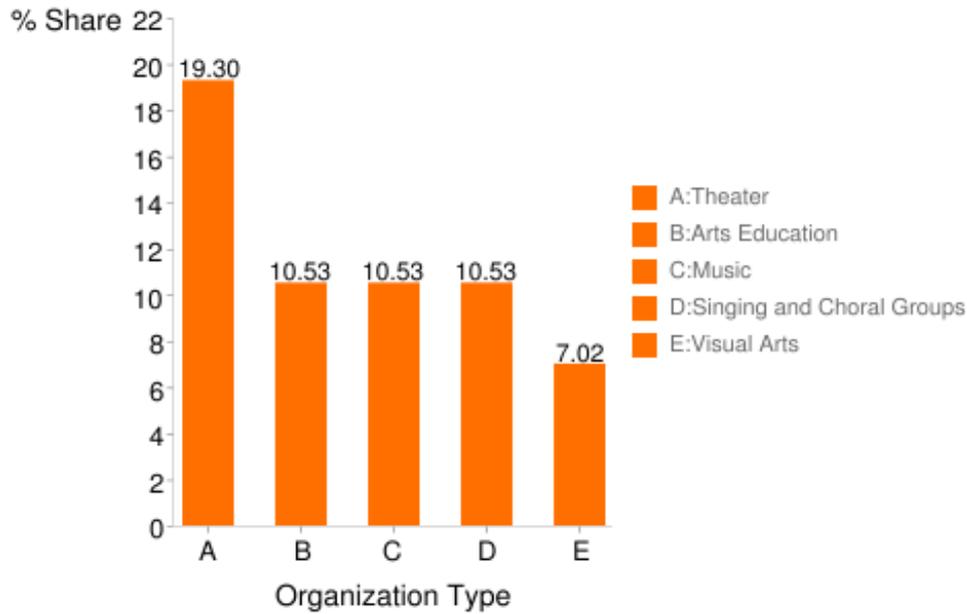
Table# 11
Delaware, Arts Organizations by Type, 2009

Regions : Delaware

Arts Organizations 2009	Number	Share	Arts-Active Organizations 2009	Number	Share
Art Museums	2	3.51%	Other Arts & Culture Organizations	2	2.35%
Arts & Culture	0	0.00%	Fund Raising & Fund Distribution	1	1.18%
Arts & Humanities Councils & Agencies	4	7.02%	Management & Technical Assistance	1	1.18%
Arts Education	6	10.53%	Professional Societies & Associations	2	2.35%
Arts Services	0	0.00%	Single Organization Support	9	10.59%
Alliances & Advocacy	0	0.00%	Other Arts & Culture Support Organizations	0	0.00%
Ballet	2	3.51%	Children's Museums	1	1.18%
Bands & Ensembles	4	7.02%	Commemorative Events	3	3.53%
Dance	2	3.51%	Community Celebrations	2	2.35%
Film & Video	1	1.75%	Cultural/Ethnic Awareness	11	12.94%
Folk Arts	0	0.00%	Fairs	2	2.35%
Music	6	10.53%	Folk Arts Museums	0	0.00%
Opera	1	1.75%	Historical Organizations	12	14.12%
Performing Arts	2	3.51%	Historical Societies & Historic Preservation	13	15.29%
Performing Arts Centers	2	3.51%	History Museums	5	5.88%
Singing & Choral Groups	6	10.53%	Humanities	5	5.88%
Symphony Orchestras	4	7.02%	Media & Communications	1	1.18%
Theater	11	19.30%	Museums	9	10.59%
Visual Arts	4	7.02%	Natural History & Natural Science Museums	1	1.18%
	0	0.00%	Performing Arts School	3	3.53%
	0	0.00%	Printing & Publishing	2	2.35%
	0	0.00%	Radio	0	0.00%
	0	0.00%	Research Institutes & Public Policy Analysis	0	0.00%
	0	0.00%	Science & Technology Museums	0	0.00%
	0	0.00%	Television	0	0.00%
Totals	57	100%	Totals	85	100%

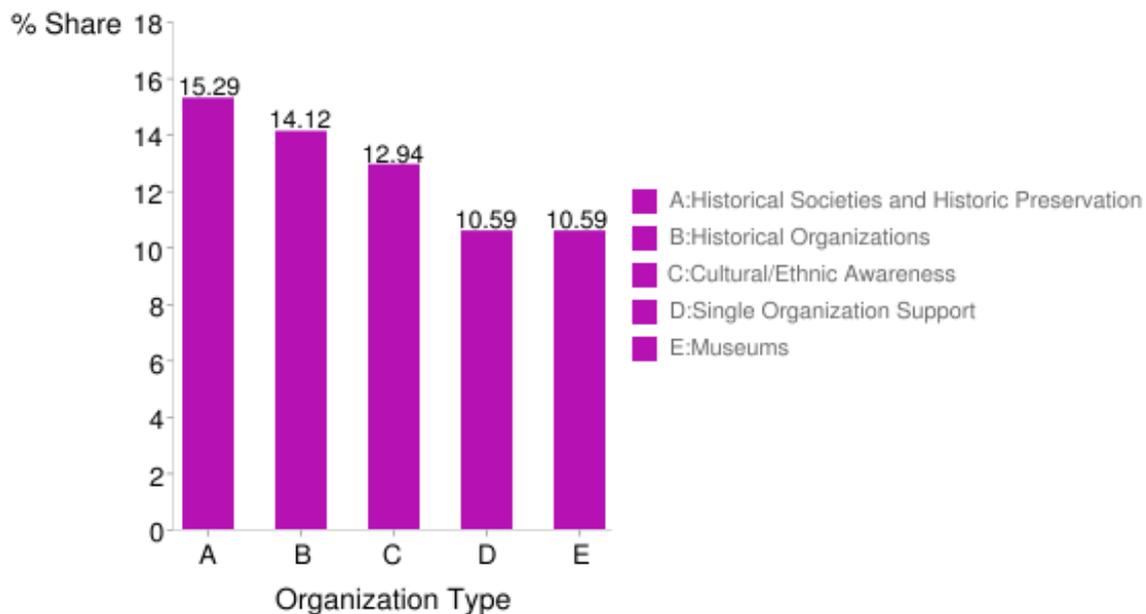
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 11a
Arts Organizations %Share 2009



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 11b
Arts-Active Organizations %Share 2009



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Non-profit Arts Organizations by Income and Index, 2007-2009

Arts organizations are generally qualified within the CVI™ as organizations with a primary mission in presenting or serving media that are traditionally categorized as the arts. These types of organizations include the traditionally subsidized arts such as visual arts museums, the symphony, the opera, the

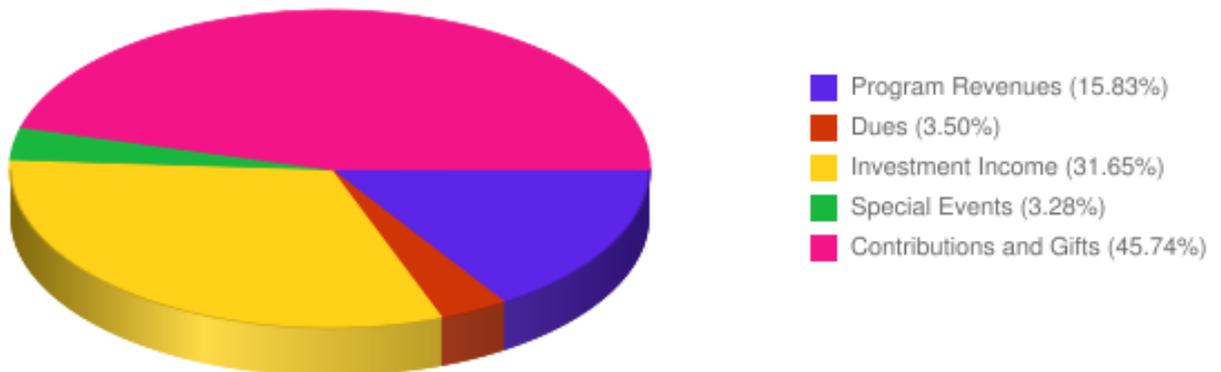
ballet and the theater. 2009 data revealed \$45.7 million in revenues reported for non-profit arts organizations in Delaware. The greatest proportion of these revenues came from program revenues and contributions in 2009. Organization revenues measured within this study can be affected by the number of organizations reporting from year to year, categorization and general reporting errors as submitted by individual agencies, disbursements of federal grants, and individual organization fundraising efforts, such as capital campaigns. Generally, these fluctuations occur throughout nonprofit revenue measurements across the nation as reported in this study. As a result, the annual CVI™ values provide a more informative indicator of nonprofit organization health, rather than the total revenue figures. However, revenue figures as aggregated within this study provide a substantive approximation of dollar amounts going to nonprofit arts organizations within a reporting period

Table# 12
Delaware, Nonprofit Arts Organizations by Income, 2007

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Kent	\$780,514	\$1,704	\$52,865	\$137,603	\$423	\$973,109
New Castle	\$5,642,086	\$14,424,704	\$1,018,211	\$20,191,069	\$1,501,050	\$42,777,120
Sussex	\$816,198	\$46,697	\$429,125	\$585,592	\$97,916	\$1,975,528
Totals	\$7,238,798	\$14,473,105	\$1,500,201	\$20,914,264	\$1,599,389	\$45,725,757

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 12a
Nonprofit Arts Organizations Income 2007



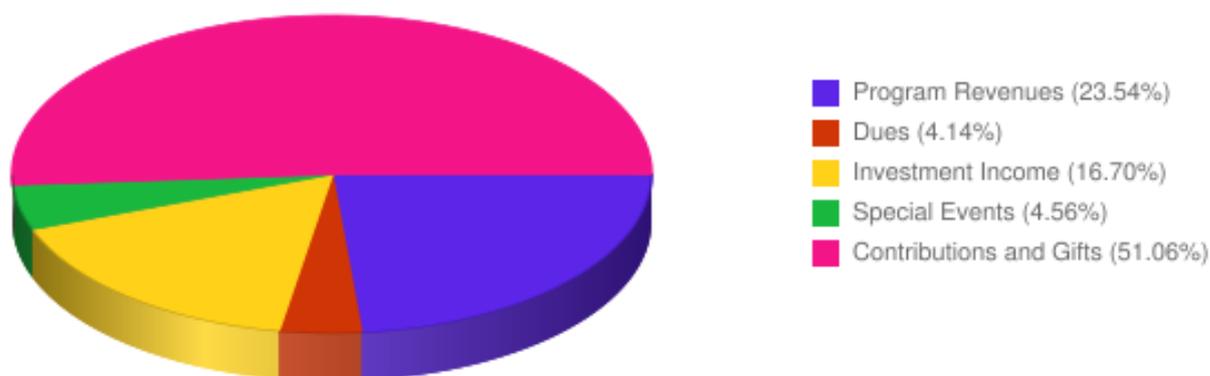
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 13
Delaware, Nonprofit Arts Organizations by Income, 2008

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Kent	\$729,379	\$1,936	\$65,088	\$130,786	\$300	\$927,489
New Castle	\$6,692,820	\$6,064,200	\$1,137,995	\$18,030,269	\$1,346,244	\$33,271,528
Sussex	\$1,225,380	\$67,938	\$471,948	\$597,763	\$175,701	\$2,538,730
Totals	\$8,647,579	\$6,134,074	\$1,675,031	\$18,758,818	\$1,522,245	\$36,737,747

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 13a
Nonprofit Arts Organizations Income 2008



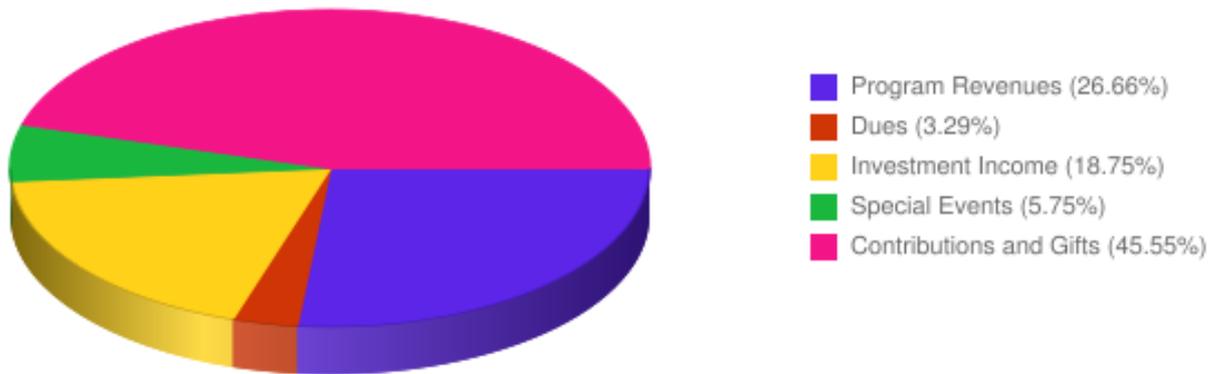
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 14
Delaware, Nonprofit Arts Organizations by Income, 2009

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Kent	\$775,119	\$1,459	\$52,647	\$154,247	\$4,862	\$988,334
New Castle	\$7,324,450	\$6,319,410	\$975,981	\$14,808,505	\$1,089,322	\$30,517,668
Sussex	\$911,946	\$15,208	\$914,879	\$432,752	\$18,109	\$2,292,894
Totals	\$9,011,515	\$6,336,077	\$1,943,507	\$15,395,504	\$1,112,293	\$33,798,896

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 14a
Nonprofit Arts Organizations Income 2009



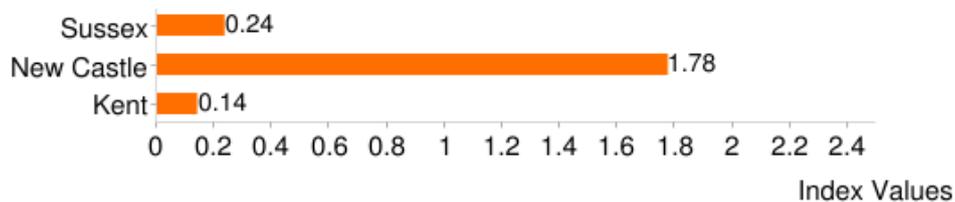
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 15
Delaware, Nonprofit Arts Organizations by Index, 2007

Region	Total Revenues	Per Capita	Index
Kent	\$973,109	6.39	0.14
New Castle	\$42,777,120	80.98	1.78
Sussex	\$1,975,528	10.72	0.24
Totals	\$45,725,757	52.88	1.16

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 15a
Nonprofit Arts Organizations Index 2007



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 16

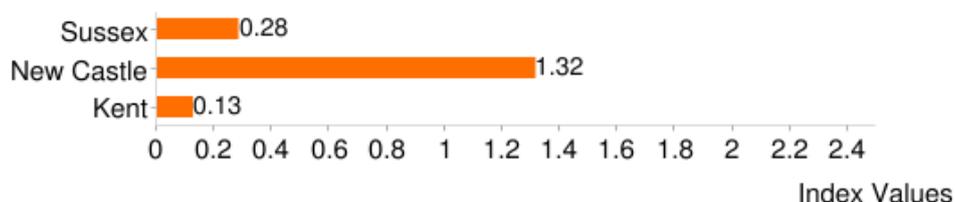
Delaware, Nonprofit Arts Organizations by Index, 2008

Region	Total Revenues	Per Capita	Index
Kent	\$927,489	5.97	0.13
New Castle	\$33,271,528	62.82	1.32
Sussex	\$2,538,730	13.50	0.28
Totals	\$36,737,747	42.08	0.88

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 16a

Nonprofit Arts Organizations Index 2008



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 17

Delaware, Nonprofit Arts Organizations by Index, 2009

Region	Total Revenues	Per Capita	Index
Kent	\$988,334	6.27	0.13
New Castle	\$30,517,668	57.08	1.18
Sussex	\$2,292,894	11.90	0.25
Totals	\$33,798,896	38.19	0.79

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 17a

Nonprofit Arts Organizations Index 2009



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Non-profit Arts-Active Organizations by Income and Index, 2007-2009

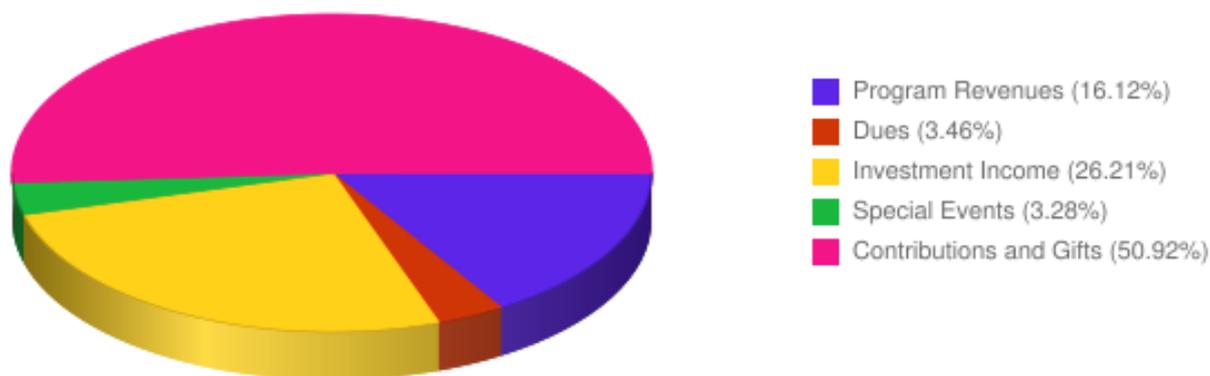
Arts-active organizations are generally qualified within the CVI™ as organizations that do not have primary missions related to serving or presenting the arts, but do conduct a number of activities that can be considered "arts-based." For example, within any history museum, there is a significant amount of arts activities associated with exhibit design. Additionally, there are inherently close ties between humanities, culture, and the arts. \$42.1 million in revenues were reported for non-profit arts-active organizations in Delaware in 2009.

Table# 18
Delaware, Nonprofit Arts-Active Organizations by Income, 2007

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Kent	\$647,515	\$31,091	\$108,341	\$2,012,789	\$40,667	\$2,840,403
New Castle	\$6,255,405	\$11,719,105	\$1,161,270	\$19,077,061	\$1,470,889	\$39,683,730
Sussex	\$358,243	\$54,122	\$207,542	\$1,842,361	\$46,131	\$2,508,399
Totals	\$7,261,163	\$11,804,318	\$1,477,153	\$22,932,211	\$1,557,687	\$45,032,532

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 18a
Nonprofit Arts-Active Organizations Income 2007



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 19

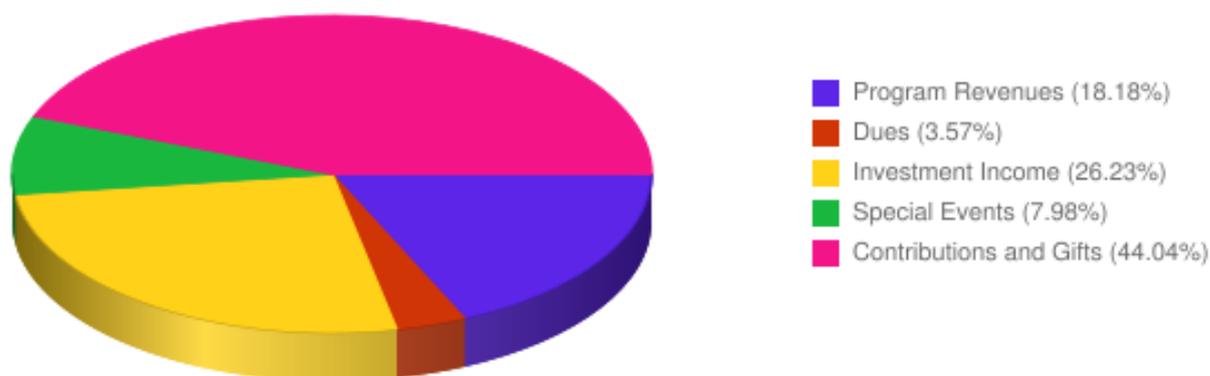
Delaware, Nonprofit Arts-Active Organizations by Income, 2008

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Kent	\$606,171	\$37,752	\$82,706	\$682,388	\$27,307	\$1,436,324
New Castle	\$6,597,643	\$10,849,794	\$2,978,742	\$16,553,598	\$1,399,731	\$38,379,508
Sussex	\$410,757	\$95,873	\$282,151	\$1,205,335	\$67,010	\$2,061,126
Totals	\$7,614,571	\$10,983,419	\$3,343,599	\$18,441,321	\$1,494,048	\$41,876,958

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 19a

Nonprofit Arts-Active Organizations Income 2008



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

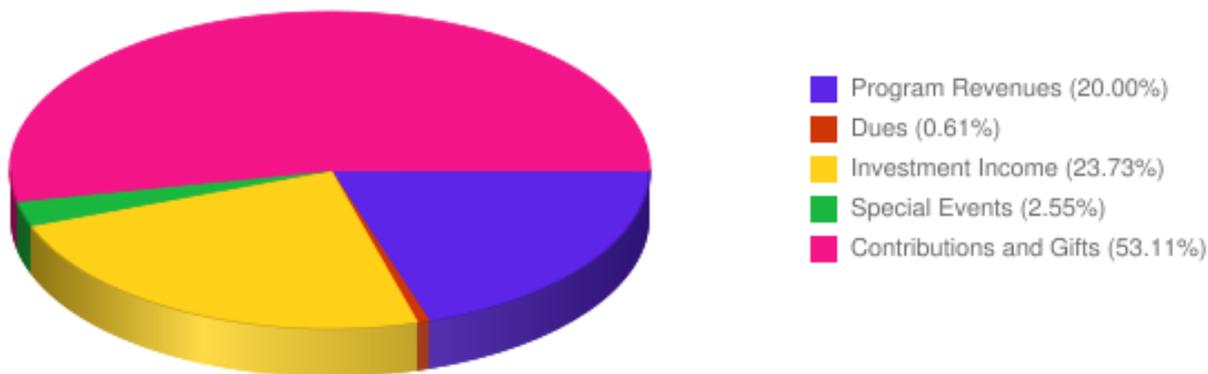
Table# 20

Delaware, Nonprofit Arts-Active Organizations by Income, 2009

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Kent	\$597,289	\$45,861	\$69,706	\$1,556,704	\$26,371	\$2,295,931
New Castle	\$7,507,771	\$9,903,803	\$713,250	\$19,778,501	\$220,225	\$38,123,550
Sussex	\$328,173	\$56,724	\$292,447	\$1,061,308	\$10,515	\$1,749,167
Totals	\$8,433,233	\$10,006,388	\$1,075,403	\$22,396,513	\$257,111	\$42,168,648

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 20a
Nonprofit Arts-Active Organizations Income 2009



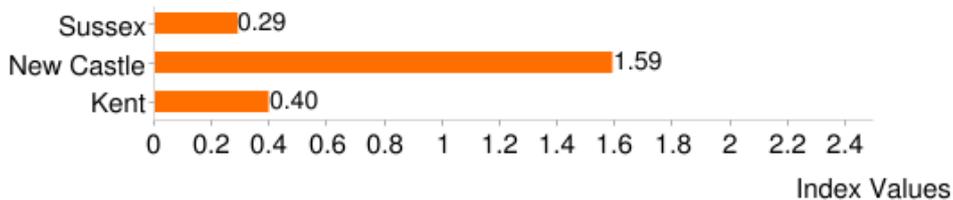
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 21
Delaware, Nonprofit Arts-Active Organizations by Index, 2007

Region	Total Revenues	Per Capita	Index
Kent	\$2,840,403	18.66	0.40
New Castle	\$39,683,730	75.13	1.59
Sussex	\$2,508,399	13.61	0.29
Totals	\$45,032,532	52.07	1.10

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 21a
Nonprofit Arts-Active Organizations Index 2007



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 22

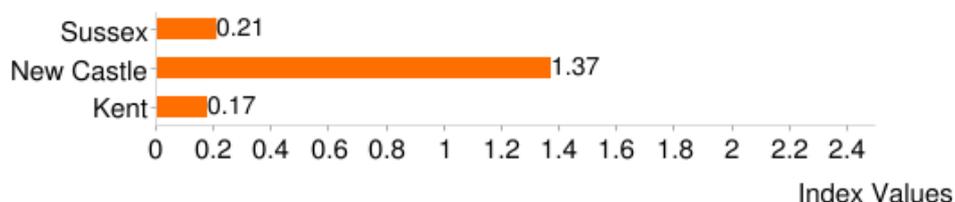
Delaware, Nonprofit Arts-Active Organizations by Index, 2008

Region	Total Revenues	Per Capita	Index
Kent	\$1,436,324	9.24	0.17
New Castle	\$38,379,508	72.46	1.37
Sussex	\$2,061,126	10.96	0.21
Totals	\$41,876,958	47.96	0.91

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 22a

Nonprofit Arts-Active Organizations Index 2008



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 23

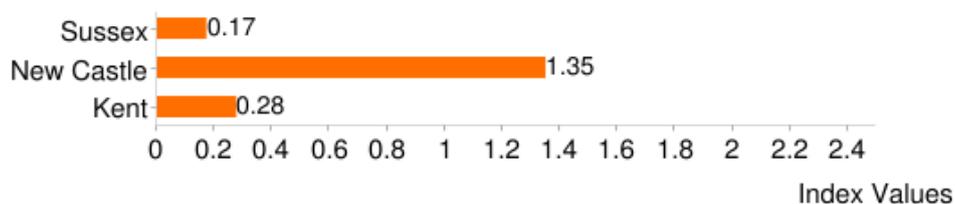
Delaware, Nonprofit Arts-Active Organizations by Index, 2009

Region	Total Revenues	Per Capita	Index
Kent	\$2,295,931	14.56	0.28
New Castle	\$38,123,550	71.31	1.35
Sussex	\$1,749,167	9.07	0.17
Totals	\$42,168,648	47.64	0.90

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 23a

Nonprofit Arts-Active Organizations Index 2009



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 24
Comparative CVI of Wilmington MSA, 2007-2009 (Summary)

Region	Index 2007	Index 2008	Index 2009
Philadelphia-Camden-Wilmington, PA-NJ-DE..	1.05	1.11	1.07
Totals	1.05	1.11	1.07

Source: WESTAF, Delaware CVI Report, 2007-2009

Wilmington MSA, CVI™ Values and Calculations vs. The United States and Delaware, 2007-2009

CVI™ values for the Wilmington MSA in comparison to the United States appear in Tables #25 through #27. The overall value increased from 1.05 in 2007 to 1.07 in 2009. Somewhat large variances in values for music store sales, and non-profit arts organization income occurred, and the CVI™ values for these categories remained above the nation in 2009.

Tables #28 through #30 show data that compares Wilmington MSA to Delaware from 2007 through 2009. The CVI™ value of the MSA when compared to Delaware increased from 1.18 in 2007 to 1.35 in 2009. Increases in the reported CVI™ values for music store sales and non-profit arts organization revenue contributed to the rise in the overall CVI™ value in 2009.

Table# 25
Wilmington MSA, Vs. The United States, 2007

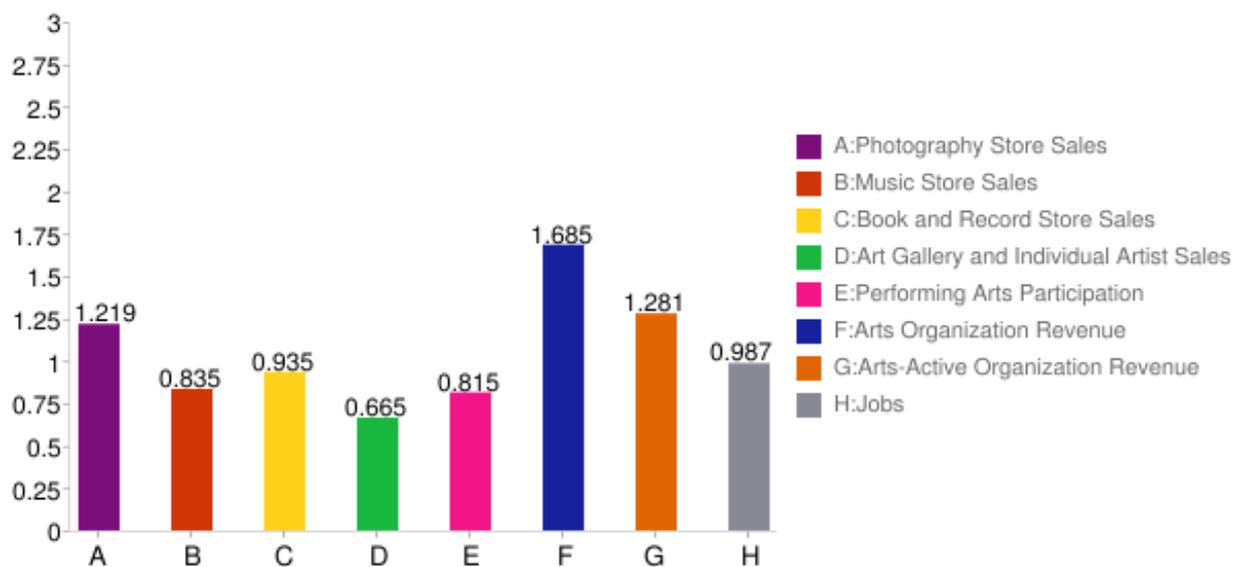
Region A: New Castle, Cecil, Burlington, Camden, Gloucester, Salem, Bucks, Chester, Delaware, Montgomery, Philadelphia

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2007			
Population	5,827,962	301,621,157	
Industry Data			
Photography Store Sales	\$42,976,000	\$1,824,665,000	1.219
Music Store Sales	\$55,491,000	\$3,439,717,000	0.835
Book and Record Store Sales	\$181,982,000	\$10,068,675,000	0.935
Art Gallery and Individual Artist Sales	\$429,580,000	\$33,443,706,000	0.665
Performing Arts Participation	\$212,353,000	\$13,484,589,000	0.815
Non Profit Data			
Arts Organization Revenue	\$447,905,647	\$13,758,446,825	1.685
Arts-Active Organization Revenue	\$352,990,438	\$14,258,757,702	1.281
Occupation Data			
Total Jobs	82,847	4,342,725	0.987
Total CVI : 1.05			

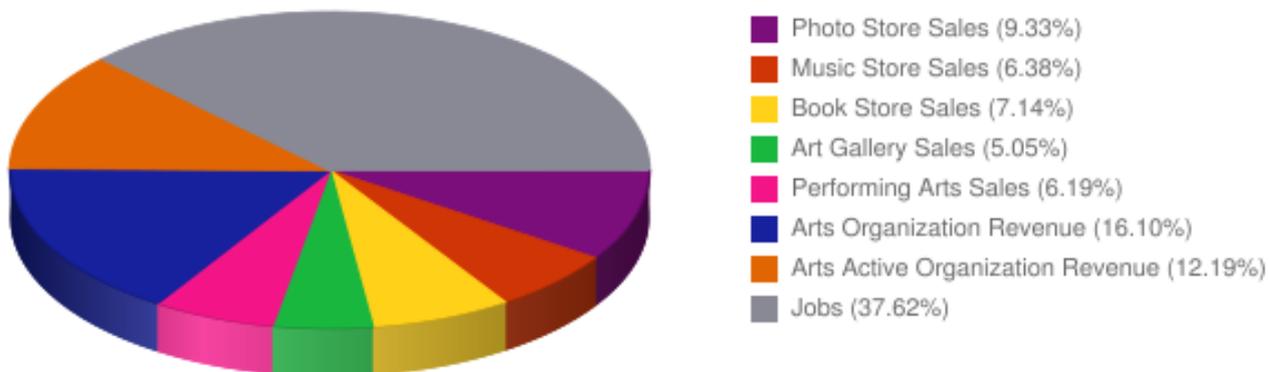
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 25a
CVI Values by Category 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 25b
Contributions to the CVI after Weighting Inputs 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 26
Wilmington MSA, Vs. The United States, 2008

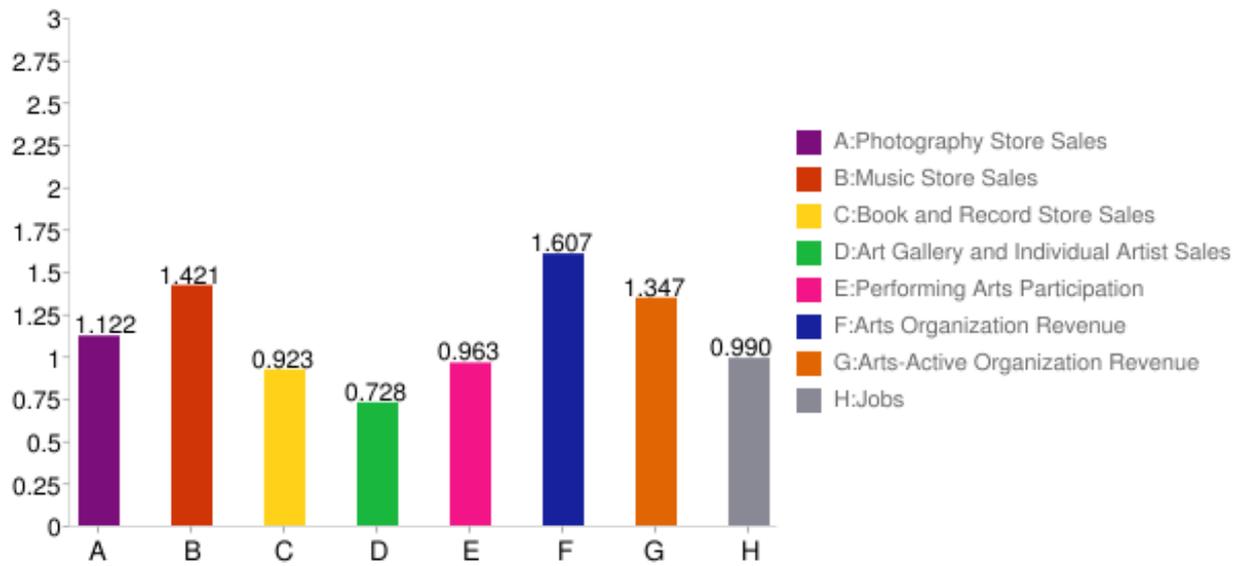
Region A: New Castle, Cecil, Burlington, Camden, Gloucester, Salem, Bucks, Chester, Delaware, Montgomery, Philadelphia

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2008			
Population	5,838,471	304,059,724	
Industry Data			
Photography Store Sales	\$30,730,000	\$1,426,736,000	1.122
Music Store Sales	\$83,629,000	\$3,064,022,000	1.421
Book and Record Store Sales	\$153,056,000	\$8,640,277,000	0.923
Art Gallery and Individual Artist Sales	\$477,378,000	\$34,129,019,000	0.728
Performing Arts Participation	\$260,456,000	\$14,086,245,000	0.963
Non Profit Data			
Arts Organization Revenue	\$448,025,393	\$14,520,426,857	1.607
Arts-Active Organization Revenue	\$416,550,935	\$16,107,694,069	1.347
Occupation Data			
Total Jobs	82,867	4,361,087	0.990
Total CVI : 1.105			

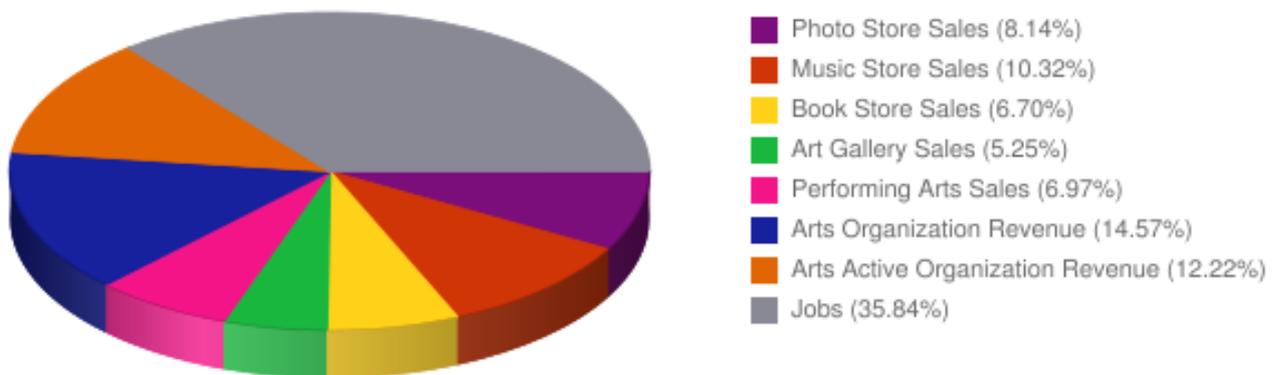
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 26a
CVI Values by Category 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 26b
Contributions to the CVI after Weighting Inputs 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 27
Wilmington MSA,Vs. The United States, 2009

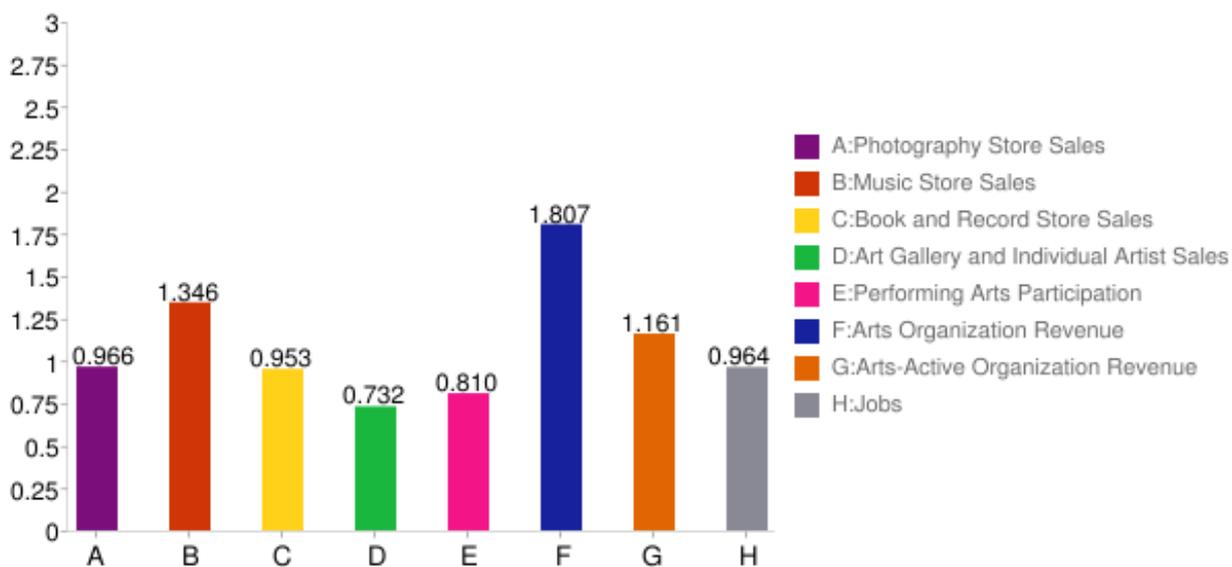
Region A: New Castle, Cecil, Burlington, Camden, Gloucester, Salem, Bucks, Chester, Delaware, Montgomery, Philadelphia

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2009			
Population	5,968,252	307,006,550	
Industry Data			
Photography Store Sales	\$21,589,000	\$1,150,165,000	0.966
Music Store Sales	\$76,323,000	\$2,916,567,000	1.346
Book and Record Store Sales	\$151,114,000	\$8,154,589,000	0.953
Art Gallery and Individual Artist Sales	\$543,774,000	\$38,192,381,000	0.732
Performing Arts Participation	\$240,286,000	\$15,252,498,000	0.810
Non Profit Data			
Arts Organization Revenue	\$523,815,651	\$14,911,005,244	1.807
Arts-Active Organization Revenue	\$365,941,708	\$16,212,378,473	1.161
Occupation Data			
Total Jobs	84,032	4,483,793	0.964
Total CVI : 1.068			

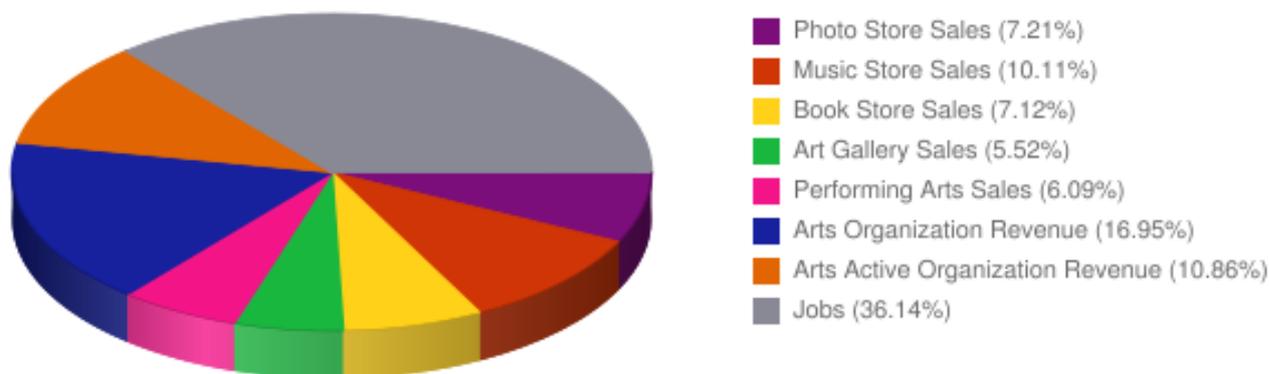
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 27a
CVI Values by Category 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 27b
Contributions to the CVI after Weighting Inputs 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 28
Wilmington MSA, Vs. Delaware, 2007

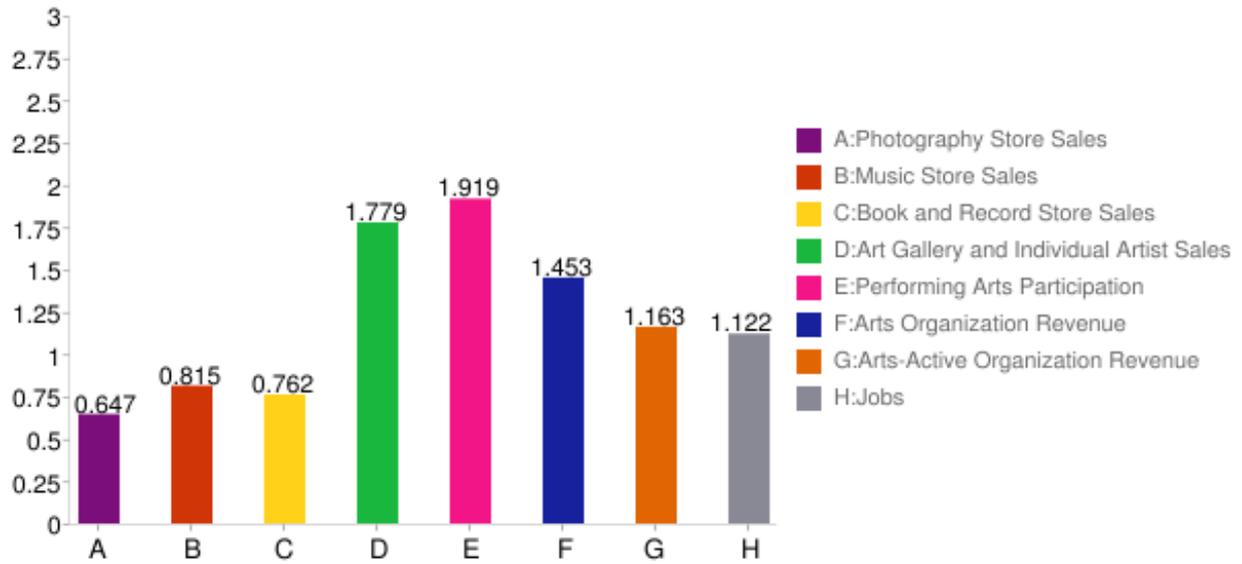
Region A: New Castle, Cecil, Burlington, Camden, Gloucester, Salem, Bucks, Chester, Delaware, Montgomery, Philadelphia

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2007			
Population	5,827,962	864,764	
Industry Data			
Photography Store Sales	\$42,976,000	\$9,861,000	0.647
Music Store Sales	\$55,491,000	\$10,109,000	0.815
Book and Record Store Sales	\$181,982,000	\$35,452,000	0.762
Art Gallery and Individual Artist Sales	\$429,580,000	\$35,822,000	1.779
Performing Arts Participation	\$212,353,000	\$16,422,000	1.919
Non Profit Data			
Arts Organization Revenue	\$447,905,647	\$45,725,757	1.453
Arts-Active Organization Revenue	\$352,990,438	\$45,032,532	1.163
Occupation Data			
Total Jobs	82,847	10,961	1.122
Total CVI : 1.184			

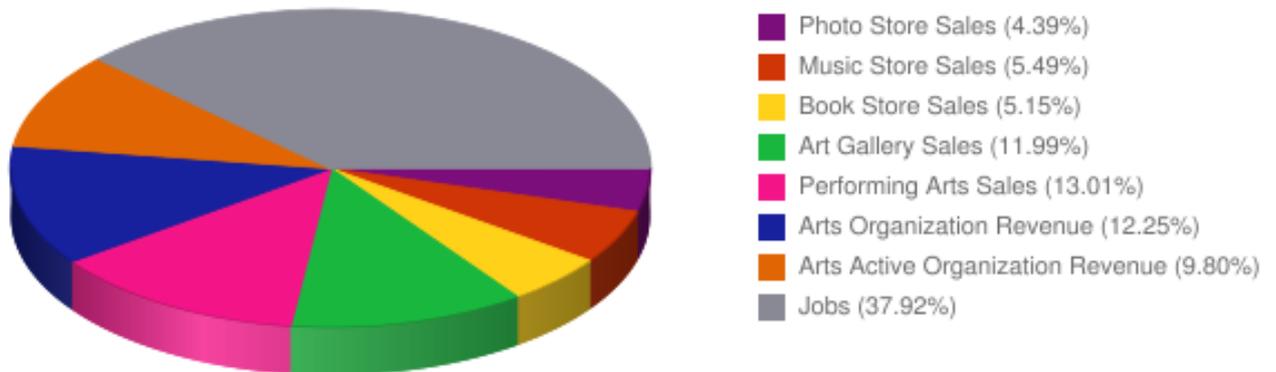
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 28a
CVI Values by Category 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 28b
Contributions to the CVI after Weighting Inputs 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 29
Wilmington MSA, Vs. Delaware, 2008

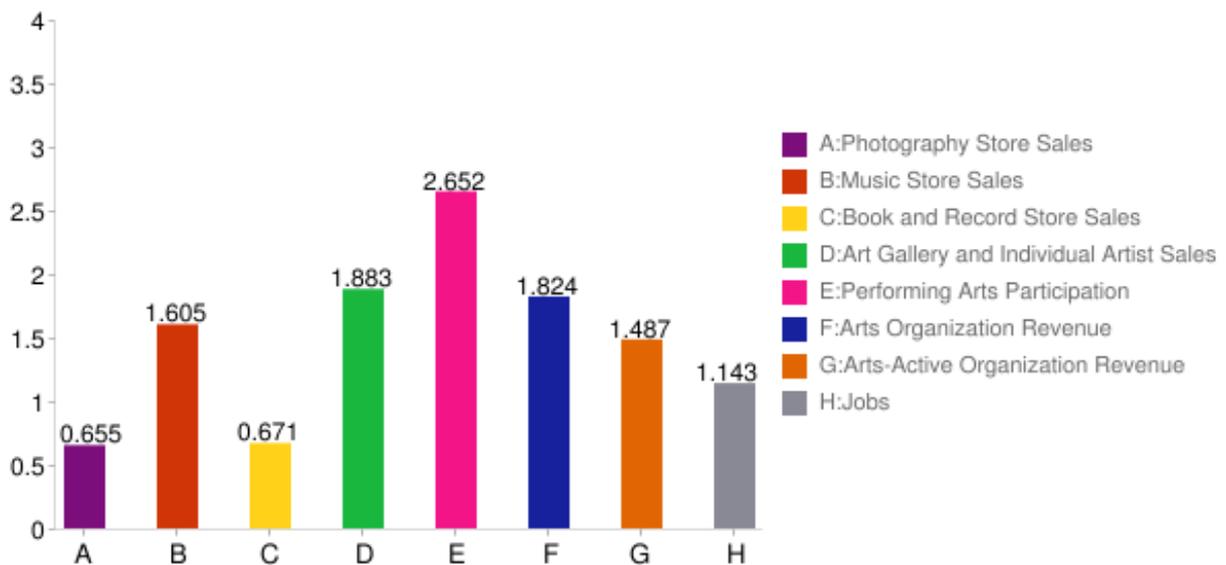
Region A: New Castle, Cecil, Burlington, Camden, Gloucester, Salem, Bucks, Chester, Delaware, Montgomery, Philadelphia

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2008			
Population	5,838,471	873,092	
Industry Data			
Photography Store Sales	\$30,730,000	\$7,012,000	0.655
Music Store Sales	\$83,629,000	\$7,793,000	1.605
Book and Record Store Sales	\$153,056,000	\$34,090,000	0.671
Art Gallery and Individual Artist Sales	\$477,378,000	\$37,902,000	1.883
Performing Arts Participation	\$260,456,000	\$14,688,000	2.652
Non Profit Data			
Arts Organization Revenue	\$448,025,393	\$36,737,747	1.824
Arts-Active Organization Revenue	\$416,550,935	\$41,876,958	1.487
Occupation Data			
Total Jobs	82,867	10,839	1.143
Total CVI : 1.385			

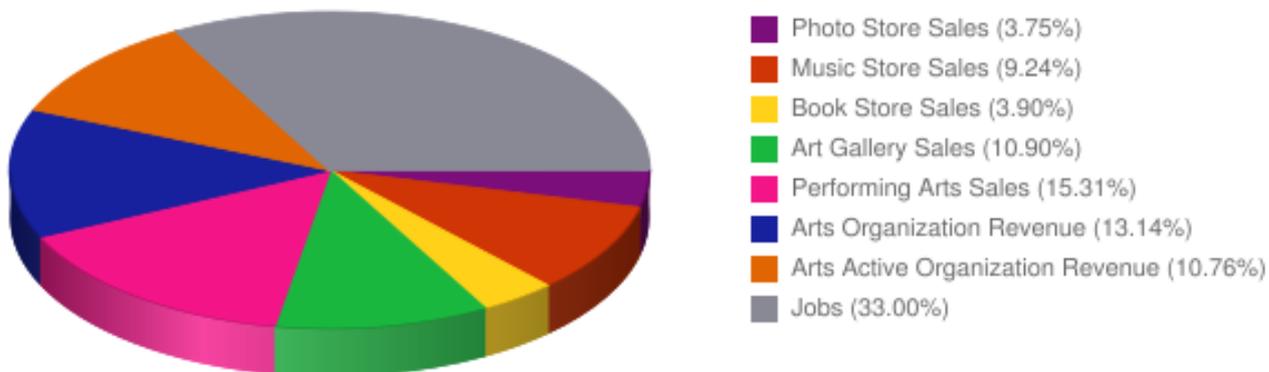
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 29a
CVI Values by Category 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 29b
Contributions to the CVI after Weighting Inputs 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 30
Wilmington MSA, Vs. Delaware, 2009

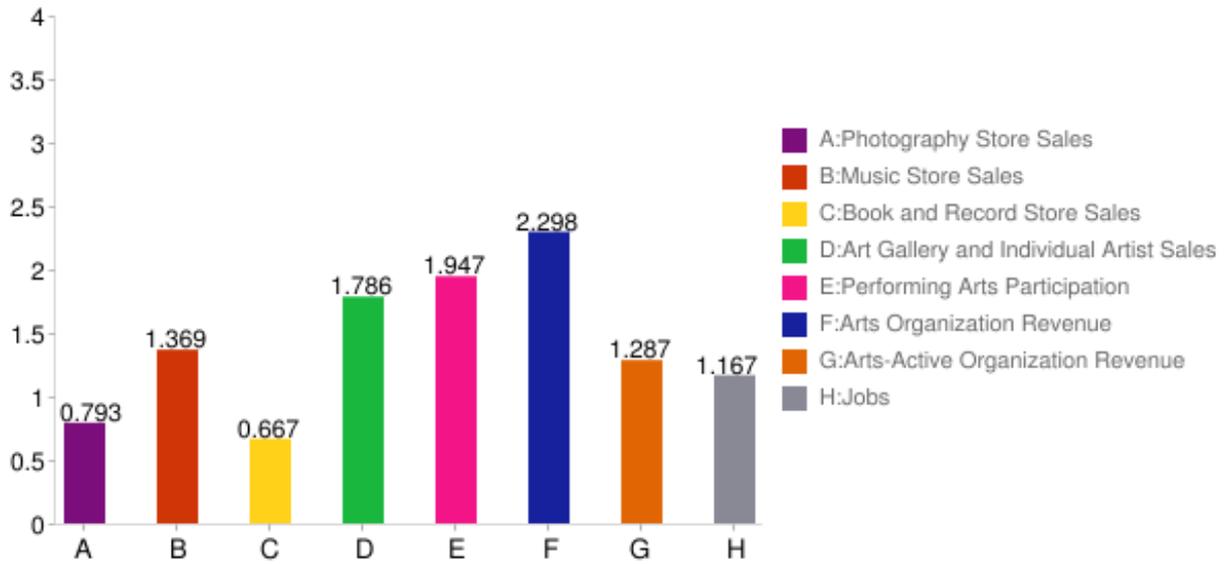
Region A: New Castle, Cecil, Burlington, Camden, Gloucester, Salem, Bucks, Chester, Delaware, Montgomery, Philadelphia

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2009			
Population	5,968,252	885,122	
Industry Data			
Photography Store Sales	\$21,589,000	\$4,036,000	0.793
Music Store Sales	\$76,323,000	\$8,267,000	1.369
Book and Record Store Sales	\$151,114,000	\$33,580,000	0.667
Art Gallery and Individual Artist Sales	\$543,774,000	\$45,160,000	1.786
Performing Arts Participation	\$240,286,000	\$18,306,000	1.947
Non Profit Data			
Arts Organization Revenue	\$523,815,651	\$33,798,896	2.298
Arts-Active Organization Revenue	\$365,941,708	\$42,168,648	1.287
Occupation Data			
Total Jobs	84,032	10,675	1.167
Total CVI : 1.351			

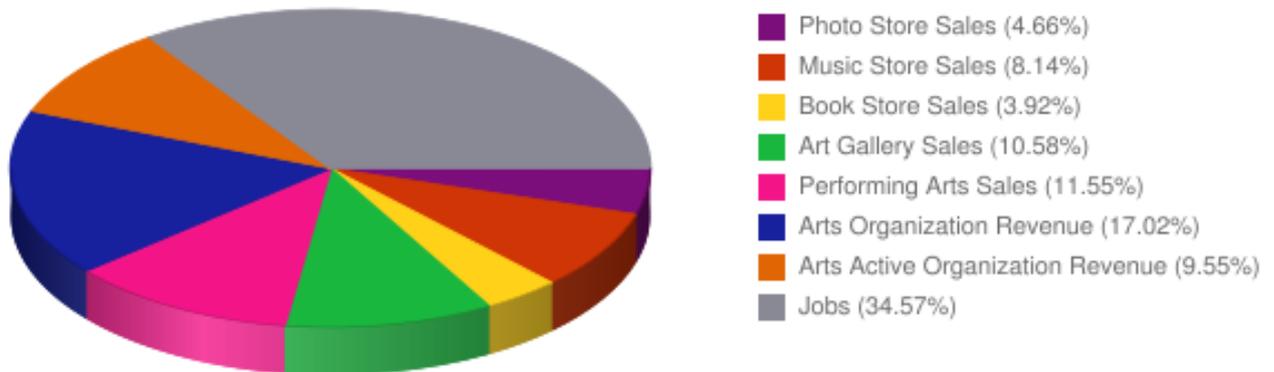
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 30a
CVI Values by Category 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 30b
Contributions to the CVI after Weighting Inputs 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Wilmington MSA Occupational Information

The Wilmington MSA received an occupational index value of 0.96, and reported 84,032 creative jobs in 2009. From 2007 to 2009, job growth occurred at a rate of 1.43%, which resulted in 1,185 new jobs. Music directors and composers reported a high percentage of job growth, while the number of jobs of dancers and media and communication workers declined rapidly. 2009 data revealed that film and video editors and sound engineering technicians had statewide LQs over 1.00.

Table# 31
Wilmington MSA, Occupational Index, 2007-2009 (Summary)

Region	2007 Jobs	2008 Jobs	2009 Jobs	#Change	%Change	2007 Index	2008 Index	2009 Index
Philadelphia-Camden-Wilmington, PA-NJ-DE.	82,847	82,867	84,032	1,185	1.43%	0.99	0.99	0.96
Totals	82,847	82,867	84,032	1,185	1.43%	0.99	0.99	0.96

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Table# 32
Wilmington MSA, Jobs by Occupation, 2007-2009

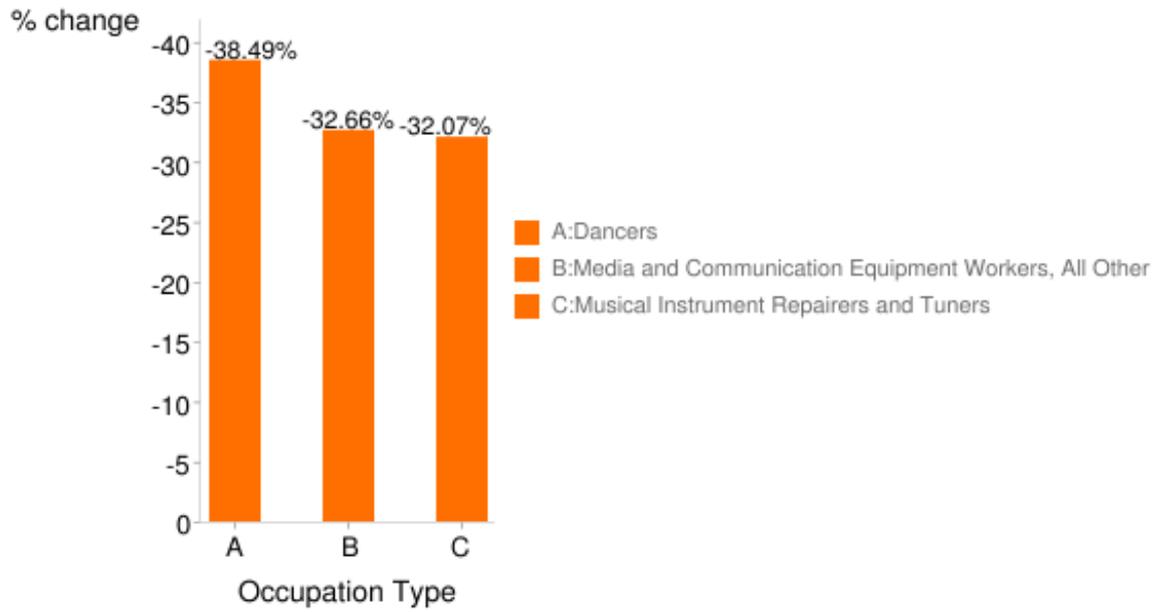
Regions : New Castle, Cecil, Burlington, Camden, Gloucester, Salem, Bucks, Chester, Delaware, Montgomery, Philadelphia

Occupation Type	2007 Jobs	2008 Jobs	2009 Jobs	%Change
Actors	1,435	1,360	1,510	5.23
Advertising and Promotions Managers	1,064	1,011	854	-19.74
Agents and Business Managers of Artists, Performers, and Athletes	722	1,221	796	10.25
Architects, Except Landscape and Naval	3,352	3,326	3,056	-8.83
Art Directors	2,529	2,558	2,310	-8.66
Audio and Video Equipment Technicians	1,086	1,078	935	-13.90
Broadcast Technicians	742	614	546	-26.42
Camera Operators, Television, Video, and Motion Picture	379	274	307	-19.00
Choreographers	492	374	387	-21.34
Commercial and Industrial Designers	1,474	1,414	1,389	-5.77
Dancers	304	218	187	-38.49
Directors, Religious Activities	2,859	2,927	2,676	-6.40
Editors	3,080	3,390	3,475	12.82
Fashion Designers	1,114	944	977	-12.30
Film and Video Editors	350	361	355	1.43
Fine Artists including Painters, Sculptors, and Illustrators	1,762	1,731	1,878	6.58
Floral Designers	1,975	1,999	2,047	3.65
Graphic Designers	5,486	5,655	5,409	-1.40
Interior Designers	1,857	1,962	2,066	11.25
Landscape Architects	988	1,002	1,036	4.86
Librarians	4,047	3,638	3,517	-13.10
Media and Communication Equipment Workers, All Other	395	377	266	-32.66
Media and Communication Workers, All Other	2,470	2,362	2,491	0.85
Multi-Media Artists and Animators	2,053	2,089	2,107	2.63
Music Directors and Composers	3,296	3,284	3,929	19.21
Musical Instrument Repairers and Tuners	290	308	197	-32.07
Musicians and Singers	4,618	4,544	4,606	-0.26
Photographers	13,914	13,869	15,361	10.40
Producers and Directors	1,680	1,689	1,862	10.83
Public Relations Managers	1,273	1,237	1,107	-13.04
Public Relations Specialists	5,610	5,784	6,047	7.79
Radio and Television Announcers	1,146	1,176	1,050	-8.38
Set and Exhibit Designers	910	931	975	7.14
Sound Engineering Technicians	366	383	315	-13.93
Technical Writers	1,371	1,305	1,126	-17.87
Writers and Authors	6,358	6,472	6,880	8.21
Total	82,847	82,867	84,032	1.43

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 32a

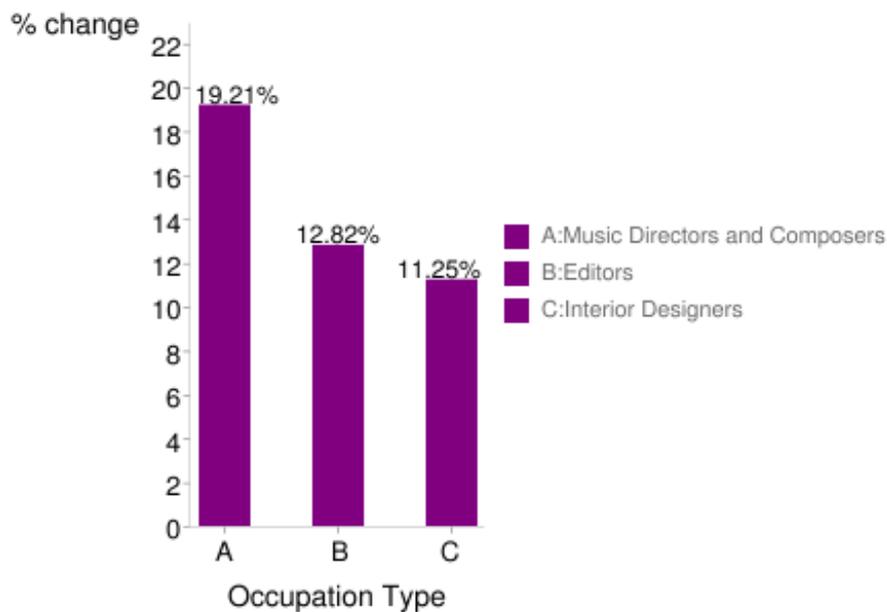
Top 3 Negative % Change by Occupation, 2007-2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 32b

Top 3 Positive % Change by Occupation, 2007-2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Table# 33
Wilmington MSA, Jobs by LQ, 2008-2009

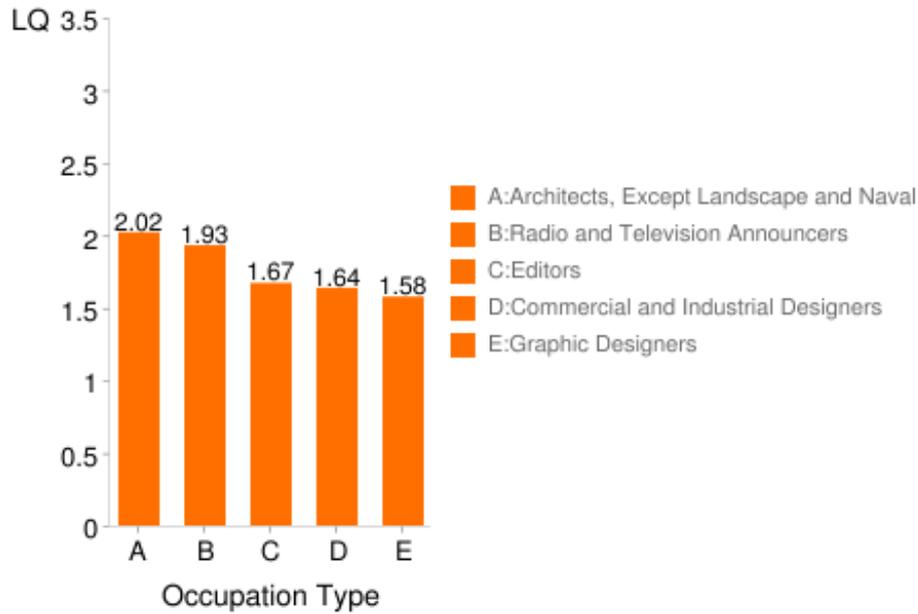
Regions : New Castle, Cecil, Burlington, Camden, Gloucester, Salem, Bucks, Chester, Delaware, Montgomery, Philadelphia

Occupation Type	2008 State LQ	2009 State LQ	2008 National LQ	2009 National LQ
Actors	1.14	1.10	0.73	0.80
Advertising and Promotions Managers	0.89	1.01	1.00	0.88
Agents and Business Managers of Artists, Performers, and Athletes	0.38	1.20	1.27	0.83
Architects, Except Landscape and Naval	2.02	1.72	1.16	1.12
Art Directors	1.27	1.20	1.02	0.90
Audio and Video Equipment Technicians	1.06	0.96	1.10	0.88
Broadcast Technicians	1.48	1.29	0.83	0.79
Camera Operators, Television, Video, and Motion Picture	0.73	1.63	0.51	0.59
Choreographers	1.02	0.53	0.85	0.81
Commercial and Industrial Designers	1.64	1.34	0.98	0.94
Dancers	0.64	0.87	0.54	0.48
Directors, Religious Activities	0.93	1.01	1.19	1.08
Editors	1.67	1.71	1.09	1.11
Fashion Designers	1.13	1.28	0.82	0.80
Film and Video Editors	1.00	2.11	0.68	0.67
Fine Artists including Painters, Sculptors, and Illustrators	0.96	1.14	0.88	0.89
Floral Designers	1.52	1.38	1.06	1.07
Graphic Designers	1.58	1.35	1.11	1.10
Interior Designers	1.32	1.32	1.06	1.14
Landscape Architects	0.90	0.74	0.88	0.91
Librarians	1.03	1.04	1.13	1.12
Media and Communication Equipment Workers, All Other	1.08	1.20	0.80	0.62
Media and Communication Workers, All Other	1.18	1.10	0.99	0.93
Multi-Media Artists and Animators	1.08	1.14	0.86	0.85
Music Directors and Composers	1.02	1.05	0.94	0.92
Musical Instrument Repairers and Tuners	0.42	0.86	1.00	0.74
Musicians and Singers	1.06	1.04	0.93	0.90
Photographers	1.16	1.15	1.02	1.00
Producers and Directors	1.35	1.51	0.67	0.72
Public Relations Managers	0.86	0.88	1.03	0.94
Public Relations Specialists	1.09	1.06	1.02	1.08
Radio and Television Announcers	1.93	1.54	1.19	1.04
Set and Exhibit Designers	1.17	1.33	0.95	0.91
Sound Engineering Technicians	1.15	1.95	0.88	0.78
Technical Writers	1.42	1.30	1.13	0.99
Writers and Authors	1.16	1.14	0.93	0.92

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 33a

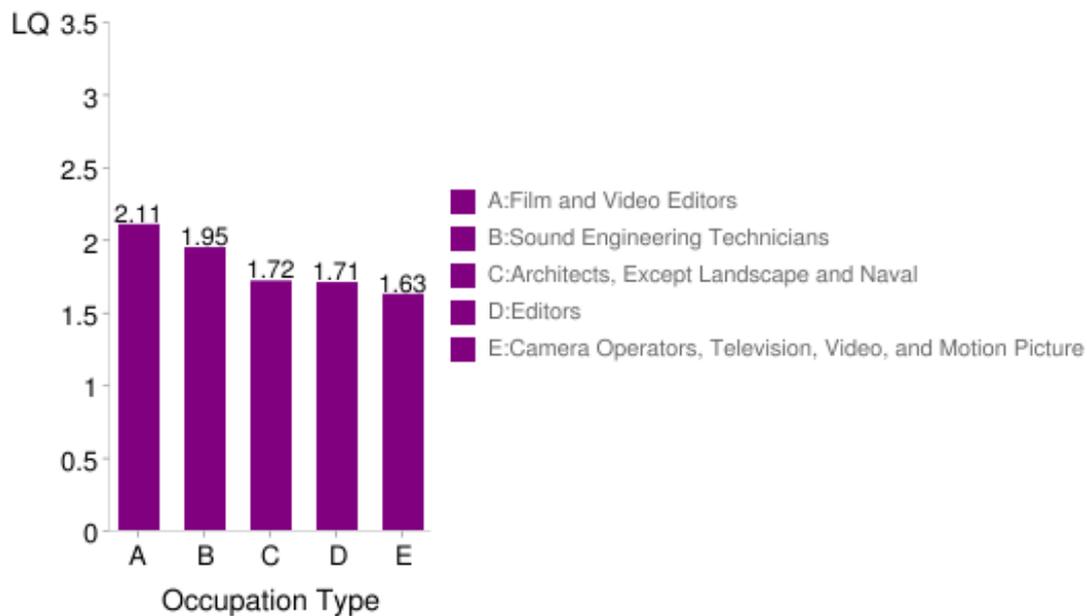
Top 5 Location Quotients by Occupation vs. Statewide Occupations, 2008



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 33b

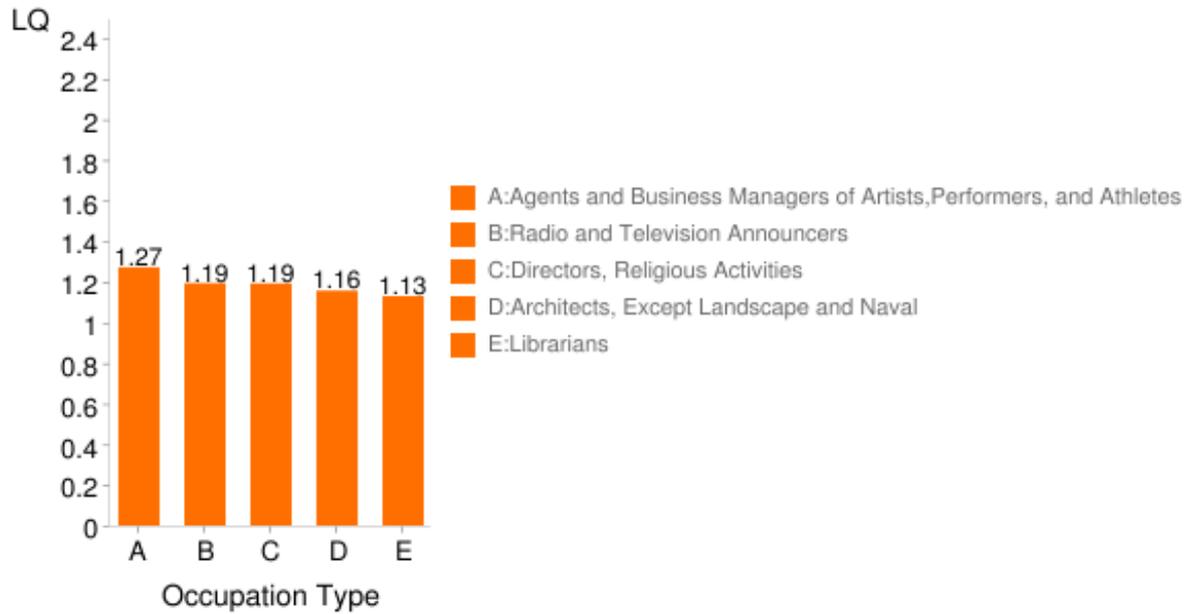
Top 5 Location Quotients by Occupation vs. Statewide Occupations, 2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 33c

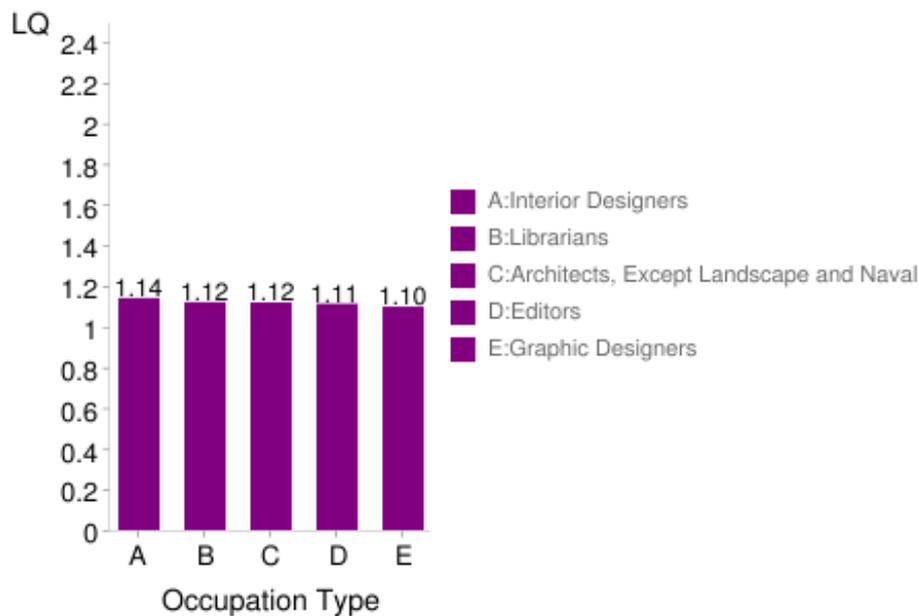
Top 5 Location Quotients by Occupation vs. Nationwide Occupations, 2008



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 33d

Top 5 Location Quotients by Occupation vs. Nationwide Occupations, 2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Table# 34

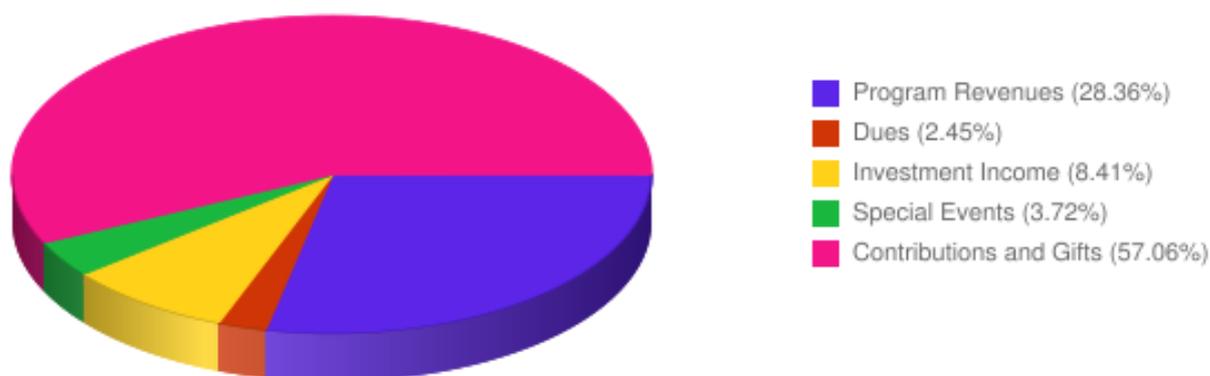
Wilmington MSA, Nonprofit Arts Organizations by Income, 2007 (Summary)

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Philadelphia-Camden-Wilmi..	\$127,020,672	\$37,667,218	\$16,667,128	\$255,591,948	\$10,958,681	\$447,905,647
Totals	\$127,020,672	\$37,667,218	\$16,667,128	\$255,591,948	\$10,958,681	\$447,905,647

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 34a

Nonprofit Arts Organizations Income 2007



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

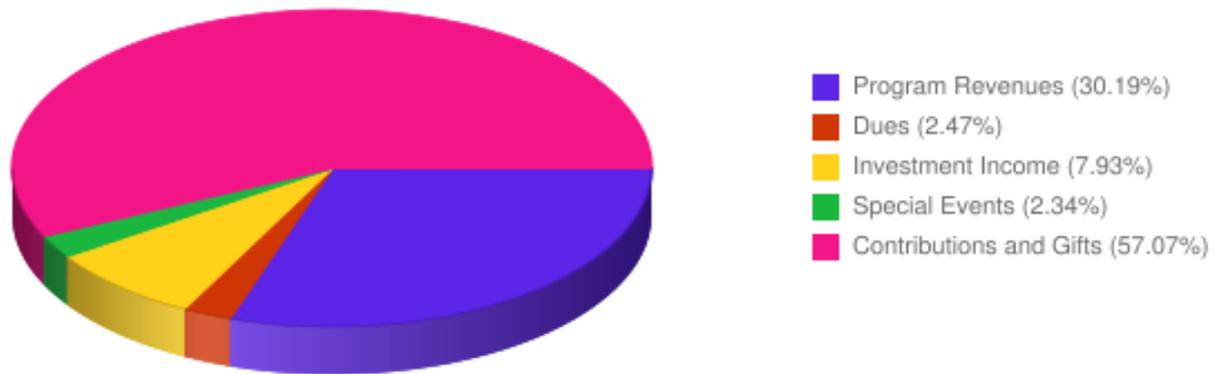
Table# 35

Wilmington MSA, Nonprofit Arts Organizations by Income, 2008 (Summary)

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Philadelphia-Camden-Wilmi..	\$135,238,368	\$35,506,082	\$10,493,839	\$255,704,905	\$11,082,199	\$448,025,393
Totals	\$135,238,368	\$35,506,082	\$10,493,839	\$255,704,905	\$11,082,199	\$448,025,393

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 35a
Nonprofit Arts Organizations Income 2008



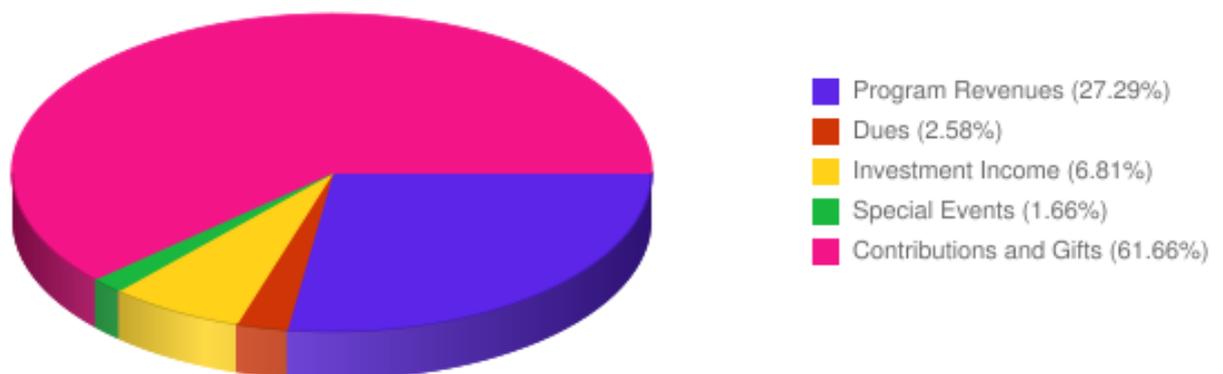
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 36
Wilmington MSA, Nonprofit Arts Organizations by Income, 2009 (Summary)

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Philadelphia-Camden-Wilmi..	\$142,953,697	\$35,660,317	\$8,712,720	\$322,967,098	\$13,521,819	\$523,815,651
Totals	\$142,953,697	\$35,660,317	\$8,712,720	\$322,967,098	\$13,521,819	\$523,815,651

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 36a
Nonprofit Arts Organizations Income 2009



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 37

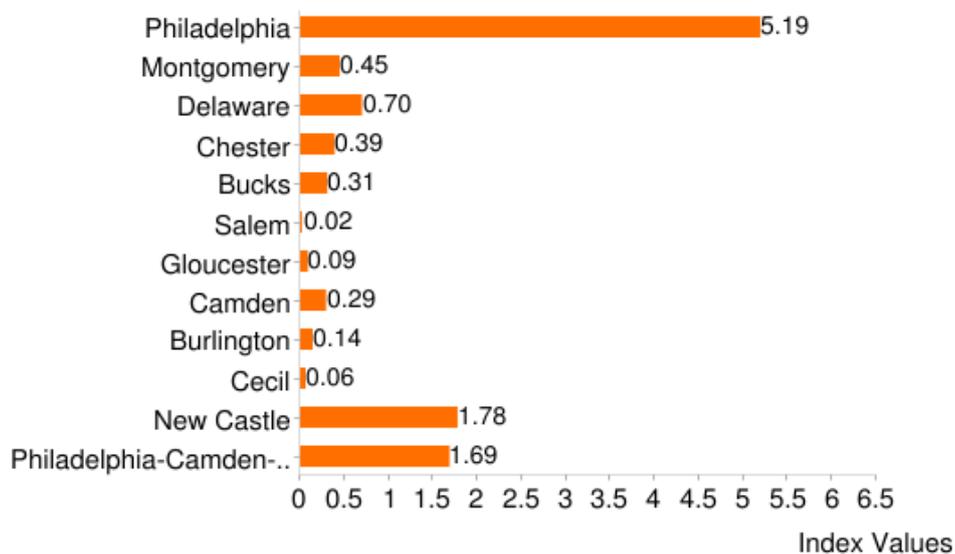
Wilmington MSA, Nonprofit Arts Organizations by Index, 2007 (Summary)

Region	Total Revenues	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$447,905,647	76.85	1.69
Totals	\$447,905,647	76.85	1.69

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 37a

Nonprofit Arts Organizations Index 2007



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

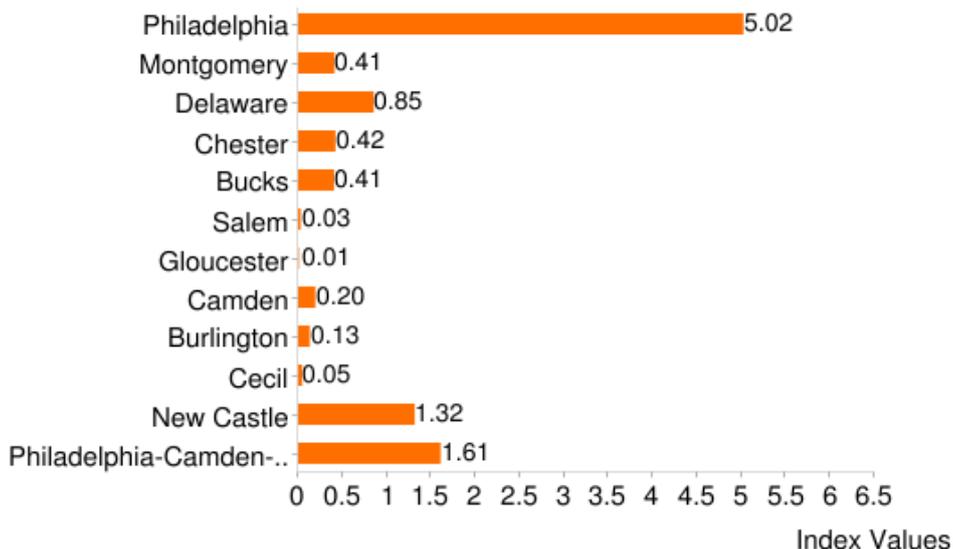
Table# 38

Wilmington MSA, Nonprofit Arts Organizations by Index, 2008 (Summary)

Region	Total Revenues	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$448,025,393	76.74	1.61
Totals	\$448,025,393	76.74	1.61

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 38a
Nonprofit Arts Organizations Index 2008



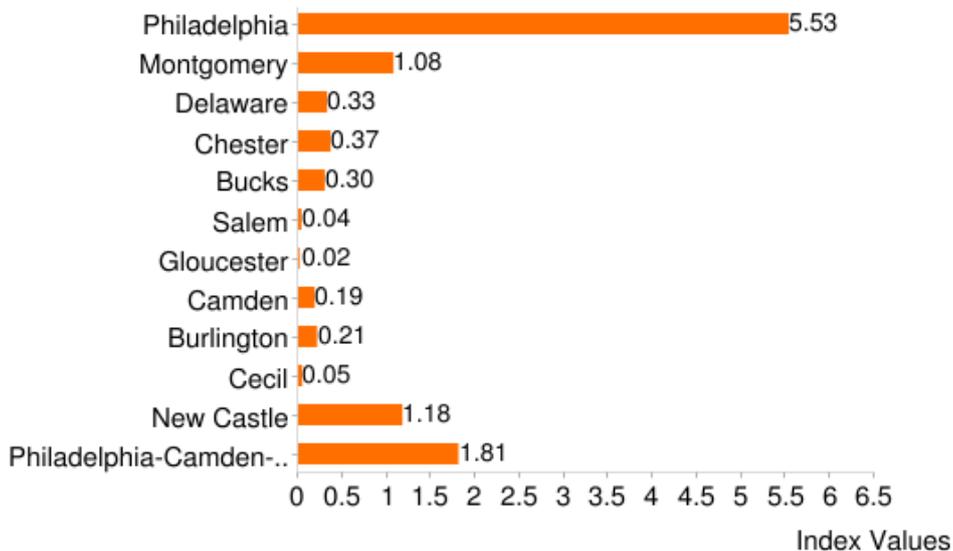
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 39
Wilmington MSA, Nonprofit Arts Organizations by Index, 2009 (Summary)

Region	Total Revenues	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$523,815,651	87.77	1.81
Totals	\$523,815,651	87.77	1.81

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 39a
Nonprofit Arts Organizations Index 2009



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 40

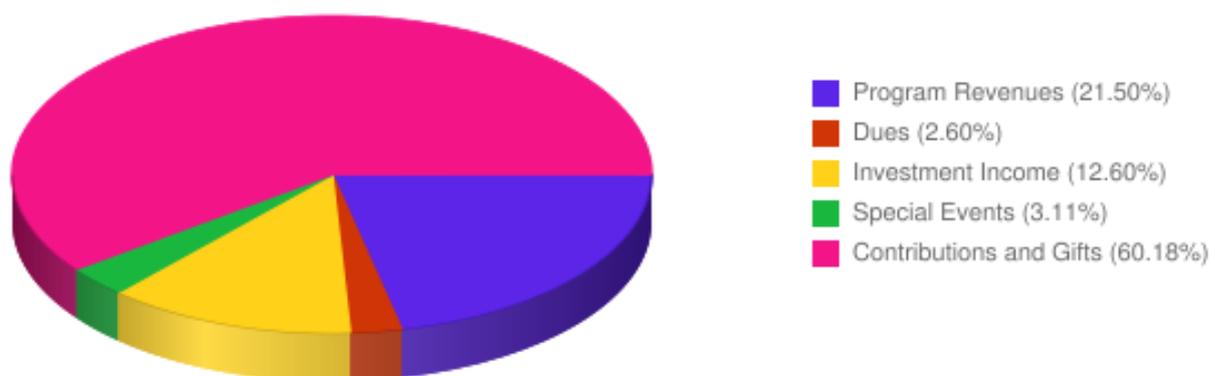
Wilmington MSA, Nonprofit Arts-Active Organizations by Income, 2007 (Summary)

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Philadelphia-Camden-Wilmi..	\$75,886,342	\$44,476,181	\$10,990,745	\$212,444,877	\$9,192,293	\$352,990,438
Totals	\$75,886,342	\$44,476,181	\$10,990,745	\$212,444,877	\$9,192,293	\$352,990,438

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 40a

Nonprofit Arts-Active Organizations Income 2007



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

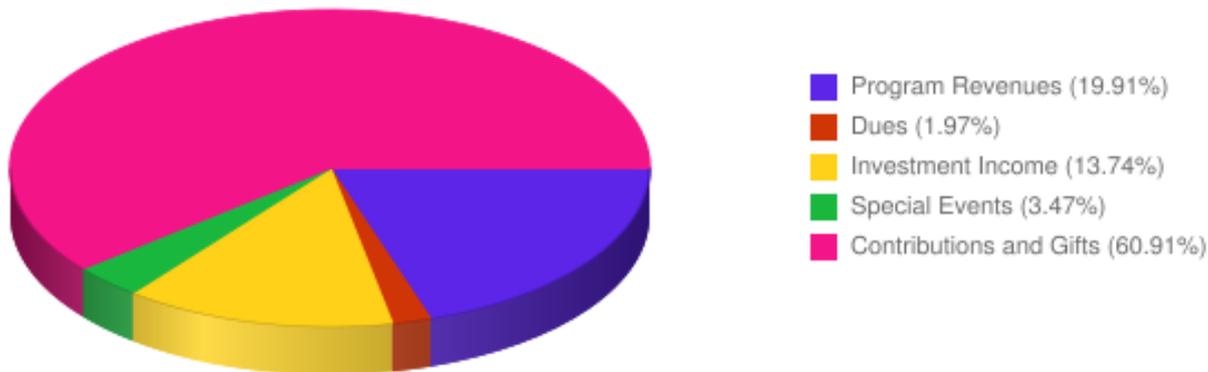
Table# 41

Wilmington MSA, Nonprofit Arts-Active Organizations by Income, 2008 (Summary)

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Philadelphia-Camden-Wilmi..	\$82,915,432	\$57,241,753	\$14,459,268	\$253,728,026	\$8,206,456	\$416,550,935
Totals	\$82,915,432	\$57,241,753	\$14,459,268	\$253,728,026	\$8,206,456	\$416,550,935

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 41a
Nonprofit Arts-Active Organizations Income 2008



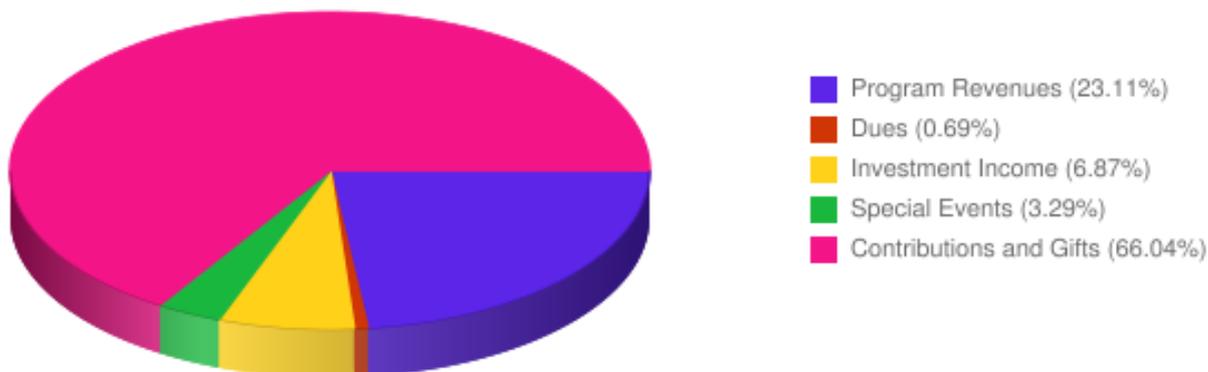
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 42
Wilmington MSA, Nonprofit Arts-Active Organizations by Income, 2009 (Summary)

Region	Program Revenues	Investment Income	Special Events	Contributions, Gifts & Grants	Membership Dues	Total Revenues
Philadelphia-Camden-Wilmi..	\$84,567,830	\$25,145,906	\$12,031,899	\$241,669,049	\$2,527,024	\$365,941,708
Totals	\$84,567,830	\$25,145,906	\$12,031,899	\$241,669,049	\$2,527,024	\$365,941,708

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Organizations, Delaware CVI Report, 2007-2009

Chart# 42a
Nonprofit Arts-Active Organizations Income 2009



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 43

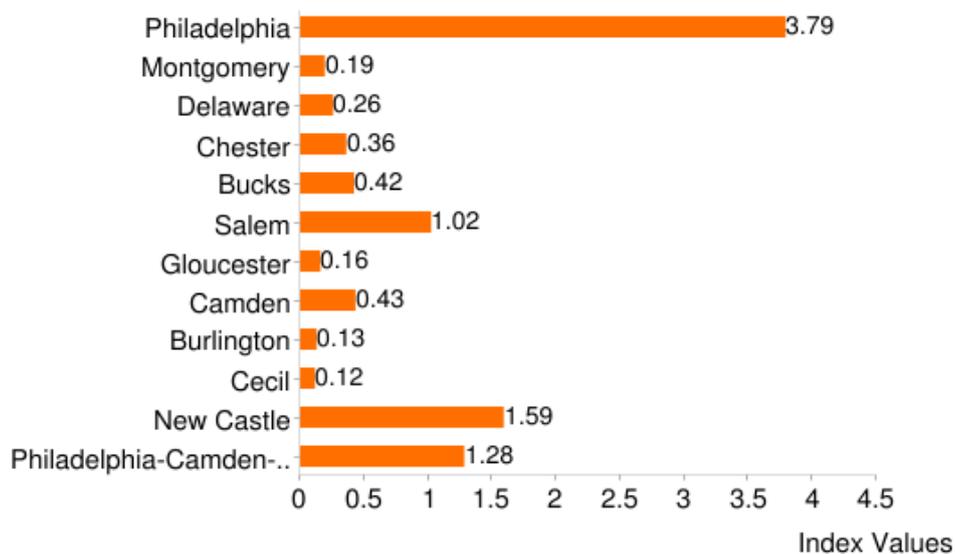
Wilmington MSA, Nonprofit Arts-Active Organizations by Index, 2007 (Summary)

Region	Total Revenues	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$352,990,438	60.57	1.28
Totals	\$352,990,438	60.57	1.28

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 43a

Nonprofit Arts-Active Organizations Index 2007



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 44

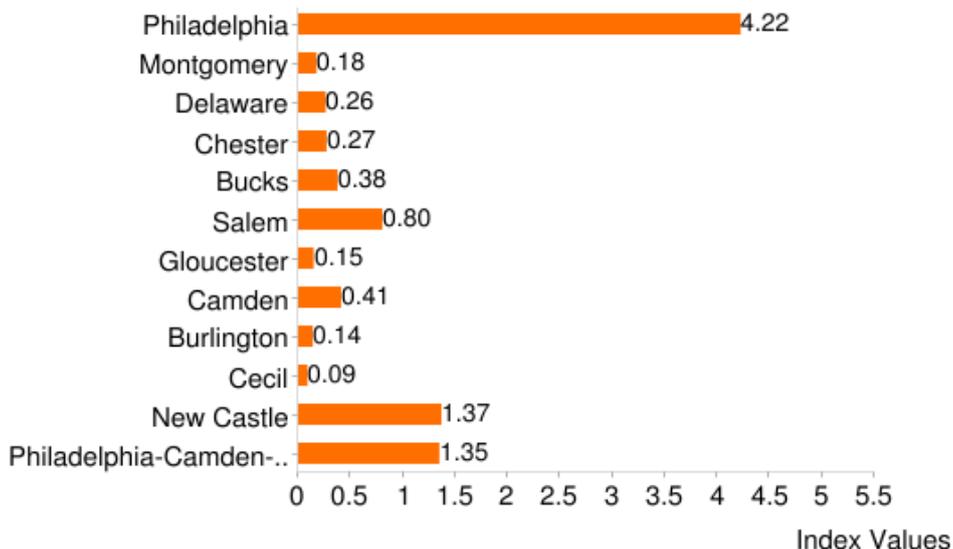
Wilmington MSA, Nonprofit Arts-Active Organizations by Index, 2008 (Summary)

Region	Total Revenues	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$416,550,935	71.35	1.35
Totals	\$416,550,935	71.35	1.35

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 44a

Nonprofit Arts-Active Organizations Index 2008



Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 45

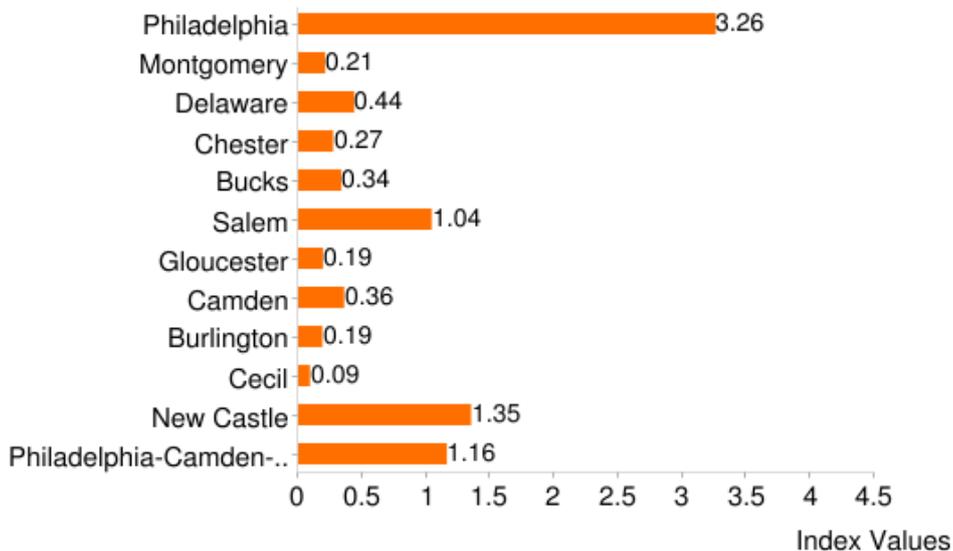
Wilmington MSA, Nonprofit Arts-Active Organizations by Index, 2009 (Summary)

Region	Total Revenues	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$365,941,708	61.31	1.16
Totals	\$365,941,708	61.31	1.16

Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Chart# 45a

Nonprofit Arts-Active Organizations Index 2009



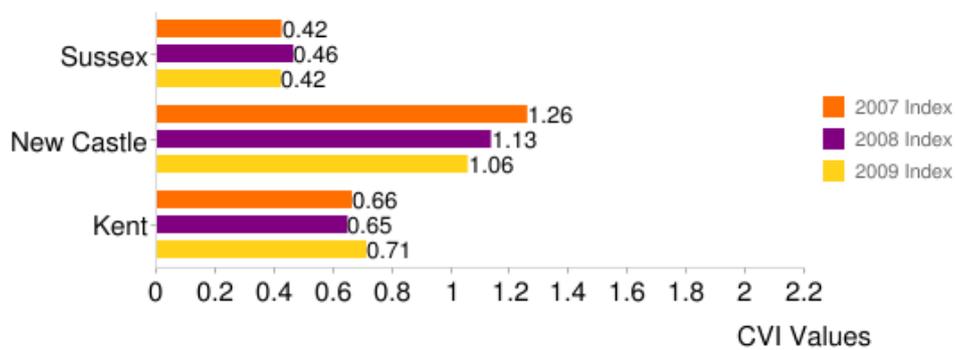
Source: National Center for Charitable Statistics, Core PC Database for Arts, Culture and Humanities Org, Delaware CVI Report, 2007-2009

Table# 46
Comparative CVI by County, 2007-2009

Region	Index 2007	Index 2008	Index 2009
Kent	0.66	0.65	0.71
New Castle	1.26	1.13	1.06
Sussex	0.42	0.46	0.42
Totals	0.97	0.90	0.86

Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 46a
Comparative CVI



Source: WESTAF, Delaware CVI Report, 2007-2009

Kent County, CVI™ Values and Calculations vs. The United States and Delaware, 2007-2009

Tables #47 through #49 show summarized data for Kent County in comparison to the United States from 2007 to 2009. The overall CVI™ values for the county versus the United States increased slightly in 2009. The increased CVI™ values for music store, book and record store, art gallery, and independent artist sales in 2009 contributed to a higher CVI™ value.

Some CVI™ values for Kent County remained above those of the state from 2007 to 2009, and this data is shown in Tables #50 through #52. The overall CVI™ value of the county experienced a slight increase from 0.66 in 2007 to 0.75 in 2009. In 2009, Kent County outperformed Delaware in music store sales, as well as book and record store sales.

Table# 47
Kent County Vs. The United States, 2007

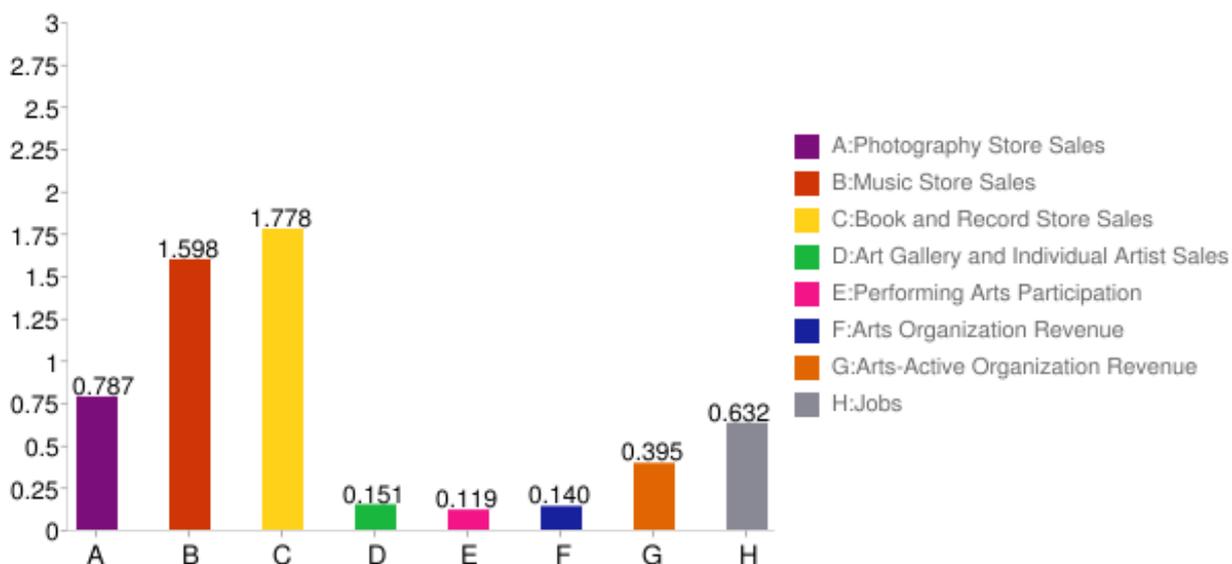
Region A: Kent

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2007			
Population	152,255	301,621,157	
Industry Data			
Photography Store Sales	\$725,000	\$1,824,665,000	0.787
Music Store Sales	\$2,774,000	\$3,439,717,000	1.598
Book and Record Store Sales	\$9,037,000	\$10,068,675,000	1.778
Art Gallery and Individual Artist Sales	\$2,545,000	\$33,443,706,000	0.151
Performing Arts Participation	\$812,000	\$13,484,589,000	0.119
Non Profit Data			
Arts Organization Revenue	\$973,109	\$13,758,446,825	0.140
Arts-Active Organization Revenue	\$2,840,403	\$14,258,757,702	0.395
Occupation Data			
Total Jobs	1,386	4,342,725	0.632
Total CVI : 0.662			

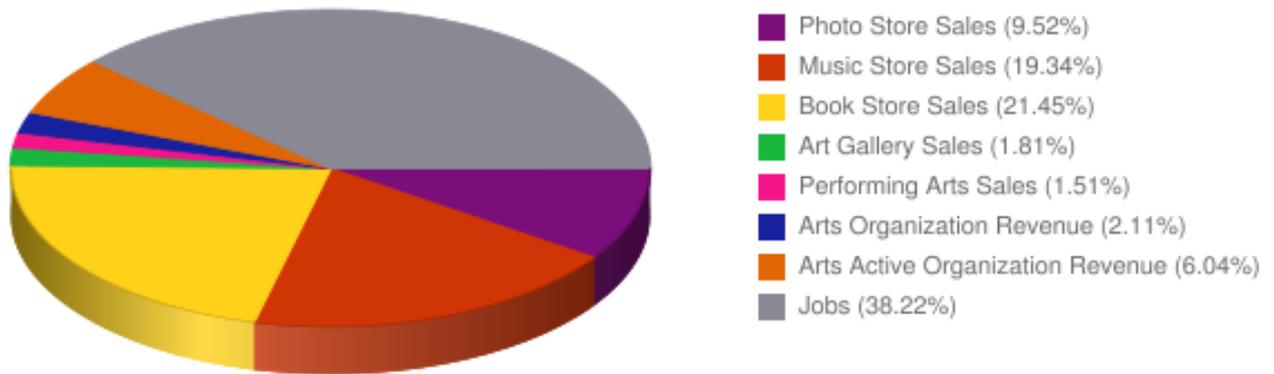
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 47a
CVI Values by Category 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 47b
Contributions to the CVI after Weighting Inputs 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 48
Kent County Vs. The United States, 2008

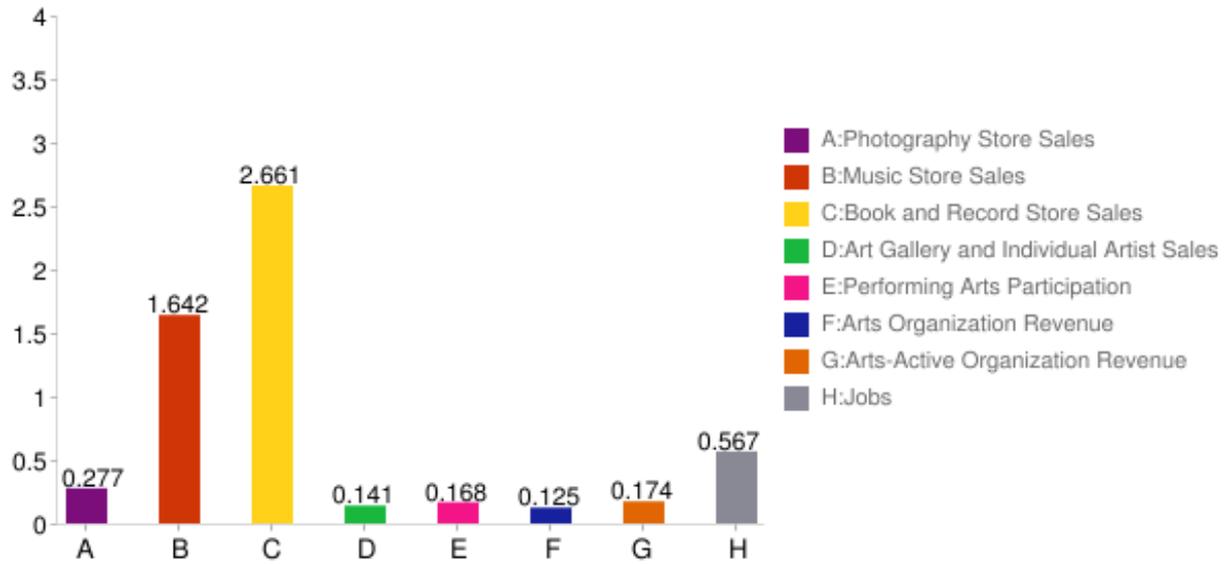
Region A: Kent

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2008			
Population	155,415	304,059,724	
Industry Data			
Photography Store Sales	\$202,000	\$1,426,736,000	0.277
Music Store Sales	\$2,571,000	\$3,064,022,000	1.642
Book and Record Store Sales	\$11,753,000	\$8,640,277,000	2.661
Art Gallery and Individual Artist Sales	\$2,455,000	\$34,129,019,000	0.141
Performing Arts Participation	\$1,209,000	\$14,086,245,000	0.168
Non Profit Data			
Arts Organization Revenue	\$927,489	\$14,520,426,857	0.125
Arts-Active Organization Revenue	\$1,436,324	\$16,107,694,069	0.174
Occupation Data			
Total Jobs	1,264	4,361,087	0.567
Total CVI : 0.647			

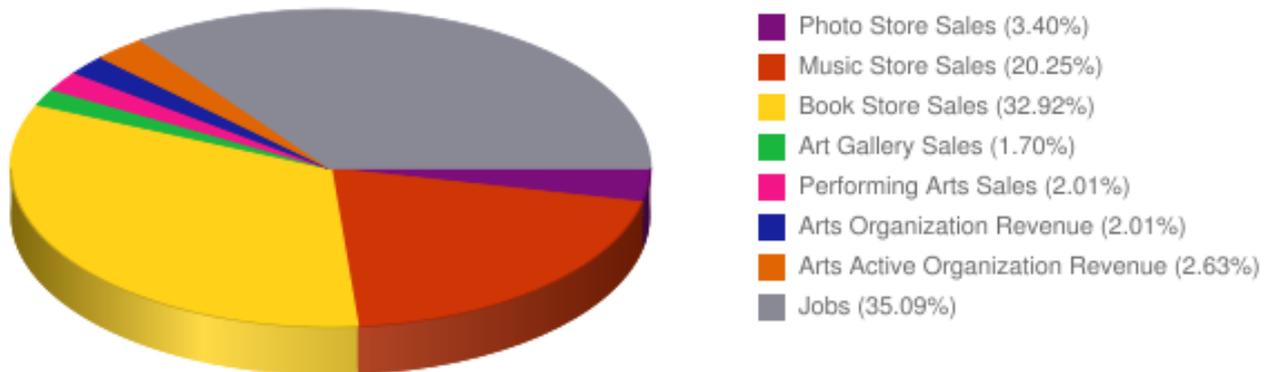
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 48a
CVI Values by Category 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 48b
Contributions to the CVI after Weighting Inputs 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 49
Kent County Vs. The United States, 2009

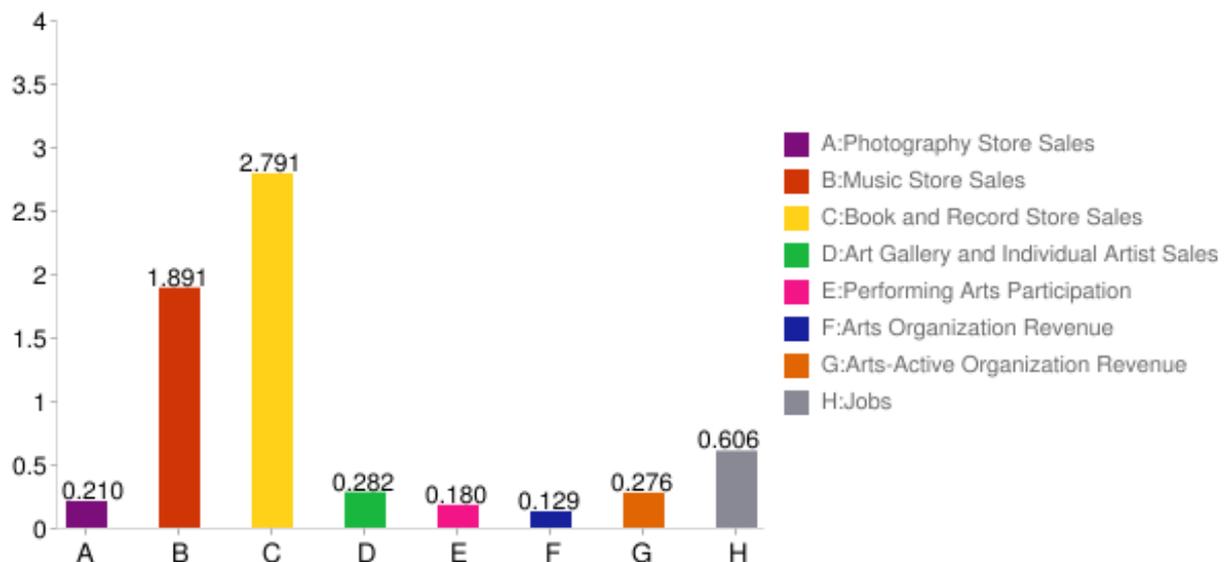
Region A: Kent

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2009			
Population	157,741	307,006,550	
Industry Data			
Photography Store Sales	\$124,000	\$1,150,165,000	0.210
Music Store Sales	\$2,833,000	\$2,916,567,000	1.891
Book and Record Store Sales	\$11,693,000	\$8,154,589,000	2.791
Art Gallery and Individual Artist Sales	\$5,529,000	\$38,192,381,000	0.282
Performing Arts Participation	\$1,409,000	\$15,252,498,000	0.180
Non Profit Data			
Arts Organization Revenue	\$988,334	\$14,911,005,244	0.129
Arts-Active Organization Revenue	\$2,295,931	\$16,212,378,473	0.276
Occupation Data			
Total Jobs	1,395	4,483,793	0.606
Total CVI : 0.711			

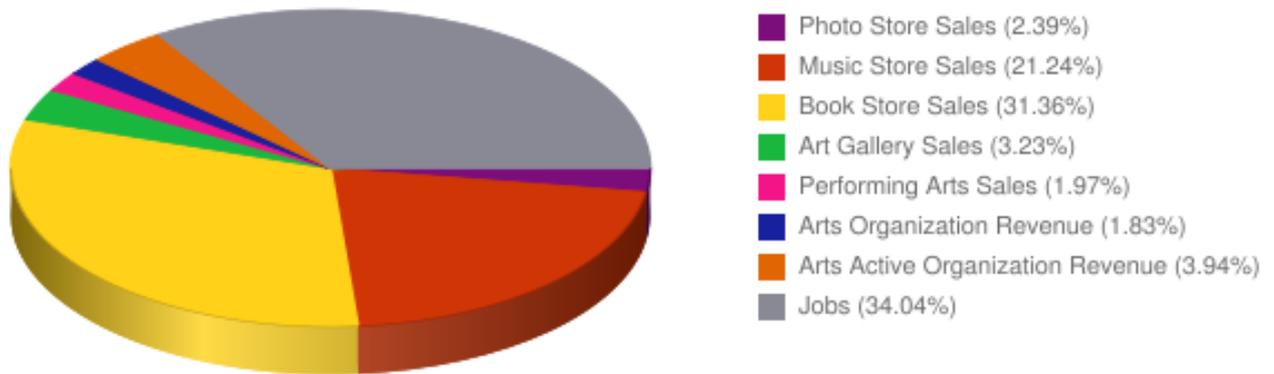
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 49a
CVI Values by Category 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 49b
Contributions to the CVI after Weighting Inputs 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 50
Kent County Vs. Delaware, 2007

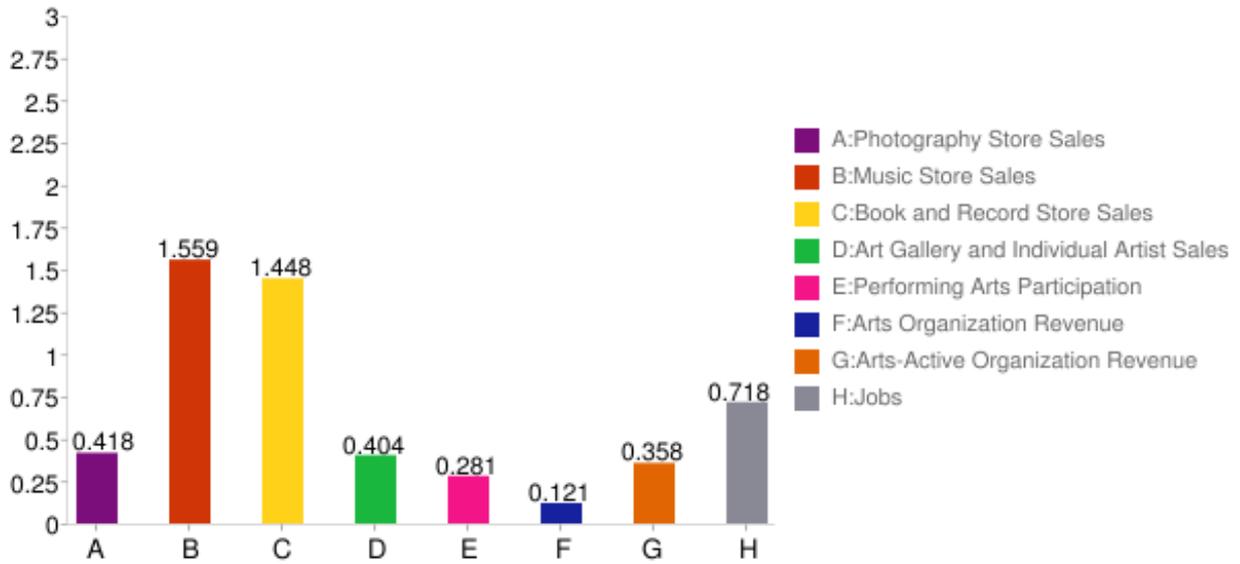
Region A: Kent

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2007			
Population	152,255	864,764	
Industry Data			
Photography Store Sales	\$725,000	\$9,861,000	0.418
Music Store Sales	\$2,774,000	\$10,109,000	1.559
Book and Record Store Sales	\$9,037,000	\$35,452,000	1.448
Art Gallery and Individual Artist Sales	\$2,545,000	\$35,822,000	0.404
Performing Arts Participation	\$812,000	\$16,422,000	0.281
Non Profit Data			
Arts Organization Revenue	\$973,109	\$45,725,757	0.121
Arts-Active Organization Revenue	\$2,840,403	\$45,032,532	0.358
Occupation Data			
Total Jobs	1,386	10,961	0.718
Total CVI : 0.663			

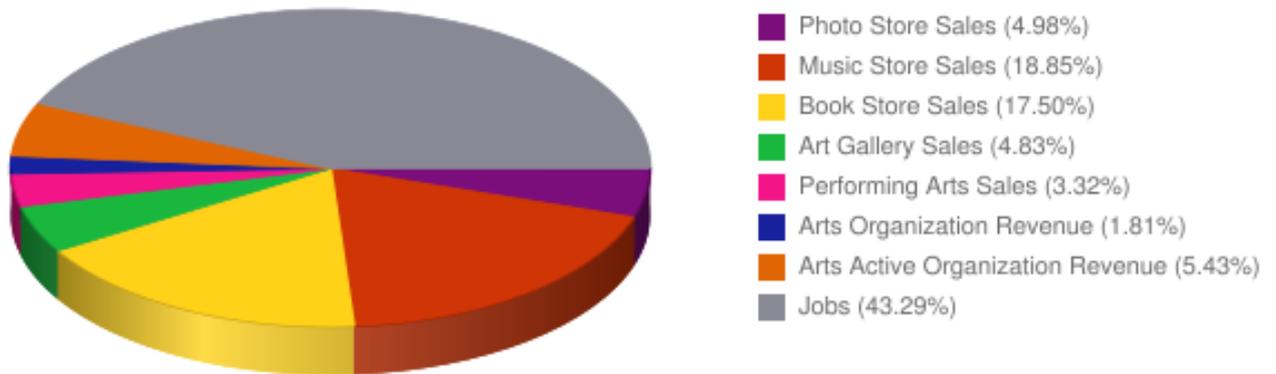
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 50a
CVI Values by Category 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 50b
Contributions to the CVI after Weighting Inputs 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 51
Kent County Vs. Delaware, 2008

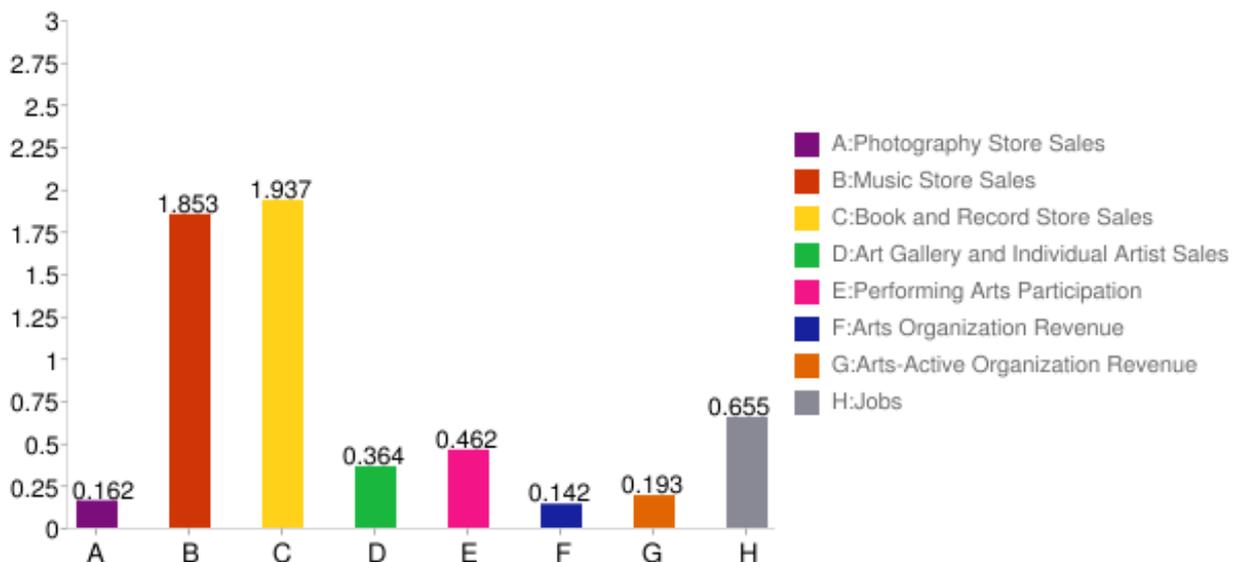
Region A: Kent

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2008			
Population	155,415	873,092	
Industry Data			
Photography Store Sales	\$202,000	\$7,012,000	0.162
Music Store Sales	\$2,571,000	\$7,793,000	1.853
Book and Record Store Sales	\$11,753,000	\$34,090,000	1.937
Art Gallery and Individual Artist Sales	\$2,455,000	\$37,902,000	0.364
Performing Arts Participation	\$1,209,000	\$14,688,000	0.462
Non Profit Data			
Arts Organization Revenue	\$927,489	\$36,737,747	0.142
Arts-Active Organization Revenue	\$1,436,324	\$41,876,958	0.193
Occupation Data			
Total Jobs	1,264	10,839	0.655
Total CVI : 0.677			

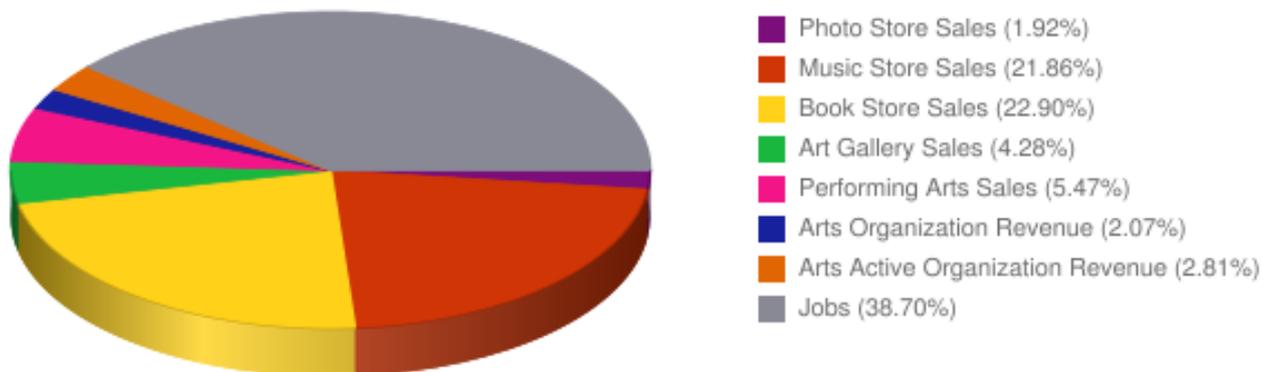
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 51a
CVI Values by Category 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 51b
Contributions to the CVI after Weighting Inputs 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 52
Kent County Vs. Delaware, 2009

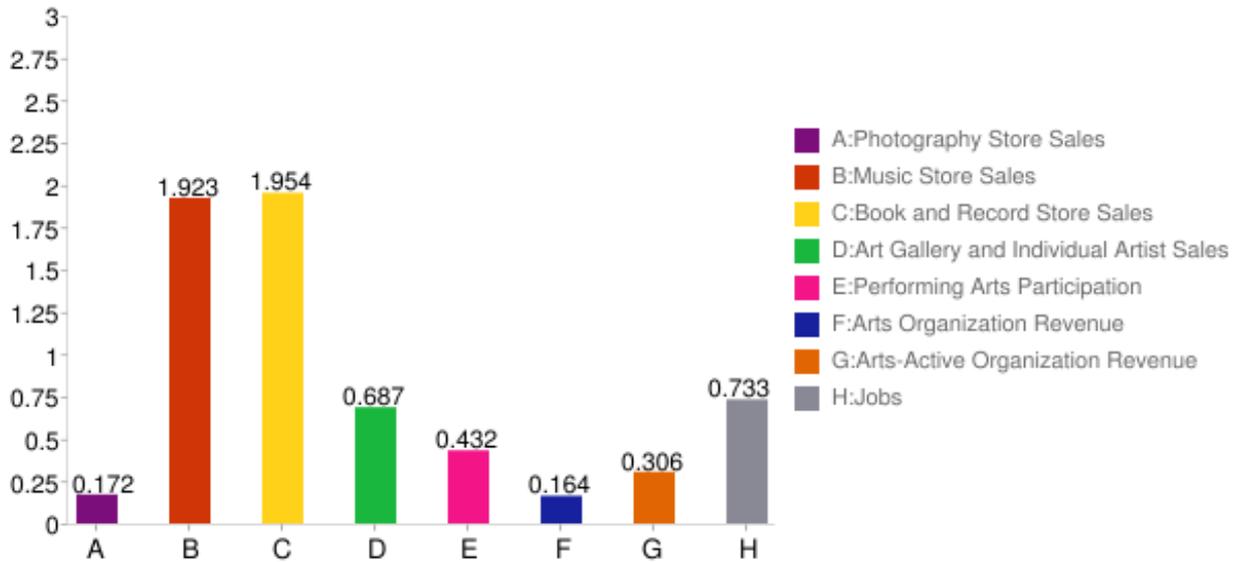
Region A: Kent

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2009			
Population	157,741	885,122	
Industry Data			
Photography Store Sales	\$124,000	\$4,036,000	0.172
Music Store Sales	\$2,833,000	\$8,267,000	1.923
Book and Record Store Sales	\$11,693,000	\$33,580,000	1.954
Art Gallery and Individual Artist Sales	\$5,529,000	\$45,160,000	0.687
Performing Arts Participation	\$1,409,000	\$18,306,000	0.432
Non Profit Data			
Arts Organization Revenue	\$988,334	\$33,798,896	0.164
Arts-Active Organization Revenue	\$2,295,931	\$42,168,648	0.306
Occupation Data			
Total Jobs	1,395	10,675	0.733
Total CVI : 0.754			

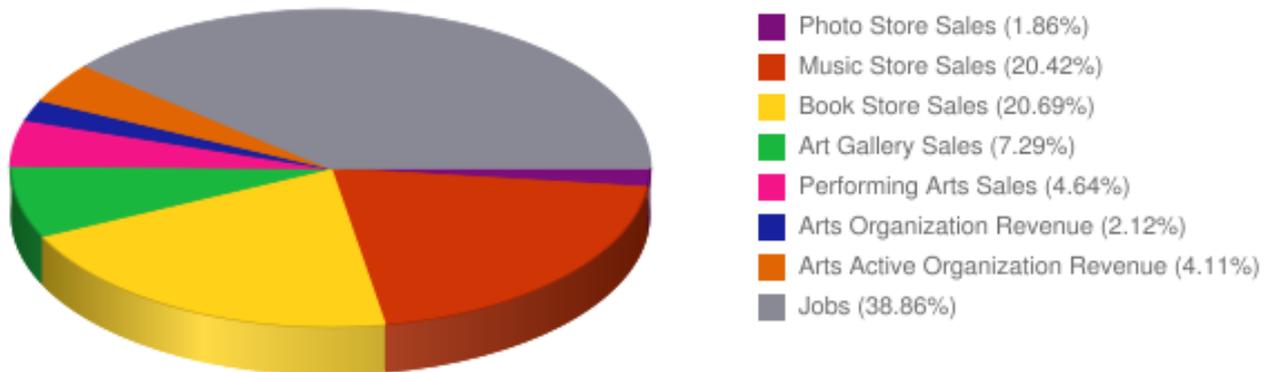
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 52a
CVI Values by Category 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 52b
Contributions to the CVI after Weighting Inputs 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

New Castle County, CVI™ Values and Calculations vs. The United States and Delaware, 2007-2009

Summarized data for New Castle County in comparison to the nation for the years 2007, 2008, and 2009 appear in Tables #53 through #55. The overall CVI™ value for the county versus the United States declined from 1.26 in 2007 to 1.06 in 2009. Photography store sales had the highest individual CVI™ value for Kent County at 1.95 in 2009.

Tables #56 through #58 offer summarized data for Kent County versus the State of Delaware from 2007 through

2009. In 2009 the county reported an overall CVI™ value of 1.25. The county surpassed the state in six of the eight categories measured by the CVI™ in 2009. Photography store sales had the highest individual CVI™ value at 1.61 in 2009.

Table# 53
New Castle County Vs. The United States, 2007

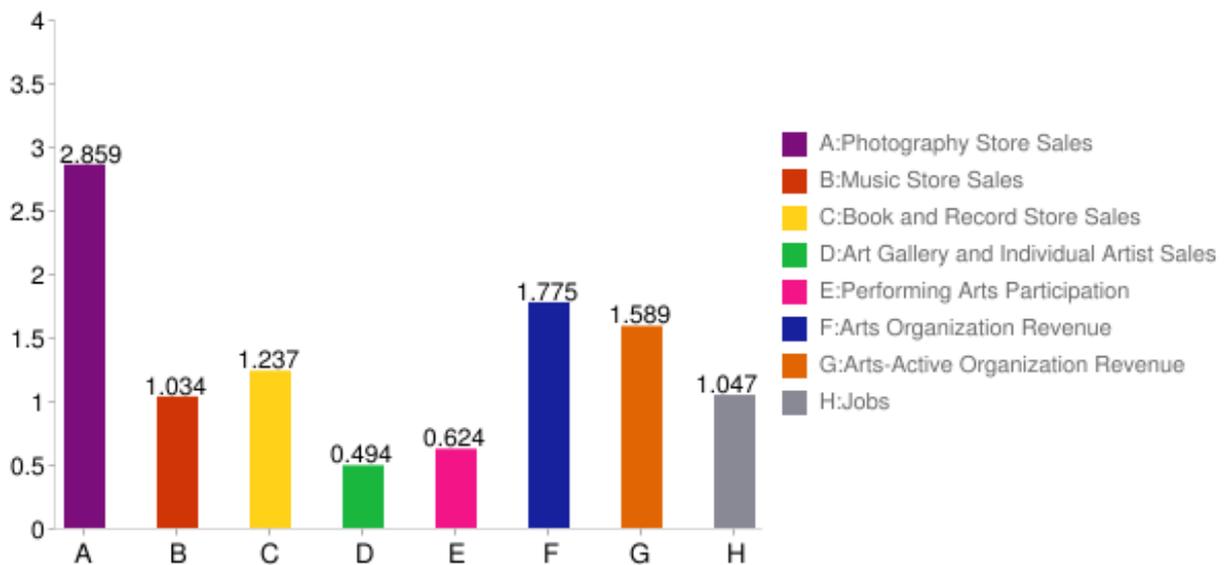
Region A: New Castle

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2007			
Population	528,218	301,621,157	
Industry Data			
Photography Store Sales	\$9,136,000	\$1,824,665,000	2.859
Music Store Sales	\$6,228,000	\$3,439,717,000	1.034
Book and Record Store Sales	\$21,812,000	\$10,068,675,000	1.237
Art Gallery and Individual Artist Sales	\$28,960,000	\$33,443,706,000	0.494
Performing Arts Participation	\$14,735,000	\$13,484,589,000	0.624
Non Profit Data			
Arts Organization Revenue	\$42,777,120	\$13,758,446,825	1.775
Arts-Active Organization Revenue	\$39,683,730	\$14,258,757,702	1.589
Occupation Data			
Total Jobs	7,963	4,342,725	1.047
Total CVI : 1.257			

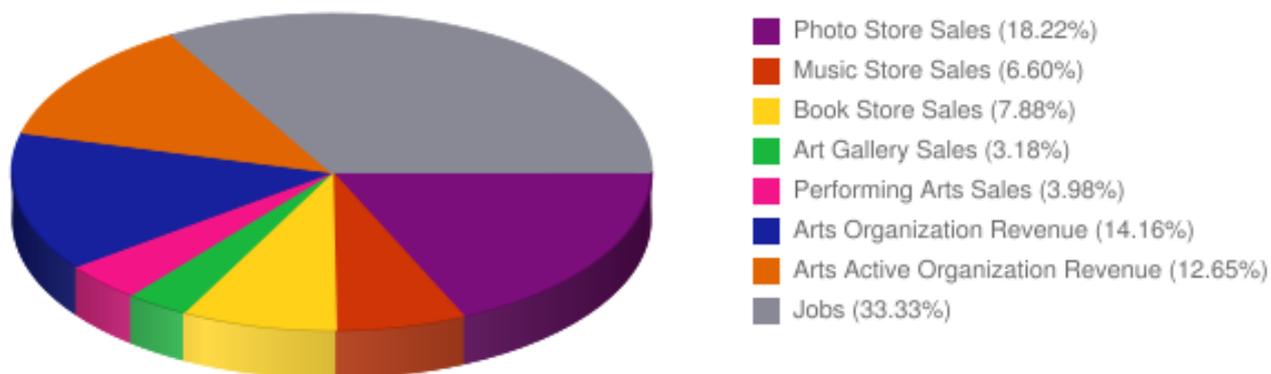
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 53a
CVI Values by Category 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 53b
Contributions to the CVI after Weighting Inputs 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 54
New Castle County Vs. The United States, 2008

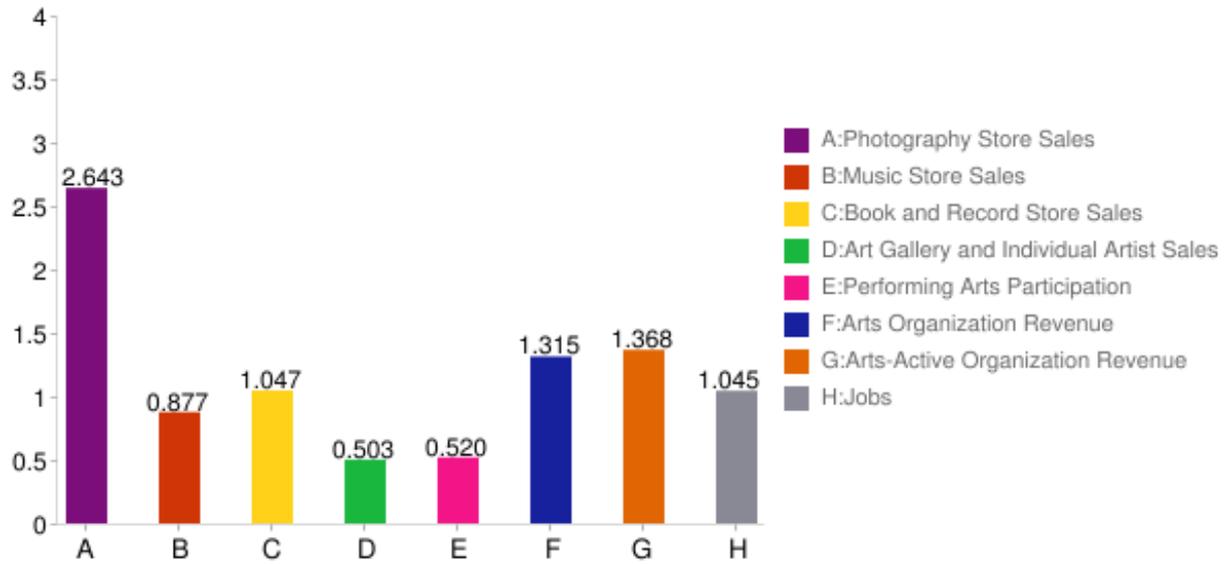
Region A: New Castle

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2008			
Population	529,641	304,059,724	
Industry Data			
Photography Store Sales	\$6,568,000	\$1,426,736,000	2.643
Music Store Sales	\$4,679,000	\$3,064,022,000	0.877
Book and Record Store Sales	\$15,765,000	\$8,640,277,000	1.047
Art Gallery and Individual Artist Sales	\$29,915,000	\$34,129,019,000	0.503
Performing Arts Participation	\$12,763,000	\$14,086,245,000	0.520
Non Profit Data			
Arts Organization Revenue	\$33,271,528	\$14,520,426,857	1.315
Arts-Active Organization Revenue	\$38,379,508	\$16,107,694,069	1.368
Occupation Data			
Total Jobs	7,937	4,361,087	1.045
Total CVI : 1.134			

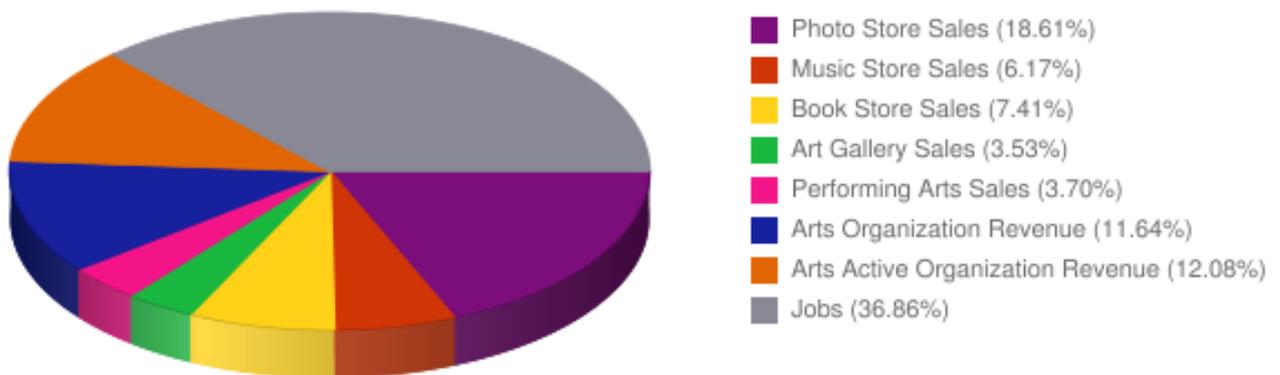
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 54a
CVI Values by Category 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 54b
Contributions to the CVI after Weighting Inputs 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 55
New Castle County Vs. The United States, 2009

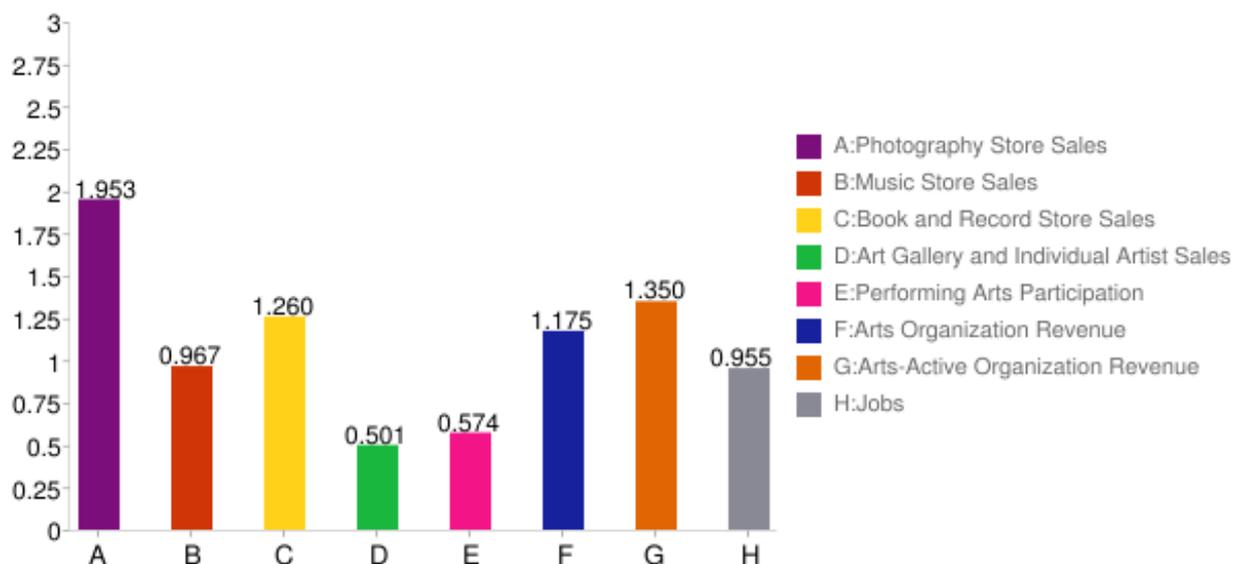
Region A: New Castle

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2009			
Population	534,634	307,006,550	
Industry Data			
Photography Store Sales	\$3,912,000	\$1,150,165,000	1.953
Music Store Sales	\$4,913,000	\$2,916,567,000	0.967
Book and Record Store Sales	\$17,893,000	\$8,154,589,000	1.260
Art Gallery and Individual Artist Sales	\$33,310,000	\$38,192,381,000	0.501
Performing Arts Participation	\$15,246,000	\$15,252,498,000	0.574
Non Profit Data			
Arts Organization Revenue	\$30,517,668	\$14,911,005,244	1.175
Arts-Active Organization Revenue	\$38,123,550	\$16,212,378,473	1.350
Occupation Data			
Total Jobs	7,458	4,483,793	0.955
Total CVI : 1.055			

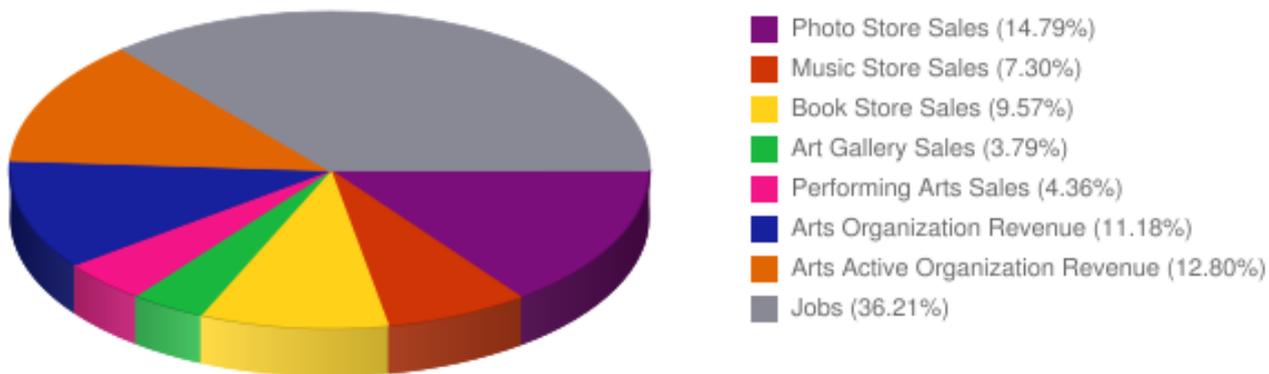
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 55a
CVI Values by Category 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 55b
Contributions to the CVI after Weighting Inputs 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 56
New Castle County Vs. Delaware, 2007

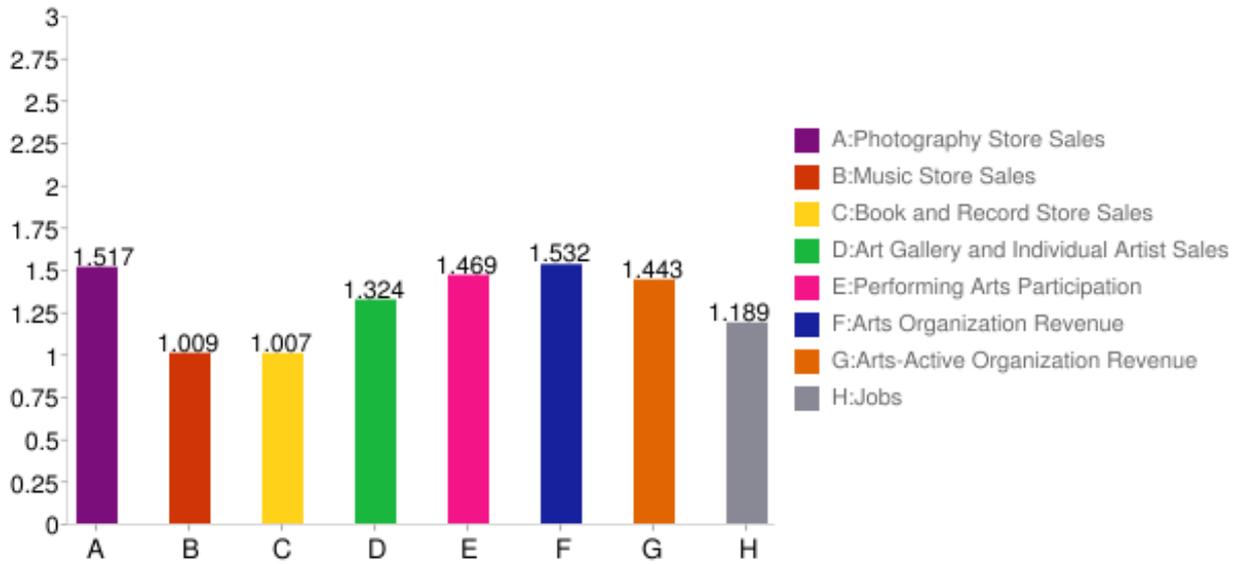
Region A: New Castle

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2007			
Population	528,218	864,764	
Industry Data			
Photography Store Sales	\$9,136,000	\$9,861,000	1.517
Music Store Sales	\$6,228,000	\$10,109,000	1.009
Book and Record Store Sales	\$21,812,000	\$35,452,000	1.007
Art Gallery and Individual Artist Sales	\$28,960,000	\$35,822,000	1.324
Performing Arts Participation	\$14,735,000	\$16,422,000	1.469
Non Profit Data			
Arts Organization Revenue	\$42,777,120	\$45,725,757	1.532
Arts-Active Organization Revenue	\$39,683,730	\$45,032,532	1.443
Occupation Data			
Total Jobs	7,963	10,961	1.189
Total CVI : 1.28			

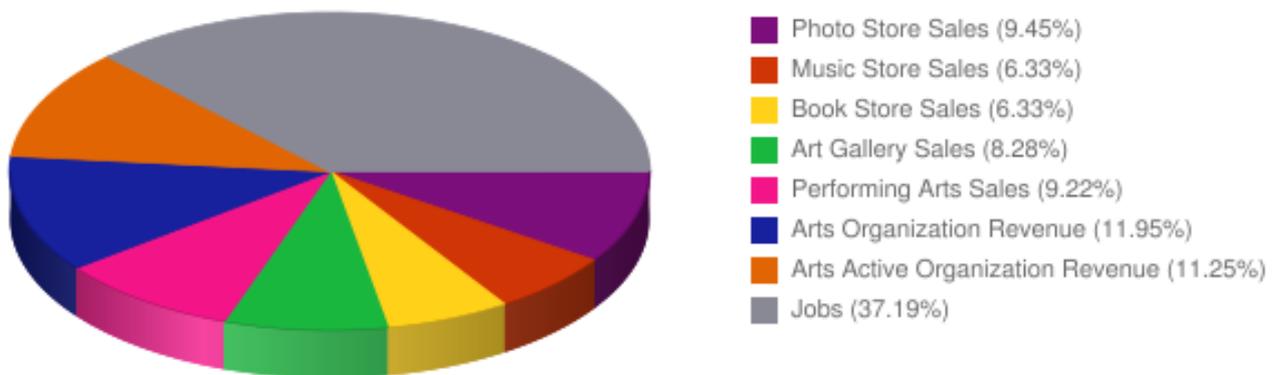
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 56a
CVI Values by Category 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 56b
Contributions to the CVI after Weighting Inputs 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 57
New Castle County Vs. Delaware, 2008

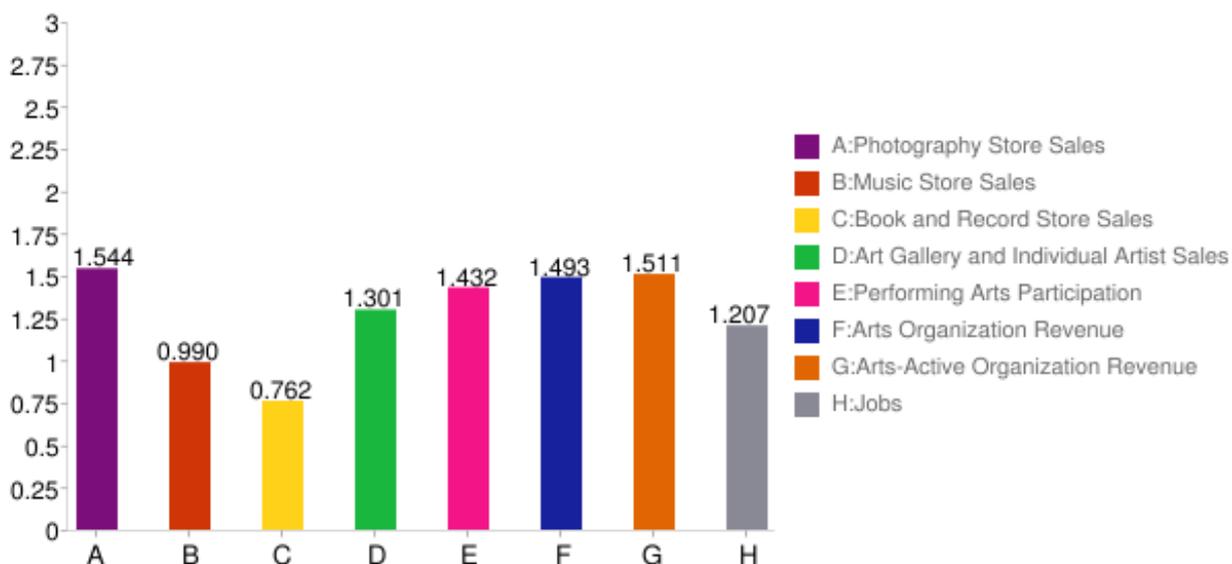
Region A: New Castle

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2008			
Population	529,641	873,092	
Industry Data			
Photography Store Sales	\$6,568,000	\$7,012,000	1.544
Music Store Sales	\$4,679,000	\$7,793,000	0.990
Book and Record Store Sales	\$15,765,000	\$34,090,000	0.762
Art Gallery and Individual Artist Sales	\$29,915,000	\$37,902,000	1.301
Performing Arts Participation	\$12,763,000	\$14,688,000	1.432
Non Profit Data			
Arts Organization Revenue	\$33,271,528	\$36,737,747	1.493
Arts-Active Organization Revenue	\$38,379,508	\$41,876,958	1.511
Occupation Data			
Total Jobs	7,937	10,839	1.207
Total CVI : 1.266			

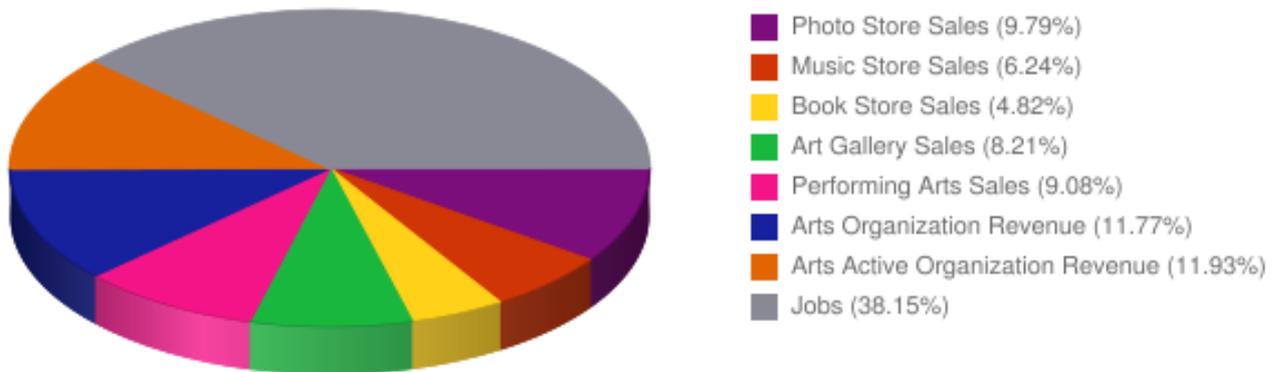
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 57a
CVI Values by Category 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 57b
Contributions to the CVI after Weighting Inputs 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 58
New Castle County Vs. Delaware, 2009

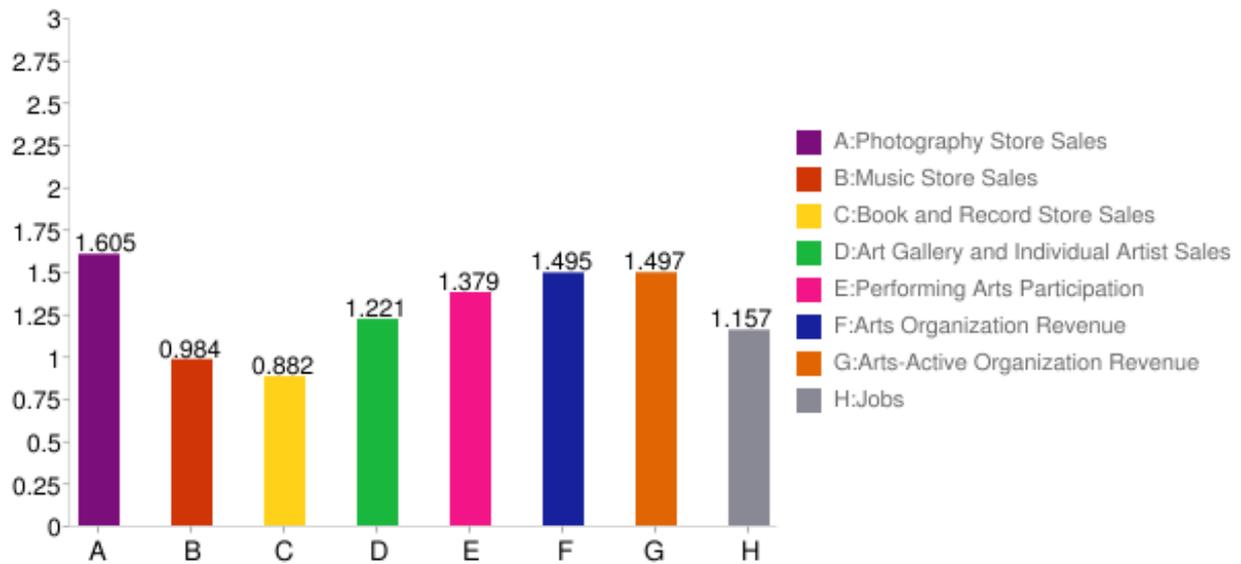
Region A: New Castle

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2009			
Population	534,634	885,122	
Industry Data			
Photography Store Sales	\$3,912,000	\$4,036,000	1.605
Music Store Sales	\$4,913,000	\$8,267,000	0.984
Book and Record Store Sales	\$17,893,000	\$33,580,000	0.882
Art Gallery and Individual Artist Sales	\$33,310,000	\$45,160,000	1.221
Performing Arts Participation	\$15,246,000	\$18,306,000	1.379
Non Profit Data			
Arts Organization Revenue	\$30,517,668	\$33,798,896	1.495
Arts-Active Organization Revenue	\$38,123,550	\$42,168,648	1.497
Occupation Data			
Total Jobs	7,458	10,675	1.157
Total CVI : 1.249			

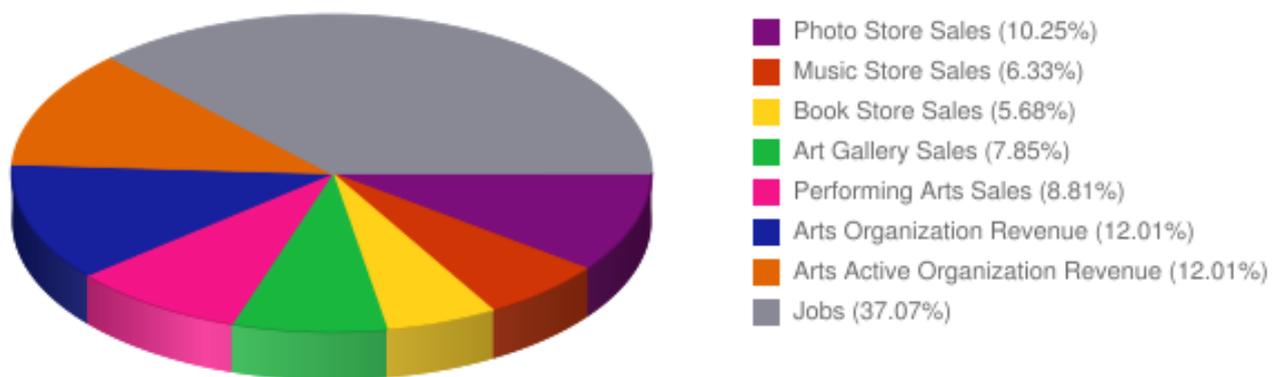
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 58a
CVI Values by Category 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 58b
Contributions to the CVI after Weighting Inputs 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Sussex County, CVI™ Values and Calculations vs. The United States and Delaware, 2007-2009

Tables #59 through #61 show summarized data for Sussex County versus the nation from 2007 to 2009. The overall CVI™ values for the Sussex County versus the United States fluctuated slightly from 0.42 in 2007 with a rise to 0.46 in 2008, and a decline to 0.42 in 2009. The most negative change from year-to-year occurred in music store sales. Book and record store sales had the highest individual CVI™ value at 0.78 in 2009.

In comparison to Delaware, individual CVI™ values for Sussex County remained below those of the state between

2007 and 2009, and Tables #62 through #64 show summarized data for the county. Between 2007 and 2009, the overall CVI™ value increased from 0.48 to 0.52. The most significant changes occurred within music store sales and performing arts participation revenue. In 2009, jobs within the creative economy reported the highest CVI™ value at 0.78.

Table# 59
Sussex County Vs. The United States, 2007

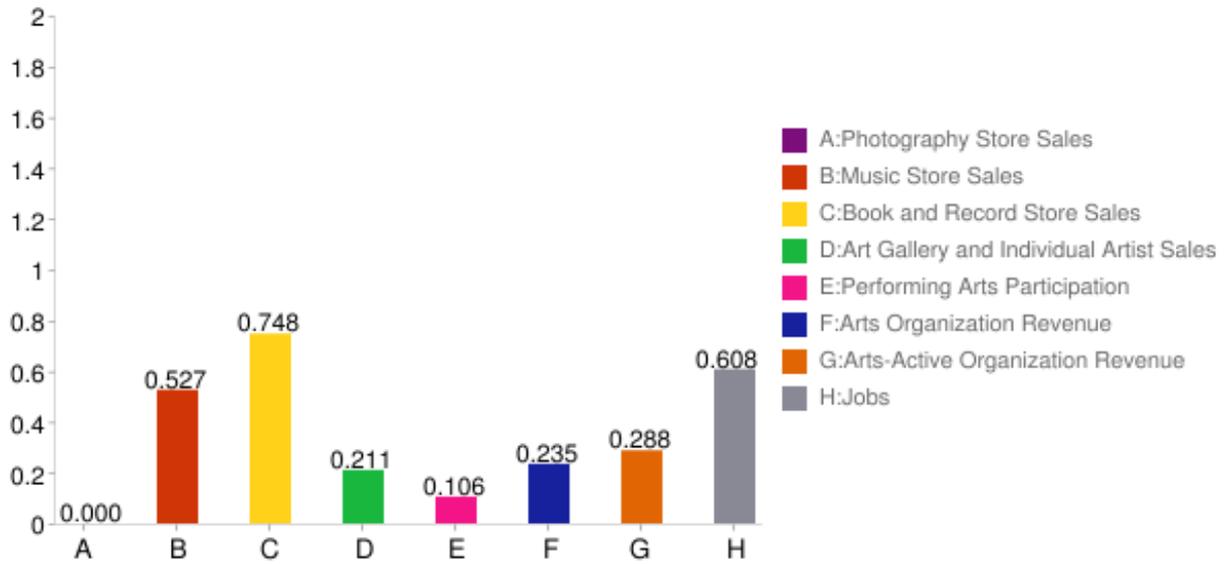
Region A: Sussex

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2007			
Population	184,291	301,621,157	
Industry Data			
Photography Store Sales	\$0	\$1,824,665,000	0.000
Music Store Sales	\$1,107,000	\$3,439,717,000	0.527
Book and Record Store Sales	\$4,603,000	\$10,068,675,000	0.748
Art Gallery and Individual Artist Sales	\$4,317,000	\$33,443,706,000	0.211
Performing Arts Participation	\$875,000	\$13,484,589,000	0.106
Non Profit Data			
Arts Organization Revenue	\$1,975,528	\$13,758,446,825	0.235
Arts-Active Organization Revenue	\$2,508,399	\$14,258,757,702	0.288
Occupation Data			
Total Jobs	1,612	4,342,725	0.608
Total CVI : 0.423			

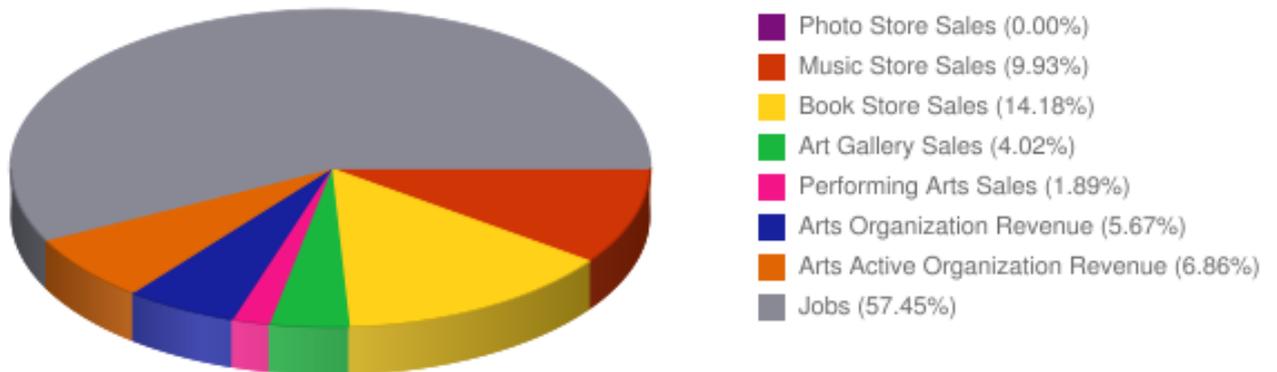
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 59a
CVI Values by Category 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 59b
Contributions to the CVI after Weighting Inputs 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 60
Sussex County Vs. The United States, 2008

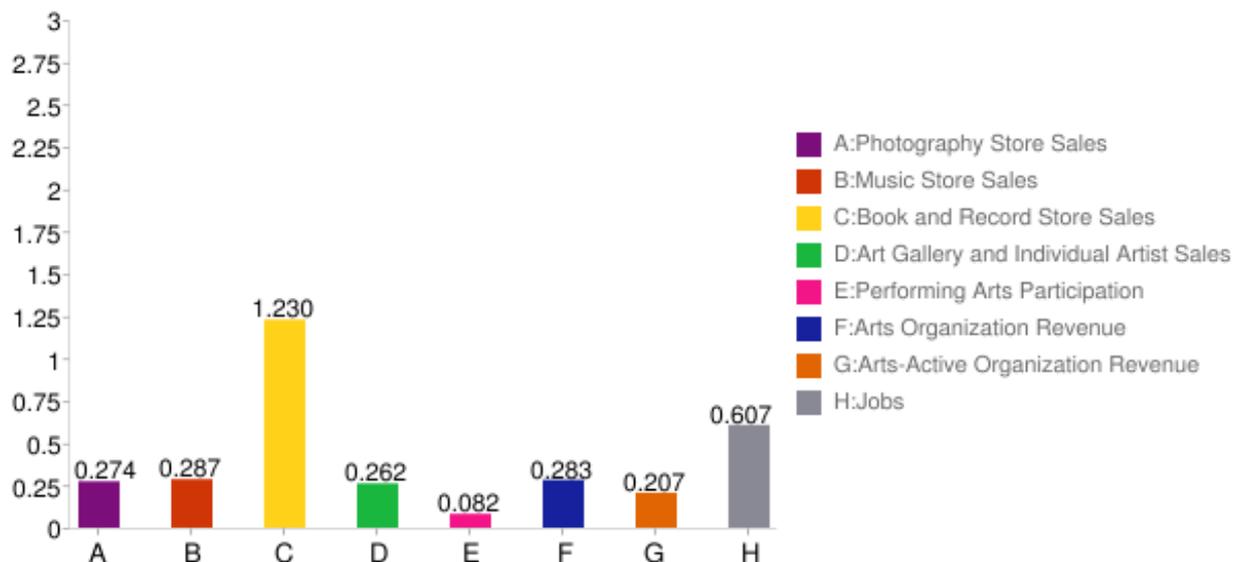
Region A: Sussex

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2008			
Population	188,036	304,059,724	
Industry Data			
Photography Store Sales	\$242,000	\$1,426,736,000	0.274
Music Store Sales	\$543,000	\$3,064,022,000	0.287
Book and Record Store Sales	\$6,572,000	\$8,640,277,000	1.230
Art Gallery and Individual Artist Sales	\$5,532,000	\$34,129,019,000	0.262
Performing Arts Participation	\$716,000	\$14,086,245,000	0.082
Non Profit Data			
Arts Organization Revenue	\$2,538,730	\$14,520,426,857	0.283
Arts-Active Organization Revenue	\$2,061,126	\$16,107,694,069	0.207
Occupation Data			
Total Jobs	1,638	4,361,087	0.607
Total CVI : 0.463			

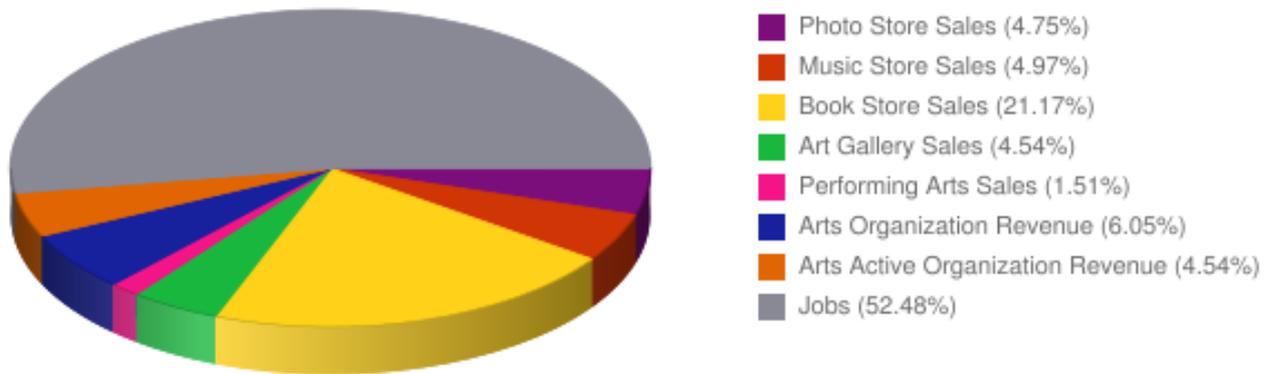
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 60a
CVI Values by Category 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 60b
Contributions to the CVI after Weighting Inputs 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 61
Sussex County Vs. The United States, 2009

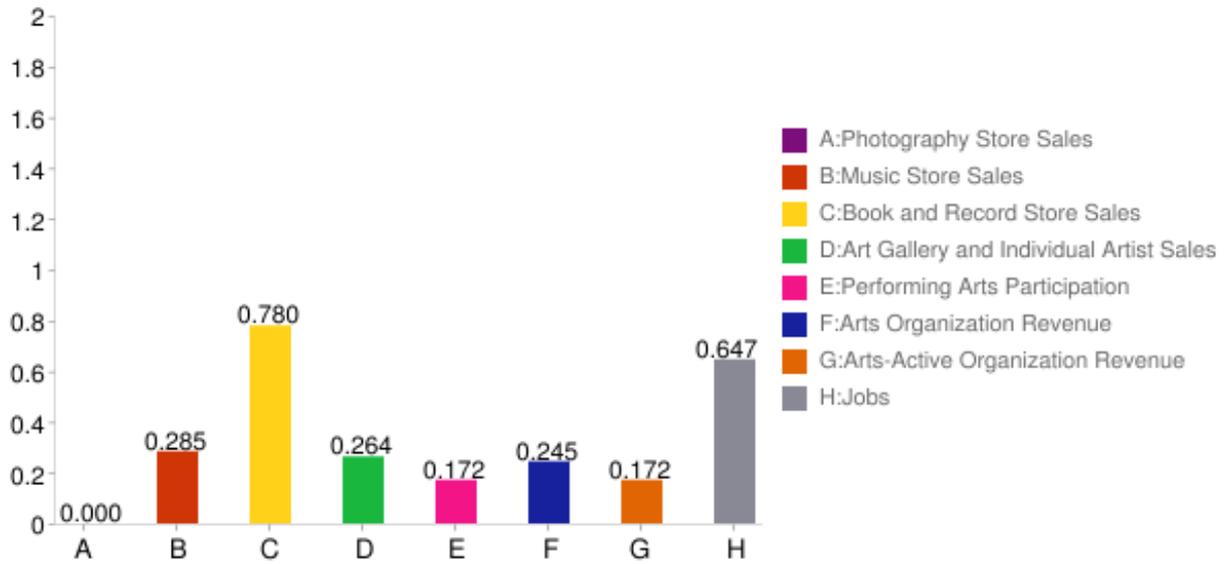
Region A: Sussex

Region B: United States

Description	Region A	Region B	Categorical Index
Year - 2009			
Population	192,747	307,006,550	
Industry Data			
Photography Store Sales	\$0	\$1,150,165,000	0.000
Music Store Sales	\$521,000	\$2,916,567,000	0.285
Book and Record Store Sales	\$3,994,000	\$8,154,589,000	0.780
Art Gallery and Individual Artist Sales	\$6,321,000	\$38,192,381,000	0.264
Performing Arts Participation	\$1,651,000	\$15,252,498,000	0.172
Non Profit Data			
Arts Organization Revenue	\$2,292,894	\$14,911,005,244	0.245
Arts-Active Organization Revenue	\$1,749,167	\$16,212,378,473	0.172
Occupation Data			
Total Jobs	1,822	4,483,793	0.647
Total CVI : 0.421			

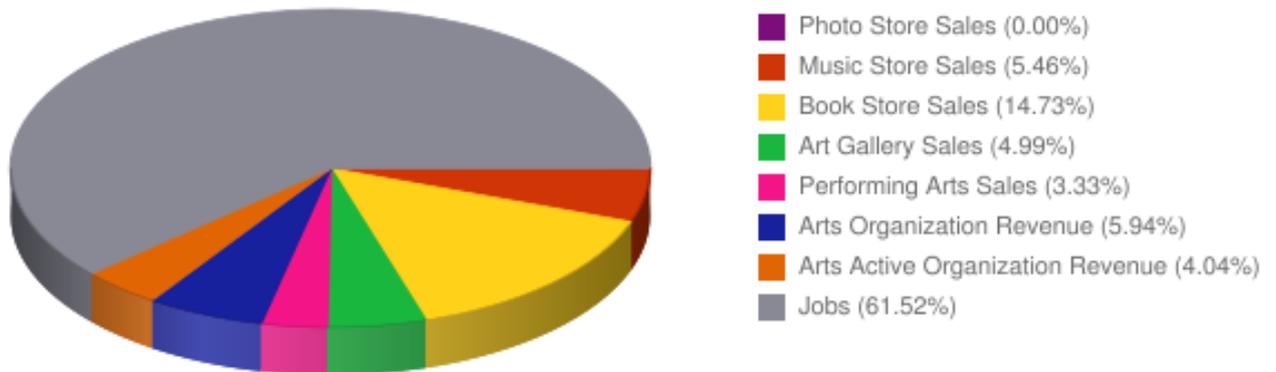
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 61a
CVI Values by Category 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 62b
Contributions to the CVI after Weighting Inputs 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 62
Sussex County Vs. Delaware, 2007

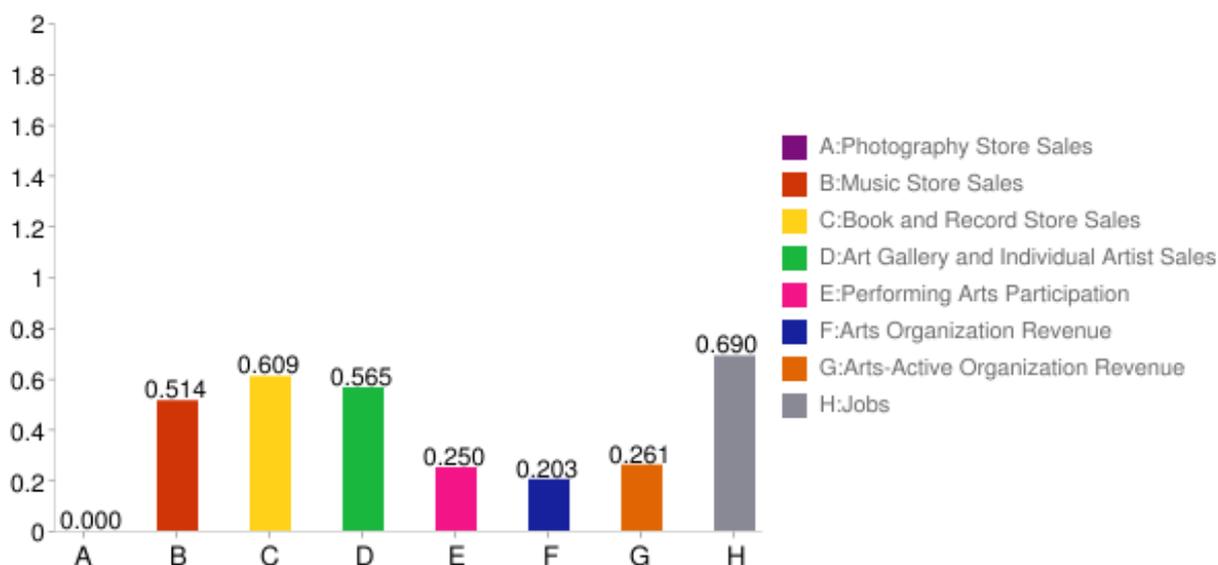
Region A: Sussex

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2007			
Population	184,291	864,764	
Industry Data			
Photography Store Sales	\$0	\$9,861,000	0.000
Music Store Sales	\$1,107,000	\$10,109,000	0.514
Book and Record Store Sales	\$4,603,000	\$35,452,000	0.609
Art Gallery and Individual Artist Sales	\$4,317,000	\$35,822,000	0.565
Performing Arts Participation	\$875,000	\$16,422,000	0.250
Non Profit Data			
Arts Organization Revenue	\$1,975,528	\$45,725,757	0.203
Arts-Active Organization Revenue	\$2,508,399	\$45,032,532	0.261
Occupation Data			
Total Jobs	1,612	10,961	0.690
Total CVI : 0.477			

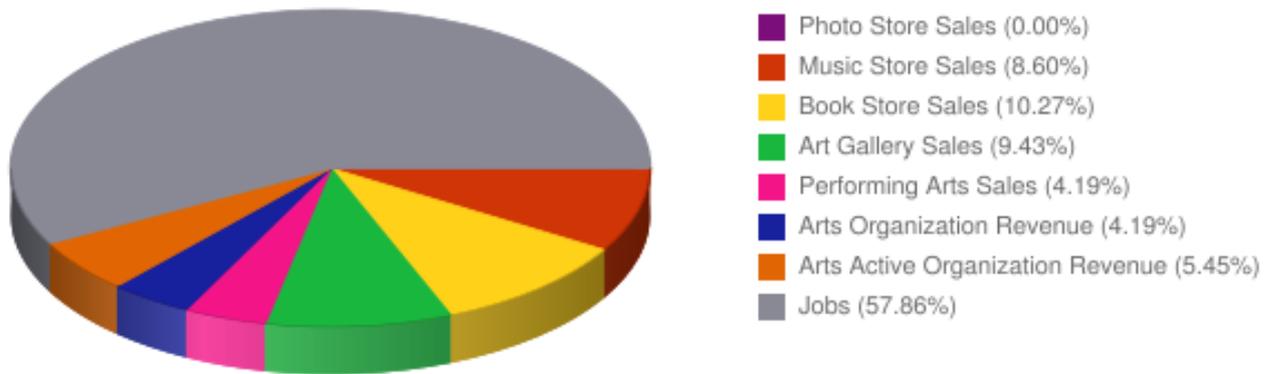
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 62a
CVI Values by Category 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 62b
Contributions to the CVI after Weighting Inputs 2007



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 63
Sussex County Vs. Delaware, 2008

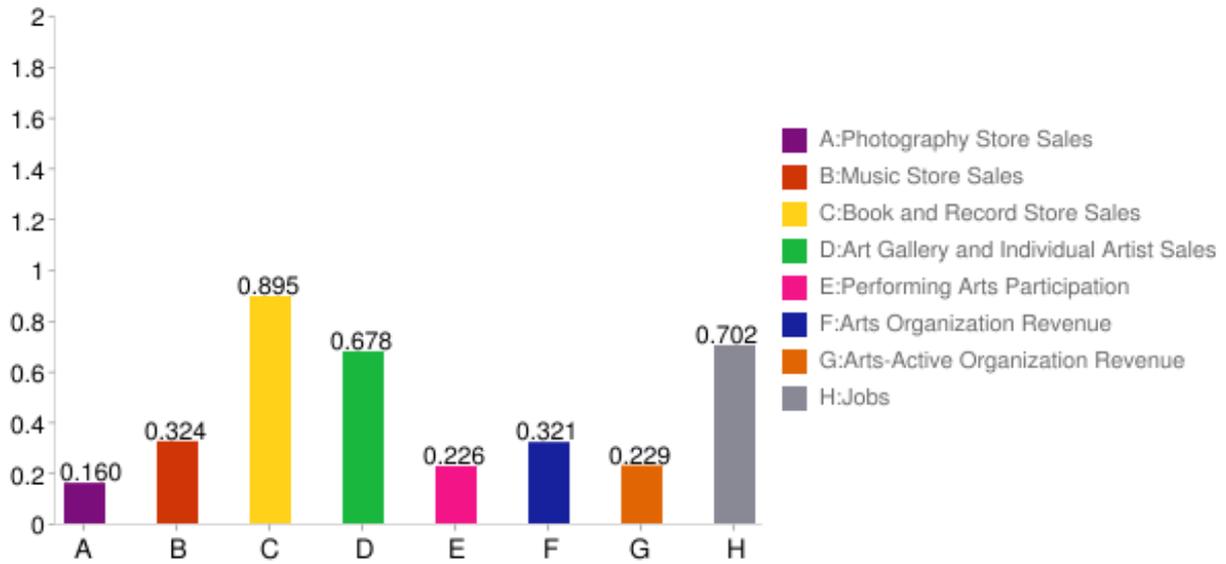
Region A: Sussex

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2008			
Population	188,036	873,092	
Industry Data			
Photography Store Sales	\$242,000	\$7,012,000	0.160
Music Store Sales	\$543,000	\$7,793,000	0.324
Book and Record Store Sales	\$6,572,000	\$34,090,000	0.895
Art Gallery and Individual Artist Sales	\$5,532,000	\$37,902,000	0.678
Performing Arts Participation	\$716,000	\$14,688,000	0.226
Non Profit Data			
Arts Organization Revenue	\$2,538,730	\$36,737,747	0.321
Arts-Active Organization Revenue	\$2,061,126	\$41,876,958	0.229
Occupation Data			
Total Jobs	1,638	10,839	0.702
Total CVI : 0.519			

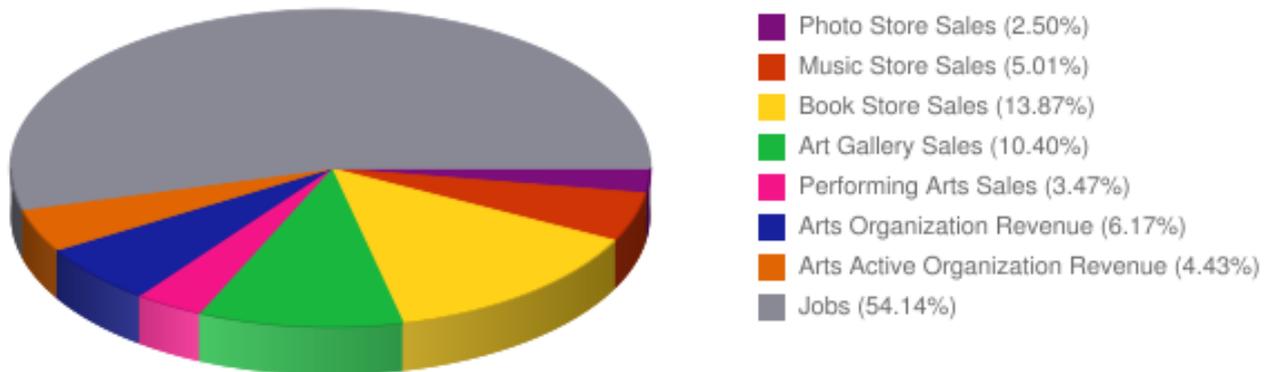
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 63a
CVI Values by Category 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 63b
Contributions to the CVI after Weighting Inputs 2008



Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 64
Sussex County Vs. Delaware, 2009

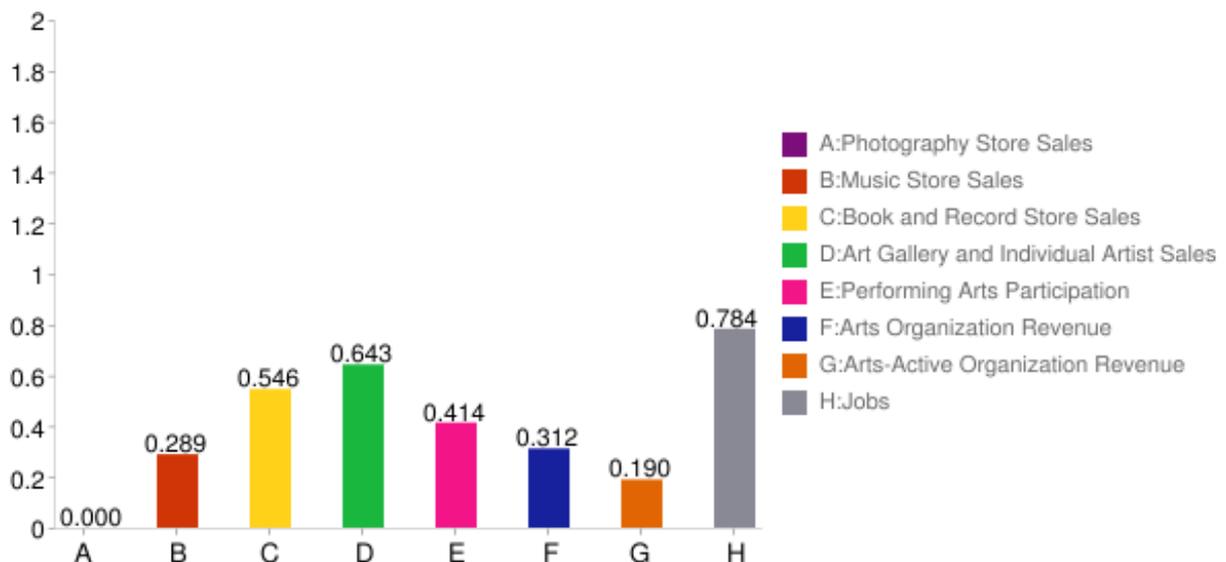
Region A: Sussex

Region B: Delaware

Description	Region A	Region B	Categorical Index
Year - 2009			
Population	192,747	885,122	
Industry Data			
Photography Store Sales	\$0	\$4,036,000	0.000
Music Store Sales	\$521,000	\$8,267,000	0.289
Book and Record Store Sales	\$3,994,000	\$33,580,000	0.546
Art Gallery and Individual Artist Sales	\$6,321,000	\$45,160,000	0.643
Performing Arts Participation	\$1,651,000	\$18,306,000	0.414
Non Profit Data			
Arts Organization Revenue	\$2,292,894	\$33,798,896	0.312
Arts-Active Organization Revenue	\$1,749,167	\$42,168,648	0.190
Occupation Data			
Total Jobs	1,822	10,675	0.784
Total CVI : 0.515			

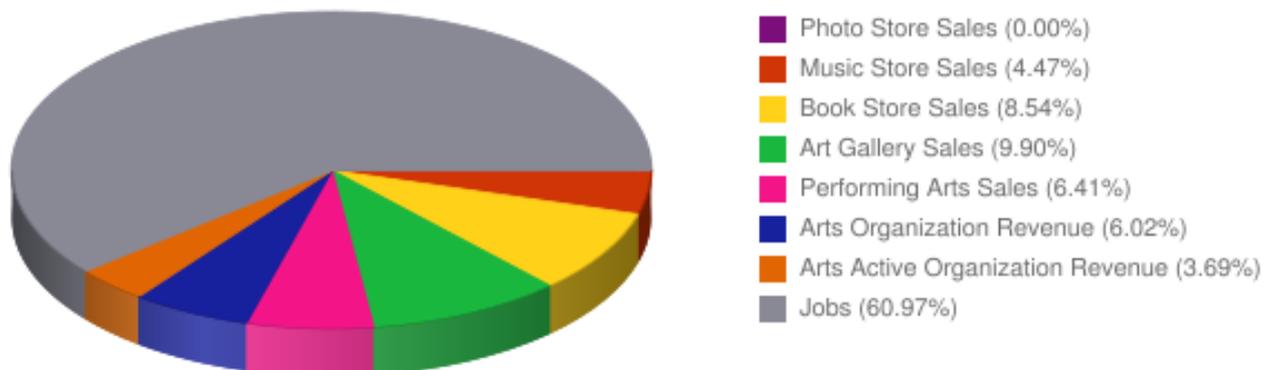
Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 64a
CVI Values by Category 2009



Source: WESTAF, Delaware CVI Report, 2007-2009

Chart# 64b
Contributions to the CVI after Weighting Inputs 2009



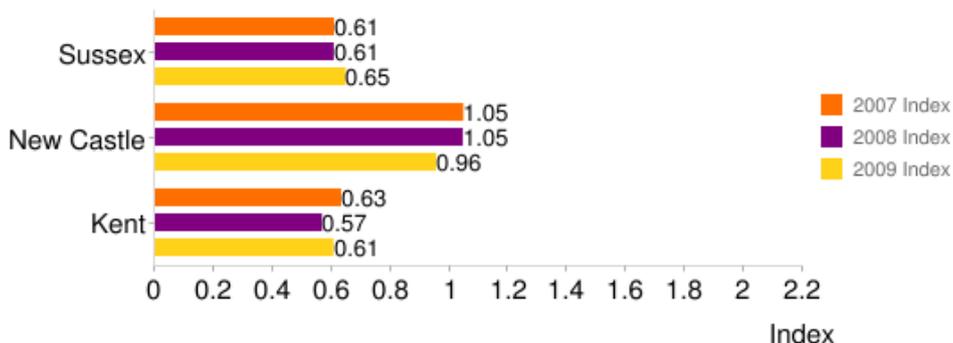
Source: WESTAF, Delaware CVI Report, 2007-2009

Table# 65
Occupational Index, by County, 2007-2009

Region	2007 Jobs	2008 Jobs	2009 Jobs	#Change	%Change	2007 Index	2008 Index	2009 Index
Kent	1,386	1,264	1,395	9	0.65%	0.63	0.57	0.61
New Castl	7,963	7,937	7,458	-505	-6.34%	1.05	1.05	0.96
Sussex	1,612	1,638	1,822	210	13.03%	0.61	0.61	0.65
Totals	10,961	10,839	10,675	-286	-2.61%	0.88	0.87	0.83

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 65a
All Occupations, All Counties Index



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Kent County Occupational Information

Job growth occurred at a rate of 0.65% between 2007 and 2009, which resulted in nine new jobs. In 2009, the reported occupational index value was 0.61. Occupations such as advertising and promotion managers, and camera operators showed substantial job loss rates; however, choreographers and landscape architects reported increases in jobs. Among the most highly concentrated occupations in the county were musical instrument repairers and tuners, and media and communication equipment workers.

Table# 66
Kent County, Jobs by Occupation, 2007-2009

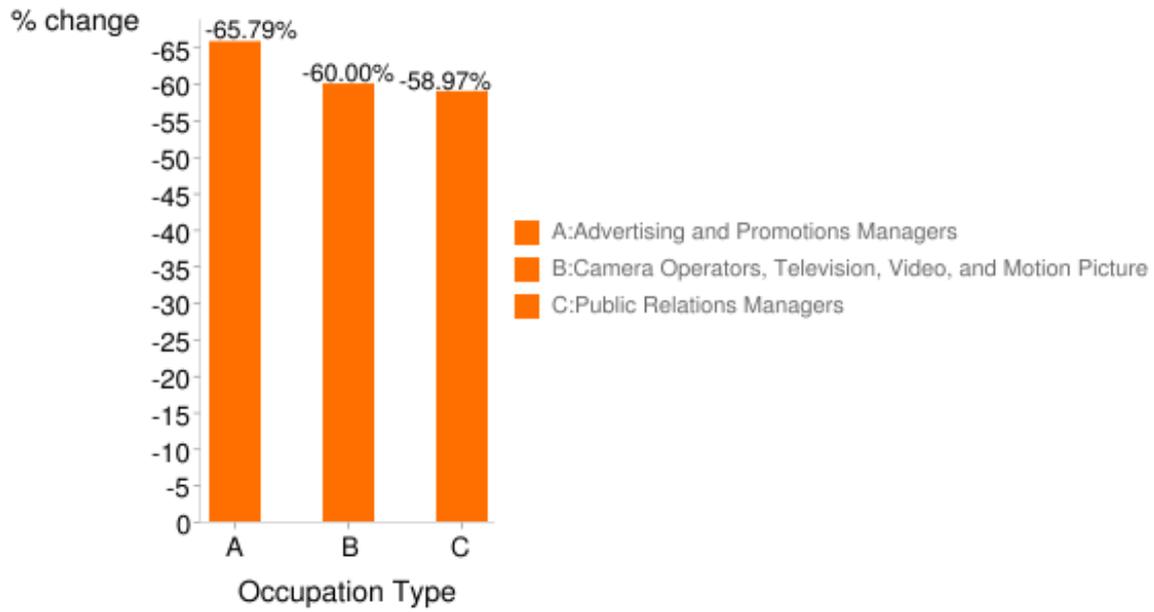
Regions : Kent

Occupation Type	2007 Jobs	2008 Jobs	2009 Jobs	%Change
Actors	28	21	23	-17.86
Advertising and Promotions Managers	38	22	13	-65.79
Agents and Business Managers of Artists,Performers, and Athletes	13	12	13	0.00
Architects, Except Landscape and Naval	34	14	46	35.29
Art Directors	56	49	37	-33.93
Audio and Video Equipment Technicians	10	8	17	70.00
Broadcast Technicians	9	7	9	0.00
Camera Operators, Television, Video, and Motion Picture	10	6	4	-60.00
Choreographers	5	5	15	200.00
Commercial and Industrial Designers	16	16	17	6.25
Dancers	4	3	4	0.00
Directors, Religious Activities	29	35	35	20.69
Editors	26	23	39	50.00
Fashion Designers	13	14	15	15.38
Film and Video Editors	3	5	3	0.00
Fine Artists including Painters, Sculptors, and Illustrators	47	42	36	-23.40
Floral Designers	15	16	28	86.67
Graphic Designers	55	68	65	18.18
Interior Designers	18	17	23	27.78
Landscape Architects	14	13	30	114.29
Librarians	103	92	85	-17.48
Media and Communication Equipment Workers, All Other	5	6	6	20.00
Media and Communication Workers, All Other	37	36	40	8.11
Multi-Media Artists and Animators	46	42	38	-17.39
Music Directors and Composers	55	51	70	27.27
Musical Instrument Repairers and Tuners	12	10	8	-33.33
Musicians and Singers	72	71	81	12.50
Photographers	262	256	295	12.60
Producers and Directors	41	29	23	-43.90
Public Relations Managers	39	25	16	-58.97
Public Relations Specialists	111	112	99	-10.81
Radio and Television Announcers	21	11	12	-42.86
Set and Exhibit Designers	14	12	15	7.14
Sound Engineering Technicians	3	2	2	-33.33
Technical Writers	9	11	10	11.11
Writers and Authors	113	102	123	8.85
Total	1,386	1,264	1,395	0.65

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 66a

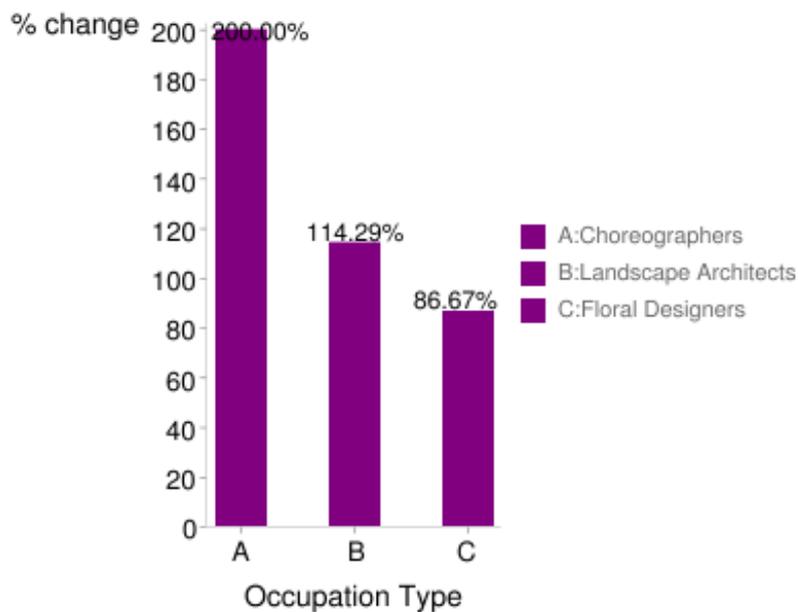
Top 3 Negative % Change by Occupation, 2007-2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 66b

Top 3 Positive % Change by Occupation, 2007-2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Table# 67
Kent County, Jobs by LQ, 2007-2009

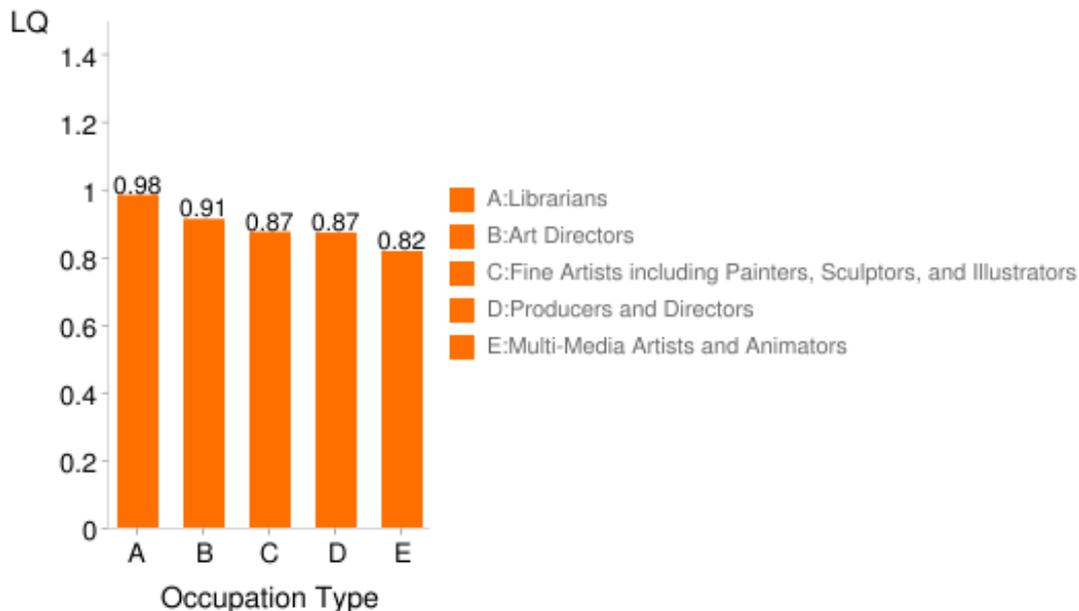
Regions : Kent

Occupation Type	2008 State LQ	2009 State LQ	2008 National LQ	2009 National LQ
Actors	0.66	0.64	0.42	0.46
Advertising and Promotions Managers	0.73	0.58	0.82	0.50
Agents and Business Managers of Artists, Performers, and Athletes	0.14	0.74	0.47	0.52
Architects, Except Landscape and Naval	0.32	0.98	0.18	0.64
Art Directors	0.91	0.73	0.73	0.55
Audio and Video Equipment Technicians	0.30	0.66	0.31	0.60
Broadcast Technicians	0.63	0.80	0.35	0.49
Camera Operators, Television, Video, and Motion Picture	0.60	0.80	0.42	0.29
Choreographers	0.51	0.78	0.43	1.18
Commercial and Industrial Designers	0.70	0.62	0.41	0.44
Dancers	0.33	0.70	0.28	0.39
Directors, Religious Activities	0.42	0.50	0.54	0.53
Editors	0.43	0.72	0.28	0.47
Fashion Designers	0.63	0.74	0.46	0.46
Film and Video Editors	0.52	0.67	0.35	0.22
Fine Artists including Painters, Sculptors, and Illustrators	0.87	0.83	0.80	0.65
Floral Designers	0.46	0.71	0.32	0.56
Graphic Designers	0.71	0.61	0.50	0.50
Interior Designers	0.43	0.56	0.35	0.48
Landscape Architects	0.44	0.81	0.43	0.99
Librarians	0.98	0.95	1.07	1.02
Media and Communication Equipment Workers, All Other	0.65	1.02	0.48	0.53
Media and Communication Workers, All Other	0.67	0.67	0.57	0.57
Multi-Media Artists and Animators	0.82	0.78	0.65	0.58
Music Directors and Composers	0.60	0.71	0.55	0.62
Musical Instrument Repairers and Tuners	0.52	1.32	1.22	1.14
Musicians and Singers	0.62	0.69	0.54	0.60
Photographers	0.80	0.84	0.71	0.72
Producers and Directors	0.87	0.71	0.43	0.34
Public Relations Managers	0.66	0.48	0.78	0.52
Public Relations Specialists	0.79	0.66	0.74	0.67
Radio and Television Announcers	0.68	0.67	0.42	0.45
Set and Exhibit Designers	0.57	0.77	0.46	0.53
Sound Engineering Technicians	0.22	0.47	0.17	0.19
Technical Writers	0.45	0.44	0.36	0.33
Writers and Authors	0.69	0.77	0.55	0.62

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 67a

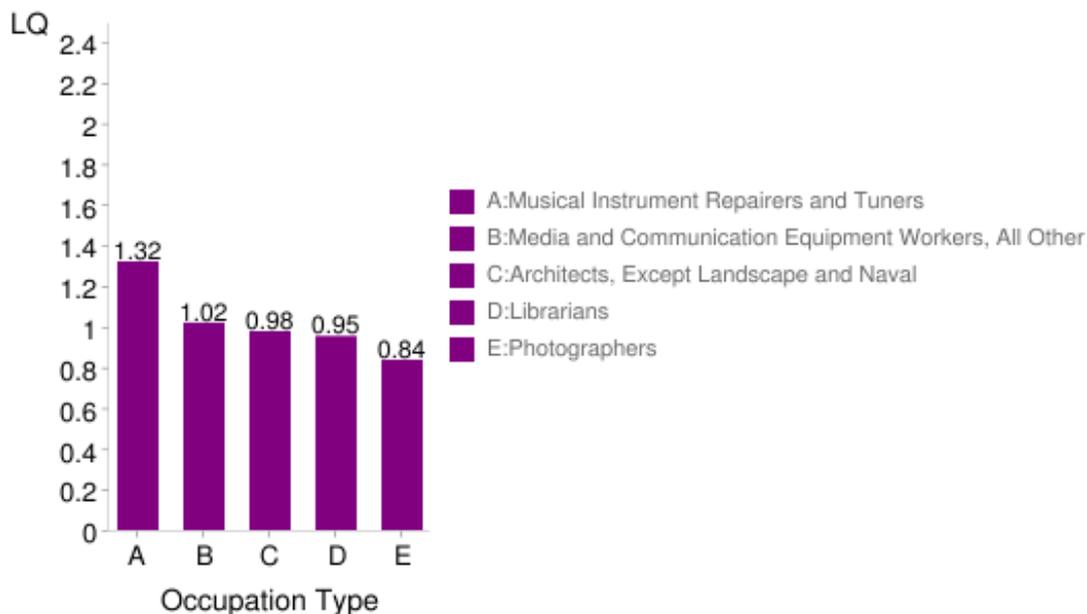
Top 5 Location Quotients by Occupation vs. Statewide Occupations, 2008



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 67b

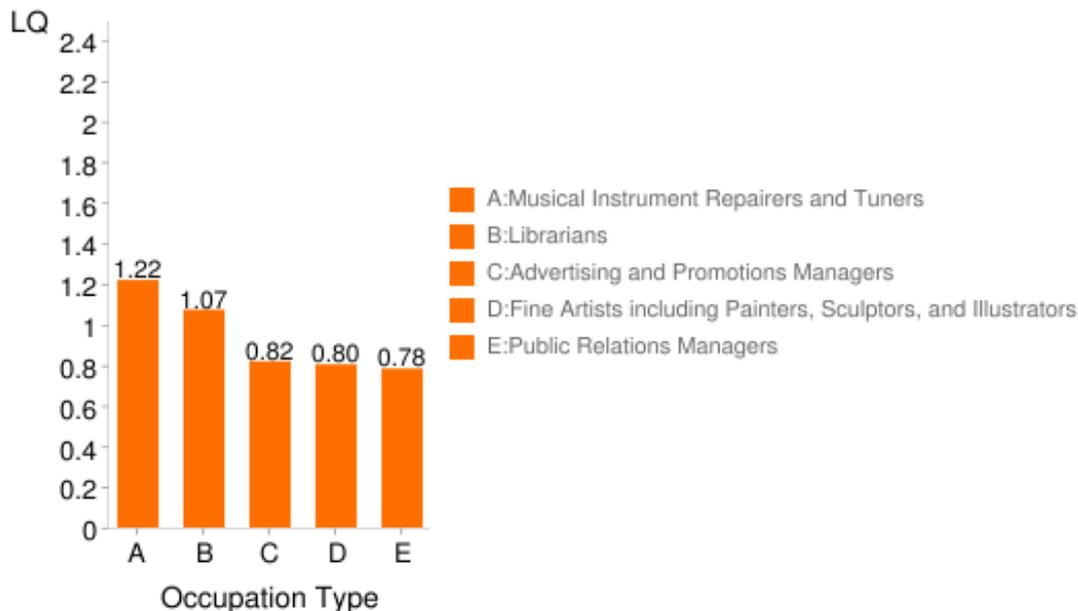
Top 5 Location Quotients by Occupation vs. Statewide Occupations, 2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 67c

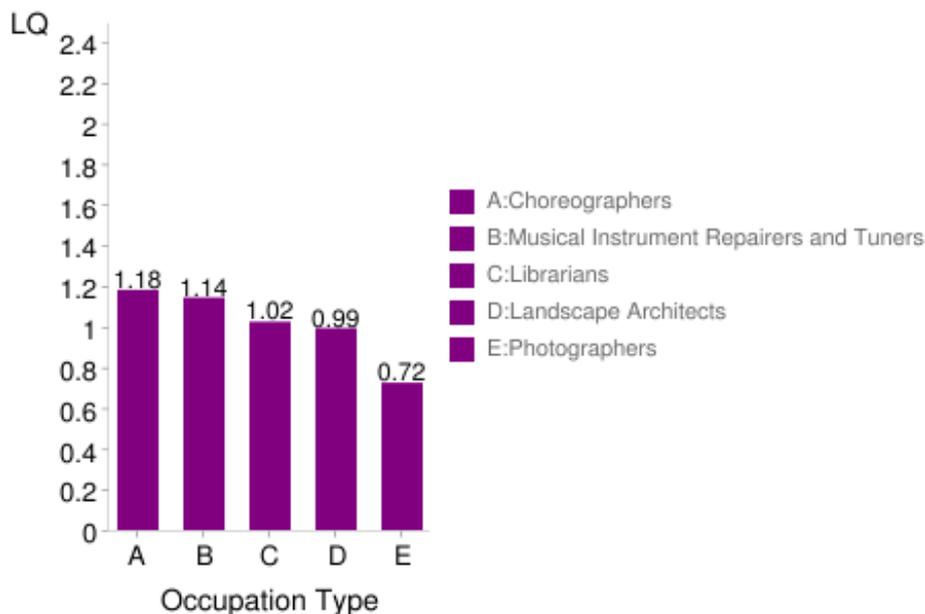
Top 5 Location Quotients by Occupation vs. Nationwide Occupations, 2008



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 67d

Top 5 Location Quotients by Occupation vs. Nationwide Occupations, 2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

New Castle County Occupational Information

2009 data revealed an occupational index value of 0.96 for New Castle County. Between 2007 and 2009, the region lost 505 jobs. Landscape architects and choreographers reported high percentages of job increases, while film and video editors experienced decreases in employment. Occupations such as public relations managers and technical writers reported LQs above 1.00 in 2009.

Table# 68
New Castle County, Jobs by Occupation, 2007-2009

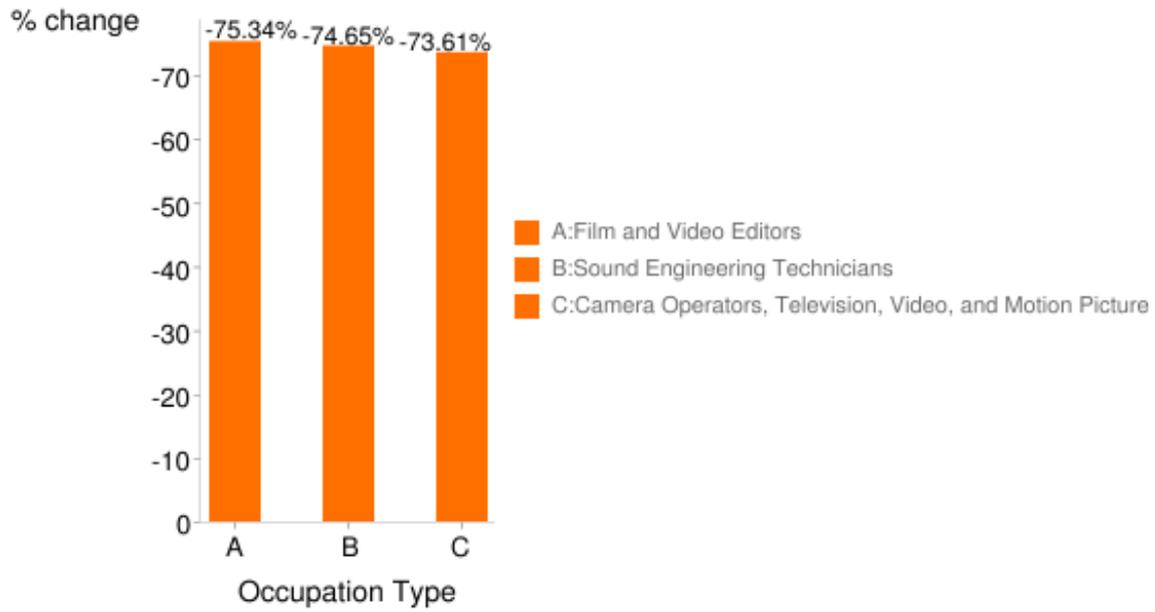
Regions : New Castle

Occupation Type	2007 Jobs	2008 Jobs	2009 Jobs	%Change
Actors	145	119	145	0.00
Advertising and Promotions Managers	96	134	98	2.08
Agents and Business Managers of Artists,Performers, and Athletes	91	446	65	-28.57
Architects, Except Landscape and Naval	187	204	178	-4.81
Art Directors	218	201	193	-11.47
Audio and Video Equipment Technicians	284	130	109	-61.62
Broadcast Technicians	71	42	43	-39.44
Camera Operators, Television, Video, and Motion Picture	72	40	19	-73.61
Choreographers	63	42	80	26.98
Commercial and Industrial Designers	109	86	111	1.83
Dancers	63	41	23	-63.49
Directors, Religious Activities	350	376	296	-15.43
Editors	229	248	223	-2.62
Fashion Designers	117	89	75	-35.90
Film and Video Editors	73	41	18	-75.34
Fine Artists including Painters, Sculptors, and Illustrators	187	169	155	-17.11
Floral Designers	170	150	154	-9.41
Graphic Designers	384	394	456	18.75
Interior Designers	199	175	159	-20.10
Landscape Architects	108	129	143	32.41
Librarians	297	344	315	6.06
Media and Communication Equipment Workers, All Other	62	36	22	-64.52
Media and Communication Workers, All Other	242	213	239	-1.24
Multi-Media Artists and Animators	207	182	179	-13.53
Music Directors and Composers	362	343	379	4.70
Musical Instrument Repairers and Tuners	40	90	16	-60.00
Musicians and Singers	478	447	449	-6.07
Photographers	1,264	1,232	1,310	3.64
Producers and Directors	139	110	126	-9.35
Public Relations Managers	141	170	158	12.06
Public Relations Specialists	598	647	660	10.37
Radio and Television Announcers	85	62	71	-16.47
Set and Exhibit Designers	102	88	72	-29.41
Sound Engineering Technicians	71	43	18	-74.65
Technical Writers	125	107	103	-17.60
Writers and Authors	534	567	598	11.99
Total	7,963	7,937	7,458	-6.34

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 68a

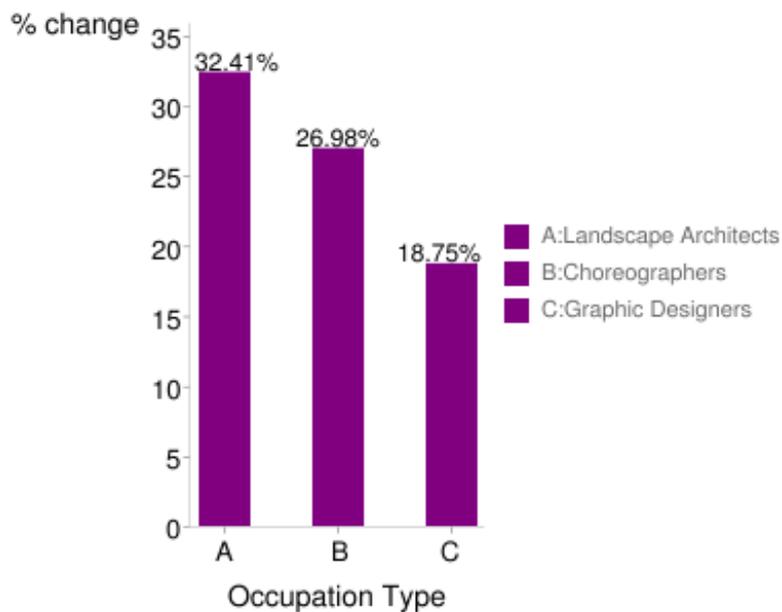
Top 3 Negative % Change by Occupation, 2007-2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 68b

Top 3 Positive % Change by Occupation, 2007-2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Table# 69
New Castle County, Jobs by LQ, 2008-2009

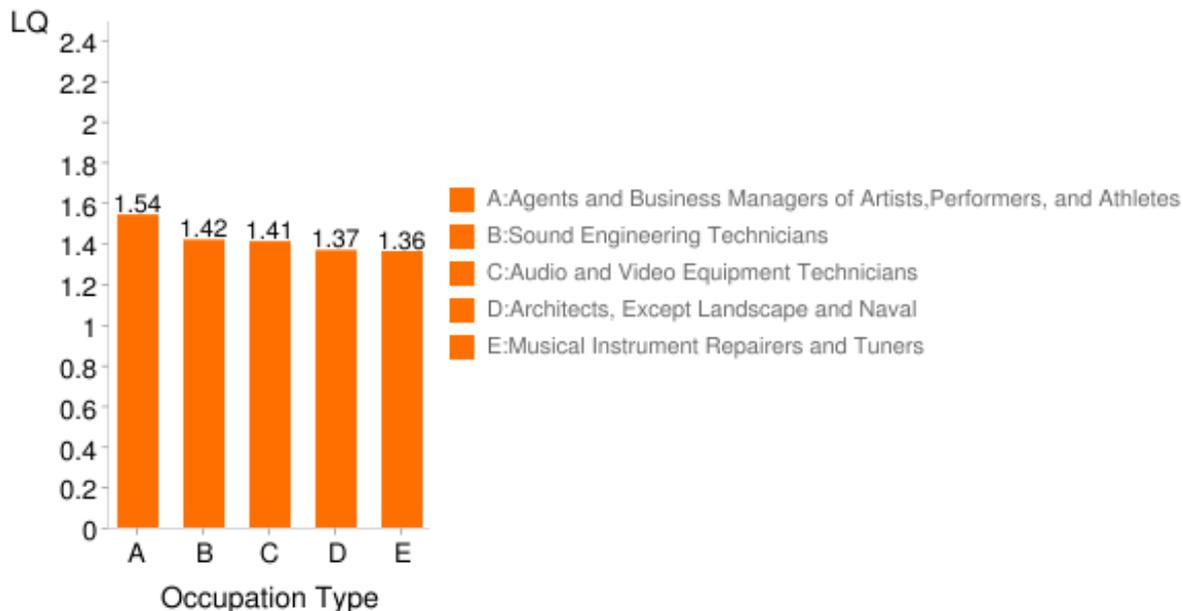
Regions : New Castle

Occupation Type	2008 State LQ	2009 State LQ	2008 National LQ	2009 National LQ
Actors	1.10	1.18	0.70	0.86
Advertising and Promotions Managers	1.31	1.30	1.46	1.12
Agents and Business Managers of Artists, Performers, and Athletes	1.54	1.10	5.12	0.76
Architects, Except Landscape and Naval	1.37	1.12	0.78	0.73
Art Directors	1.10	1.12	0.88	0.84
Audio and Video Equipment Technicians	1.41	1.25	1.46	1.14
Broadcast Technicians	1.12	1.13	0.62	0.69
Camera Operators, Television, Video, and Motion Picture	1.18	1.12	0.82	0.41
Choreographers	1.26	1.23	1.06	1.86
Commercial and Industrial Designers	1.10	1.19	0.65	0.84
Dancers	1.33	1.19	1.12	0.66
Directors, Religious Activities	1.32	1.25	1.69	1.33
Editors	1.35	1.22	0.88	0.80
Fashion Designers	1.17	1.10	0.85	0.68
Film and Video Editors	1.25	1.19	0.85	0.38
Fine Artists including Painters, Sculptors, and Illustrators	1.03	1.05	0.95	0.82
Floral Designers	1.26	1.16	0.88	0.90
Graphic Designers	1.21	1.27	0.85	1.03
Interior Designers	1.29	1.13	1.05	0.98
Landscape Architects	1.28	1.13	1.25	1.40
Librarians	1.08	1.04	1.18	1.12
Media and Communication Equipment Workers, All Other	1.14	1.10	0.84	0.57
Media and Communication Workers, All Other	1.17	1.18	0.98	1.00
Multi-Media Artists and Animators	1.04	1.09	0.83	0.80
Music Directors and Composers	1.18	1.13	1.08	0.99
Musical Instrument Repairers and Tuners	1.36	0.78	3.22	0.67
Musicians and Singers	1.15	1.14	1.01	0.98
Photographers	1.13	1.10	1.00	0.95
Producers and Directors	0.97	1.14	0.48	0.54
Public Relations Managers	1.31	1.40	1.56	1.50
Public Relations Specialists	1.34	1.30	1.26	1.32
Radio and Television Announcers	1.12	1.16	0.69	0.79
Set and Exhibit Designers	1.22	1.09	0.99	0.75
Sound Engineering Technicians	1.42	1.24	1.09	0.50
Technical Writers	1.29	1.33	1.02	1.01
Writers and Authors	1.12	1.10	0.89	0.90

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 69a

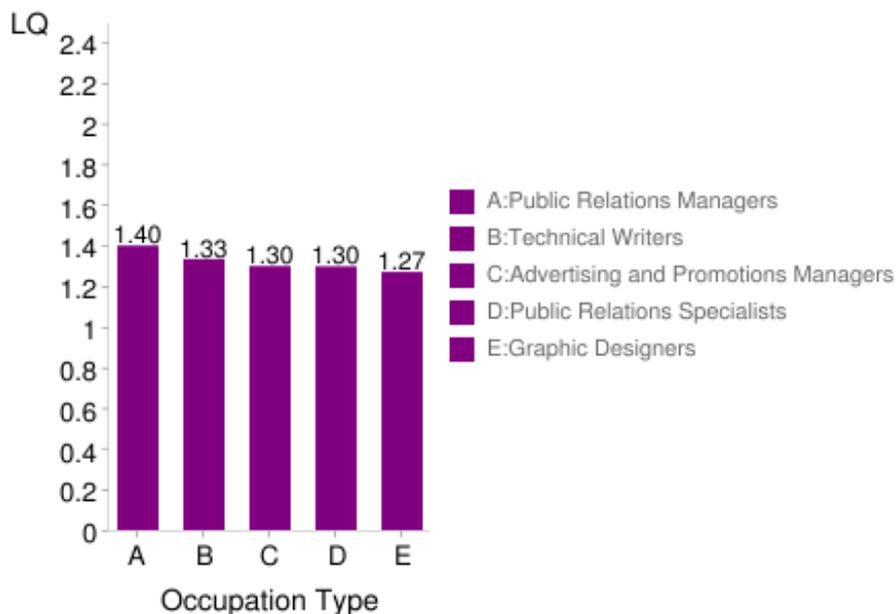
Top 5 Location Quotients by Occupation vs. Statewide Occupations, 2008



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 69b

Top 5 Location Quotients by Occupation vs. Statewide Occupations, 2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 69c

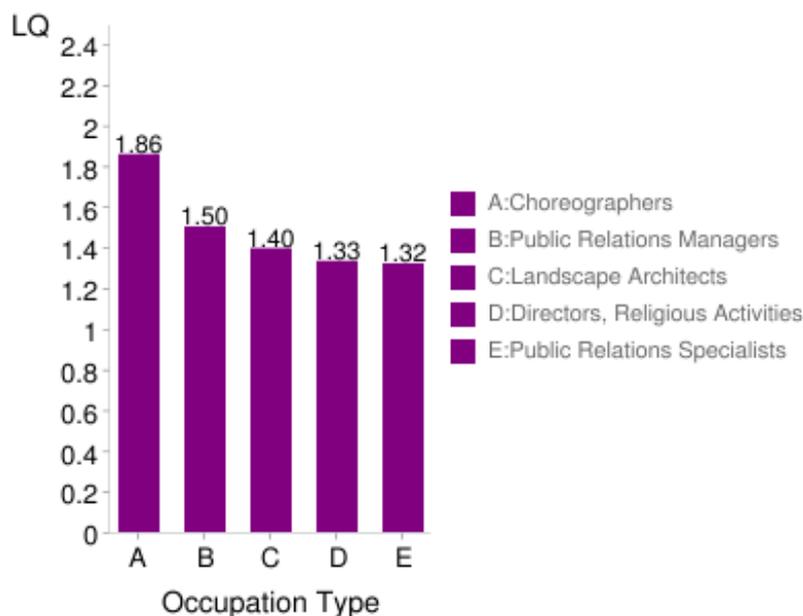
Top 5 Location Quotients by Occupation vs. Nationwide Occupations, 2008



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 69d

Top 5 Location Quotients by Occupation vs. Nationwide Occupations, 2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Sussex County Occupational Information

From 2007 to 2009, Sussex County reported a job growth rate of 13%, which resulted in 202 new jobs related to the creative economy. In 2009, the county received an occupational index value of 0.65 and 1,822 total creative jobs. Among the fastest declining occupations were camera operators and architects, while choreographers and interior designers reported gains in jobs. In 2009, musical instrument repairers and tuners, as well as fine artists, reported high LQs.

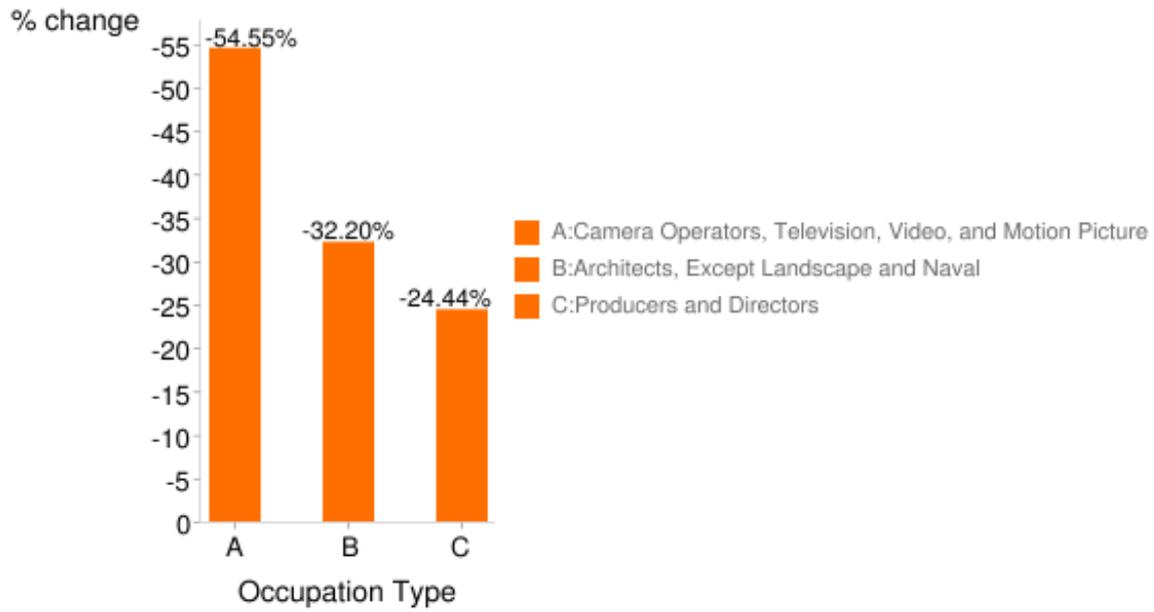
Table# 70
Sussex County, Jobs by Occupation, 2007-2009

Regions : Sussex

Occupation Type	2007 Jobs	2008 Jobs	2009 Jobs	%Change
Actors	34	38	35	2.94
Advertising and Promotions Managers	10	13	14	40.00
Agents and Business Managers of Artists,Performers, and Athletes	19	19	20	5.26
Architects, Except Landscape and Naval	59	28	40	-32.20
Art Directors	49	52	56	14.29
Audio and Video Equipment Technicians	10	14	18	80.00
Broadcast Technicians	9	13	11	22.22
Camera Operators, Television, Video, and Motion Picture	11	10	5	-54.55
Choreographers	6	8	13	116.67
Commercial and Industrial Designers	23	27	26	13.04
Dancers	5	7	5	0.00
Directors, Religious Activities	53	59	62	16.98
Editors	29	32	40	37.93
Fashion Designers	21	22	23	9.52
Film and Video Editors	4	8	4	0.00
Fine Artists including Painters, Sculptors, and Illustrators	56	59	53	-5.36
Floral Designers	48	31	38	-20.83
Graphic Designers	83	74	74	-10.84
Interior Designers	25	31	50	100.00
Landscape Architects	26	24	36	38.46
Librarians	83	90	100	20.48
Media and Communication Equipment Workers, All Other	5	10	5	0.00
Media and Communication Workers, All Other	50	51	57	14.00
Multi-Media Artists and Animators	60	65	56	-6.67
Music Directors and Composers	82	87	108	31.71
Musical Instrument Repairers and Tuners	9	9	10	11.11
Musicians and Singers	107	121	124	15.89
Photographers	312	307	372	19.23
Producers and Directors	45	48	34	-24.44
Public Relations Managers	15	19	13	-13.33
Public Relations Specialists	51	34	84	64.71
Radio and Television Announcers	22	18	18	-18.18
Set and Exhibit Designers	22	19	22	0.00
Sound Engineering Technicians	4	5	4	0.00
Technical Writers	12	19	15	25.00
Writers and Authors	153	167	177	15.69
Total	1,612	1,638	1,822	13.03

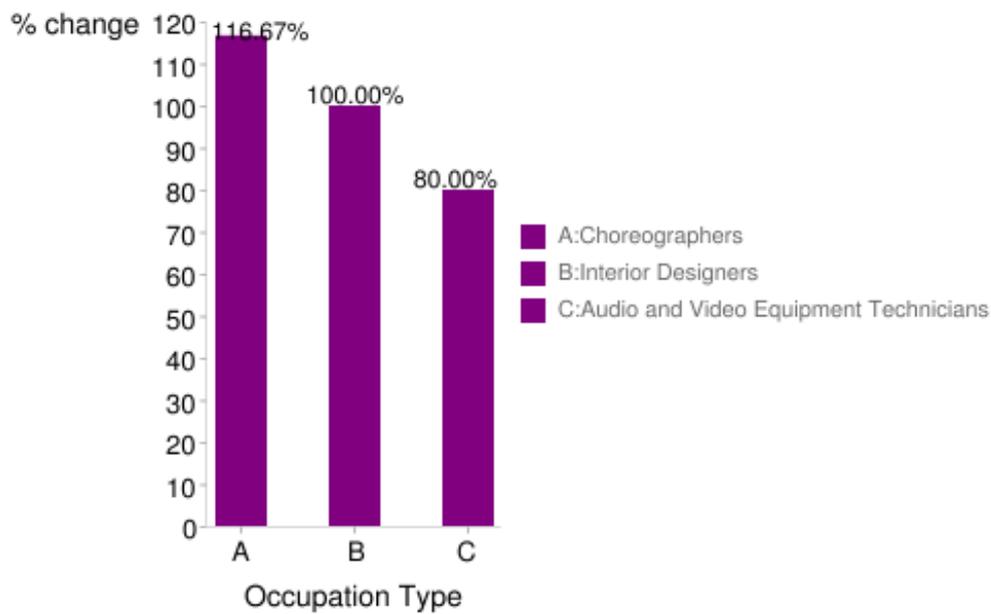
Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 70a
Top 3 Negative % Change by Occupation, 2007-2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 70b
Top 3 Positive % Change by Occupation, 2007-2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Table# 71
Sussex County, Jobs by LQ, 2008-2009

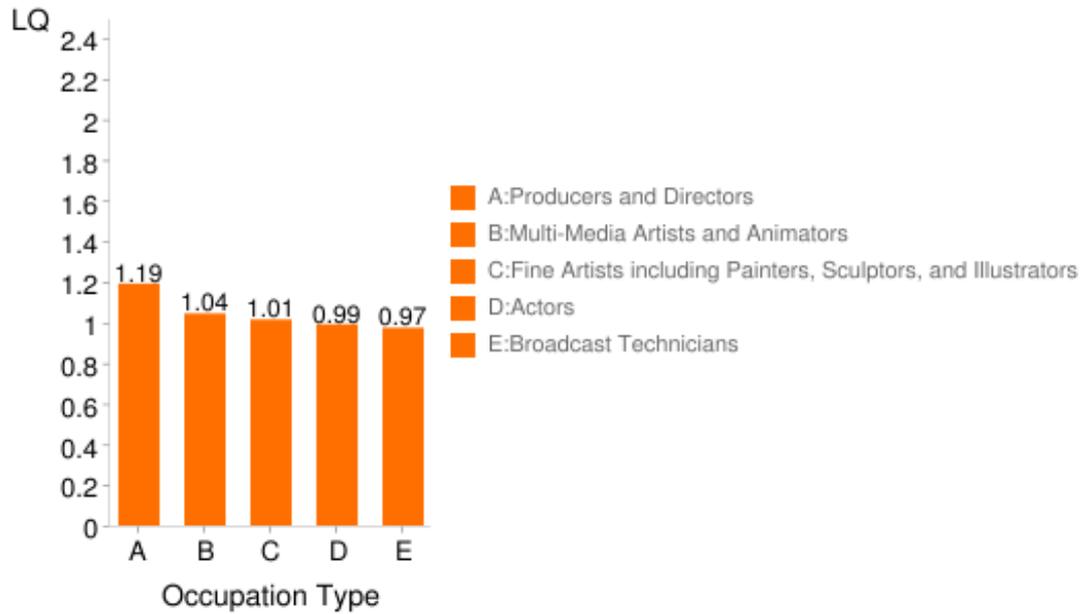
Regions : Sussex

Occupation Type	2008 State LQ	2009 State LQ	2008 National LQ	2009 National LQ
Actors	0.99	0.79	0.63	0.57
Advertising and Promotions Managers	0.36	0.51	0.40	0.44
Agents and Business Managers of Artists, Performers, and Athletes	0.18	0.94	0.61	0.65
Architects, Except Landscape and Naval	0.53	0.70	0.30	0.45
Art Directors	0.80	0.90	0.64	0.68
Audio and Video Equipment Technicians	0.43	0.57	0.44	0.52
Broadcast Technicians	0.97	0.80	0.54	0.49
Camera Operators, Television, Video, and Motion Picture	0.83	0.82	0.58	0.30
Choreographers	0.68	0.55	0.57	0.84
Commercial and Industrial Designers	0.97	0.78	0.58	0.54
Dancers	0.64	0.72	0.54	0.40
Directors, Religious Activities	0.58	0.72	0.75	0.77
Editors	0.49	0.61	0.32	0.40
Fashion Designers	0.82	0.93	0.60	0.58
Film and Video Editors	0.69	0.73	0.47	0.24
Fine Artists including Painters, Sculptors, and Illustrators	1.01	1.00	0.93	0.78
Floral Designers	0.73	0.79	0.51	0.62
Graphic Designers	0.64	0.57	0.45	0.47
Interior Designers	0.65	0.99	0.52	0.85
Landscape Architects	0.67	0.79	0.66	0.97
Librarians	0.79	0.92	0.87	0.99
Media and Communication Equipment Workers, All Other	0.89	0.70	0.66	0.36
Media and Communication Workers, All Other	0.79	0.78	0.66	0.66
Multi-Media Artists and Animators	1.04	0.94	0.83	0.70
Music Directors and Composers	0.84	0.89	0.78	0.78
Musical Instrument Repairers and Tuners	0.38	1.35	0.91	1.17
Musicians and Singers	0.88	0.87	0.77	0.75
Photographers	0.79	0.86	0.70	0.75
Producers and Directors	1.19	0.85	0.59	0.41
Public Relations Managers	0.41	0.32	0.49	0.34
Public Relations Specialists	0.20	0.46	0.19	0.47
Radio and Television Announcers	0.92	0.82	0.57	0.55
Set and Exhibit Designers	0.74	0.93	0.60	0.63
Sound Engineering Technicians	0.46	0.77	0.36	0.31
Technical Writers	0.64	0.54	0.51	0.41
Writers and Authors	0.93	0.91	0.74	0.73

Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 71a

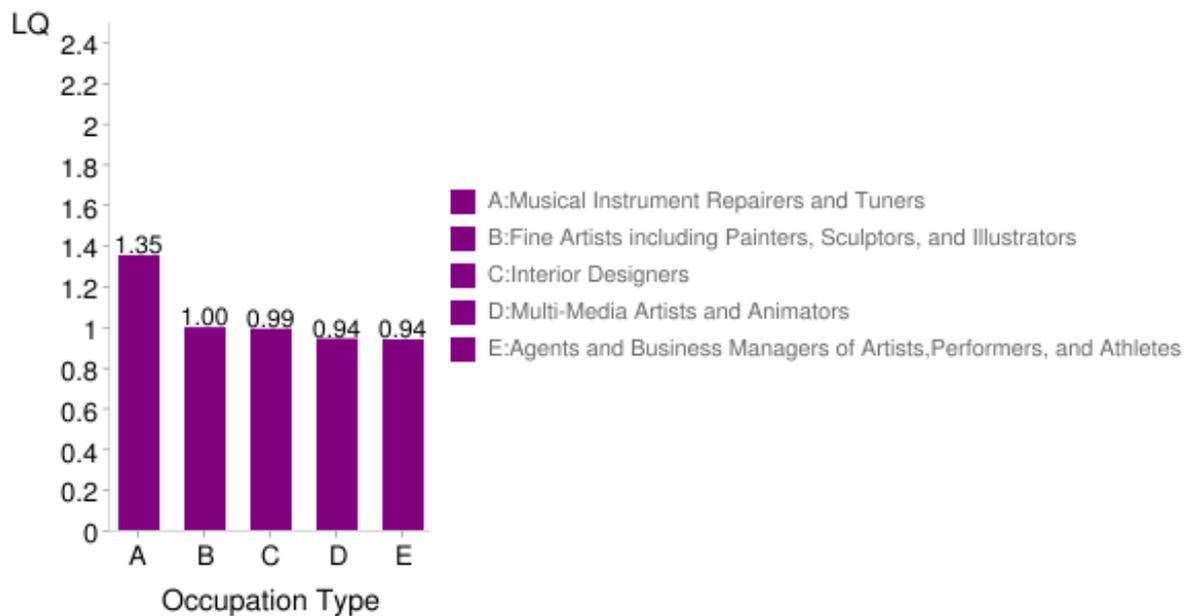
Top 5 Location Quotients by Occupation vs. Statewide Occupations, 2008



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 71b

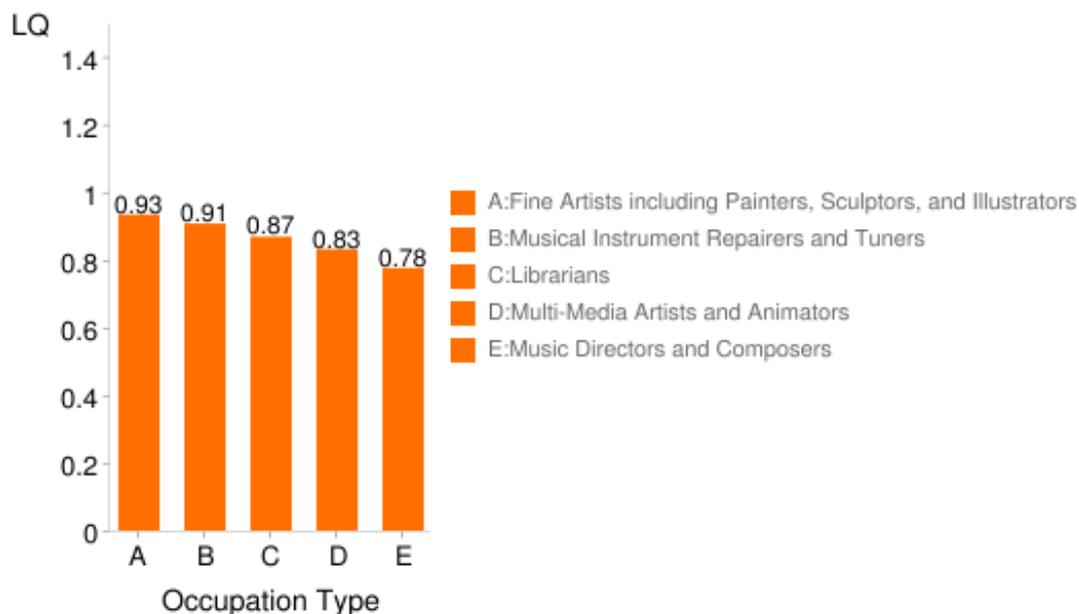
Top 5 Location Quotients by Occupation vs. Statewide Occupations, 2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 71c

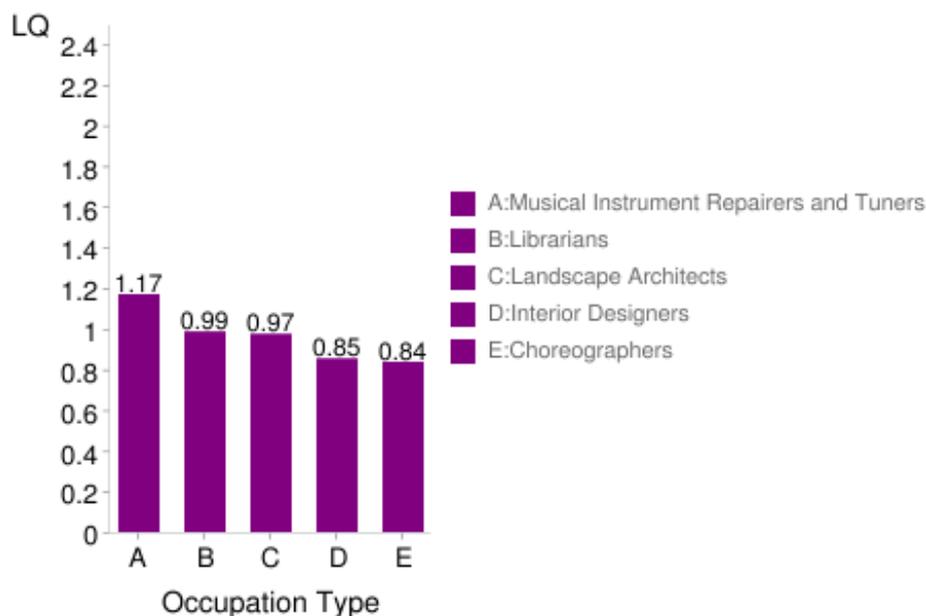
Top 5 Location Quotients by Occupation vs. Nationwide Occupations, 2008



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Chart# 71d

Top 5 Location Quotients by Occupation vs. Nationwide Occupations, 2009



Source: Economic Modeling Specialists, Inc. Complete Employment, Delaware CVI Report, 2007-2009

Photography Store Sales, 2007-2009

This category comprises establishments primarily engaged in either retailing new cameras, photographic equipment and photographic supplies or retailing new cameras and photographic equipment in combination with activities, such as repair services and film developing (U.S. Census Bureau). Tables #72 through #77 show summarized sales data for these types of businesses in the State of Delaware for

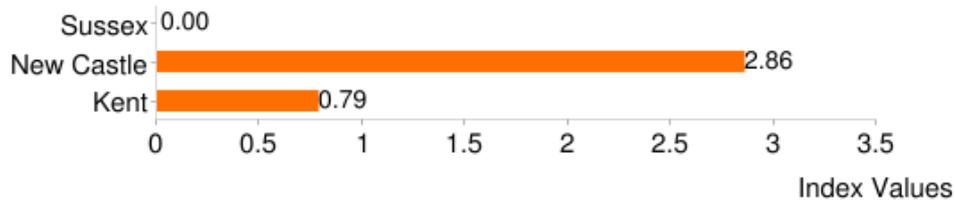
the years 2007 through 2009. Total sales for all regions within Delaware for the year 2007 were \$9.8 million. This number decreased to \$4 million in 2009. Despite the substantial decline in sales, Delaware reported a CVI™ value of 1.22 in this specific industry.

Table# 72
Delaware, Photography Store Sales, 2007

Region	Photography Store Sales	Per Capita	Index
Kent	\$725,000	4.76	0.79
New Castle	\$9,136,000	17.30	2.86
Sussex	\$0	0.00	0.00
Totals	\$9,861,000	11.40	1.89

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 72a
Photography Store Sales Index, 2007



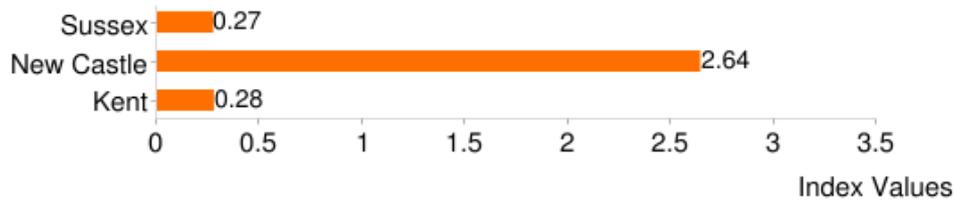
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 73
Delaware, Photography Store Sales, 2008

Region	Photography Store Sales	Per Capita	Index
Kent	\$202,000	1.30	0.28
New Castle	\$6,568,000	12.40	2.64
Sussex	\$242,000	1.29	0.27
Totals	\$7,012,000	8.03	1.71

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 73a
Photography Store Sales Index, 2008



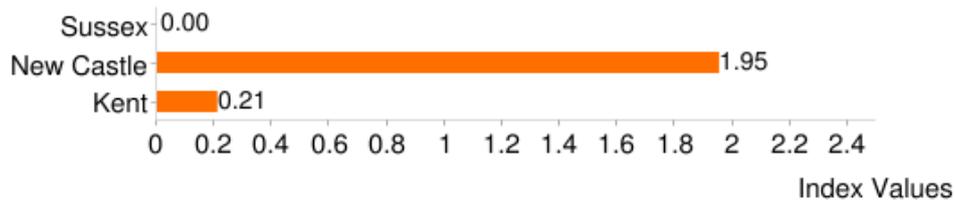
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 74
Delaware, Photography Store Sales, 2009

Region	Photography Store Sales	Per Capita	Index
Kent	\$124,000	0.79	0.21
New Castle	\$3,912,000	7.32	1.95
Sussex	\$0	0.00	0.00
Totals	\$4,036,000	4.56	1.22

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 74a
Photography Store Sales Index, 2009



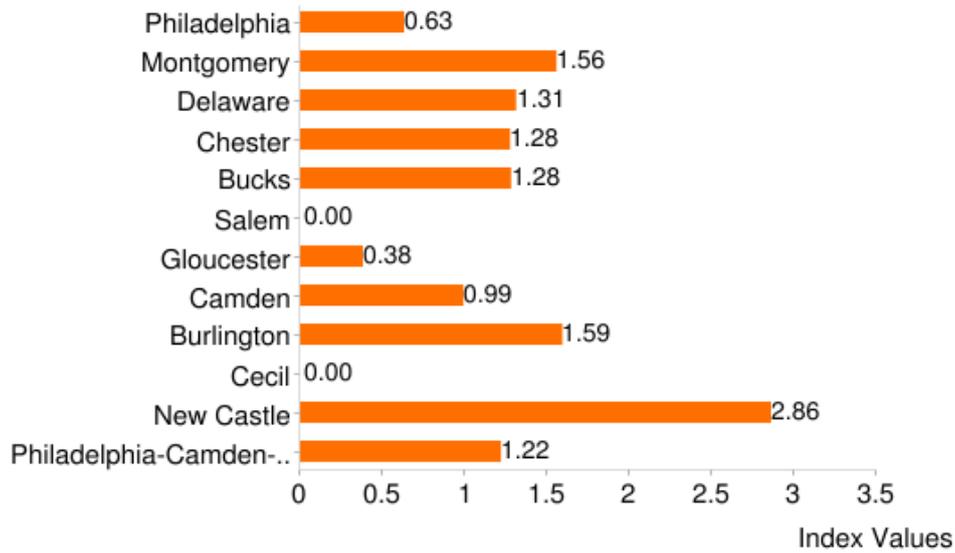
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 75
Wilmington MSA, Photography Store Sales, 2007 (Summary)

Region	Photography Store Sales	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$42,976,000	7.37	1.22
Totals	\$42,976,000	7.37	1.22

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 75a
Photography Store Sales Index, 2007



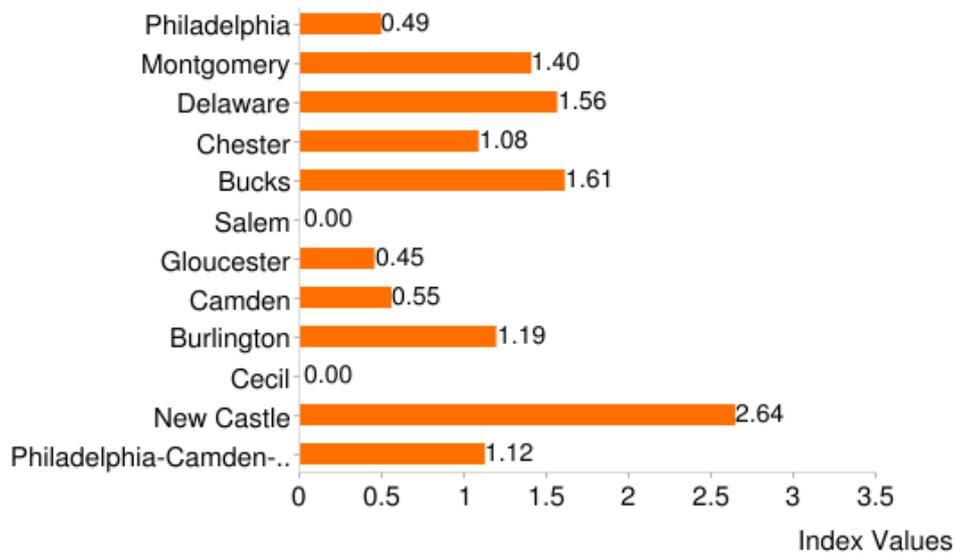
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 76
Wilmington MSA, Photography Store Sales, 2008 (Summary)

Region	Photography Store Sales	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$30,730,000	5.26	1.12
Totals	\$30,730,000	5.26	1.12

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 76a
Photography Store Sales Index, 2008



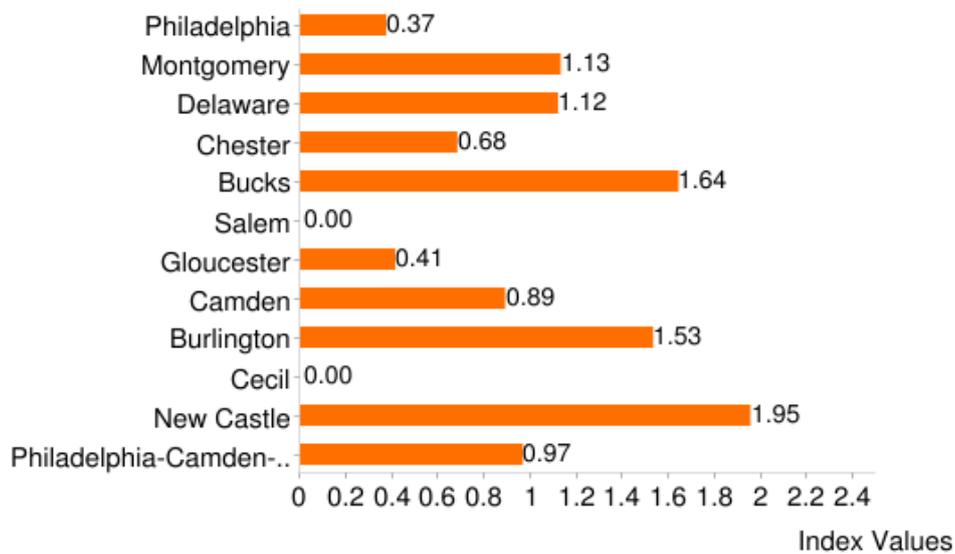
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 77
Wilmington MSA, Photography Store Sales, 2009 (Summary)

Region	Photography Store Sales	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$21,589,000	3.62	0.97
Totals	\$21,589,000	3.62	0.97

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 77a
Photography Store Sales Index, 2009



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Musical Instrument and Supply Store Sales, 2007-2009

This industry comprises establishments primarily engaged in retailing new musical instruments, sheet music, and related supplies, or retailing new products in combination with musical instrument repair, rental, or music instruction (U.S. Census). Tables #78 through #83 show summarized sales within these types of businesses by region. Total sales in musical instrument and supply stores for Delaware in 2009 were \$8.2 million, which is \$1.9 million less than in 2007.

Table# 78

Delaware, Musical Instrument and Supplies Stores Sales, 2007

Region	Musical instrument and supplies stores	Per Capita	Index
Kent	\$2,774,000	18.22	1.60
New Castle	\$6,228,000	11.79	1.03
Sussex	\$1,107,000	6.01	0.53
Totals	\$10,109,000	11.69	1.03

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 78a

Musical instrument and supplies stores Sales Index, 2007



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 79

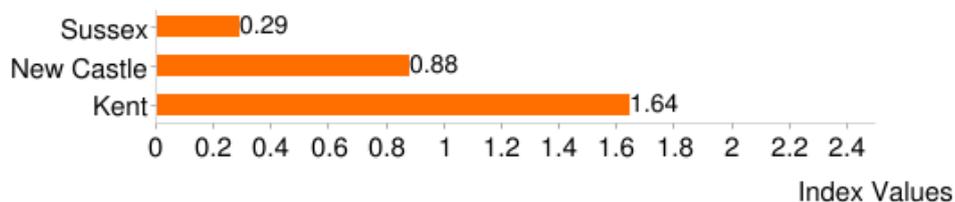
Delaware, Musical Instrument and Supplies Stores Sales, 2008

Region	Musical instrument and supplies stores	Per Capita	Index
Kent	\$2,571,000	16.54	1.64
New Castle	\$4,679,000	8.83	0.88
Sussex	\$543,000	2.89	0.29
Totals	\$7,793,000	8.93	0.89

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 79a

Musical instrument and supplies stores Sales Index, 2008



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 80

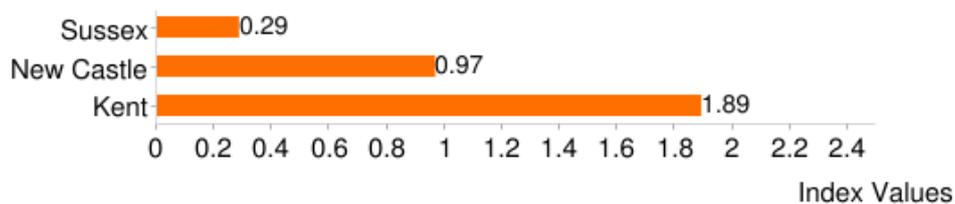
Delaware, Musical Instrument and Supplies Stores Sales, 2009

Region	Musical instrument and supplies stores	Per Capita	Index
Kent	\$2,833,000	17.96	1.89
New Castle	\$4,913,000	9.19	0.97
Sussex	\$521,000	2.70	0.29
Totals	\$8,267,000	9.34	0.98

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 80a

Musical instrument and supplies stores Sales Index, 2009



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 81

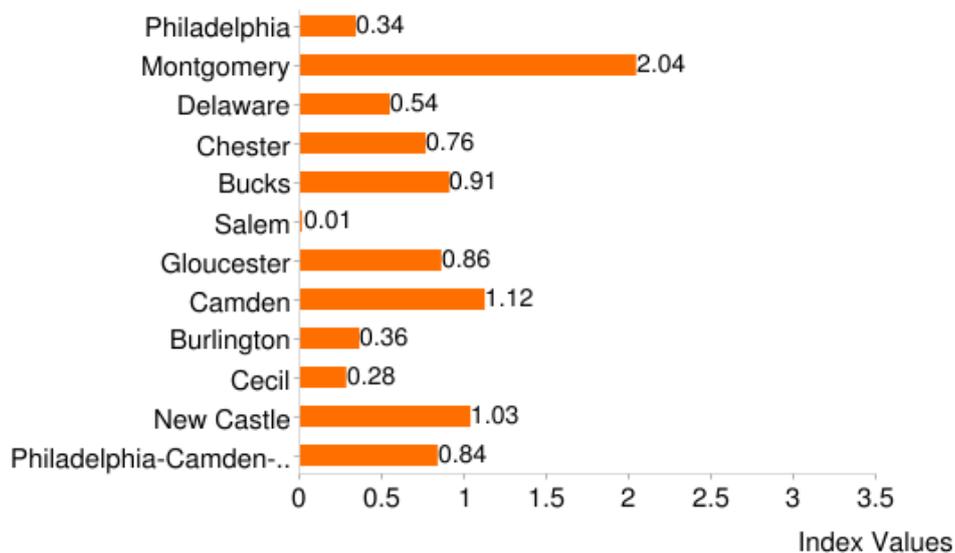
Wilmington MSA, Musical Instrument and Supplies Stores Sales, 2007 (Summary)

Region	Musical instrument and supplies stores	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$55,491,000	9.52	0.84
Totals	\$55,491,000	9.52	0.84

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 81a

Musical instrument and supplies stores Sales Index, 2007



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 82

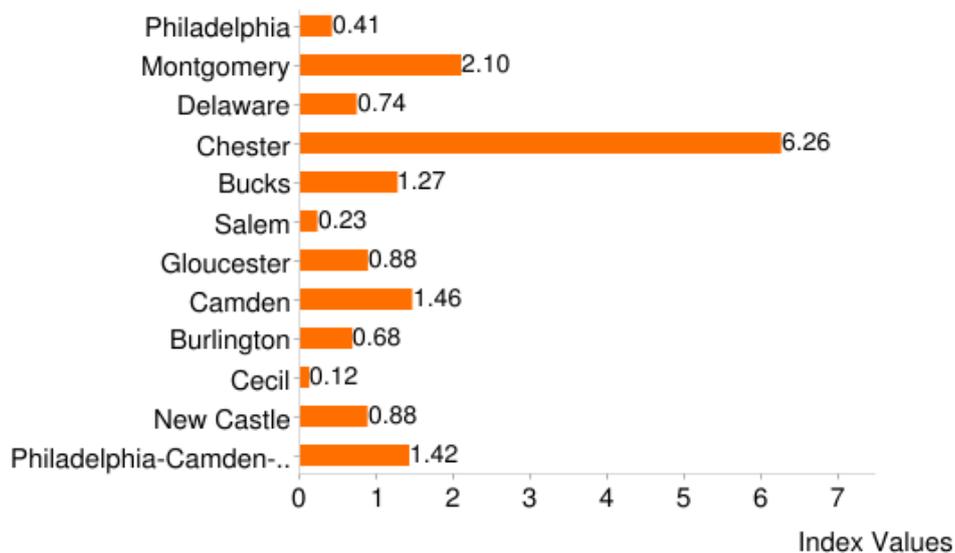
Wilmington MSA, Musical Instrument and Supplies Stores Sales, 2008 (Summary)

Region	Musical instrument and supplies stores	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$83,629,000	14.32	1.42
Totals	\$83,629,000	14.32	1.42

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 82a

Musical instrument and supplies stores Sales Index, 2008



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 83

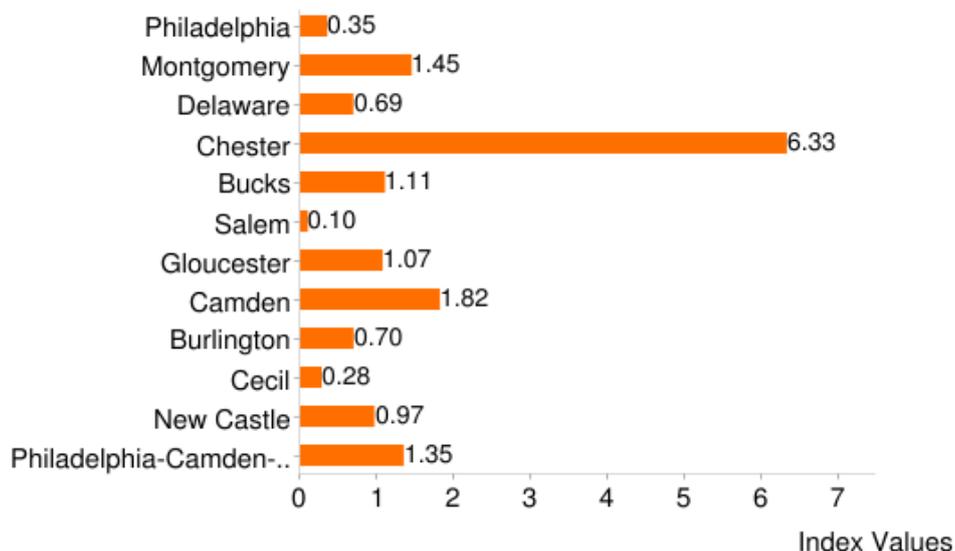
Wilmington MSA, Musical Instrument and Supplies Stores Sales, 2009 (Summary)

Region	Musical instrument and supplies stores	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$76,323,000	12.79	1.35
Totals	\$76,323,000	12.79	1.35

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 83a

Musical instrument and supplies stores Sales Index, 2009



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Book and Record Store Sales, 2007-2009

This CVI™ category comprises establishments primarily engaged in retailing new books as well as establishments primarily engaged in retailing new prerecorded audio and video tapes, CDs and records (U.S. Census). Tables #84 to #89 reveal summarized sales within these types of businesses within the regions being examined. Total sales for Delaware in 2009 were \$33.5 million. Between 2007 and 2009 this industry’s revenues declined by approximately \$2 million.

Table# 84

Delaware, Book and Record Store Sales, 2007

Region	Bookstore and Record Store Sales	Per Capita	Index
Kent	\$9,037,000	59.35	1.78
New Castle	\$21,812,000	41.29	1.24
Sussex	\$4,603,000	24.98	0.75
Totals	\$35,452,000	41.00	1.23

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 84a
Bookstore and Record Store Sales Index, 2007



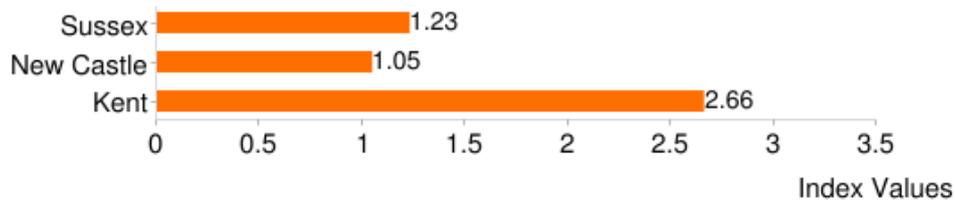
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 85
Delaware, Book and Record Store Sales, 2008

Region	Bookstore and Record Store Sales	Per Capita	Index
Kent	\$11,753,000	75.62	2.66
New Castle	\$15,765,000	29.77	1.05
Sussex	\$6,572,000	34.95	1.23
Totals	\$34,090,000	39.05	1.37

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 85a
Bookstore and Record Store Sales Index, 2008



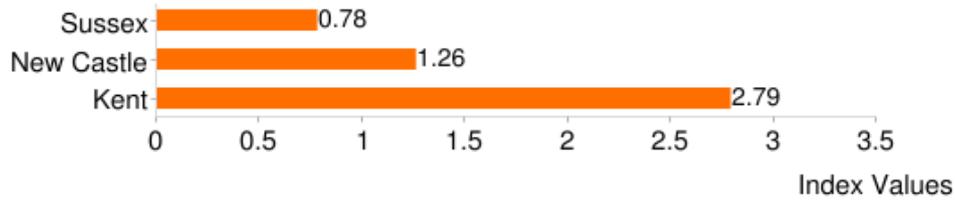
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 86
Delaware, Book and Record Store Sales, 2009

Region	Bookstore and Record Store Sales	Per Capita	Index
Kent	\$11,693,000	74.13	2.79
New Castle	\$17,893,000	33.47	1.26
Sussex	\$3,994,000	20.72	0.78
Totals	\$33,580,000	37.94	1.43

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 86a
Bookstore and Record Store Sales Index, 2009



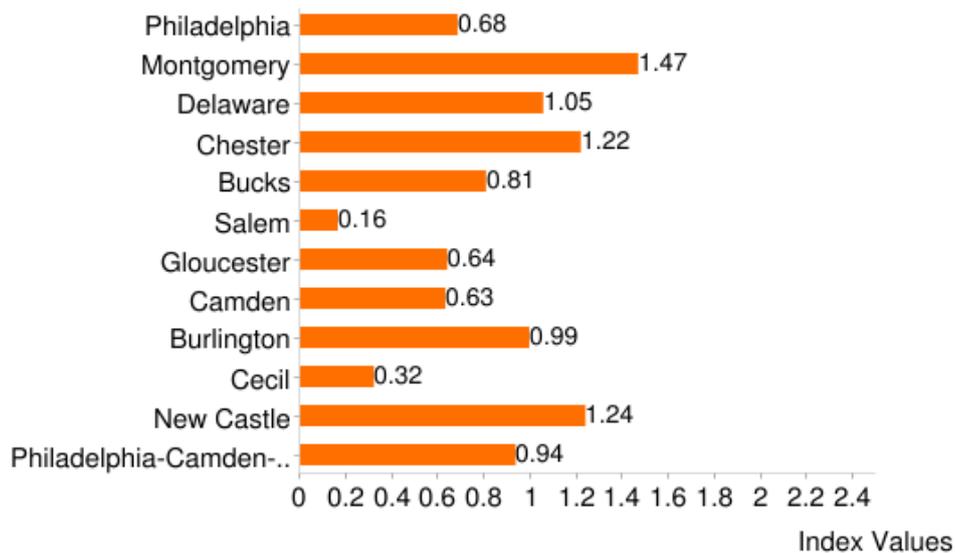
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 87
Wilmington MSA, Book and Record Store Sales, 2007 (Summary)

Region	Bookstore and Record Store Sales	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$181,982,000	31.23	0.94
Totals	\$181,982,000	31.23	0.94

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 87a
Bookstore and Record Store Sales Index, 2007



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 88

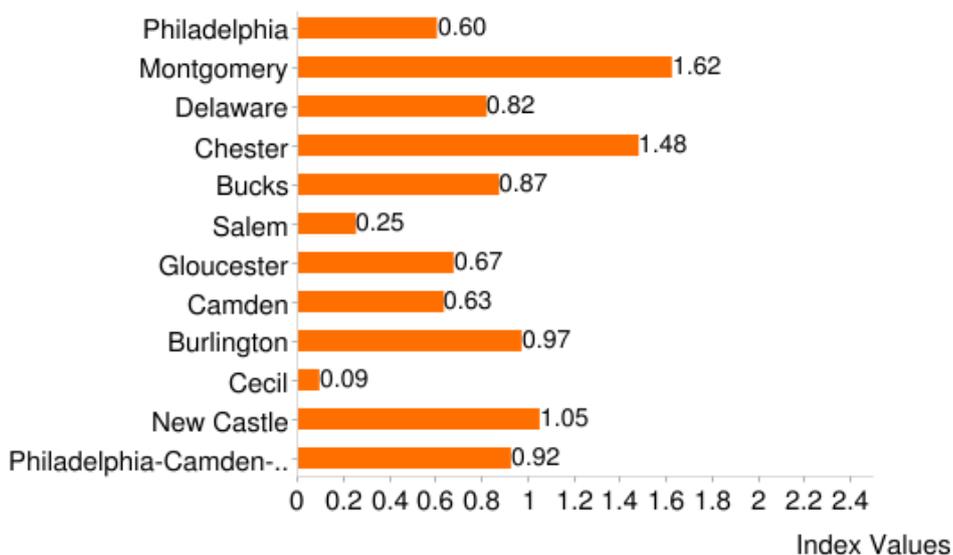
Wilmington MSA, Book and Record Store Sales, 2008 (Summary)

Region	Bookstore and Record Store Sales	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$153,056,000	26.22	0.92
Totals	\$153,056,000	26.22	0.92

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 88a

Bookstore and Record Store Sales Index, 2008



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

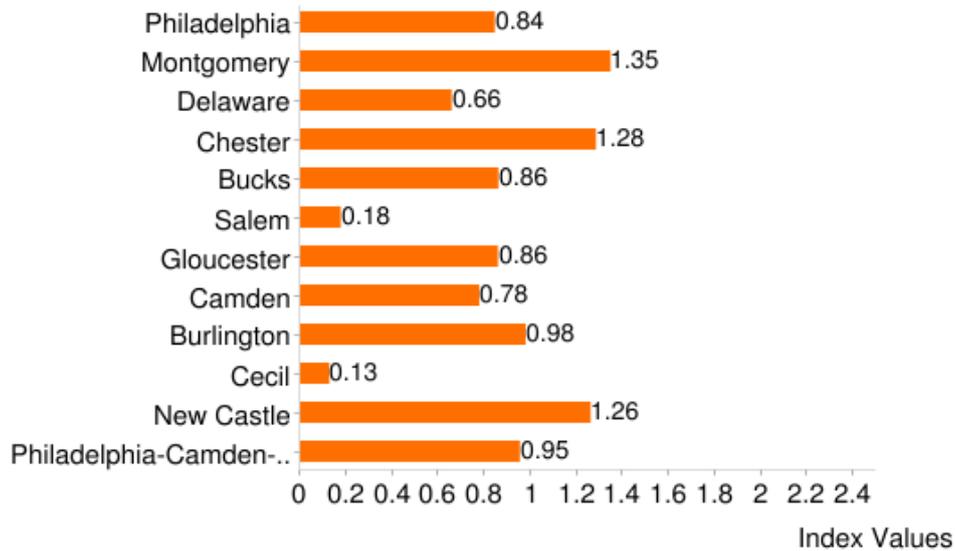
Table# 89

Wilmington MSA, Book and Record Store Sales, 2009 (Summary)

Region	Bookstore and Record Store Sales	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$151,114,000	25.32	0.95
Totals	\$151,114,000	25.32	0.95

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 89a
Bookstore and Record Store Sales Index, 2009



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Art Dealer Sales, 2007-2009

This category includes establishments primarily engaged in retailing original and limited edition art works (U.S. Census Bureau). Table #90 through Table #95 show summarized sales within these types of businesses by region. Sales in Delaware between 2007 and 2009 reported little change, and the reported revenues for the state in this category were \$5.7 million.

Table# 90
Delaware, Art Dealer Sales, 2007

Region	Art dealers	Per Capita	Index
Kent	\$141,000	0.93	0.06
New Castle	\$3,809,000	7.21	0.45
Sussex	\$1,765,000	9.58	0.60
Totals	\$5,715,000	6.61	0.42

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 90a
Art dealers Sales Index, 2007



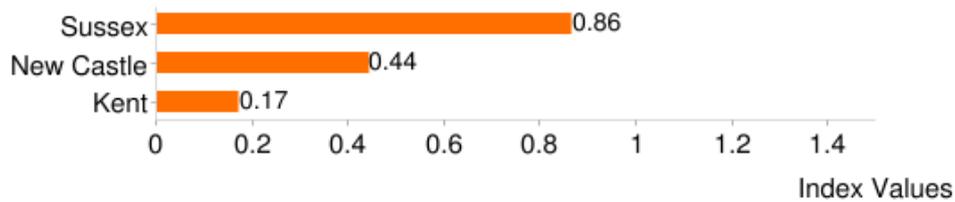
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 91
Delaware, Art Dealer Sales, 2008

Region	Art dealers	Per Capita	Index
Kent	\$376,000	2.42	0.17
New Castle	\$3,330,000	6.29	0.44
Sussex	\$2,312,000	12.30	0.86
Totals	\$6,018,000	6.89	0.48

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 91a
Art dealers Sales Index, 2008



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 92
Delaware, Art Dealer Sales, 2009

Region	Art dealers	Per Capita	Index
Kent	\$166,000	1.05	0.07
New Castle	\$3,794,000	7.10	0.49
Sussex	\$1,821,000	9.45	0.66
Totals	\$5,781,000	6.53	0.45

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 92a
Art dealers Sales Index, 2009



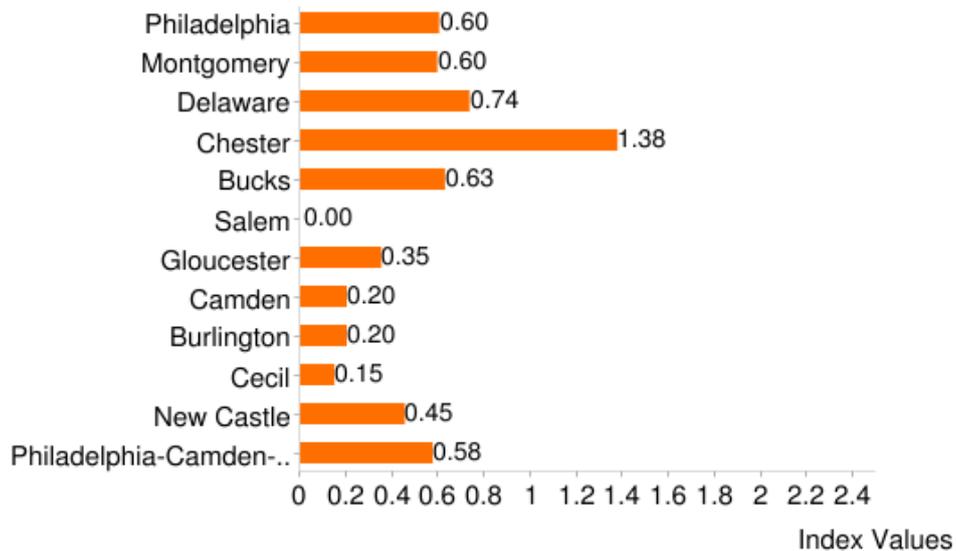
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 93
Wilmington MSA, Art Dealer Sales, 2007 (Summary)

Region	Art dealers	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$53,200,000	9.13	0.58
Totals	\$53,200,000	9.13	0.58

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 93a
Art dealers Sales Index, 2007



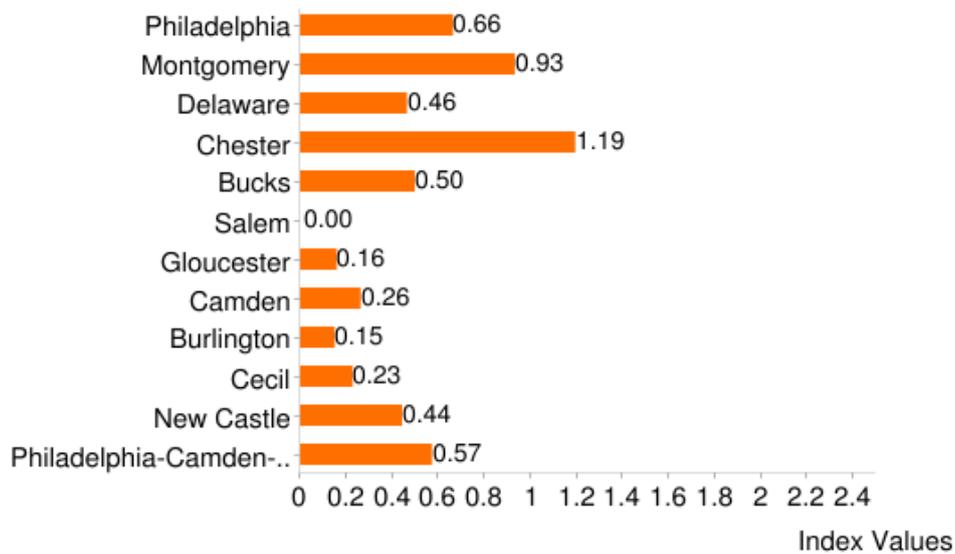
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 94
Wilmington MSA, Art Dealer Sales, 2008 (Summary)

Region	Art dealers	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$47,534,000	8.14	0.57
Totals	\$47,534,000	8.14	0.57

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 94a
Art dealers Sales Index, 2008



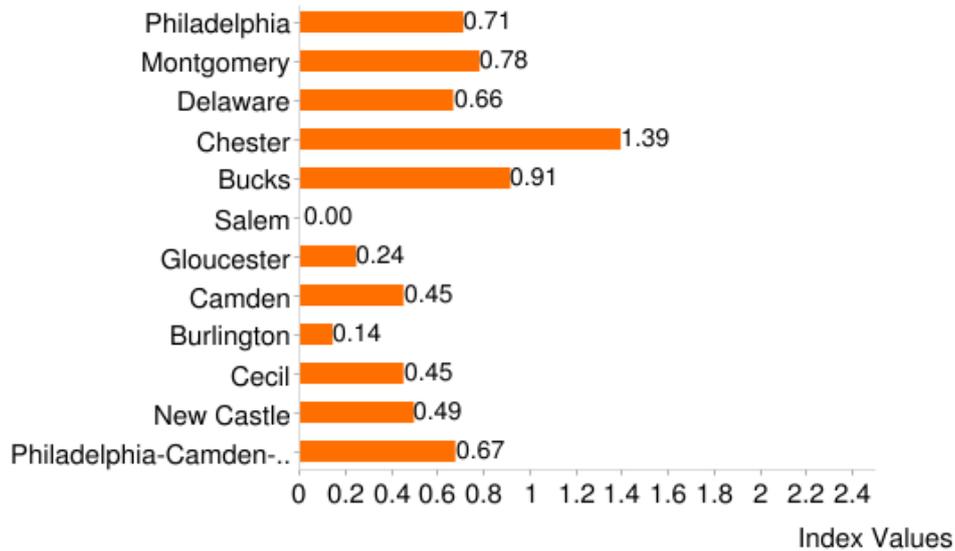
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 95
Wilmington MSA, Art Dealer Sales, 2009 (Summary)

Region	Art dealers	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$57,753,000	9.68	0.67
Totals	\$57,753,000	9.68	0.67

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 95a
Art dealers Sales Index, 2009



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Independent Artist Sales, 2007-2009

This category includes independent (i.e. freelance) individuals primarily engaged in performing in artistic productions, creating artistic and cultural works or productions, or providing technical expertise necessary for these productions (U.S. Census Bureau). Table #96 to Table #101 report summarized sales within these types of businesses by region. Sales in Delaware increased from \$30.1 million in 2007 to \$39.3 million in 2009.

Table# 96
Delaware, Independent Artist Sales, 2007

Region	Independent artists, writers, and performers	Per Capita	Index
Kent	\$2,404,000	15.79	0.17
New Castle	\$25,151,000	47.61	0.50
Sussex	\$2,552,000	13.85	0.15
Totals	\$30,107,000	34.82	0.37

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 96a

Independent artists, writers, and performers Sales Index, 2007



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 97

Delaware, Independent Artist Sales, 2008

Region	Independent artists, writers, and performers	Per Capita	Index
Kent	\$2,079,000	13.38	0.14
New Castle	\$26,585,000	50.19	0.51
Sussex	\$3,220,000	17.12	0.18
Totals	\$31,884,000	36.52	0.37

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 97a

Independent artists, writers, and performers Sales Index, 2008



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 98

Delaware, Independent Artist Sales, 2009

Region	Independent artists, writers, and performers	Per Capita	Index
Kent	\$5,363,000	34.00	0.31
New Castle	\$29,516,000	55.21	0.50
Sussex	\$4,500,000	23.35	0.21
Totals	\$39,379,000	44.49	0.40

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 98a

Independent artists, writers, and performers Sales Index, 2009



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 99

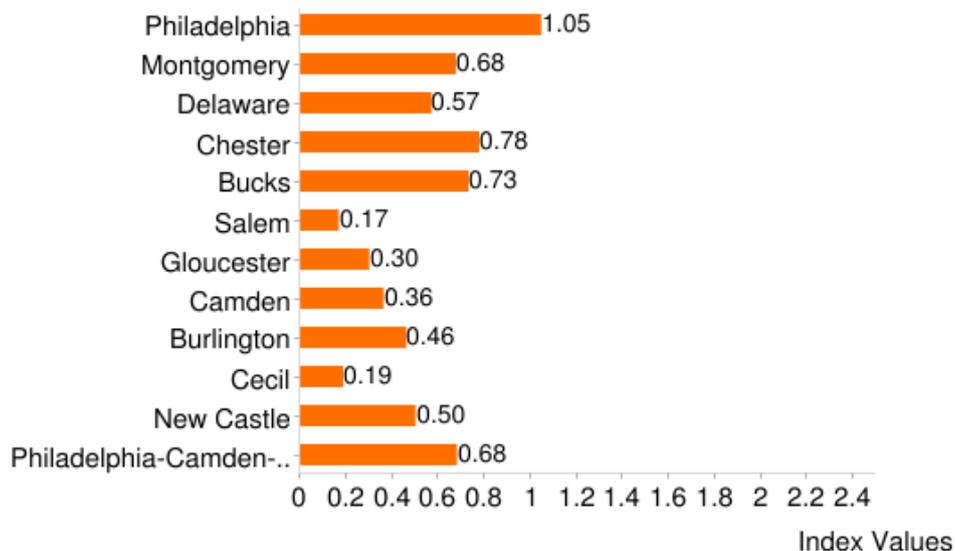
Wilmington MSA, Independent Artists Sales, 2007 (Summary)

Region	Independent artists, writers, and performers	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$376,380,000	64.58	0.68
Totals	\$376,380,000	64.58	0.68

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 99a

Independent artists, writers, and performers Sales Index, 2007



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 100

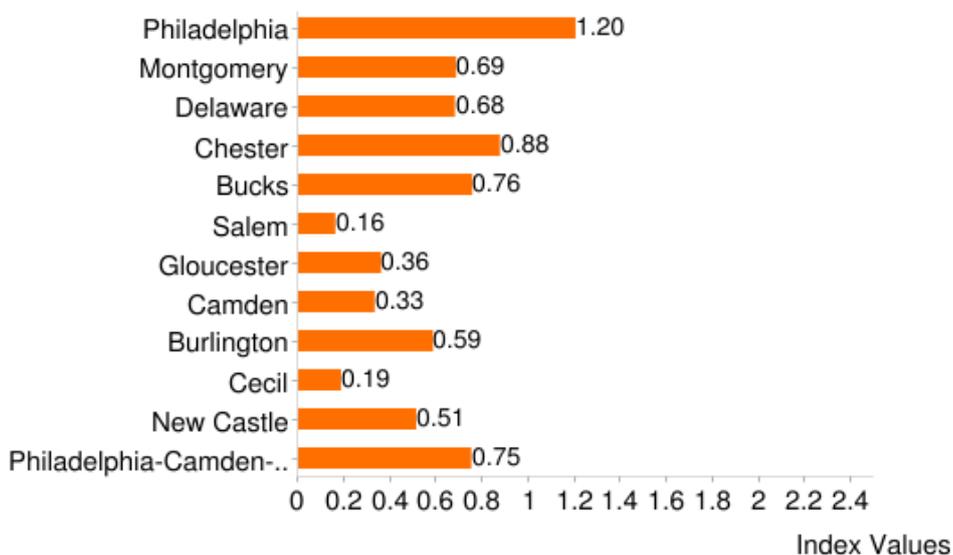
Wilmington MSA, Independent Artists Sales, 2008 (Summary)

Region	Independent artists, writers, and performers	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$429,844,000	73.62	0.75
Totals	\$429,844,000	73.62	0.75

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 100a

Independent artists, writers, and performers Sales Index, 2008



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 101

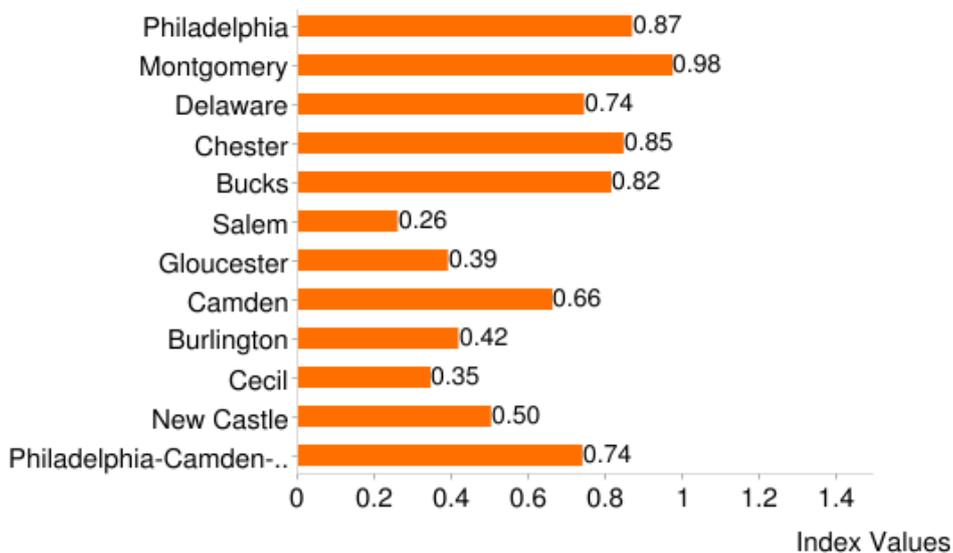
Wilmington MSA, Independent Artists Sales, 2009 (Summary)

Region	Independent artists, writers, and performers	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$486,021,000	81.43	0.74
Totals	\$486,021,000	81.43	0.74

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 101a

Independent artists, writers, and performers Sales Index, 2009



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Performing Arts Participation, 2007-2009

This category includes theater companies and dinner theaters, musical groups and artists, and other performing arts companies primarily engaged in producing live theatrical productions (U.S. Census Bureau). Table #102 to Table #107 illustrate summarized sales within these types of businesses within the State of Delaware. Total sales for 2009 were \$18.3 million. This industry’s revenues increased from \$16.4 million in 2007.

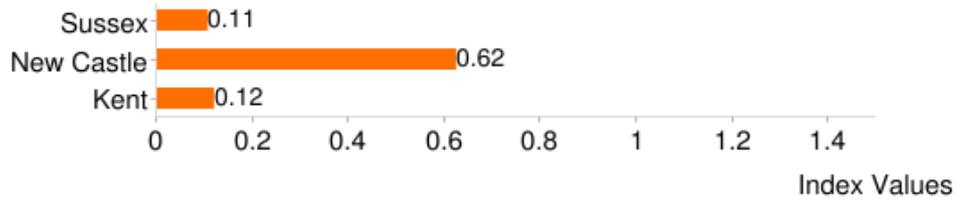
Table# 102

Delaware, Performing Arts Participation, 2007

Region	Performing Arts Participation	Per Capita	Index
Kent	\$812,000	5.33	0.12
New Castle	\$14,735,000	27.90	0.62
Sussex	\$875,000	4.75	0.11
Totals	\$16,422,000	18.99	0.43

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 102a
Performing Arts Participation Index, 2007



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 103
Delaware, Performing Arts Participation, 2008

Region	Performing Arts Participation	Per Capita	Index
Kent	\$1,209,000	7.78	0.17
New Castle	\$12,763,000	24.10	0.52
Sussex	\$716,000	3.81	0.08
Totals	\$14,688,000	16.82	0.36

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 103a
Performing Arts Participation Index, 2008



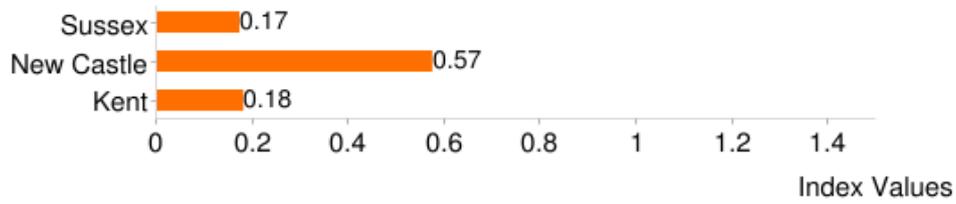
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 104
Delaware, Performing Arts Participation, 2009

Region	Performing Arts Participation	Per Capita	Index
Kent	\$1,409,000	8.93	0.18
New Castle	\$15,246,000	28.52	0.57
Sussex	\$1,651,000	8.57	0.17
Totals	\$18,306,000	20.68	0.42

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 104a
Performing Arts Participation Index, 2009



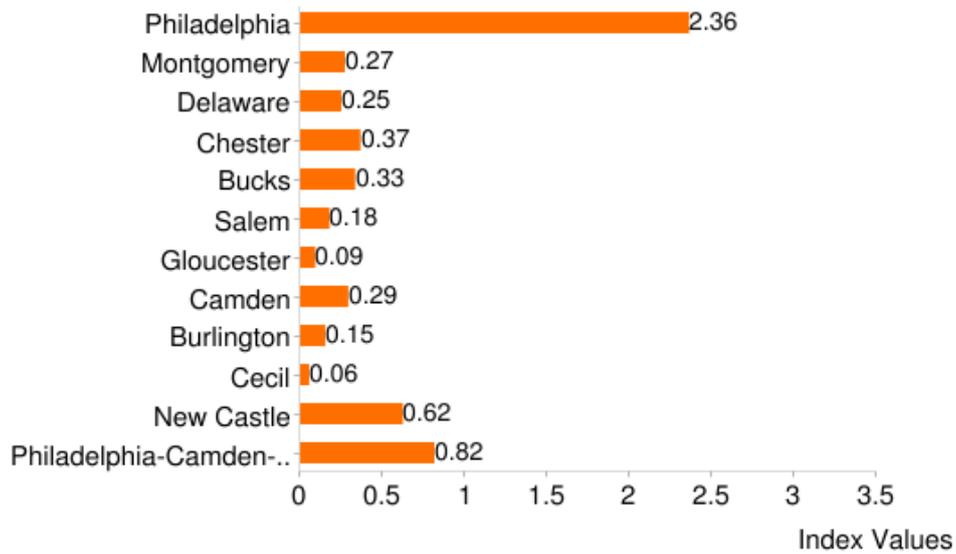
Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 105
Wilmington MSA, Performing Arts Participation, 2007 (Summary)

Region	Performing Arts Participation	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$212,353,000	36.44	0.82
Totals	\$212,353,000	36.44	0.82

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 105a
Performing Arts Participation Index, 2007



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Table# 106

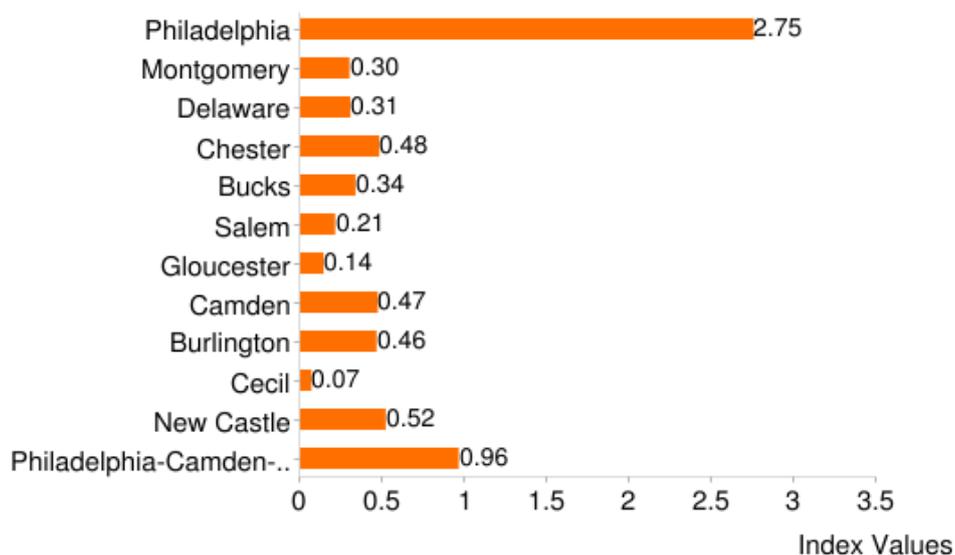
Wilmington MSA, Performing Arts Participation, 2008 (Summary)

Region	Performing Arts Participation	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$260,456,000	44.61	0.96
Totals	\$260,456,000	44.61	0.96

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 106a

Performing Arts Participation Index, 2008



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

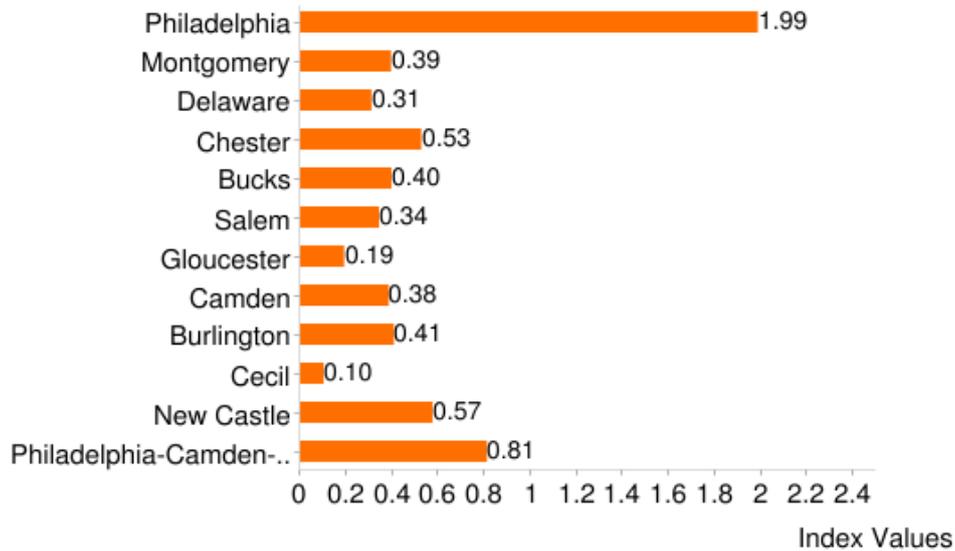
Table# 107

Wilmington MSA, Performing Arts Participation, 2009 (Summary)

Region	Performing Arts Participation	Per Capita	Index
Philadelphia-Camden-Wilmington, PA-NJ-DE..	\$240,286,000	40.26	0.81
Totals	\$240,286,000	40.26	0.81

Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Chart# 107a
Performing Arts Participation Index, 2009



Source: Economic Modeling Specialists, Inc., Delaware CVI Report, 2007-2009

Technical Report and Understanding the CVI™

While the informational value of this report is immense, the potential benefit to arts advocacy, planning, and policy-making is equally great. In order to realize the practical value of this research, it is important to review and consider the history of the CVI™ and its differentiation from economic impact studies. Some suggestions for making use of the research are also presented here to encourage immediate application of the research. Finally, the sources of CVI™ data are itemized to provide transparency of the research process.

Developing the Creative Vitality Index™

The CVI™ was developed in the context of innovations in cultural policy and economic development. The CVI™ was initially conceived of to help public sector arts agencies clearly communicate that their work encompasses a much larger segment of creative economic activity than had previously been the case. This was necessary because, beginning in the mid 1960s, when state arts agencies were established and city arts agencies were either founded or expanded, the primary focus of these entities was on the growth of the supply and quality of primarily nonprofit-based arts activities.

These entities made great progress in this area. Once the supply and quality of nonprofit arts activities was greatly bolstered, however, the public sector funders of the nonprofit arts field began to consider how their goals and the work of the nonprofit arts were part of a much larger creative system. They also became aware that the nonprofit arts and public arts policy depended on the health of that larger system to survive in the present and thrive in the future.

Simultaneous with these developments, practitioners from fields representing for-profit creative activities and occupations began to discuss the creative economy in broad, highly inclusionary terms. The arts field and public sector arts funders embraced this broader concept as reflective of how they now envisioned their work—as a stimulative part of an overall creative system and not simply as suppliers of funding to maintain a supply of

nonprofit-sourced arts opportunities. The CVI™ reflects this broader systems-oriented thinking and reinforces the fact that the nonprofit arts and public arts agencies are part of an interdependent whole called the creative sector.

The CVI™ grew out of a conversation about whether to undertake an economic impact study of the arts. The staff leadership of the Washington State Arts Commission and the Seattle Office of Arts & Cultural Affairs, in collaboration with others, explored ways to expand and enrich the economic argument for support of the arts and especially public funding of the arts. In doing so, the group was influenced by two national conversations concerning economic development: the defining of a creative economy and the outlining of the concept of economic development clusters. Those conversations did something the nonprofit arts community was very late in doing- they included the related for-profit creative sector in a universe normally reserved for nonprofits.

The public value work articulated by Mark Moore also played a role in the development of the CVI™. That work helped the public sector component of the nonprofit arts funding community move away from a perspective oriented toward saving the arts to considering ways to be responsive to what citizens wanted in the arts. The approach also worked to shape agency deliverables to reflect their actual value to the public rather than the value arts aficionados considered them to have for the public. One result of this influence was that the CVI™ was developed in a context of thinking in which individuals are assumed to have choices and that, to remain viable, public sector arts funders need to offer choices the public will value and thus select. In this concept of selection is the understanding that choice in the arts ranges outside the nonprofit arts and that the public sector arts agency needs to ensure that such choice is available.

The Relationship of the CVI™ to Economic Impact Studies

Although it evolved from a discussion of whether to commission an economic impact study, the CVI™ is not an economic impact study of the arts. Economic impact studies are enumerations of the total economic value and impact of a specific basket of arts activities on the community, taking into account estimates of the ripple effect on jobs and revenues in other non-related industries. The majority of such studies focus on the nonprofit art sector and either measure its impact exclusively or introduce measures of the impact of selected for-profit activities in a supplementary manner. The CVI™ utilizes some of the data typically included in arts economic impact studies. However it draws on many more data streams, and its goal is quite different in that it seeks to provide an indicator of the relative health of the economic elements of the creative economy.

Economic impact studies are rooted in advocacy and generally have as a core purpose the definition of the nonprofit arts sector as a meaningful component of the larger economic system. The results of such studies are commonly used to argue for the allocation of scarce budget dollars to the arts because a dollar invested in the arts multiplies many times over and helps nurture a more robust overall economy. These studies have also been used to help the arts compete with other discretionary forms of government spending--and often these other interests have their own economic impact studies. The studies have been used most effectively to counteract the misguided notion that funds invested in the nonprofit arts are removed from the economy and thus play no role in building or sustaining it.

Economic impact studies have also been commissioned to call attention to the size and scope of arts and culture as a component of the overall economic activity of an area. Often community leaders and the public are only familiar with one segment of the arts through their personal acquaintance with a single institution or discipline. The economic impact study aggregates information in ways that call attention to the size and scope of a cluster of endeavors that are often considered to be of minor importance in economic terms. As a result, the prestige of the arts and culture community in an area is enhanced, and the ability

of the sector to be heard is often increased.

Although the CVI™ can partially address each of the uses to which economic impact studies are employed, it has a different purpose. The CVI™ is about exploring a complex set of relationships and changes in the dynamics of those relationships over time. It is not a replacement for economic impact studies but can be a complement to them.

Making Use of the Creative Vitality Index™

The Creative Vitality Index™ is designed to serve as a tool to inform public policy decision making and to support the work of advocates for the development of the creative economy. Here are some of the major uses of the CVI™: As a definitional tool, the index can be used to call attention to and educate the community at large concerning the components and dynamics of the creative economy. Of particular significance is the promotion of the concept that the creative economy includes both the for-profit and the nonprofit arts-related activities of an area. Many economic studies centered on the arts have focused almost entirely on the nonprofit sector, and the inclusion of for-profit activities is, for many, a new conceptualization of the role of the arts in an economy. This approach locates all arts and arts-related creative activities in a continuum of creative activities.

The index can serve as a source of information for advocacy messaging. Individuals engaged in advocacy on behalf of the creative economy as a whole or elements of it can use the index to do some of the following:

- Call the attention of the public to significant changes in the creative economy ecosystem. For example, if contributions from private foundations drop substantially in a year and three major architectural firms leave the area, advocates for a healthy creative economy can call attention to these factors as negative elements that will affect an overall ecosystem. Similarly, if nonprofit arts groups at the same time experience increases in income from individuals and there are substantial increases in employment within other major creative occupations such as graphic design and advertising, the negative impact of the events noted above may be cushioned or alleviated altogether.
- Underscore the economic relationships between the for-profit sector and the nonprofit sector and make the point that a healthy nonprofit arts sector is important to the development of a healthy for-profit sector.
- Advocate for improvements to the allocation of resources or the creation of policies that will increase the index numbers through the expansion of the role of a creative economy in a region.
- Serve as a framework upon which to define and build a creative coalition. With the components of the Index setting forth a vision for a creative community rather than a nonprofit arts community, those who wish to build coalitions to influence change for the benefit of the development of the creative economy have a broader and deeper platform from which to begin the conversation.

- Benchmark an area of endeavor and lay the groundwork for the improvement of one or more aspects of the creative economy. The index can serve as an initial diagnostic tool to create a baseline and then can be used to measure progress in that area. Elected officials and civic leaders can use the index as a starting point for discussing ways in which an area's local economy can be enriched through the development of the creative-economy segment of that community.

More on the CVI™ Data Sources

Index data streams are analyzed by WESTAF and taken from two major data partners: the Urban Institute's National Center for Charitable Statistics, and Economic Modeling Specialists, Inc (EMSI).

The Urban Institute's National Center for Charitable Statistics aggregates information from the Internal Revenue Service's 990 forms. The forms are required to be submitted by nonprofit 501(c) organizations with annual gross receipts of \$25,000 or more. Organizations with more than \$25,000 but less than \$250,000 in annual gross receipts can file a 990 EZ form that collects less information. The CVI uses the information contained in the 990 forms to identify changes in charitable giving in an area. These numbers are the best available but are not absolute. Some numbers may not be reported because of errors made in the completion of the form. These include nested fund transfers within larger fund allocations that include the arts in a significant way but are not broken out, and/or the failure to capture data because an organization is either not required to file a 990 or does not file the full 990 form, thus limiting the level of data available.

Economic Modeling Specialists, Inc.'s (EMSI) expertise is centered on regional economics, data analysis, programming, and design so that it can provide the best available products and services for regional decision makers. In an effort to present the most "complete" possible picture of local economies, EMSI estimates jobs and earnings for all workers using Bureau of Labor Statistics data, data from the U.S. Bureau of Economic Analysis, and information from the U.S. Census Bureau. Because the number of non-covered workers in a given area can be large, job figures from EMSI will often be much larger than those in state LMI data. In order to estimate occupation employment numbers for a region, EMSI first calculates industry employment, then uses regionalized staffing patterns for every industry and applies the staffing patterns to the jobs by industry employment data in order to convert industries to occupations. EMSI bases occupation data on industry data because it is generally more reliable and is always published at the county level, whereas occupation data is only published by Occupational Employment Statistics (OES) region (usually 4-6 economically similar counties). Occupation employment data includes proprietors and self-employed workers. EMSI uses nearly 90 federal, state and private sources including the U.S. Department of Commerce, the U.S. Department of Labor, The U.S. Department of Education, the U.S. Department of Housing and Urban Development, The U.S. Department of Health and Human Services, the U.S. Postal Service, and the Internal Revenue Service. (Partially Reprinted from www.economicmodeling.com)

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