

Arts Council of Northern Ireland

Economic impact of our funding portfolio

Estimates published in 2025



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1 Executive Summary

- The Arts Council of Northern Ireland commissioned Simetrica-Jacobs, in partnership with Tom Fleming Creative Consultancy (TFCC), to estimate the social and economic return of ACNI's investment in the arts sector in Northern Ireland. This work seeks to help raise awareness about the value of the arts in Northern Ireland, and provide a framework for organisations to understand and measure their own impact. It involved engagement with arts organisations through in-depth structured interviews, estimating the economic impact of ACNI's investment portfolio and social value analysis of four case study organisations, the development of ACNI's impact framework, and finally setting out further steps that ACNI and the arts organisations it supports could take to enhance their social value measurement going forward.
- This report focuses only on the economic impact analysis. We will be publishing the results of the social value analysis later in the year. All work is consistent with best practice methodologies, such as those set out in the UK HM Treasury Magenta Book¹ and UK HM Treasury Green Book (2022)².
- The Economic Impact Analysis found that ACNI supports a large portion of the art sector in Northern Ireland. That is, ACNI's investment portfolio is estimated to generate £104m of GVA per year, which is approximately 80% of the GVA of the Northern Ireland's 'Museums, galleries and libraries' and 'Music, performing and visual arts' sub-sectors combined (£130m as at 2022). Out of the £104m of GVA generated per year by the portfolio, ACNI funding is estimated to directly generate £24m (almost a quarter). This is in line with expectations given that the ACNI funding (£13m) represents around 23% of the total funding these organisations receive from all sources. Overall, this shows that ACNI's funding is estimated to generate an almost double impact in the economy. These results are in line with the qualitative analysis. That is, part of the organisations engaged

¹ www.gov.uk/government/publications/the-magenta-book

² www.gov.uk/government/publications/the-green-book-appraisal-and-evaluation-in-central-government/the-green-book-2020

with noted how their money goes further i.e., each £1 spent generates a benefit greater than it in the economy. It is worth noting that for some of the 126 organisations included for this estimate, ACNI may be a seed funder of the organisation. That is, the organisation can leverage and mobilise that initial funding from ACNI to secure additional funding from other sources.

- Finally, this project has raised several research questions which would merit further exploration and guidance from the sector. In relation to the economic impact analysis, there is a sector wide lack of guidance on how to conduct an economic impact assessment. We would recommend the sector, led by DCMS, publish best-practice guidance on conducting an economic impact assessment. Such guidance would ensure consistency in the approach adopted and set recommended parameters. Such as with respect to gross vs net effects and suitable assumptions around the displacement factor.

2 Methodology

The Economic Impact Analysis (EIA) looks to estimate the economic benefits that the arts sector has on the Northern Irish economy.

Benefits are captured through two economic-impact indicators:

- **Gross value added (GVA):** this is the value of goods and services produced in the economy. It is used to capture contributions to gross domestic product (GDP).
- **Employment:** this is measured as the number of full-time equivalent (FTE) jobs created.

These indicators were used to estimate the total economic impact of the 2023/24 ACNI funding, which is the summation of three types of impact:

- **Direct impact:** this is the economic activity generated directly by the expenditure of the art organisations benefiting from ACNI funding.
- **Indirect impact:** this is the economic activity generated further down the supply chain as a result of the direct impact.
- **Induced impact:** this is the economic activity generated from greater demand and spending by the art organisation employees who are employed because of the direct and indirect impacts.

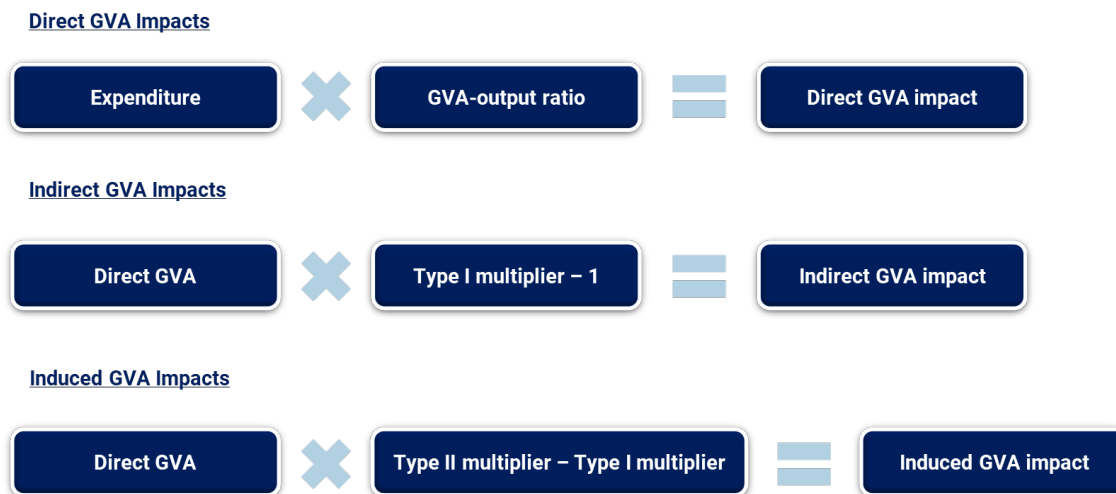
The direct impact is estimated by identifying the proportion of GVA (or employment) generated per unit of output. The indirect and induced impacts are then estimated by applying multiplier effects to the direct impact. A multiplier effect allows researchers to estimate the overall change in an indicator (such as GVA) for the economy as a whole that is brought about by the direct impact that an activity has had on the indicator. Two types of multipliers are used in this analysis:

- **Type I:** these are used to estimate the direct and indirect impacts of an activity.
- **Type II:** as well as direct and indirect, these estimate the induced impacts of an activity.

Since ACNI operates in Northern Ireland, data on multiplier effects that are specific to the Northern Irish economy were applied (calculated by the Northern Ireland Statistics and Research Agency (NISRA))³.

The GVA impacts are estimated using the equations set out in Figure 1 below⁴.

Figure 1 – Approach used to estimate GVA impacts



The summation of the three types of impact then gives the total economic impact, disaggregated by GVA and employment. However, it is likely that not all this economic activity is new – some of the increase in economic activity is as a direct result of a reduction of economic activity elsewhere in the economy. That is, in the absence of the art organisations, it is likely that some of the funding would have been allocated elsewhere in the economy. This is known as a displacement effect and means that the actual expected impact on the Northern Irish economy is smaller than this initial estimate.

To avoid this, the gross impact estimates have been scaled by a displacement factor, giving net impacts. A displacement factor was estimated for visitor spending from a literature review of similar scenarios in comparable settings. Taking a weighted average of these figures yielded a displacement factor of around 77%. This suggests that 77% of expenditure would have occurred anyway in the absence of the art sector in which they spend their money on, hence around 23% of the total economic impact estimate from this spending is ‘net new’ and can be attributed to ACNI. A displacement factor of 43% has also been estimated for organisation spending based on the proportion of funding which comes from UK sources.

³ Both GVA and Employment multipliers were produced by the Northern Ireland Statistics and Research Agency (NISRA) and can be found here: www.nisra.gov.uk/publications/ni-economic-accounts-project-2019-and-2020-experimental-results

⁴ The approach to estimating employment impacts is broadly similar.

Overall, this economic impact approach yields three results:

- **Gross impact:** the summation of the three types of impact, this represents the estimated increase in economic activity that is brought about by ACNI's investment portfolio.
- **Gross impact attributable to ACNI:** this scales the gross impact by the proportion of funding which is from ACNI to estimate the value that can be attributable to ACNI directly.
- **Net impact attributable to ACNI:** some of the increase in economic activity is as a direct result of a reduction in economic activity elsewhere. The net impact aims to account for this by applying a displacement factor to the gross impact attributable to ACNI.

It is worth noting that there currently isn't a best practice guidance on undertaking economic impact assessment for the arts and culture sector specifically, however it is the author's understanding that it might become available in the future as interest within government to explore this grows.

2.1. Data

ACNI's Annual Funding Programme data and Thrive survey data included:

- Data on the **costs** of each arts organisation for the years 2020/21 to 2023/24, disaggregated by type of cost.
- Data on **income earned** by each arts organisation for the years 2020/21 to 2023/24, disaggregated by income source.
- Data on **how much visitors spend (£) in the local economy** as part of their visit to the arts organisation.

Table 1 summarises the expenditure categories that were included in the analysis and their mapping to the NISRA multipliers.

Table 1 – Expenditure categories included in the analysis

Type of expenditure	Northern Ireland effect/multiplier category
Salaries	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Rent and Rates	Real estate activities (excluding imputed rent)
Light and Heat	Electricity transmission and distribution, gas distribution, steam and air conditioning distribution and supply
Maintenance and Security	Travel agency, tour operator and other reservation services and related services and security and investigation activities
Telephone and Fax	Telecommunications services
Printing, Postage and Stationery	Postal and courier activities
Financial Costs	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Insurance	Financial and insurance activities
Recruitment and training	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Consultancy and Professional Services	Computer programming, consultancy and related activities
Other Core Costs	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Artists' Costs	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Volunteer Expenses	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Publicity / Marketing / Promotion	Scientific research and development, and advertising and research
Research and Development Costs	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Premium Costs	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Catering, Merchandising	Food and beverage serving activities
Venue Costs	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Transportation	Land transport
Travel, Accommodation, Subsistence	Accommodation
Equipment / Materials	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Other Programming Costs	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Box Office	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Bar/Catering	Food and beverage serving activities

Professional Services	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Rent From Tenants	Real estate activities (excluding imputed rent)
Course Fees	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
International Touring	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Hire	Real estate activities (excluding imputed rent)
Domestic Touring	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Membership Fees	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Gallery Sales	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Training	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Publications	Publishing activities
Other	Creative, arts and entertainment services and libraries, archives, museums and other cultural activities
Food & drink	Food and beverage serving activities
Shopping in local area	Retail Trade, Except of Motor Vehicles and Motorcycles
Local attractions	Sports services and amusement and recreation activities
Accommodation	Accommodation

In the future, disaggregating the spend data between **visitors and residents of Northern Ireland** would help disentangling money which is coming into the economy from money which is being transferred from elsewhere in the economy. Such data could help in further evidencing the economic impact of the arts in Northern Ireland by further demonstrating the net gain that arts organisations bring.

2.2. The art sector

For the purpose of the economic impact analysis, the same definition of the art sector by Northern Ireland Statistic and Research Agency (NISRA) was used.

NISRA supplies the necessary data for the economic impact analysis and defines the arts sector using the 2-digit SIC code 90 and 91 as one group covering: Creative, arts and entertainment services and libraries, archives, museums and other cultural activities.

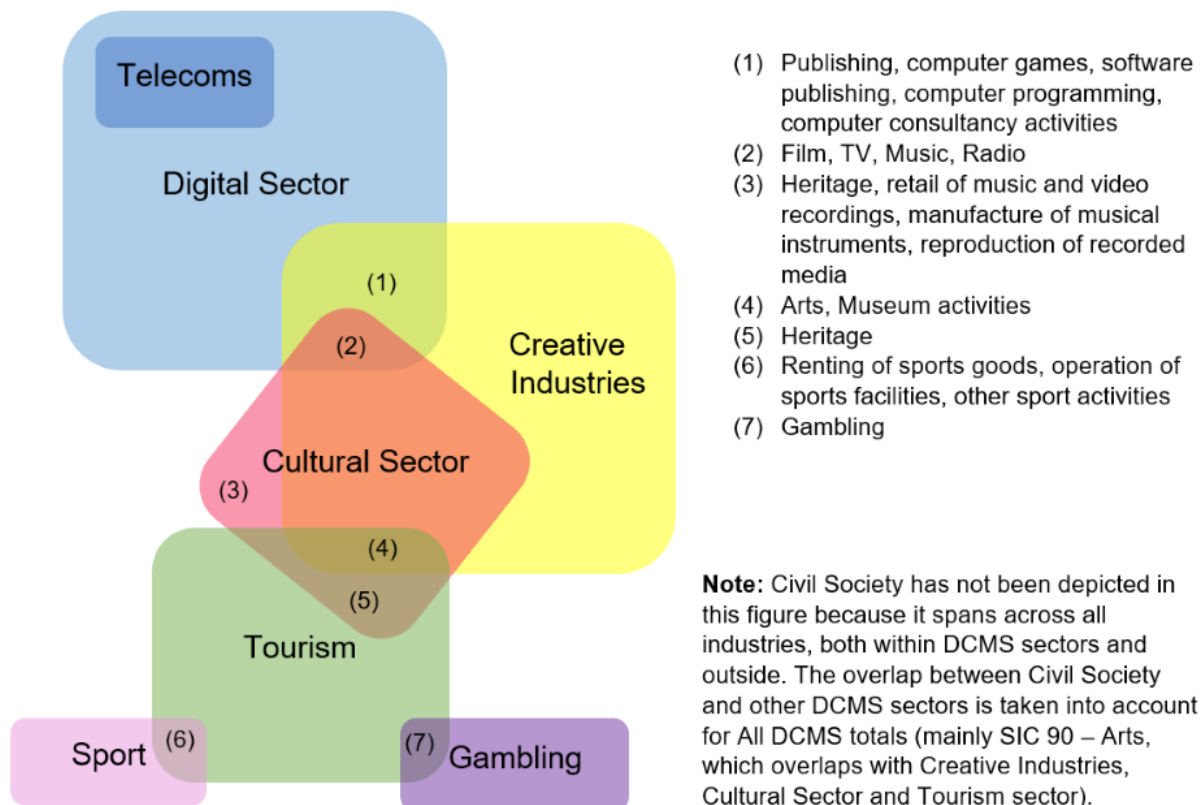
Reviewing ACNI Annual Funding Programme data confirmed that ACNI portfolio organisations match this definition, funded organisations being engaged in:

- Combined Arts,

- Drama,
- Traditional Arts,
- Visual Arts,
- Circus/Street Theatre/Carnival,
- Music,
- Dance, and
- Literature

Similarly, the Arts Council England *Contribution of the arts and culture industry to the UK economy*⁵ analysis also used data at the 2 digit SIC level. Note, there are wider ongoing discussions with regards to a potential refinement of sectoral definitions of the Department of Culture, Media and Sport portfolio (see Figure 2 below) for discussion of economic contribution figures.

*Figure 2 Overlap of SIC codes within DCMS Sectors*⁶









⁵ <https://www.artscouncil.org.uk/research-and-data/contribution-arts-and-culture-industry-uk-economy>

⁶ Source: www.gov.uk/government/publications/dcms-sectors-economic-estimates-methodology/dcms-sector-economic-estimates-methodology#definitions

2.3. Results

Creative Industries economic estimates for the Northern Irish sub-sectors that most closely align to ACNI's investment portfolio are shown in Table 2. Whilst useful for comparison purposes, it must be noted that the latest national statistics are from 2022, whereas the economic impact analysis for ACNI is based on 2024 figures and prices. In addition, the jobs figure presented in the national statistics includes both part time and full-time jobs rather than Full-Time Equivalent (FTE) figures. This is relevant knowing the proportion of those employed in part-time contract/freelance roles in the arts in Northern Ireland is growing over the years⁷.

Table 1 Creative Industries sub-sector economic estimates⁸

Museums, galleries and libraries	Music, performing and visual arts
 200 businesses in 2021	 300 businesses in 2021
 4,000 jobs in 2020	 4,000 jobs in 2021
 £20.1m GVA in 2022	 £109.9m GVA in 2022
1.9% of the UK's 'Museums, galleries and libraries' GVA in 2022	1.0% of the UK's 'Music, performing and visual arts' GVA in 2022

Note: In 2021, the employment figures for 'Museums, galleries and libraries' has been suppressed due to the number being too small to be revealed without risking identifying specific individuals). The 2020 figure is provided instead.

Recent research by the Department for Communities (to be published) looked at a new sector classification with an aim to include heritage alongside the cultural and creativity sectors. In this new classification the Heritage, Culture and Creativity (HCC) sectors in Northern Ireland comprise approximately 1,960 businesses, representing 2.5% of all businesses in Northern Ireland. The HCC sectors comprise 13,126 employee jobs, representing 2% of all employee jobs in Northern Ireland. Gross Value Added (GVA) within the HCC reached £455 million in 2022, constituting 1.4% of the total GVA for Northern Ireland's entire economy (£32,828 million).

Estimates of the gross impact, that is the estimated increase in economic activity that is brought about by all arts organisations within ACNI's investment portfolio, are shown in Table 3. The total expenditure associated with those arts organisations is estimated at £89.5m. Based on this expenditure data, arts organisations which receive funding from ACNI

⁷ ACNI 2023-24 Annual Funding Survey

⁸ Number of businesses and number employed from the Department for Communities, see: <https://www.communities-ni.gov.uk/publications/creative-industries-economic-estimates-northern-ireland-2023>
GVA figures from DCMS, see: <https://www.gov.uk/government/collections/dcms-sector-economic-estimates-gross-value-added#dcms-sector-economic-estimates-regional-gva>

are estimated to generate **£104m of GVA per year and support 1,633 FTE jobs in the Northern Irish economy through their activity.**

Using the proportion of those organisations resources coming from ACNI's funding, estimates of the gross impact attributable to ACNI's funding are shown in Table 4. Out of the £104m of GVA generated per year by all organisations in the portfolio, **ACNI's funding is estimated to generate £24m.** Out of the 1,633 FTE jobs supported per year by the portfolio, **ACNI's funding is estimated to support 378.**

Finally, estimates of the net impact attributable to ACNI's funding, that is applying the displacement factor, are shown in Table 5. A displacement factor was estimated for visitor spending from a literature review of similar scenarios in comparable settings. Taking a weighted average of these figures yielded a displacement factor of around 77%. This suggests that 77% of expenditure would have occurred anyway in the absence of the arts sector in which they spend their money on, hence around 23% of the total economic impact estimate from this spending is 'net new' and can be attributed to ACNI. A displacement factor of 43% has also been estimated for organisation spending based on the proportion of funding which comes from UK sources.

Based on these expected displacement factors, overall, **around £11m of GVA per year and 174 FTE jobs is expected to be additional and attributable to ACNI's funding.**

Estimates of the gross impact by primary art form are included in Appendix A. **Please note that the multiplier effects applied (provided by NISRA) do not vary by art form.**

Table 3 Gross Impact of arts organisations in ACNI's investment portfolio⁹

Impact type	Type of expenditure (grouped)	Gross effect (annual)	Direct effect (annual)	Gross Indirect effect (annual)	Gross Induced effect (annual)	Gross Total effect (annual)	Gross Total effect (30-year present value)
GVA	Organisation spending	£31,413,786		£14,403,782	£26,261,925	£72,079,493	£1,325,689,308
GVA	Visitor spending (in venue)	£13,653,224		£6,389,075	£11,610,103	£31,652,403	£582,152,428
GVA	Visitor spending (out of venue)	£198,656		£45,307	£153,680	£397,644	£7,313,479
GVA	Total	£45,265,666		£20,838,164	£38,025,709	£104,129,539	£1,915,155,216
FTE	Organisation spending	577		236	301	1,114	N/A
FTE	Visitor spending (in venue)	273		104	134	511	N/A
FTE	Visitor spending (out of venue)	6		1	2	8	N/A
FTE	Total	856		340	437	1,633	N/A

^{9, 10} All monetary figures presented in 2024 prices. Present-value figures use the HM Treasury discount rate of 3.5%. Figures may not add due to rounding.

Table 4 Gross Impact attributable to ACNI's funding¹⁰

Impact type	Type of expenditure (grouped)	ACNI's Direct (annual)	Gross effect	ACNI's Indirect effect (annual)	Gross Induced effect (annual)	ACNI's Total (annual)	Gross effect	ACNI's Total effect (30-year present value)
GVA	Organisation spending	£7,265,527		£3,331,374	£6,073,981	£16,670,881		£306,611,607
GVA	Visitor spending (in venue)	£3,157,781		£1,477,695	£2,685,239	£7,320,715		£134,642,929
GVA	Visitor spending (out of venue)	£45,946		£10,479	£35,544	£91,969		£1,691,496
GVA	Total	£10,469,254		£4,819,548	£8,794,763	£24,083,566		£442,946,032
FTE	Organisation spending	133		55	70	258		N/A
FTE	Visitor spending (in venue)	63		24	31	118		N/A
FTE	Visitor spending (out of venue)	1		0	0	2		N/A
FTE	Total	198		79	101	378		N/A

Table 5 Net impact attributable to ACNI's funding¹¹

<i>Impact type</i>	Type of expenditure (grouped)	ACNI's Direct (annual)	Net effect (annual)	ACNI's Indirect (annual)	Net effect (annual)	ACNI's Induced (annual)	Net effect (annual)	ACNI's Total (annual)	Net effect (annual)	ACNI's Net effect (30-year present value)	Total (30-year present value)
<i>GVA</i>	Organisation spending	£4,123,733		£1,890,805		£3,447,441		£9,461,979		£174,025,146	
<i>GVA</i>	Visitor spending (in venue)	£736,932		£344,850		£626,654		£1,708,435		£31,421,623	
<i>GVA</i>	Visitor spending (out of venue)	£10,722		£2,445		£8,295		£21,463		£394,744	
<i>GVA</i>	Total	£4,871,387		£2,238,100		£4,082,390		£11,191,877		£205,841,513	
<i>FTE</i>	Organisation spending	76		31		40		146		N/A	
<i>FTE</i>	Visitor spending (in venue)	15		6		7		28		N/A	
<i>FTE</i>	Visitor spending (out of venue)	0		0		0		0		N/A	
<i>FTE</i>	Total	91		37		47		174		N/A	

¹¹ All monetary figures presented in 2024 prices. Present-value figures use the HM Treasury discount rate of 3.5%. Figures may not add due to rounding.

2.3. Discussion of results

The economic benefits that accrue from ACNI's funding have been assessed in terms of their impact on gross value added (GVA) and employment, as shown in Tables 3 to 5.

As shown in Table 3, **ACNI supports a large portion of the art sector in Northern Ireland.** That is, ACNI's investment portfolio is estimated to generate £104m of GVA per year, which is approximately 80% of the GVA of the Northern Ireland's 'Museums, galleries and libraries' and 'Music, performing and visual arts' sub-sectors combined (£130m as at 2022). Across a 30-year time horizon, this amounts to £1.9bn of GVA. Over the FY23/24, ACNI provided funding to 126 organisations that accounted for around a quarter of the businesses in the sector based on the creative Industries sub-sector economic estimates. These 126 organisations include some of the larger arts organisations in Northern Ireland, which may explain the high proportion of GVA and FTE figures that is relatable to ACNI's funding. In terms of employment, ACNI's investment portfolio is estimated to support 1,633 full-time jobs per year.

Table 4 shows that out of the £104m of GVA generated per year by the portfolio, ACNI funding is estimated to directly generate £24m (almost a quarter). This is in line with expectations given that the ACNI funding (£13m) represents around 23% of the total funding these organisations receive from all sources. Overall, this shows that ACNI's funding is estimated to generate an almost double impact in the economy. Across a 30-year time horizon, this amounts to around £443m of GVA. In terms of employment 378 full-time jobs are directly attributable to ACNI's funding.

Table 5 presents the GVA and employment figures directly attributable to ACNI accounting for displacement. Overall, when accounting for displacement, ACNI's funding generates around £11m of GVA per year and 174 FTE jobs as additional to the Northern Irish economy.

This economic analysis is in line with the qualitative analysis. That is, part of the organisations engaged with noted how **their money goes further** i.e., each £1 spent generates a benefit greater than it in the economy.

It is worth noting that for some of the 126 organisations, ACNI may be a **seed funder** of the organisation. That is, the organisation can leverage and mobilise that initial funding from ACNI to secure additional funding from other sources. For example, ACNI is a core funder to Verbal Arts, who is then able to use this funding to secure additional funding to meet its goals. This was not explored as part of this project, however there is merit in exploring this further.

It should be noted that the results presented only represent the economic benefits that the ACNI funding is expected to have. Wider social benefits, such as the improvement in overall wellbeing is likely to be experienced by the funding stakeholders. These social benefits were also explored as part of this project and will be published later in 2025.

Appendix A. Gross economic impact analysis by art form

Table A.1 Gross Impact of arts organisations in ACNI's investment portfolio – Combined Arts

Impact type	Type of expenditure (grouped)	Gross effect (annual)	Direct	Gross Indirect effect (annual)	Gross Induced effect (annual)	Gross effect (annual)	Total	Gross effect (30-year present value)	Total
GVA	Organisation spending	£13,845,392		£6,361,394	£11,523,156	£31,729,941		£583,578,521	
GVA	Visitor spending (in venue)	£7,668,743		£3,549,608	£6,575,431	£17,793,783		£327,264,059	
GVA	Visitor spending (out of venue)	£53,606		£12,226	£41,469	£107,301		£1,973,478	
GVA	Total	£21,567,740		£9,923,228	£18,140,056	£49,631,025		£912,816,059	
FTE	Organisation spending	253		104	132	488		N/A	
FTE	Visitor spending (in venue)	159		57	76	292		N/A	
FTE	Visitor spending (out of venue)	2		0	0	2		N/A	
FTE	Total	413		161	208	783		N/A	

Table A.2 Gross Impact of arts organisations in ACNI's investment portfolio – Drama

Impact type	Type of expenditure (grouped)	Gross effect (annual)	Direct effect (annual)	Gross Indirect effect (annual)	Gross Induced effect (annual)	Gross effect (annual)	Total	Gross effect (annual)	Total (30-year present value)
GVA	Organisation spending	£4,294,768		£1,933,968		£3,617,115		£9,845,851	£181,085,346
GVA	Visitor spending (in venue)	£2,128,732		£1,039,286		£1,874,717		£5,042,736	£92,746,224
GVA	Visitor spending (out of venue)	£25,226		£5,753		£19,515		£50,494	£928,696
GVA	Total	£6,448,726		£2,979,008		£5,511,347		£14,939,082	£274,760,265
FTE	Organisation spending	82		32		42		156	N/A
FTE	Visitor spending (in venue)	42		17		22		81	N/A
FTE	Visitor spending (out of venue)	1		0		0		1	N/A
FTE	Total	126		49		63		238	N/A

Table A.3 Gross Impact of arts organisations in ACNI's investment portfolio – Traditional arts

Impact type	Type of expenditure (grouped)	Gross effect (annual)	Direct effect (annual)	Gross Indirect effect (annual)	Gross Induced effect (annual)	Gross effect (annual)	Total	Gross effect (30-year present value)	Total
GVA	Organisation spending	£1,860,927		£855,808		£1,546,814	£4,263,548	£78,415,369	
GVA	Visitor spending (in venue)	£650,265		£324,808		£540,917	£1,515,990	£27,882,154	
GVA	Visitor spending (out of venue)	£20,496		£4,675		£15,856	£41,027	£754,565	
GVA	Total	£2,531,688		£1,185,290		£2,103,586	£5,820,565	£107,052,088	
FTE	Organisation spending	34		14		18	66	N/A	
FTE	Visitor spending (in venue)	11		5		6	23	N/A	
FTE	Visitor spending (out of venue)	1		0		0	1	N/A	
FTE	Total	46		19		24	89	N/A	

Table A.4 Gross Impact of arts organisations in ACNI's investment portfolio – Visual arts

Impact type	Type of expenditure (grouped)	Gross effect (annual)	Direct effect (annual)	Gross Indirect effect (annual)	Gross Induced effect (annual)	Gross effect (annual)	Total	Gross effect (30-year present value)	Total
GVA	Organisation spending	£1,547,970		£705,596	£1,204,854	£3,458,420		£63,607,420	
GVA	Visitor spending (in venue)	£337,024		£152,593	£232,985	£722,602		£13,290,137	
GVA	Visitor spending (out of venue)	£28,379		£6,472	£21,954	£56,806		£1,044,783	
GVA	Total	£1,913,374		£864,662	£1,459,793	£4,237,829		£77,942,341	
FTE	Organisation spending	25		11	14	50		N/A	
FTE	Visitor spending (in venue)	5		2	3	10		N/A	
FTE	Visitor spending (out of venue)	1		0	0	1		N/A	
FTE	Total	31		14	17	61		N/A	

Table A.5 Gross Impact of arts organisations in ACNI's investment portfolio – Circus, Street Theatre and Carnival

Impact type	Type of expenditure (grouped)	Gross effect (annual)	Direct effect (annual)	Gross Indirect effect (annual)	Gross Induced effect (annual)	Gross effect (annual)	Total	Gross effect (30-year present value)	Total
GVA	Organisation spending	£1,038,496		£466,609	£875,048	£2,380,153		£43,775,888	
GVA	Visitor spending (in venue)	£306,473		£159,464	£273,041	£738,978		£13,591,322	
GVA	Visitor spending (out of venue)	£11,036		£2,517	£8,538	£22,091		£406,304	
GVA	Total	£1,356,005		£628,591	£1,156,627	£3,141,223		£57,773,514	
FTE	Organisation spending	19		8	10	37		N/A	
FTE	Visitor spending (in venue)	6		3	3	11		N/A	
FTE	Visitor spending (out of venue)	0		0	0	0		N/A	
FTE	Total	25		10	13	49		N/A	

Table A.6. Gross Impact of arts organisations in ACNI's investment portfolio – Music

Impact type	Type of expenditure (grouped)	Gross effect (annual)	Direct effect (annual)	Gross Indirect effect (annual)	Gross Induced effect (annual)	Gross effect (annual)	Total	Gross effect (30-year present value)	Total
GVA	Organisation spending	£7,010,109		£3,272,477	£5,996,333	£16,278,919		£299,402,624	
GVA	Visitor spending (in venue)	£2,203,454		£1,008,860	£1,855,581	£5,067,896		£93,208,966	
GVA	Visitor spending (out of venue)	£36,263		£8,270	£28,053	£72,586		£1,335,000	
GVA	Total	£9,249,826		£4,289,608	£7,879,967	£21,419,401		£393,946,590	
FTE	Organisation spending	132		54	69	255		N/A	
FTE	Visitor spending (in venue)	45		16	21	82		N/A	
FTE	Visitor spending (out of venue)	1		0	0	2		N/A	
FTE	Total	178		70	91	339		N/A	

Table A.6 Gross Impact of arts organisations in ACNI's investment portfolio – Dance

Impact type	Type of expenditure (grouped)	Gross effect (annual)	Direct effect (annual)	Gross Indirect effect (annual)	Gross Induced effect (annual)	Gross effect (annual)	Total	Gross effect (30-year present value)	Total
GVA	Organisation spending	£410,249		£191,336		£341,962	£943,546	£17,353,749	
GVA	Visitor spending (in venue)	£81,429		£41,196		£69,026	£191,650	£3,524,841	
GVA	Visitor spending (out of venue)	£9,460		£2,157		£7,318	£18,935	£348,261	
GVA	Total	£501,138		£234,689		£418,306	£1,154,132	£21,226,851	
FTE	Organisation spending	7		3		4	14	N/A	
FTE	Visitor spending (in venue)	1		1		1	3	N/A	
FTE	Visitor spending (out of venue)	0		0		0	0	N/A	
FTE	Total	9		4		5	18	N/A	

Table A.7 Gross Impact of arts organisations in ACNI's investment portfolio – Literature

Impact type	Type of expenditure (grouped)	Gross effect (annual)	Direct effect (annual)	Gross Indirect effect (annual)	Gross Induced effect (annual)	Gross effect (annual)	Total	Gross effect (30-year present value)	Total
GVA	Organisation spending	£1,405,876		£616,594	£1,156,643	£3,179,113		£58,470,390	
GVA	Visitor spending (in venue)	£277,103		£113,260	£188,405	£578,768		£10,644,725	
GVA	Visitor spending (out of venue)	£14,190		£3,236	£10,977	£28,403		£522,391	
GVA	Total	£1,697,169		£733,090	£1,356,025	£3,786,284		£69,637,507	
FTE	Organisation spending	24		10	13	48		N/A	
FTE	Visitor spending (in venue)	4		2	2	8		N/A	
FTE	Visitor spending (out of venue)	0		0	0	1		N/A	
FTE	Total	29		12	16	57		N/A	