

# Maryland Arts and Entertainment Districts Survey Analysis FY 2019

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*Prepared for*  
Maryland State Arts Council

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## 1.0 Executive Summary

The Maryland State Arts Council (MSAC) manages the State of Maryland's Arts and Entertainment Districts (A&E Districts) program. The purpose of the program is to "help develop and promote community involvement, tourism, and revitalization through tax-related incentives that attract artists, arts organizations, and other creative enterprises to towns and cities across the state."<sup>1</sup> Each A&E District has unique economic development goals and priorities, which can include producing or facilitating events, attracting new businesses or developers, encouraging artists to locate and/or sell artworks in the district's boundaries, or a combination of strategies.

Each year, MSAC distributes an annual report for each district to complete, highlighting the activities undertaken within these districts for the past fiscal year (FY).

MSAC tasked the Regional Economic Studies Institute (RESI) of Towson University with analyzing the data collected from the annual report. To achieve the project objective, RESI collated and analyzed the survey results in a comprehensive report of all 26 districts for FY 2019. It is important to note that all data are self-reported by the A&E Districts.

RESI's analysis of the survey data includes the following:

- There were a total of:
  - 213 new capital projects;
  - 109 new retailers;
  - 99 new businesses;
  - 75 new restaurants; and
  - 17 new organizations.
- Despite various business closures, the number of new openings was great enough to net:
  - 61 retailers;
  - 57 businesses;
  - 33 restaurants; and
  - 9 organizations.
- Challenges that Maryland's A&E Districts faced generally fall into categories such as staffing, administrative issues, marketing, funding/fundraising, socioeconomic conditions, infrastructure, affordability, community support, and "Other."
- Combined, the 1,335 events and 164 festivals attracted a combined 2.0 million attendees.<sup>2</sup>
- Maryland's A&E Districts reported that there are 551 enterprises within their borders, including galleries/co-ops, performance venues, arts organizations, arts

<sup>1</sup> "Arts & Entertainment Districts," Maryland State Arts Council, accessed April 29, 2020, <https://www.msac.org/programs/arts-entertainment-districts>.

<sup>2</sup> While this number of events is lower than the total of 3,317 reported in FY 2018, it is consistent with the 895 events reported by 23 districts in FY 2017. The discrepancy in FY 2018 is likely attributable to a temporary reporting change in one district.

suppliers/services, arts education organizations, museums, and “other” enterprises. These attract an estimated attendance of nearly 4.2 million individuals.

- Maryland’s A&E Districts reported that 178 works of public art are available for visitors to enjoy.
- Twelve districts reported that they have housing specifically for artists, with 797 total units available.
- Fourteen districts maintain artist registries and have 937 registered artists on their rosters; overall, the 26 districts estimate that there are 5,918 artists working and creating within their boundaries.
- Businesses within the A&E Districts take advantage of the Admissions and Amusement Tax abatement, as well as property tax credits. Other incentives that districts reported include façade improvement, loans, grants, other tax abatements/credits, and non-financial incentives.
- Two districts received federal funding, totaling \$40,000.
- Twenty-five districts reported receiving funding from MSAC, totaling \$335,602.
- Other reported state funding came from the following sources:
  - Maryland Main Street—\$36,500;
  - Heritage Areas Authority/Planning—\$87,500;
  - Capital Bond—\$300,000;
  - The Maryland Film Office—\$1,000;
  - The Department of Housing and Community Development—\$190,000;
  - The Maryland Department of Natural Resources—\$293,500;
  - Baltimore Regional Neighborhood Initiative—\$150,000;
  - Maryland Historic Trust—\$21,000;
  - Maryland Humanities—\$10,000;
  - Community Legacy Grants—\$50,000; and
  - Keep Maryland Beautiful—\$5,000.
- Local funding awards, often from arts councils or municipalities, totaled \$467,609.
- Districts also received operational and in-kind support, valued at roughly \$1.1 million and \$565,236, respectively.
- Some of the overarching goals of the A&E Districts include the following:
  - Expand public art and beautification projects.
  - Foster more collaboration between artists and stakeholders.
  - Diversify activities and events offered.
  - Attract traffic from surrounding cities and states.
  - Explore the benefits of expanding the boundaries of A&E districts.
  - Increase marketing, branding, and awareness efforts, particularly online.
  - Strengthen educational outreach.
  - Ensure artists are maximizing available tax credits.
- To achieve these goals, districts have developed work plans with actionable steps.
- Technical assistance that districts request from MSAC, excluding funding, are often related to networking, marketing, volunteer recruitment, and assistance with state tax processes.

## 2.0 Introduction

The Maryland State Arts Council (MSAC) manages the State of Maryland's Arts and Entertainment Districts (A&E Districts) program. The purpose of the program is to "help develop and promote community involvement, tourism, and revitalization through tax-related incentives that attract artists, arts organizations, and other creative enterprises to towns and cities across the state."<sup>3</sup> Each A&E District has unique economic development goals and priorities, which can include producing or facilitating events, attracting new businesses or developers, encouraging artists to locate and/or sell artworks in the district's boundaries, or a combination of strategies.

Each year, MSAC distributes an annual report for each district to complete, highlighting activities undertaken within these districts for the past fiscal year (FY).

MSAC sought an analysis of the data from the annual reports completed for FY 2019. The Regional Economic Studies Institute (RESI) of Towson University tabulated and analyzed this data to provide MSAC with a comprehensive survey analysis for FY 2019. The data captured in the analysis are self-reported by the individual A&E Districts; as such, some figures may be overestimated or underestimated.

Where applicable, the analysis presents data regarding the number and percentage of respondents for each answer choice for multiple-choice questions. In cases where questions were open ended, RESI reported which respondents replied with similar answers and/or presented a sample of direct quotes collected.

## 3.0 Survey Analysis

Each of the 26 A&E Districts within Maryland during FY 2019 received and completed the annual report. MSAC provided these reports to RESI, who then collated and analyzed them. The sections below detail the results. Please note that totals may not sum due to rounding.

To view the annual report format and questions, please refer to Appendix A. For a description of limitations encountered within the annual report data provided, please refer to Appendix B.

### 3.1 FY 2019 Accomplishments

In the annual report, districts were asked to highlight various accomplishments during FY 2019, including:

- new capital projects initiated or completed during the fiscal year;
- new retailers, businesses, and restaurants that opened; and
- new organizations that located in the district.

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<sup>3</sup> "Arts & Entertainment Districts," Maryland State Arts Council, accessed April 29, 2020, <https://www.msac.org/programs/arts-entertainment-districts>.

**Maryland Arts and Entertainment Districts Survey Analysis FY 2019**  
RESI of Towson University

**Figure 1: New Entities by District, FY 2019**

A&E District	New Capital Projects		New Retailers		New Businesses		New Restaurants		New Organizations	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
Annapolis	5	2.3%	1	0.9%	1	1.0%	0	0.0%	0	0.0%
Bel Air	0	0.0%	5	4.6%	6	6.1%	1	1.3%	0	0.0%
Berlin	4	1.9%	8	7.3%	0	0.0%	0	0.0%	0	0.0%
Bethesda	2	0.9%	8	7.3%	11	11.1%	8	10.7%	3	17.6%
Bromo	15	7.0%	5	4.6%	2	2.0%	2	2.7%	0	0.0%
Cambridge	2	0.9%	7	6.4%	5	5.1%	3	4.0%	0	0.0%
Chestertown	6	2.8%	4	3.7%	0	0.0%	1	1.3%	0	0.0%
Crisfield	0	0.0%	0	0.0%	1	1.0%	4	5.3%	2	11.8%
Cumberland	28	13.1%	9	8.3%	8	8.1%	3	4.0%	0	0.0%
Denton	3	1.4%	2	1.8%	4	4.0%	0	0.0%	1	5.9%
Elkton	8	3.8%	4	3.7%	1	1.0%	0	0.0%	1	5.9%
Frederick	15	7.0%	12	11.0%	9	9.1%	7	9.3%	2	11.8%
Frostburg	7	3.3%	3	2.8%	4	4.0%	2	2.7%	0	0.0%
Gateway	10	4.7%	5	4.6%	4	4.0%	4	5.3%	1	5.9%
Grantsville	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Hagerstown	5	2.3%	1	0.9%	7	7.1%	4	5.3%	0	0.0%
Havre de Grace	3	1.4%	12	11.0%	3	3.0%	2	2.7%	0	0.0%
Highlandtown	31	14.6%	4	3.7%	7	7.1%	3	4.0%	2	11.8%
Leonardtwn	5	2.3%	5	4.6%	3	3.0%	2	2.7%	1	5.9%
Oakland	0	0.0%	2	1.8%	2	2.0%	3	4.0%	0	0.0%
Salisbury	12	5.6%	2	1.8%	7	7.1%	2	2.7%	1	5.9%
Silver Spring	23	10.8%	3	2.8%	4	4.0%	10	13.3%	2	11.8%
Snow Hill	1	0.5%	0	0.0%	0	0.0%	0	0.0%	1	5.9%
Station North	20	9.4%	1	0.9%	0	0.0%	3	4.0%	0	0.0%
Stevensville	1	0.5%	3	2.8%	3	3.0%	0	0.0%	0	0.0%
Wheaton	7	3.3%	3	2.8%	7	7.1%	11	14.7%	0	0.0%
<b>Total</b>	<b>213</b>	<b>100.0%</b>	<b>109</b>	<b>100.0%</b>	<b>99</b>	<b>100.0%</b>	<b>75</b>	<b>100.0%</b>	<b>17</b>	<b>100.0%</b>

Sources: Maryland A&E Districts, MSAC, RESI

The A&E Districts reported a total of 213 new capital projects initiated or completed during FY 2019. These projects ranged in scope from new hotels to renovations for ADA [the Americans with Disabilities Act] compliance to a boat dock and a food truck pad. With 31 projects, Highlandtown had the highest number of new capital projects, making up 14.6 percent of the total. Cumberland had the next highest total, at 28, or 13.1 percent. Bel Air, Crisfield, Grantsville, and Oakland each reported having no new capital projects in FY 2019.

Maryland's A&E Districts reported that 109 new retailers opened within their borders in FY 2019. These encompass an array of retailers, including bookstores, pet stores, and stores selling locally produced goods. Frederick and Havre de Grace reported the largest number of new retailers, with 12 openings each (a combined 22.0 percent of the total) during the fiscal year. Cumberland reported the second-highest number, with 9 (or 8.3 percent). Crisfield, Grantsville, and Snow Hill reported that no new retailers opened within their districts during the same fiscal year.

Throughout FY 2019, 99 new businesses opened in Maryland's A&E Districts. These represent a wide range of businesses, including but not limited to wellness/fitness studios, barbershops, architecture firms, and an escape room. Bethesda, with 11 new businesses representing 11.1 percent of the total, had the largest number of new businesses. Cumberland and Frederick were not far behind, reporting that 8 and 9 new businesses opened up in their districts, respectively. Berlin, Chestertown, Grantsville, Snow Hill, and Station North reported no new businesses in FY 2019.

Maryland's A&E Districts reported 75 restaurant openings in FY 2019, ranging from small coffee shops and specialty chocolate shops, to full-service restaurants and bars and breweries. The plurality (38.7 percent of the total) of these restaurants opened in Montgomery County: 11 (14.7 percent of the total) in Wheaton, 10 (13.3 percent of the total) in Silver Spring, and 8 (10.7 percent of the total) in Bethesda. Seven districts—Annapolis, Berlin, Denton, Elkton, Grantsville, Snow Hill, and Stevensville—reported no new restaurant openings during FY 2019.

Of the 17 new organizations that Maryland's A&E Districts reported in FY 2019, three are in Bethesda. Crisfield, Frederick, Highlandtown, and Silver Spring reported two new organizations. Many of these 17 organizations are arts or human services non-profit organizations.

### 3.2 Closings

Districts were also asked about the number of closings that occurred within their boundaries during FY 2019. Information regarding retailers, businesses, restaurants, and organizations was included in the annual reports.

## Maryland Arts and Entertainment Districts Survey Analysis FY 2019

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**Figure 2: Closures by A&E District, FY 2019**

A&E District	Retail		Businesses		Restaurants		Organizations	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
Annapolis	2	4.2%	0	0.0%	0	0.0%	1	12.5%
Bel Air	3	6.3%	3	7.1%	1	2.4%	0	0.0%
Berlin	1	2.1%	0	0.0%	0	0.0%	0	0.0%
Bethesda	4	8.3%	7	16.7%	10	23.8%	0	0.0%
Bromo	3	6.3%	2	4.8%	1	2.4%	0	0.0%
Cambridge	3	6.3%	0	0.0%	4	9.5%	0	0.0%
Chestertown	2	4.2%	0	0.0%	1	2.4%	0	0.0%
Crisfield	0	0.0%	2	4.8%	3	7.1%	0	0.0%
Cumberland	1	2.1%	0	0.0%	0	0.0%	0	0.0%
Denton	1	2.1%	1	2.4%	1	2.4%	1	12.5%
Elkton	1	2.1%	1	2.4%	0	0.0%	0	0.0%
Frederick	5	10.4%	5	11.9%	4	9.5%	0	0.0%
Frostburg	3	6.3%	3	7.1%	2	4.8%	0	0.0%
Gateway	2	4.2%	0	0.0%	1	2.4%	0	0.0%
Grantsville	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Hagerstown	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Havre de Grace	1	2.1%	2	4.8%	1	2.4%	0	0.0%
Highlandtown	3	6.3%	5	11.9%	2	4.8%	1	12.5%
Leonardtwn	0	0.0%	1	2.4%	0	0.0%	1	12.5%
Oakland	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Salisbury	1	2.1%	6	14.3%	1	2.4%	1	12.5%
Silver Spring	1	2.1%	3	7.1%	7	16.7%	3	37.5%
Snow Hill	4	8.3%	0	0.0%	1	2.4%	0	0.0%
Station North	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Stevensville	1	2.1%	0	0.0%	0	0.0%	0	0.0%
Wheaton	6	12.5%	1	2.4%	2	4.8%	0	0.0%
<b>Total</b>	<b>48</b>	<b>100.0%</b>	<b>42</b>	<b>100.0%</b>	<b>42</b>	<b>100.0%</b>	<b>8</b>	<b>100.0%</b>

Sources: Maryland A&E Districts, MSAC, RESI

A&E Districts reported 48 retail closures in FY 2019. With six retail closings, Wheaton reported the largest number, followed by Frederick, with five closures reported in FY 2019. Six districts—Crisfield, Grantsville, Hagerstown, Leonardtown, Oakland, and Station North—reported no retail closures.

In total, Maryland's A&E Districts reported 42 business closures in FY 2019. Seven closures, representing 16.7 percent of the total, occurred in Bethesda. Salisbury saw six closures, making up 14.3 percent of the total. Frederick and Highlandtown each reported five business closures, or 11.9 percent of the total.

Statewide, Maryland's A&E Districts reported a total of 42 restaurant closures in FY 2019. Bethesda reported ten restaurant closures, or 23.8 percent of the total, followed by Silver Spring, with seven closures, representing 16.7 percent of the total. Ten districts reported no restaurant closures in FY 2019.

In total, eight organizations closed or relocated out of Maryland's A&E Districts in FY 2019. Silver Spring reported three closures.

To understand further the dynamics of Maryland's A&E Districts, RESI considered the net changes in the numbers of retailers, businesses, restaurants, and organizations. In general, economic activity is growing within Maryland's A&E Districts, in terms of the number of establishments. As seen in Figure 3, Maryland's A&E Districts reported a net increase of 61 retailers, 57 businesses, 33 restaurants, and 9 organizations in FY 2019.

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**Figure 3: Net Changes in Retailers, Businesses, Restaurants, and Organizations by District, FY 2019**

A&E District	Retailers	Businesses	Restaurants	Organizations
Annapolis	-1	1	0	-1
Bel Air	2	3	0	0
Berlin	7	0	0	0
Bethesda	4	4	-2	3
Bromo	2	0	1	0
Cambridge	4	5	-1	0
Chestertown	2	0	0	0
Crisfield	0	-1	1	2
Cumberland	8	8	3	0
Denton	1	3	-1	0
Elkton	3	0	0	1
Frederick	7	4	3	2
Frostburg	0	1	0	0
Gateway	3	4	3	1
Grantsville	0	0	0	0
Hagerstown	1	7	4	0
Havre de Grace	11	1	1	0
Highlandtown	1	2	1	1
Leonardtwn	5	2	2	0
Oakland	2	2	3	0
Salisbury	1	1	1	0
Silver Spring	2	1	3	-1
Snow Hill	-4	0	-1	1
Station North	1	0	3	0
Stevensville	2	3	0	0
Wheaton	-3	6	9	0
<b>Total</b>	<b>61</b>	<b>57</b>	<b>33</b>	<b>9</b>

Sources: Maryland A&E Districts, MSAC, RESI

In FY 2019, Havre de Grace saw the greatest net gain in retailers, with eleven additional stores added. Cumberland and Hagerstown experienced the largest increase in businesses, each netting at eight and seven, respectively. Hagerstown also reported a net gain of four restaurants. Bethesda reported the largest net increase in organizations, with three.

### 3.3 FY 2019 Challenges

Districts also provided narratives regarding the challenges that they faced during FY 2019. RESI categorized the information provided in these narratives based on previous years' groupings, as well as trends seen in the data. Figure 4 describes how many districts reported each type of challenge.

**Figure 4: Number of Districts Reporting Challenges by Type of Challenge, FY 2019**

Challenge Type	Number of Districts	Percent of Districts <sup>4</sup>
Staffing	9	36.0%
Administrative issues	8	32.0%
Marketing/Awareness	7	28.0%
Funding Opportunities/Fundraising	7	28.0%
Socioeconomics	5	20.0%
Infrastructure	5	20.0%
Affordability	3	12.0%
Community Support	3	12.0%
Other	8	32.0%

Sources: Maryland A&E Districts, MSAC, RESI

As seen in Figure 4, districts most commonly experienced issues related to staffing. Districts discussed staff turnover resulting in a loss of experience and knowledge. In addition, districts, particularly those in more rural areas, noted that staff often have multiple roles and competing priorities and/or work on a volunteer basis, which limits the time they can allocate to district work. Not surprisingly, many other top responses—administrative issues and funding opportunities/fundraising—are related to these staffing challenges.

In addition to the challenges that aligned with defined categories, eight districts discussed other challenges. Other challenges were related to inclement weather, being located off the beaten path, and a fire within a district.

### 3.4 District Events and Festivals During FY 2019

Districts provided information regarding events and festivals that took place during FY 2019. RESI received and then cleaned these data for analysis. Figure 5 contains tabulations of events and festivals for FY 2019. Please note that not all districts provided information for all categories; attendance estimates were not provided for some events and festivals. Where possible, RESI estimated attendance levels based on data from prior years. Furthermore, events or festivals that were reported but did not occur during FY 2019 were excluded from the tabulations.

<sup>4</sup> Please note that this percentage is calculated out of the 25 districts that reported challenges in FY19. One district reported “n/a” when asked about challenges.

Figure 5: Events by District, FY 2019

A&E District	Events	Percent	Attendance
Annapolis	17	1.3%	171,000
Bel Air	49	3.7%	60,743
Berlin	8	0.6%	4,950
Bethesda	19	1.4%	11,100
Bromo	11	0.8%	5,500
Cambridge	23	1.7%	2,326
Chestertown	15	1.1%	16,665
Crisfield	31	2.3%	19,064
Cumberland	45	3.4%	5,742
Denton	11	0.8%	1,850
Elkton	17	1.3%	17,971
Frederick	22	1.6%	253,050
Frostburg	185	13.9%	14,408
Gateway	97	7.3%	10,143
Grantsville	17	1.3%	37,154
Hagerstown	27	2.0%	203,370
Havre de Grace	24	1.8%	112,300
Highlandtown	16	1.2%	1,278
Leonardtwn	29	2.2%	15,450
Oakland	44	3.3%	3,098
Salisbury	37	2.8%	50,820
Silver Spring	472	35.4%	105,148
Snow Hill	7	0.5%	1,035
Station North	49	3.7%	1,625
Stevensville	11	0.8%	1,265
Wheaton	52	3.9%	22,380
<b>Total</b>	<b>1,335</b>	<b>100.0%</b>	<b>1,149,435</b>

Sources: Maryland A&E Districts, MSAC, RESI

As seen in Figure 5, Maryland’s A&E Districts reported hosting 1,335 events with an estimated attendance of just over 1.1 million in FY 2019. Silver Spring reported the largest number of events, with 472 over the course of the fiscal year. Frederick reported the highest attendance levels, with an estimated 253,050 visitors coming to its 22 events.

Districts also provided information regarding festivals held within their boundaries during FY 2019. As with events, all data are self-reported, and not all districts provided estimated attendance totals. Figure 6 shows information regarding festivals in FY 2019.

Figure 6: Festivals by District, FY 2019

A&E District	Festivals	Percent	Attendance
Annapolis	2	1.2%	61,000
Bel Air	6	3.7%	59,945
Berlin	5	3.0%	8,000
Bethesda	4	2.4%	75,000
Bromo	2	1.2%	5,000
Cambridge	7	4.3%	7,475
Chestertown	5	3.0%	13,200
Crisfield	1	0.6%	N/A <sup>5</sup>
Cumberland	5	3.0%	875
Denton	1	0.6%	8,000
Elkton	4	2.4%	3,693
Frederick	6	3.7%	22,000
Frostburg	7	4.3%	6,500
Gateway	6	3.7%	5,600
Grantsville	5	3.0%	16,250
Hagerstown	4	2.4%	12,600
Havre de Grace	8	4.9%	22,000
Highlandtown	2	1.2%	6,933
Leonardtwn	7	4.3%	16,200
Oakland	11	6.7%	6,150
Salisbury	2	1.2%	68,500
Silver Spring	43	26.2%	127,050
Snow Hill	8	4.9%	4,436
Station North	9	5.5%	179,600
Stevensville	1	0.6%	1,500
Wheaton	3	1.8%	86,962
<b>Total</b>	<b>164</b>	<b>100.0%</b>	<b>824,470</b>

Sources: Maryland A&E Districts, MSAC, RESI

Statewide, Maryland’s A&E Districts reported 164 festivals with over 0.8 million reported attendees, as detailed in Figure 6. Silver Spring reported the largest number of festivals in FY 2019—43 festivals comprising 26.2 percent of the statewide total. Station North reported the highest attendance total, at 179,600.

### 3.5 District Assets

Maryland’s A&E Districts contain unique enterprises that attract visitors to the districts. These enterprises range in size and scope, from galleries for local artists to ballet schools and dance

<sup>5</sup> Crisfield did not provide festival attendance data in their annual report. Since they are a new district, no prior attendance figures could be used for estimation purposes.

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studios to concert venues to history museums. Figure 7 contains information regarding the number of enterprises by district.

**Figure 7: Enterprises by District, FY 2019**

A&E District	Enterprises	Percent	Attendance
Annapolis	N/A	N/A	N/A
Bel Air	10	1.8%	9,228
Berlin	8	1.5%	59,000
Bethesda	22	4.0%	845,175
Bromo	24	4.4%	189,000
Cambridge	9	1.6%	N/A
Chestertown	15	2.7%	34,110
Crisfield	6	1.1%	16,651
Cumberland	17	3.1%	57,650
Denton	8	1.5%	4,700
Elkton	17	3.1%	34,775
Frederick	52	9.4%	73,000
Frostburg	20	3.6%	259,810
Gateway	55	10.0%	1,063
Grantsville	11	2.0%	38,654
Hagerstown	9	1.6%	686,041
Havre de Grace	31	5.6%	152,050
Highlandtown	10	1.8%	64,910
Leonardtwn	17	3.1%	45,250
Oakland	17	3.1%	26,376
Salisbury	16	2.9%	66,525
Silver Spring	77	14.0%	1,479,750
Snow Hill	8	1.5%	34,980
Station North	39	7.1%	N/A
Stevensville	8	1.5%	7,035
Wheaton	45	8.2%	N/A
<b>Total</b>	<b>551</b>	<b>100.0%</b>	<b>4,185,733</b>

Sources: Maryland A&E Districts, MSAC, RESI

As seen in Figure 7, Maryland's A&E Districts are home to 551 enterprises. With 77 enterprises, Silver Spring reported the largest number, followed by Gateway, with 55. Silver Spring also reported the highest number of visitors for its enterprises, at nearly 1.5 million attendees. Bethesda reported the second-highest estimated attendance, at more than 0.8 million.

Districts provided information regarding these enterprises, as well as estimated attendance levels. In cases where a district did not provide an enterprise type, RESI grouped the enterprise

into one of the predefined categories. Figure 8 contains information regarding enterprises by type in Maryland’s A&E Districts.

**Figure 8: Enterprises by Type in Maryland’s A&E Districts, FY 2019**

<b>Enterprise Type</b>	<b>Number</b>	<b>Percent</b>	<b>Attendance</b>
Performance Venues	139	25.2%	1,952,684
Galleries/Co-ops	137	24.9%	284,397
Other	89	16.2%	1,664,011
Arts Organizations	73	13.2%	111,829
Museums	39	7.1%	104,280
Art Suppliers/Services	39	7.1%	52,115
Arts Education Organizations	35	6.4%	16,417
<b>Total</b>	<b>551</b>	<b>100.0%</b>	<b>4,185,733</b>

Sources: Maryland A&E Districts, MSAC, RESI

Maryland’s A&E Districts contain 551 enterprises statewide. Performance venues are the most common type of enterprise, with 139 locations throughout the state. Performance venues also attracted the highest level of reported participants, with nearly 2.0 million in estimated attendance.

In addition to a variety of enterprises, Maryland’s A&E Districts contain numerous public art works, including sculptures, murals, mosaics, themed lighting, and decorative crosswalks. Figure 9 contains information regarding the number of reported public art works by district in FY 2019.

**Figure 9: Public Art by District, FY 2019**

<b>A&amp;E District</b>	<b>Public Art Works</b>	<b>Percent</b>
Annapolis	0	0.0%
Bel Air	24	13.5%
Berlin	0	0.0%
Bethesda	0	0.0%
Bromo	0	0.0%
Cambridge	5	2.8%
Chestertown	0	0.0%
Crisfield	0	0.0%
Cumberland	0	0.0%
Denton	0	0.0%
Elkton	6	3.4%
Frederick	15	8.4%
Frostburg	2	1.1%
Gateway	0	0.0%
Grantsville	1	0.6%
Hagerstown	0	0.0%
Havre de Grace	16	9.0%
Highlandtown	0	0.0%
Leonardtwn	5	2.8%
Oakland	3	1.7%
Salisbury	15	8.4%
Silver Spring	62	34.8%
Snow Hill	0	0.0%
Station North	2	1.1%
Stevensville	0	0.0%
Wheaton	22	12.4%
<b>Total</b>	<b>178</b>	<b>100.0%</b>

Sources: Maryland A&E Districts, MSAC, RESI

As seen above, Maryland’s A&E Districts reported a total of 178 public artworks in 13 districts. Silver Spring reported the plurality, with 62 works. Bel Air reported the second-highest total, with 24 works of public art.

A&E Districts were also asked to provide information regarding any housing that is designed for or marketed to artists. Figure 10 illustrates which districts reported artist housing as well as the number of units available.

Figure 10: Artist Housing by District, FY 2019

A&E District	Artist Housing?	Number of Units
Annapolis	No	N/A
Bel Air	No	N/A
Berlin	No	N/A
Bethesda	No	N/A
Bromo	Yes	108
Cambridge	No	N/A
Chestertown	No	N/A
Crisfield	No	N/A
Cumberland	No	N/A
Denton	Yes	1
Elkton	No	N/A
Frederick	No	N/A
Frostburg	No	N/A
Gateway	Yes	100
Grantsville	Yes	2
Hagerstown	Yes	4
Havre de Grace	No	N/A
Highlandtown	Yes	8
Leonardtwn	Yes	70
Oakland	No	N/A
Salisbury	Yes	45
Silver Spring	Yes	232
Snow Hill	Yes	3
Station North	Yes	219
Stevensville	No	N/A
Wheaton	Yes	5
<b>Total</b>	<b>12</b>	<b>797</b>

Sources: Maryland A&E Districts, MSAC, RESI

The majority of Maryland’s A&E Districts, 12 out of 26, reported having housing available specifically for artists. Combined, these districts offer 797 units, the plurality of which are in districts that surround the Washington, D.C. metro area (100 in Gateway, 232 in Silver Spring, and five in Wheaton). With 232 available housing units, Silver Spring reported the largest number for a single district, followed by Station North, with 219.

As illustrated previously, A&E Districts contain a variety of enterprises and attractions. Figure 11 contains the occupancy rate for various types of real estate by district, as well as the average rate for districts that reported a positive occupancy rate. Please note that not every district has each type of real estate.

Figure 11: Occupancy Rate by Type of Real Estate by District, FY 2019

A&E District	Storefront/ Commercial	Residential	Industrial/ Manufacturing	Mixed Use
Annapolis	90.0%	98.0%	0.0%	90.0%
Bel Air	96.0%	99.0%	0.0%	96.0%
Berlin	100.0%	90.0%	90.0%	90.0%
Bethesda	95.0%	95.0%	0.0%	95.0%
Bromo	97.0%	96.0%	0.0%	90.0%
Cambridge	1.0%	1.0%	1.0%	1.0%
Chestertown	90.0%	99.0%	100.0%	90.0%
Crisfield	50.0%	75.0%	80.0%	50.0%
Cumberland	65.0%	90.0%	90.0%	70.0%
Denton	100.0%	92.0%	0.0%	89.0%
Elkton	95.0%	90.0%	0.0%	95.0%
Frederick	97.0%	97.0%	97.0%	95.0%
Frostburg	85.0%	95.0%	0.0%	85.0%
Gateway	87.0%	100.0%	90.0%	86.0%
Grantsville	25.0%	70.0%	0.0%	5.0%
Hagerstown	72.0%	90.0%	100.0%	67.0%
Havre de Grace	90.0%	85.0%	0.0%	0.0%
Highlandtown	86.0%	98.0%	75.0%	95.0%
Leonardtwn	90.0%	90.0%	0.0%	95.0%
Oakland	35.0%	60.0%	0.0%	5.0%
Salisbury	92.0%	96.0%	0.0%	10.0%
Silver Spring	93.0%	96.0%	97.0%	91.0%
Snow Hill	65.0%	90.0%	0.0%	10.0%
Station North	65.0%	88.0%	75.0%	70.0%
Stevensville	98.0%	98.0%	0.0%	75.0%
Wheaton	97.0%	90.0%	0.0%	77.0%

Sources: Maryland A&E Districts, MSAC, RESI

While all districts reported occupancy rates for storefront/commercial and residential real estate and nearly every district reported having mixed-use spaces, only eleven districts reported occupancy rates for industrial/manufacturing spaces. Berlin and Denton both reported a 100 percent occupancy rate for storefront/commercial spaces. Gateway indicated that its residential real estate was fully occupied, while Chestertown and Hagerstown indicated that their industrial/manufacturing space was fully occupied. No districts reported that their mixed-use real estate was fully occupied in FY 2019.

### 3.6 Benefit Information

A&E Districts provide a variety of benefits to their artistic community members, including artist registries, artist relocation programs, tax abatement and credits, and social media/website

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features. Figure 12 contains further information artist registry and relocation programs at the district level in FY 2019.

**Figure 12: Registered Artists by District, FY 2019**

A&E District	Artist Registry?	Number of Registered Artists	Number registered in FY19	Artist relocation program?
Annapolis	No	—	—	No
Bel Air	Yes	63	15	No
Berlin	Yes	65	15	No
Bethesda	No	—	—	No
Bromo	No	—	—	No
Cambridge	No	—	—	No
Chestertown	No	—	—	No
Crisfield	Yes	114	35	No
Cumberland	No	—	—	Yes
Denton	Yes	6	6	Yes
Elkton	Yes	6	0	No
Frederick	Yes	120	30	No
Frostburg	Yes	15	15	No
Gateway	Yes	213	0	No
Grantsville	No	—	—	No
Hagerstown	No	—	—	No
Havre de Grace	No	—	—	No
Highlandtown	No	—	—	No
Leonardtwn	Yes	108	35	No
Oakland	Yes	5	88 <sup>6</sup>	No
Salisbury	No	—	—	No
Silver Spring	Yes	45	5	No
Snow Hill	Yes	12	0	No
Station North	No	—	—	No
Stevensville	Yes	80	0	No
Wheaton	Yes	85	5	Yes
<b>Total</b>	<b>14</b>	<b>937</b>	<b>161</b>	<b>3</b>

Sources: Maryland A&E Districts, MSAC, RESI

Just over half, 14 out of the 26 districts, maintain an artist registry. Of the 937 artists who are registered with their district, 161 of them—17.2 percent—registered in FY 2019. Interestingly, only three districts—Cumberland, Denton, and Wheaton—have an artist relocation program. Of these districts, Cumberland does not maintain an artist registry.

<sup>6</sup> For the the Oakland Arts District, this total includes all registered artists in Garrett County, not just those who operate within the borders of the Oakland Arts District, since all registered artists are listed on the website.

Regardless of whether or not a district maintains a registry, districts reported estimated numbers of artists working within their boundaries in FY 2019, described in Figure 13.

**Figure 13: Estimated Artists by District, FY 2019**

A&E District	Estimated Artists
Annapolis	200
Bel Air	95
Berlin	65
Bethesda	1,000
Bromo	271
Cambridge	0
Chestertown	7
Crisfield	114
Cumberland	15
Denton	240
Elkton	375
Frederick	250
Frostburg	450
Gateway	690
Grantsville	17
Hagerstown	300
Havre de Grace	50
Highlandtown	250
Leonardtwn	108
Oakland	5
Salisbury	85
Silver Spring	75
Snow Hill	16
Station North	1,000
Stevensville	150
Wheaton	90
<b>Total</b>	<b>5,918</b>

Sources: Maryland A&E Districts, MSAC, RESI

As seen in Figure 13, Maryland’s A&E Districts have an estimated 5,918 artists creating within their boundaries. Bethesda and Station North reported the highest number of artists, with 1,000 artists each.

In addition to support for individual artists, A&E Districts also provide benefits to Maryland businesses. Businesses located in Maryland’s A&E Districts have a variety of tax incentives available to them. These include abatement of the Admission and Amusement Tax, property tax

credits for arts-related renovations, and other tax incentives.<sup>7</sup> Figure 14 displays the number of businesses by district that utilized tax incentives in FY 2019.

**Figure 14: Businesses' Tax Incentive Utilization by District, FY 2019**

A&E District	Admissions and Amusement Tax Abatement		Property Tax Credits	
	Number	Percent	Number	Percent
Annapolis	1	2.9%	0	0.0%
Bel Air	0	0.0%	0	0.0%
Berlin	0	0.0%	0	0.0%
Bethesda	2	5.7%	1	25.0%
Bromo	3	8.6%	0	0.0%
Cambridge	0	0.0%	0	0.0%
Chestertown	0	0.0%	0	0.0%
Crisfield	0	0.0%	0	0.0%
Cumberland	1	2.9%	1	25.0%
Denton	0	0.0%	0	0.0%
Elkton	0	0.0%	0	0.0%
Frederick	11	31.4%	0	0.0%
Frostburg	0	0.0%	0	0.0%
Gateway	3	8.6%	1	25.0%
Grantsville	1	2.9%	1	25.0%
Hagerstown	2	5.7%	0	0.0%
Havre de Grace	0	0.0%	0	0.0%
Highlandtown	0	0.0%	0	0.0%
Leonardtwn	2	5.7%	0	0.0%
Oakland	1	2.9%	0	0.0%
Salisbury	2	5.7%	0	0.0%
Silver Spring	2	5.7%	0	0.0%
Snow Hill	0	0.0%	0	0.0%
Station North	3	8.6%	0	0.0%
Stevensville	0	0.0%	0	0.0%
Wheaton	1	2.9%	0	0.0%
<b>Total</b>	<b>35</b>	<b>100.0%</b>	<b>4</b>	<b>100.0%</b>

Sources: Maryland A&E Districts, MSAC, RESI

As shown in Figure 14, 35 businesses in 14 districts utilized the Admissions and Amusement Tax abatement in FY 2019. The plurality of these businesses, 11 out of the 35 (or 31.4 percent), were in Frederick, Bromo, Gateway, and Station North each had three businesses that utilized

<sup>7</sup> "A&E District Resources," Maryland State Arts Council, accessed April 29, 2020, <https://www.msac.org/node/62709>.

the tax incentive, which in total made up 25.8 percent. Four districts reported a total of four businesses that took advantage of property tax credits.

In addition to the Admissions and Amusement Tax abatement and property tax credits explicitly included in the annual report, districts had the opportunity to highlight any other incentives available. RESI grouped these responses for the districts that reported additional incentives into the following categories: façade improvement assistance, loans, other tax credits or abatement, grants, other financial incentives, and non-financial incentives. Figure 15 provides information regarding these various incentives at the district level.

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**Figure 15: Incentives Reported by A&E District, FY 2019**

A&E District	Other Incentives?	Façade Improvement	Loan	Other Tax Credit/Abatement	Grants	Other	Non-financial
Annapolis	No	No	No	No	No	No	No
Bel Air	Yes	Yes	Yes	Yes	No	Yes	Yes
Berlin	Yes	Yes	No	No	No	No	No
Bethesda	Yes	No	No	No	Yes	No	Yes
Bromo	Yes	No	Yes	Yes	No	Yes	No
Cambridge	No	No	No	No	No	No	No
Chestertown	Yes	Yes	Yes	Yes	No	Yes	No
Crisfield	Yes	Yes	Yes	Yes	Yes	No	No
Cumberland	Yes	No	Yes	Yes	Yes	No	Yes
Denton	Yes	No	Yes	No	No	No	Yes
Elkton	Yes	Yes	Yes	No	No	No	No
Frederick	Yes	No	No	Yes	No	No	No
Frostburg	Yes	No	No	Yes	Yes	No	Yes
Gateway	Yes	Yes	No	Yes	No	No	No
Grantsville	Yes	Yes	No	Yes	Yes	No	Yes
Hagerstown	Yes	No	Yes	Yes	Yes	Yes	Yes
Havre de Grace	Yes	Yes	Yes	Yes	Yes	Yes	No
Highlandtown	Yes	No	Yes	Yes	No	No	Yes
Leonardtwn	Yes	No	No	No	No	No	Yes
Oakland	Yes	Yes	No	Yes	Yes	Yes	Yes
Salisbury	Yes	Yes	Yes	Yes	No	No	No
Silver Spring	Yes	No	No	Yes	No	Yes	Yes
Snow Hill	Yes	No	Yes	Yes	No	Yes	No
Station North	Yes	Yes	Yes	Yes	No	No	No
Stevensville	No	No	No	No	No	No	No
Wheaton	Yes	No	No	Yes	No	Yes	Yes
<b>Total</b>	<b>23</b>	<b>11</b>	<b>13</b>	<b>18</b>	<b>9</b>	<b>9</b>	<b>13</b>

Sources: Maryland A&E Districts, MSAC, RESI

As shown in Figure 15, most districts reported additional incentives. The most common type of additional incentive was another type of tax credit or abatement, available in 18 districts. In addition, 13 districts reported non-financial incentives, including demographic and economic analysis, marketing support, access to regional small business development centers, and free parking.

A&E Districts also have access to various social media outlets to communicate with their communities. Figure 16 contains information regarding which communication tools are most frequently used.

**Figure 16: Use of Communication Tools, FY 2019**

Tool	Number	Percentage
Facebook	26	100.0%
Website	23	88.5%
Events Calendar	21	80.8%
Instagram	15	57.7%
Artist Registry	13	50.0%
Twitter	12	46.2%
Other	7	26.9%

Sources: Maryland A&E Districts, MSAC, RESI

All 26 of Maryland’s A&E Districts use Facebook. The next-most-common tool is a website, which 23 districts use. Instagram was utilized by 15 districts, gaining popularity in FY 2019.

### 3.7 Public Funding

A&E Districts reported public funding received from the federal, state (both from MSAC and other state agencies), and local levels. Some districts also received in-kind support. Figures 17 through 22 describe funding that districts reported by type and source.

**Figure 17: A&E Districts Receiving Federal Funding, FY 2019**

A&E District	Federal Funding Type	Amount
Frederick	National Endowment for the Arts	\$10,000
Denton	USDA – Rural Business Development Grant	\$30,000
<b>Total</b>		<b>\$40,000</b>

Sources: Maryland A&E Districts, MSAC, RESI

In FY 2019, two districts—Denton and Frederick—reported receiving a total of \$40,000 in federal grants. The National Endowment for the Arts awarded a grant to Frederick, while Denton received funding from the United States Department of Agriculture (USDA).

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**Figure 18: A&E Districts Receiving Funding from MSAC, FY 2019**

MSAC Funding Type	A&E District	Amount
Operating Support	Annapolis	\$10,000
	Bel Air	\$10,000
	Berlin	\$10,000
	Bethesda	\$10,000
	Bromo Tower	\$10,000
	Cambridge	\$10,000
	Chestertown	\$10,000
	Cumberland	\$10,000
	Denton	\$10,000
	Elkton	\$10,000
	Frederick	\$10,000
	Frostburg	\$10,000
	Gateway	\$10,000
	Grantsville	\$10,000
	Hagerstown	\$10,000
	Havre de Grace	\$10,000
	Highlandtown	\$10,000
	Leonardtwn	\$10,000
	Oakland	\$10,000
	Salisbury	\$10,000
Silver Spring	\$10,000	
Snow Hill	\$10,000	
Station North	\$10,000	
Wheaton	\$10,000	
Technical Assistance	Berlin	\$1,850
	Bromo Tower	\$2,500
	Crisfield	\$2,500
	Cumberland	\$3,800
	Denton	\$3,800
	Elkton	\$2,500
	Frederick	\$2,500
	Frostburg	\$2,500
	Gateway	\$2,500
	Havre de Grace	\$2,500
	Salisbury	\$1,750
	Silver Spring	\$2,500
Wheaton	\$2,500	
Public Art	Chestertown	\$5,000
	Denton	\$6,386

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<b>MSAC Funding Type</b>	<b>A&amp;E District</b>	<b>Amount</b>
	Gateway	\$5,000
	Havre de Grace	\$5,000
	Leonardtown	\$10,000
	Salisbury	\$5,000
	Snow Hill	\$3,425
	Stevensville	\$5,000
	Wheaton	\$5,000
Creativity/Basic	Bethesda	\$2,500
	Crisfield	\$2,000
	Silver Spring	\$3,500
	Station North	\$3,500
	Wheaton	\$2,500
Grants for Organizations	Gateway	\$6,500
Other/Unspecified	Denton	\$1,000
	Snow Hill	\$3,091
<b>Total</b>		<b>\$335,602</b>

Sources: Maryland A&E Districts, MSAC, RESI

All twenty-six districts reported receiving a combined total of \$333,102 from MSAC in FY 2019. The largest single grants awarded were technical assistance grants to Frederick and Havre de Grace, each valued at \$12,500. Operating support in the form of \$10,000 awards was the most common type of funding that districts received, with 24 districts reporting operating support.

**Figure 19: A&E Districts Receiving Other State Funding, FY 2019**

State Funding Type	A&E District	Amount
Keep Maryland Beautiful	Annapolis	\$5,000
Main Street	Denton	\$25,000
	Frostburg	\$16,500
Heritage Areas Authority/Planning	Denton	\$62,500
	Gateway	\$25,000
Capital Bond	Gateway	\$300,000
Other – Maryland Film Office	Bel Air	\$1,000
Other – DHCD	Highlandtown	\$90,000
	Leonardtwn	\$100,000
Other – BRNI	Highlandtown	\$150,000
Other – MD Department of Natural Resources	Frederick	\$3,500
	Leonardtwn	\$290,000
Other – Community Legacy Grant	Gateway	\$50,000
Other – MD Humanities	Gateway	\$10,000
Other – MHT	Gateway	\$21,000
<b>Total</b>		<b>\$846,000</b>

Sources: Maryland A&E Districts, MSAC, RESI

Districts received a reported \$846,000 from state agencies other than MSAC in FY 2019. “Other” awards from seven different sources comprise the majority of this total; the Department of Housing and Community Development (DHCD) awarded \$100,000 to Leonardtown and \$90,000 to Highlandtown. Of the defined state funding sources, Maryland Main Street and Heritage Areas Authority/Planning were the most common, with four districts receiving a combined total of \$129,000.

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**Figure 20: A&E Districts Receiving Local Funding, FY 2019**

A&E District	Local Funding Type	Amount
	BGE	\$10,000
Annapolis	Anne Arundel Arts Council	\$2,500
	Community Foundation	\$2,500
Bel Air	Harford County Cultural Arts Board	\$3,000
Berlin	Town of Berlin	\$6,000
Denton	Eastern Shore Heritage, Inc.	\$2,500
Elkton	Cecil County Arts Council	\$500
Gateway	HyCDC Mapping Racism	\$10,000
Highlandtown	Baltimore Development Corporation	\$65,709
Leonardtwn	St. Mary's Arts Council	\$2,000
Salisbury	Private Funding – Public Art	\$1,000
	Sponsorship Income	\$23,500
	Community Foundation of the Eastern Shore	\$2,500
Silver Spring	Montgomery County Government	\$260,000
Snow Hill	Worcester County Arts Council	\$1,000
	Abell Foundation	\$5,000
Station North	Johns Hopkins University	\$4,000
	William Baker Memorial Fund	\$17,500
	France-Merrick Foundation	\$34,000
	Urban Land Institute	\$4,000
	Baltimore Office of Promotions	\$10,400
<b>Total</b>		<b>\$467,609</b>

Sources: Maryland A&E Districts, MSAC, RESI

Maryland's A&E Districts reported receiving a combined \$467,609 in local funding in FY 2019. Silver Spring received \$260,000 from the Montgomery County Government, which was both the largest single award and a plurality of the funds received by any single district. Station North reported the second-highest level of local funding, at \$74,900.

In addition to local funding, many districts receive operating support, as seen below.

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**Figure 21: A&E Districts Receiving Operating Support, FY 2019**

<b>A&amp;E District</b>	<b>Provider</b>	<b>Amount</b>
Annapolis	Inner West Street Association	\$30,000
Bromo	Broadway Across America	\$3,500
Frederick	Ausherman Family Foundation	\$252,000
Frostburg	City of Frostburg	\$2,500
	Allegany County	\$7,000
Gateway	PGCounty CDBG PY 45 Hyattsville CDC: Econ Dev	\$100,000
Grantsville	Town of Grantsville	\$3,000
	City of Havre de Grace	\$45,000
Havre de Grace	Harford County Cultural Arts Board	\$7,000
	Harford County Tourism Grant	\$22,500
Leonardtown	Commissioners of Leonardtown	\$10,000
Oakland	Town of Oakland	\$7,000
Salisbury	City of Salisbury	\$148,500
Silver Spring	Montgomery County	\$100,000
Station North	AIM Bloomberg	\$30,000
Stevensville	Queen Anne's County Economic and Tourism	\$3,700
	Development	
Wheaton	Montgomery County	\$350,000
<b>Total</b>		<b>\$1,121,700</b>

Sources: Maryland A&E Districts, MSAC, RESI

As seen in Figure 21, over \$1.1 million in operating support was awarded to 14 of Maryland's A&E Districts in FY 2019. Please note that this total is likely conservative, as not all districts reported dollar amounts for the operating support that they received. Of districts that reported funding amounts, Wheaton reported the single highest award, at \$350,000, followed by Frederick, at \$252,000.

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Figure 22: A&E Districts Receiving In-Kind Support, FY 2019

A&E District	Provider	Type	Estimated Value
Annapolis	City of Annapolis	Office Space	\$7,000
	Inner West Street Association	Marketing and operating support	\$7,000
Bel Air	Town of Bel Air Police and Public Works Departments	Staff time for events	\$5,000
	Town of Bel Air	Office space and services	\$3,000
	Town of Bel Air Economic Development	Staff salary, marketing, and web hosting	\$25,884
Berlin	Salt Water Media	Design work, web maintenance, and discounted printing	\$2,500
	Town of Berlin	Office space and barricades	\$3,250
	Baked Dessert Cafe and Gallery	Food and beverage for events	\$2,000
Chestertown	Town of Chestertown	Staff salary and office space	\$17,500
Crisfield	City of Crisfield	Corbin Studio & Gallery space, utilities, and insurance	\$23,852
Denton	Town of Denton	Administrative support	\$13,000
	Town of Denton	Office space	\$1,500
Elkton	Margie Blystone	Volunteer time	\$12,000
	Elkton Chamber and Alliance	Office Space	\$60,000
Frederick	GenCo	Rent	\$60,000
Frostburg	City of Frostburg	Office space and utilities	\$9,000
Grantsville	Garrett County Arts Council	Administrative support and office space	\$2,000
Havre de Grace	City of Havre de Grace	Staff support	\$20,000
	City of Havre de Grace	Tourism and PR	\$3,000
Highlandtown	Creative Alliance	Staff time	\$50,000
	Southeast CDC	Staff time	\$50,000
Leonardtown	Commissioners of Leonardtown	Staffing, grant and report writing, office supplies and space, staffing for events and festivals	\$50,000
	Leonardtown Business Association	Volunteers and event funding	\$14,350
Oakland	Garrett County Arts Council	Rental and cleaning waiver	\$1,000
	Garrett County Arts Council	Administrative support and off space	\$2,000

## Maryland Arts and Entertainment Districts Survey Analysis FY 2019

RESI of Towson University

A&E District	Provider	Type	Estimated Value
Salisbury	WMDT 47 ABC	Advertising	\$15,000
	City of Salisbury	Office Space and event support	\$22,200
	PKS Certified Public Accountants	Accounting services	\$4,000
	Dicarolo Digital Copy Center	Printing	\$1,500
	Robinson's Family of Businesses	Printing	\$3,500
	Kacey Martin	Graphic design	\$2,500
	PAC-14	Advertising and video services	\$1,000
	Matic Interactive	Web hosting	\$200
Silver Spring	Montgomery County Government	Office space	\$15,000
Stevensville	Queen Anne's County Economic and Tourism Development	Staff and administrative support	\$38,000
	Nancy Cook – Chair	Administrative support	\$5,000
	Joan MacWilliams – Secretary	Minutes	\$2,500
Wheaton	N/A	Office Space	\$10,000
<b>Total</b>			<b>\$565,236</b>

Sources: Maryland A&E Districts, MSAC, RESI

Districts also receive in-kind support from their communities, with an estimated value of \$565,236 in FY 2019. Please note that this total is a conservative estimate and likely understates the true impact of this support, since not all districts provided estimated values; furthermore, where districts provided funding ranges, RESI utilized the lower bound of the range. Values are rounded to the nearest dollar, so totals may not sum due to rounding. Types of in-kind support range from office and administrative assistance to events management to marketing and advertising.

### 3.8 FY 2019 Goals and Work Plan

Some of the overarching and interrelated goals of the A&E Districts include the following:

- Expand public art and beautification projects;
- Foster more collaboration between artists and stakeholders;
- Diversify activities and events offered;
- Attract traffic from surrounding cities and states;
- Explore the benefits of expanding the boundaries of A&E districts;
- Increase marketing, branding, and awareness efforts, particularly online;
- Strengthen educational outreach; and
- Ensure artists are maximizing available tax credits.

To meet these goals, each district has a work plan. A sample of such work plans includes the following action steps:

- “Support local artists, art organizations and other providers of arts programming by gathering and disseminating resources, including grants, education and networking opportunities.”
- “The increase in operational funding assistance from MSAC will contribute significantly to staff resources and the development of new events and marketing strategies.”
- “Utilize new branding & identity packages to implement marketing campaigns.”
- “Hold public discussion forums; provide frequent events that will draw different age groups; and attract traffic from outside communities and states.”
- “Continue organizing A&E District workshops and organizing other District informational events.”
- “Engage an outside consultant in strategic planning for the A&E District: focus on goals and objectives for A&E District growth and sustainability as well as development of a marketing plan.”
- “We are building out an outreach schedule to leverage existing content generated in previous internships, while building relationships with district partners and organizations to help cross-promote their events.”

### 3.9 MSAC Technical Assistance

MSAC convenes the A&E Districts annually and offers them technical assistance. Figure 23 totals the types of technical assistance requested by districts.

Figure 23: Technical Assistance Requested, FY 2019

Type of Assistance	Number	Percent of Districts
Networking w/ Other Districts	11	42.3%
Marketing	7	26.9%
Funding / Fundraising Opportunities	7	26.9%
Assistance With Tax Incentives for Stakeholders	5	19.2%
Volunteer Recruitment	2	19.2%
Other	15	7.7%

Sources: Maryland A&E Districts, MSAC, RESI

Of the list provided, the A&E Districts would most like to see additional networking opportunities, with 11 districts indicating this would be a benefit. Within this category of assistance, nearly half of respondents specifically mentioned a desire to take organized trips to other A&E Districts throughout the state. The next most commonly requested assistance was tied between marketing and additional help with either accessing funding sources or raising funds themselves. Many of these requests align with the challenges presented in Section 3.3.

Many districts indicated some other type of assistance that would be helpful to their district. Overall themes include the following:

- Assisting stakeholders to understand and access tax benefits;
- Recruiting and engaging volunteers; and
- Success stories or case studies based on previous challenges faced by A&E Districts.

## 4.0 Conclusion

Maryland’s A&E Districts hosted a variety of activity in FY 2019. In addition to 213 new capital projects that were initiated or completed, the districts statewide reported a net increase of 61 retailers, 57 businesses, 33 restaurants, and 9 organizations. The 1,335 events that took place within the districts’ borders attracted an estimated 1.1 million attendees, while 164 festivals had an additional estimated 0.8 million in attendance. Enterprises such as galleries/co-ops, performance venues, museums, arts education groups, arts organizations, arts suppliers/services, and others encouraged nearly 4.2 million people to visit A&E Districts. Furthermore, districts reported that 178 works of public art were available for citizens to enjoy.

The majority of districts offer some type of housing for artists, with 797 units in total. Some districts maintain artist registries—161 registered in FY 2019. In total, Maryland’s A&E Districts estimate that 5,918 artists work within their borders.

Statewide, 35 businesses within A&E Districts have taken advantage of the Admissions and Amusement Tax abatement program, while four businesses have utilized property tax credits. Other incentives that A&E Districts reported included façade improvement, loans, grants, other tax credits/abatement programs, and non-financial incentives.

Districts use a variety of communication tools, most commonly Facebook and websites, to share information with their communities.

Maryland's 26 A&E Districts reported receiving public funding at the federal, state, and local levels, totaling nearly \$1.7 million. Districts also received operating support and in-kind support, conservatively valued at approximately \$1.1 million and \$565,236, respectively.

In general, district goals focus on expanding district offerings and strengthening community engagement. These goals include expanding public art and beautification projects; fostering more collaboration between artists and stakeholders; diversifying activities and events offered; attracting traffic from surrounding cities and states; exploring the benefits of expanding the boundaries of A&E districts; strengthening educational outreach; and ensuring artists are utilizing available tax credits. Districts have actionable work plans to help achieve these goals.

Outside of identifying funding opportunities, districts feel that marketing, networking with other districts, and assistance with finding additional funding or fundraising opportunities would be the most beneficial forms of technical assistance.

Maryland's A&E Districts provide cultural and creative opportunities throughout the state, enriching the lives of Maryland residents. In the process, these districts also support local economies and contribute to thriving communities.

## 5.0 References

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“A&E District Resources.” Maryland State Arts Council. Accessed April 30, 2020.  
<https://www.msac.org/node/62709>.

“Arts and Entertainment Districts.” Maryland State Arts Council. Accessed April 30, 2020.  
<https://www.msac.org/programs/arts-entertainment-districts>.

## Appendix A—A&E District Annual Report for FY 2019

[Placeholder for FY 2019 Annual Report]

# MARYLAND STATE ARTS COUNCIL

**FY 2019**

**ARTS & ENTERTAINMENT DISTRICTS  
ANNUAL REPORT**

**DEADLINE: October 15, 2019**



Individuals who do not use conventional print may contact the Maryland State Arts Council to obtain this publication in an alternate format. 410-767-6555 or [msac.commerce@maryland.gov](mailto:msac.commerce@maryland.gov)



For individuals who are deaf or hard-of-hearing.  
TTY: Maryland Relay 1-800-735-2258 or 711

This publication is available as a PDF file on the MSAC website: [www.msac.org](http://www.msac.org).

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# Maryland State Arts Council

## Overview

The Maryland State Arts Council (MSAC) encourages and invests in the advancement of the arts for all Marylanders. Its grants and programs support artists and arts organizations in their pursuit of artistic excellence, ensure the accessibility of the arts to all citizens, and promote statewide awareness of arts resources and opportunities. Programs are aimed at all Maryland residents regardless of political or religious opinion or affiliation, marital status, race, color, creed, age, national origin, sex or sexual orientation, physical or mental disability, or geographic location within the State.

The Council comprises an appointed body of 17 citizens from across the state, 13 of whom are named by the Governor to three-year terms that may be renewed once. Two private citizens and two legislators are appointed by the President of the Senate and by the Speaker of the House. All councilors serve without salary.

To carry out its mission, MSAC awards grants to not-for-profit, tax-exempt organizations for ongoing arts programming and projects. The MSAC also awards grants to individual artists, and provides technical and advisory assistance to individuals and groups. The Council reserves the right to prioritize grants awards.

The MSAC receives its funds in an annual appropriation from the State of Maryland and from grants from the National Endowment for the Arts, a federal agency. The Council may also receive contributions from private, non-governmental sources.

## Authority

Maryland State Arts Council is an agency of the State of Maryland under the authority of the Department of Commerce, Division of Tourism, Film and the Arts.

Larry Hogan, Governor | Boyd K. Rutherford, Lieutenant Governor  
Kelly M. Schulz, Secretary | Ben Wu, Deputy Secretary  
Thomas B. Riford | Assistant Secretary, Division of Tourism, Film and the Arts

## Mission Statement and Goals

The mission of MSAC is to encourage and invest in the advancement of the arts for the people of our state. The goals of the Council are to support artists and arts organizations in their pursuit of artistic excellence, to ensure the accessibility of the arts to all citizens and to promote statewide awareness of arts resources and opportunities.

The MSAC's programs are aimed at benefiting all Maryland residents regardless of political or religious opinion or affiliation, marital status, race, color, creed, age, national origin, sex or sexual orientation, physical or mental disability, or geographic location within the State.

## Staff

MSAC maintains a professional staff to administer its grants programs and Council-initiated programs. Staff members are available to provide technical assistance to the arts community.

## Meetings

All Council and Grants Review Panel meetings are open to the public in accordance with the Open Meetings Act set forth in Title 3 of the General Provisions Article of the Annotated Code of Maryland. The dates, times, and locations of Council and Grants Review Panel meetings may be obtained from the MSAC website at [www.msac.org](http://www.msac.org) or by contacting MSAC offices at (410) 767-6555.

## Requirements For Grant Recipients

- Must comply with Title VI, Section 601, of the Civil Rights Act of 1964, which states that no persons, on the grounds of race, color, or national origin, shall be excluded from participation in, be denied the benefits of, or be subjected to discrimination related to, the arts.
- Must comply with Title IV, Section 1681, of the Education Amendments of 1972, and the Age Discrimination Act of 1975, Section 6101, which prohibit discrimination on the basis of sex or age.
- Must comply with Section 504 of the Rehabilitation Act of 1973, as amended, and the Americans with Disabilities Act of 1990, which states that no otherwise qualified person shall, solely by reason of his or her handicap, be excluded from participation in, be denied the benefits of, or be subjected to discrimination related to, the arts.
- Must maintain complete and accurate records of all activities connected with the grant.
- Must have filed a satisfactory reporting with MSAC for the most recently completed fiscal year.
- Must file a final report in alignment with the program requirements. Necessary reporting methods will be provided by MSAC in ample time to meet the deadline. Failure to report may jeopardize any future grant being received by the organization and may result in the organization being required to repay grant funds.
- Must give credit to MSAC in accordance with the Recognition Guidelines whenever and wherever credit is being given.
- Must notify the appropriate MSAC staff person in writing if a significant change is made in any MSAC-funded program or project.

Notice: Certain personal information requested by the Department of Commerce is necessary in determining eligibility for grants. Failure to disclose this information may result in the denial of one or all of these benefits or services. Availability of this information for public inspection is governed by the provisions of the Maryland Public Information Act, Title 4 of the General Provisions Article of the Annotated Code of Maryland. This information will be disclosed to appropriate staff of the Department, or to public officials, for purposes directly connected with administration of the program for which its use is intended. Such information is routinely shared with state, federal, or local government agencies.

# Annual Report Procedure

## Requirements For A&E Districts

Per enabling legislation, all Maryland Arts and Entertainment Districts are required to submit reports to MSAC on an annual basis. Failure by a district to submit an annual report by the stated deadline may risk state A&E District designation and the continuation of the benefits associated with it.

## SmartSimple

MSAC utilizes the cloud-based grant system SmartSimple to accept A&E Annual Reports. Only successfully submitted online reports will be accepted. Hard copy reports will NOT be accepted.

- Districts are required to complete and submit their report in its entirety by electronic means, including the use of an electronic signature, by the deadline.
- Technical support for SmartSimple is available during regular office hours, 8:00 AM through 4:00 PM, Monday through Friday.
- Lost, misdirected or late reports are the sole responsibility of the applicant.
- **Districts must meet all revision deadlines after submission, as specified in writing, or the report will be considered incomplete.**

## Deadline

**5:00 PM EST on October 15, 2019**

All FY19 A&E Annual Reports must be successfully submitted by the deadline. Reports submitted after the deadline will risk the designation status of the district, and the payment of any awarded grant funds may be held.

## Contacting MSAC

If you have reviewed the available resources and need assistance with the content of your report, or if you have questions pertaining to the program guideline requirements, please contact:

Steven Skerritt-Davis  
Deputy Director  
[steven.skerritt-davis@maryland.gov](mailto:steven.skerritt-davis@maryland.gov)  
410-767-6494

Arthur C. Brown III  
Deputy Assistant  
[arthur.brown1@maryland.gov](mailto:arthur.brown1@maryland.gov)  
410-767-6407

If you have questions about Smart Simple or need assistance submitting your application, please contact:

Tammy Oppel  
Grants Management Associate  
[tammy.oppel@maryland.gov](mailto:tammy.oppel@maryland.gov)  
410-767-8851

- Support is available 8:00 AM through 4:00 PM EST, Monday through Friday.
- *Districts are encouraged to request assistance as early in the reporting process as possible.* Assistance from MSAC staff is on a first-come, first-served basis. Be aware that demand increases significantly as the deadline approaches.
- Due to the high volume of applications, MSAC is not able to verify receipt of applications or reports by telephone. The online SmartSimple application provides electronic notification via email of application submission. If you do not receive a confirmation email, please check your email spam folder then contact Tammy Oppel via email to request confirmation of receipt.

**ARTS & ENTERTAINMENT DISTRICTS ANNUAL REPORT FY 2019  
DEADLINE: OCTOBER 15, 2019, 5:00 PM**

**THIS ANNUAL REPORT MUST BE COMPLETED IN SMARTSIMPLE  
PLEASE REFER TO THE "ANNUAL REPORT PROCEDURE" SECTION ON PAGE 4  
FOLLOW INSTRUCTIONS BELOW WHEN FORMATTING RESPONSES**

**ANSWER ALL QUESTIONS AS THEY PERTAIN TO THE REPORTING PERIOD:  
JULY 1, 2018 - JUNE 30, 2019**

**District Name:**

**Website:**

**SECTION I: DISTRICT OVERVIEW**

- A. Provide a narrative overview of your district's accomplishments during the reporting period.

*(Maximum 1500 words.)*

Overall, this response should illustrate district accomplishments within the reporting period. Refer to the list below and include brief descriptions for any items that pertain to your district.

- new initiatives *(e.g. strategic planning, marketing campaigns, funding secured, management changes, partnerships/collaborations, signage, etc.)*
- significant events and festivals occurring within the district
- new public art projects within the district
- new capital projects within the district
- new or significant retailers, businesses, and restaurants within the district
- activities of significant arts organizations or arts-related businesses
- changes in district management and staffing

In addition, please reference the district's goals listed in Section VIII of your previous year's annual report, reporting on district progress toward the stated goals and any new plans or goals developed or implemented since the last report.

- B. Provide a narrative overview of challenges that the district faced during the reporting period.

*(Maximum 1500 words.)*

*MSAC uses responses to Section I, questions A and B to inform program development, report to State officials, and provide technical assistance to districts. The A&E Districts Program Advisory Committee also reviews these and other parts of this report to select Outstanding Achievement awardees.*

- C. Briefly outline your district's goals for the current fiscal year and your plans for achieving those goals. Include mention of any anticipated changes in district management or funding, new initiatives or strategies, new events or festivals, and any major capital or public art projects planned.

*(Maximum 1500 words.)*

- D. Let us know what type of technical assistance MSAC could provide beyond funding that would serve to strengthen your district and help you achieve the goals listed above. Please include topics you feel would be most relevant for annual professional development days and any other resources or ideas that would serve your district.

*(Maximum 500 words.)*

- E. How many capital projects were initiated, in process, or completed in the district during the reporting period? If none, enter 0.

Provide a list of all capital projects initiated, in process, or completed within the district during the reporting period. Include A&E District projects as well as those undertaken in the district by other organizations, developers, or enterprises.

*Include the name or address, CP type (see below), and phase at the end of the reporting period (see below) of each project in the following format:*

*Project Name/Address; CP type; Number of Units; Phase  
Project Name/Address; CP type; Number of Units; Phase  
Etc...*

*CP Type: Residential, Commercial, Mixed-Use, Industrial, Artist Housing; Other (include as many as pertain)*

*Phase: Initiated, In Process, Completed*

## **SECTION II: OPENINGS**

- F. How many new retailers opened in the district during the reporting period? If none, enter 0.

Provide a list of all retailers that opened in the district during the reporting period. For the purposes of this report, retailers include businesses that sell goods, whether arts-related or not.

*Include each retailer's name, industry (see below), and if available the number of full and part-time jobs employed by the retailer in the following format:*

*Retailer Name; Retailer Industry; #FT; #PT  
Retailer Name; Retailer Industry; #FT; #PT  
Etc...*

*Retailer Industry: General, Specialty (e.g. art supplies, sporting goods, books, music), Clothing, Food/Beverage, Health (e.g. drug stores), Other.*

- G. How many new businesses opened in the district during the reporting period? If none, enter 0.

Provide a list of all businesses (other than retailers and restaurants) that opened in the district during the reporting period.

*Include each business' name, industry (see below), and if available the number of full and part-time jobs employed by the business in the following format:*

*Business Name; Business Industry; #FT; #PT*

*Business Name; Business Industry; #FT; #PT*

*Etc...*

*Business Industry: Accommodations (e.g. hotels, b&bs, etc.), Arts-Related, Attraction (specify Museum, Historical Site, Amusement, etc.), Education, Financial, Fitness, Medical, Real Estate, Other.*

- H. How many new restaurants opened in the district during the reporting period? If none, enter 0.

Provide a list of all restaurants that opened in the district during the reporting period.

*Include each restaurant's name, whether it provides full, counter, or bar service, and if available the number of full and part-time jobs employed by the restaurant in the following format:*

*Restaurant Name; Full/Counter/Bar; #FT; #PT*

*Restaurant Name; Full/Counter/Bar; #FT; #PT*

*Etc...*

- I. How many organizations newly located in the district during the reporting period? If none, enter 0.

Provide a list of all organizations that opened a physical office or space in the district during the reporting period. Organizations may include not-for-profit arts or service organizations and any other organizations not included in any of the categories above.

*Include each organization's name, type (see below) and if available the number of full and part-time jobs employed by the organization in the following format:*

*Organization Name; Org Type; #FT; #PT*

*Organization Name; Org Type; #FT; #PT*

*Etc...*

*Org type: Arts-Related, Not-For-Profit, Community, Other (include all types that pertain)*

### SECTION III: CLOSINGS

- A. How many retailers closed in the district during the reporting period? If none, enter 0.

Provide a list of all retailers that closed in the district during the reporting period. For the purposes of this report, retailers include businesses that sell goods, whether arts-related or not.

*Include each retailer's name, industry (see below) and if available the number of full and part-time jobs lost because of the retailer's closing in the following format:*

*Retailer Name; Retailer Industry; #FT; #PT*

*Retailer Name; Retailer Industry; #FT; #PT*

*Etc...*

*Retailer Industry: General, Specialty (e.g. art supplies, sporting goods, books, music), Clothing, Food/Beverage, Health (e.g. drug stores), Other.*

- B. How many businesses closed in the district during the reporting period? If none, enter 0.

Provide a list of all businesses (other than retailers and restaurants) that closed in the district during the reporting period.

*Include each business' name, industry (see below), and if available the number of full and part-time jobs lost because of the business' closing in the following format:*

*Business Name; Business Industry; #FT; #PT*

*Business Name; Business Industry; #FT; #PT*

*Etc...*

*Business Industry: Accommodations (e.g. hotels, b&bs, etc.), Arts-Related, Attraction (specify Museum, Historical Site, Amusement, etc.), Education, Financial, Fitness, Medical, Real Estate, Other.*

- C. How many restaurants closed in the district during the reporting period? If none, enter 0.

Provide a list of all restaurants that closed in the district during the reporting period.

*Include each restaurant's name, whether it provided full, counter, or bar service, and if available the number of full and part-time jobs lost because of the restaurant's closing in the following format:*

*Restaurant Name; Full/Counter/Bar; #FT; #PT*

*Restaurant Name; Full/Counter/Bar; #FT; #PT*

*Etc...*

- D. How many organizations closed or moved outside the district during the reporting period? If none, enter 0.

Provide a list of all organizations that closed a physical office or space in the district during the reporting period. Organizations may include not-for-profit arts or service organizations and any other organizations not included in any of the categories above.

*Include each organization's name, type (see below) and if available the number of full and part-time jobs lost because of the organization's closing in the following format:  
Organization Name; Org Type; #FT; #PT  
Organization Name; Org Type; #FT; #PT  
Etc...*

*Org type: Arts-Related, Not-For-Profit, Community, Other (include all that pertain)*

## SECTION IV: DISTRICT EVENTS AND FESTIVALS

### A. How many events occurred within the district during the reporting period?

Provide a list of all public events that occurred within the district during the reporting period. Include events presented by district management as well those presented by other organizations or enterprises.

*Include the event's name, date(s), number of occurrences during the reporting period, estimated total attendance (total for all occurrences during the reporting period), and event type (see below). Mark with an asterisk (\*) events that took place for the first time during the reporting period. Please use the following formats:*

*For new events:*

*\*Event Name; Date(s); Number of Occurrences; Estimated Total Attendance; Type*

*\*Event Name; Date(s); Number of Occurrences; Estimated Total Attendance; Type  
Etc...*

*For reoccurring/annual events:*

*Event Name; Date(s); Number of Occurrences; Estimated Total Attendance; Type*

*Event Name; Date(s); Number of Occurrences; Estimated Total Attendance; Type  
Etc...*

*Event Type: Community, Culture, Film, Fine Art, Food, Holiday, Performing Arts, Other*

### B. How many festivals occurred within the district during the reporting period?

Provide a list of all public festivals that occurred within the district during the reporting period. Include festivals presented by district management as well those presented by other organizations or enterprises.

*Include the festival's name, date(s), number of occurrences during the reporting period, estimated total attendance (total for all occurrences during the reporting period), and festival type (see below). Mark with an asterisk (\*) festivals that were presented for the first time during the reporting period. Please use the following formats:*

*For new festivals:*

*\*Festival Name; Date(s); Number of Occurrences; Estimated Total Attendance; Type*

*\*Festival Name; Date(s); Number of Occurrences; Estimated Total Attendance; Type  
Etc...*

*For reoccurring/annual festivals:*

*Festival Name; Date(s); Number of Occurrences; Estimated Total Attendance; Type*

*Festival Name; Date(s); Number of Occurrences; Estimated Total Attendance; Type  
Etc...*

*Festival Type: Community, Culture, Film, Fine Art, Food, Holiday, Performing Arts, Other*

**SECTION V: DISTRICT ASSETS**

**A. DISTRICT ARTS AND ENTERTAINMENT ENTERPRISES**

Provide a list of all arts-related enterprises within the district by type.

*Enter each enterprise once under the appropriate enterprise type. Omit any types that do not apply. Enter an enterprise under "Other" if it does not fit any of the first seven types.*

*Enterprise Types: Galleries/Co-ops; Performance Venues; Museums; Arts Organizations; Arts Education Organizations; Public Art Pieces; Art Suppliers/Services; Other*

*For each type, include the name and annual attendance/patronage/visitation of each enterprise in the following format:*

*Galleries/Co-ops*

*Name; Estimated Total Annual Attendance/Patronage/Visitation*

*Name; Estimated Total Annual Attendance/Patronage/Visitation*

*Etc...*

*Performance Venues*

*Name; Estimated Total Annual Attendance/Patronage/Visitation*

*Name; Estimated Total Annual Attendance/Patronage/Visitation*

*Etc...*

*ETC...*

Note: For those organizations that perform, exhibit, or provide services outside of the district, only include attendance that occurs within the district in your estimate.

**B. ARTIST HOUSING**

Provide a list of housing in the district that is built for or marketed to artists. Include affordable housing and any explanatory information as necessary.

*Include name or address, type (see below) and number of units in the following format:*

*Name/Address; Housing Type; Number of Units*

*Name/Address; Housing Type; Number of Units*

*Etc.*

*Housing Type: Artist; Affordable; Market-rate; Apartment; Condominium; Other (include all that pertain)*

### C. OCCUPANCY RATE

Estimate the percentage of occupied real estate at the end of the current reporting period for each type of building stock in the district:

Storefront/Commercial	_____	%	•N/A
Residential	_____	%	•N/A
Industrial/Manufacturing	_____	%	•N/A
Mixed Use*	_____	%	•N/A

*\*Mixed Use is defined as a combination of land uses on the same site. Occupancy for this report can be estimated based on information from local real estate or licensing offices or best estimates based on district manager knowledge of the district.*

**SECTION VI: DISTRICT BENEFIT INFORMATION**

**A.** Does the district maintain an artist registry? Yes/No

What is the total number of registered artists working in the district?  
How many artists registered during the reporting period?

**B.** Estimate the total number of artists working in the district.

*This estimate should include all registered artists (if the district maintains a registry) and an estimate of all artists regularly working within the district during the reporting period.*

**C.** Does the district have an artist relocation program? Yes/No

How many artists relocated to the district during the reporting period as a result of the program?

**D.** How many businesses in the district take advantage of the Admission and Amusement Tax abatement? If none, enter 0.

Provide a list all businesses taking advantage of the abatement.

**E.** How many property tax credits were applied for during the reporting period?

Provide a list of property addresses for which property tax credit applications were submitted.

*To confirm whether or not a construction project applied for A&E property tax credits, contact the tax office for your county, city, or town. County contact information can be found at <http://dat.maryland.gov/realproperty/Pages/Local-Tax-Billing-Collection-Offices.aspx>. Contact the Program Director for help finding this information.*

**F.** Other than the A&E tax incentives, list all additional incentives available in the district.

*List all incentives available within the district that are offered by state, county, or local government, by business groups, or through designations that overlap the A&E District.*

**G.** Communication tools: check all that apply.

- Facebook
- Twitter
- Website
- Instagram
- On-line events calendar
- Artist registry
- Other – specify:

**SECTION VII: DISTRICT FUNDING**

Complete this section indicating all funding applied for to support A&E District operations, activities or projects during the reporting period.

- A. Federal/National Funding:** Add a row for each federal government or national funding opportunity applied for to support A&E District operations, activities or projects during the reporting period.

Agency or Funder	Type of Funding	Award/Grant Amount (enter \$0 if funding was applied for but not received)
	Choose: <ul style="list-style-type: none"> <li>- Operating Support</li> <li>- Project Support</li> <li>- Other</li> </ul>	

- B. MSAC Funding:** Add a row for each MSAC funding opportunity applied for to support A&E District operations, activities or projects during the reporting period.

MSAC Program	Type of Funding	Award/Grant Amount (enter \$0 if funding was applied for but not received)
	Choose: <ul style="list-style-type: none"> <li>- Operating Support</li> <li>- Project Support</li> <li>- Other</li> </ul>	

- C. Other State Funding:** Add a row for each State of Maryland or Maryland-focused private funding opportunity applied for to support A&E District operations, activities or projects during the reporting period.

Department or Funder	Type of Funding	Award/Grant Amount (enter \$0 if funding was applied for but not received)
	Choose: <ul style="list-style-type: none"> <li>- Operating Support</li> <li>- Project Support</li> <li>- Other</li> </ul>	

**D. Local Funding:** Add a row for each local government (county or municipality) or locally-focused private funding opportunity applied for to support A&E District operations, activities or projects during the reporting period.

Entity or Funder	Type of Funding	Award/Grant Amount (enter \$0 if funding was applied for but not received)
	Choose: <ul style="list-style-type: none"> <li>- Operating Support</li> <li>- Project Support</li> <li>- Other</li> </ul>	

**E. In-Kind:** If your district receives in-kind support (e.g. office space, administrative support, etc.), add a row for each entity that provided support for A&E District operations, activities or projects during the reporting period and estimate the value.

Entity	Description of Support	Estimated Value

## Appendix B—Data Limitations

Maryland’s A&E Districts are expected to complete and provide annual reports to MSAC. These reports include questions regarding accomplishments, establishment openings and closings, challenges, events and festivals including estimated attendance figures, district enterprises, district assets and benefits, public funding, and goals/work plans to achieve those goals. MSAC also asks that districts provide information regarding technical assistance that they would like to receive. Districts submitted these reports to MSAC for FY 2019, which MSAC then provided to RESI for tabulation and analysis.

While each district received an identically formatted annual report template, districts interpreted questions differently and provided varying information and levels of detail. Furthermore, not all districts completed all questions. Additionally, for some open-ended questions, RESI re-categorized some responses to maintain consistency within the analysis. In other cases where data were not available, RESI estimated quantitative responses based on past years’ analyses. For these reasons, these tabulations should be seen as an estimate; where necessary, RESI utilized conservative estimates.

**END OF DOUCMENT**