

## **Definitions**

**ACPSA value added:** ACPSA value added consists of ACPSA output minus ACPSA intermediate consumption (for example, costumes rented by a performing arts companies or printing of the program for the show).

**ACPSA employment** consists of all wage-and-salary jobs where the workers are engaged in the production of ACPSA goods and services.

**ACPSA compensation** consists of the remuneration (including wages and salaries, as well as benefits such as employer contributions to pension and health funds) payable to employees in return for their ACPSA work during a given year.

**Core ACPSA industries** are originators of ideas and content associated with the creation of arts and culture. “Supporting” industries produce and disseminate arts and cultural commodities.

**Location quotients (LQ)** measure an industry’s regional concentration of value added, employment, or compensation relative to the U.S. industry’s share. For example, an employment LQ of 1.2 indicates that the state’s employment in the industry is 20 percent greater than the industry’s national employment share. An employment LQ of 0.8 indicates that the state’s employment in the industry is 20 percent below the industry’s national employment share.

**Arts Regions**, for the purpose of this brief, are defined by the geography groupings for the nation’s six Regional Arts Organizations (RAOs). RAOs are nonprofit organizations that partner with their constituent State Arts Agencies and with the National Endowment for the Arts on planning and program delivery. They are: Arts Midwest (IL, IN, IA, MI, MN, ND, OH, SD, WI); Mid-America Arts Alliance (M-AAA) (AR, KS, MO, NE, OK, TX); Mid Atlantic Arts Foundation (MAAF) (DE, DC, MD, NJ, NY, PA, VA, WV); New England Foundation for the Arts (NEFA) (CT, MA, ME, NH, RI, VT); South Arts (AL, FL, GA, KY, LA, MS, NC, SC, TN); and Western States Arts Federation (WESTAF) (AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY).