



**Supporting Data** 

### **Table of Contents**

Introduction 3

**Demographics 10** 

Participation Patterns 25

**Motivators and Barriers to Participation 51** 

Perception of Cultural Activities 87

Digital Technology 108

**Information Sources 154** 

Loyalty 164

**Charitable Giving 192** 

Corporate Sponsorship 210

**Tracking Questions 219** 

Acknowledgements 227

## Introduction

### **About Culture Track**

Culture Track is a cultural innovation engine, dedicated to addressing the most pressing challenges facing the worlds of culture and creativity through research, education, dialogue, and action. We believe that studying and tracking the shifting patterns of audience behavior is critical to shaping the future of culture. Culture Track began in 2001 as a research study of the changing behaviors of cultural audiences, developed pro bono for the field by LaPlaca Cohen, strategy, design, and marketing firm for the cultural world. While today Culture Track is much more than a research study, a rigorous and nuanced understanding of cultural audiences is still at the heart of everything we do.

CultureTrack.com @culturetrack

#### **About this document**

This document provides the comprehensive research conducted by LaPlaca Cohen in partnership with Kelton Global, which serves as the supporting data for *Culture Track '17*.

The top-line report for Culture Track '17 can be found at CultureTrack.com/reports.

### **About LaPlaca Cohen**

At LaPlaca Cohen, culture is our passion, and our work. We are passionate about experiences that help build a deeper understanding of ourselves, each other, and the world around us. And we work with all types of organizations whose purpose is to create and share these types of experiences, no matter what form they take.

Culture is an essential anchor and catalyst for our changing world, which is why all of our work is rooted in strategy, informed by research, and shaped by creativity to help develop the most holistic and insight-driven solutions to respond to this evertransforming landscape.

We believe in cultivating meaningful innovation and impact, and harnessing the integrity and empathy required to do so. Together, we can achieve more, dream bigger, and see new possibilities.



LaPlacaCohen.com

### Methodology

#### **How is Culture Track fielded?**

LaPlaca Cohen worked in partnership with the research firm Kelton Global to field *Culture Track '17*. The study was fielded nationwide with a total of 4,035 respondents using an online survey. Respondents were 18 years or older and U.S. citizens, and they mirrored the demographic make-up prescribed by the U.S. census.

#### What's new in 2017?

The world has changed drastically since we developed Culture Track in 2001, and even since we fielded our last iteration of the study in 2014—when only 66% of audiences had smartphones! Significant shifts in the social, political, digital, and media landscapes have fundamentally changed the way that audiences are defining and consuming culture; here was an opportune moment to take a fresh look at the way Culture Track is fielded, and ensure that in 2017, the data gathered would be as actionable and relevant as possible.

### Methodology (continued)

With this in mind, we developed a revamped study—inspired by our previous ones, but updated to address the issues that are most top-of-mind for the cultural field today. However, we still wanted to provide the year-over-year tracking data that makes Culture Track distinct.

So, in this transitional year, we fielded two questionnaires:

#### 1. An abridged version of the Culture Track '14 questionnaire.

Maintaining a portion of this questionnaire allowed us to compare 2017 data to 2014 data across a handful of key questions. Respondents were screened for participation to at least one cultural activity in the past year, defined as: museum/art exhibition, dramatic theater, musical theater, classical music, film festival, classical dance/ballet, modern dance, opera, zoo, botanical garden, aquarium, science museum, history museum.

The sample size of this data set was n=1,022, and the margin of error was +/-3.1%. This data is found at the end of this document.

### Methodology (continued)

#### 2. An all-new 2017 questionnaire.

The most significant change to this questionnaire was the screener: instead of only accepting those who had participated in the activities listed above in the 2014 questionnaire, respondents were required to have participated in at least one activity per year that they define as culture. Culture Track '14 uncovered that audiences were defining a much broader range of activities as culture—ranging from parks, to TV, to food and drink experiences—so we wanted to reflect this expanded landscape. Therefore, the screener for the 2017 questionnaire included a list of 33 activities (see list at right) that audiences could select from, resulting in a pool of respondents that are more diverse both demographically, and in the way they conceptualize "culture."

This new questionnaire also includes a variety of updated questions that explore topics such as diversity, digital, and measuring the impact of culture on our world.

The sample size of this data set was n=3,013, and the margin of error was +/- 1.8%. This questionnaire is designed to set the new baseline for Culture Track, so that it can be used for all tracking moving forward.

#### **Activities defined as "culture:"**

Art or design museum

Children's museum

Art gallery/fair

Botanical garden

Zoo or aquarium

Science or technology museum

Natural history museum

Public park

**Architectural tour** 

Public/street art

Film festival

Music festival

Performing arts festival (e.g., dance, theater, etc.)

Community festival/street fair

Craft or design fair

Books/literature

Food and drink experience (e.g., food festival, beer or wine tasting)

Play (non-musical)

Musical

Variety or comedy show

Popular music (e.g., rock, country, hip-hop)

Classical music

Jazz music

World music (e.g., Latin, Caribbean)

Contemporary dance (e.g., jazz, hip-hop, modern)

Regional dance (e.g., salsa, Irish stepdance, Indian classical)

Historic attraction/museum

(e.g., historic home, landmark, history museum, religious site)

Television program (e.g., streaming or broadcast, non-news)

Movies/film (e.g., documentary, independent, blockbuster)

Library

**Cultural** center

**Culture Track '17** LaPlaca Cohen | Kelton 2017

### Methodology (continued)

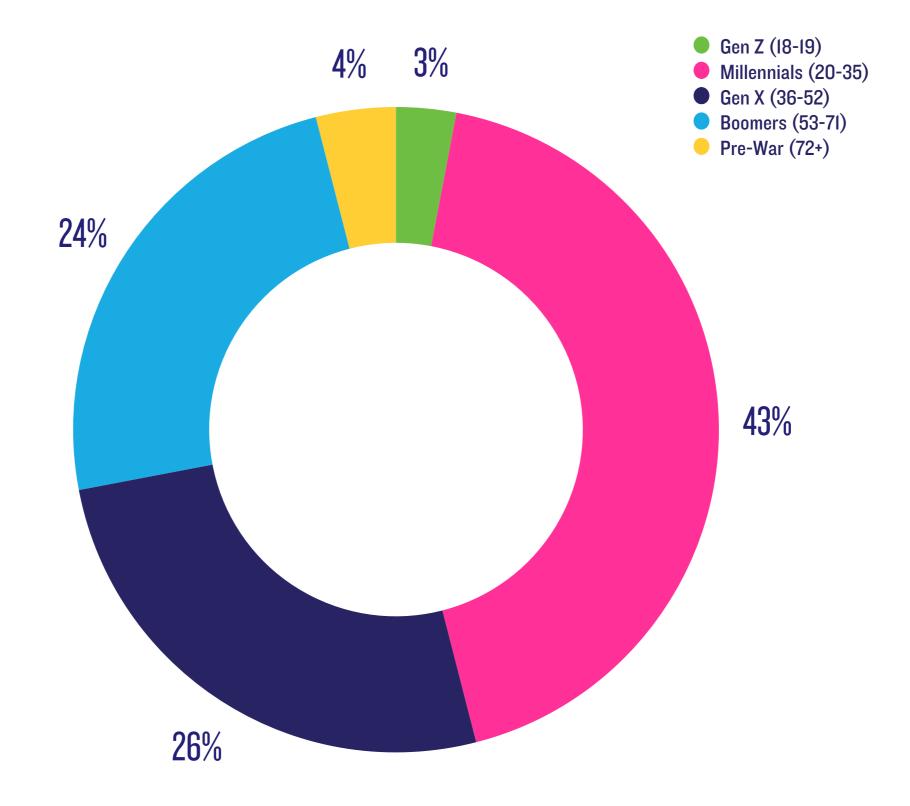
How are we "slicing and dicing" the data?

Throughout the pages that follows, we break out the data in different ways, such as by generation, race/ethnicity, ability, and geographic location. Without the benefit of an even larger data sample to analyze, however, it is not possible to provide any greater level of granularity on these breakouts, so please bear in mind that the exploration here is general and meant to serve as a baseline. Ideally, future deep-dive studies could augment the insights uncovered by *Culture Track '17* to provide deeper understanding into specific sub-groups.

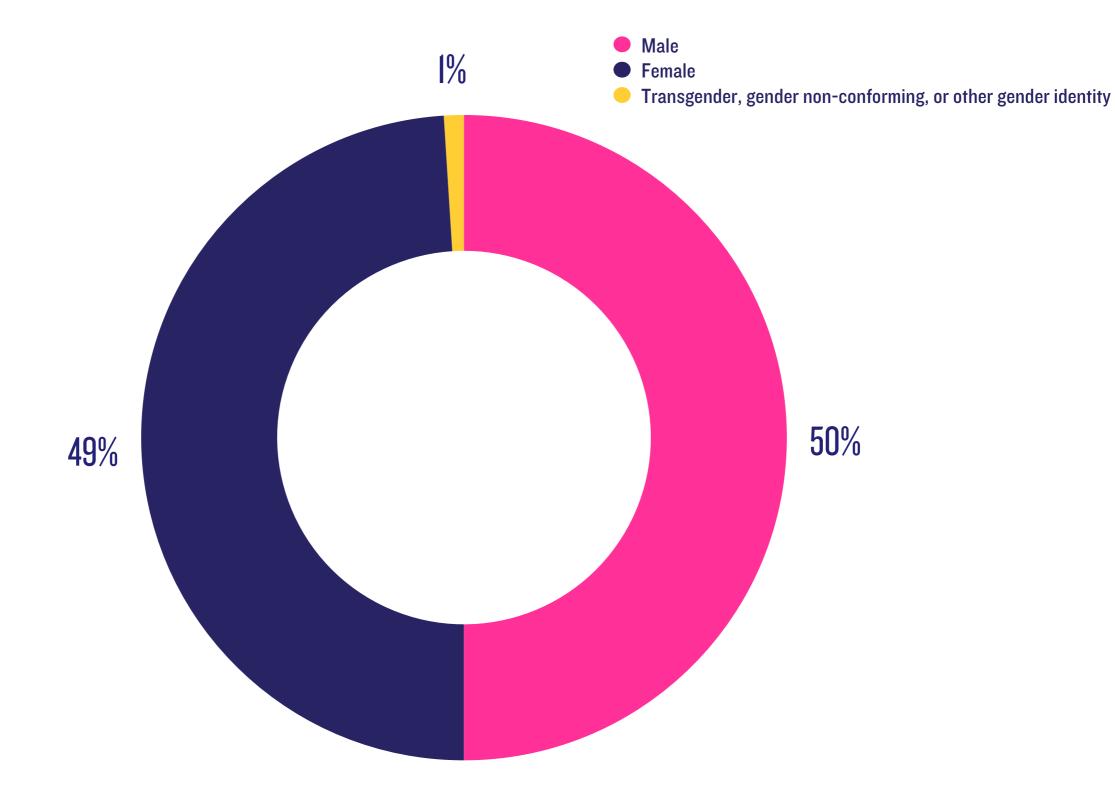
Note: When we break out the data by generations, age ranges are defined as Millennials (20-35), Gen-X (36-52), Baby Boomers, (53-71), and Pre-Wars (72+). For the purposes of this document, "people of color" are defined as those who do not fall in the category of non-Hispanic Caucasians. More specific information on those with a particular race/ethnic background, however, can be found in the full data set, available for download at CultureTrack.com.

## Demographics

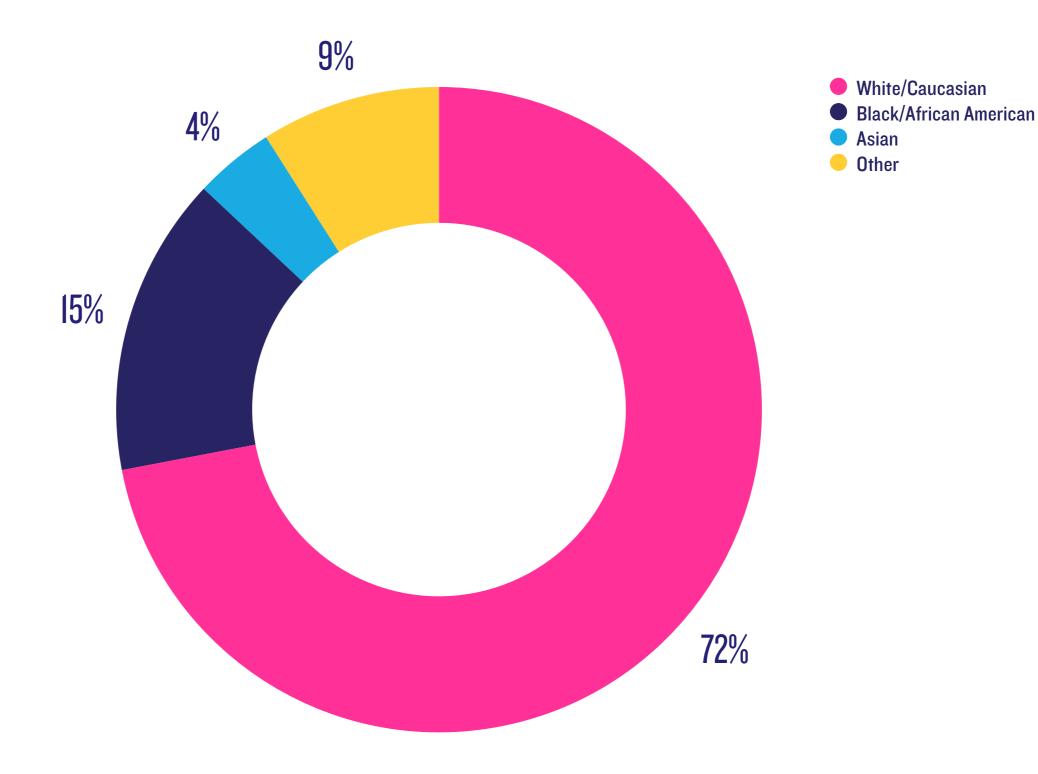
### **Generation**



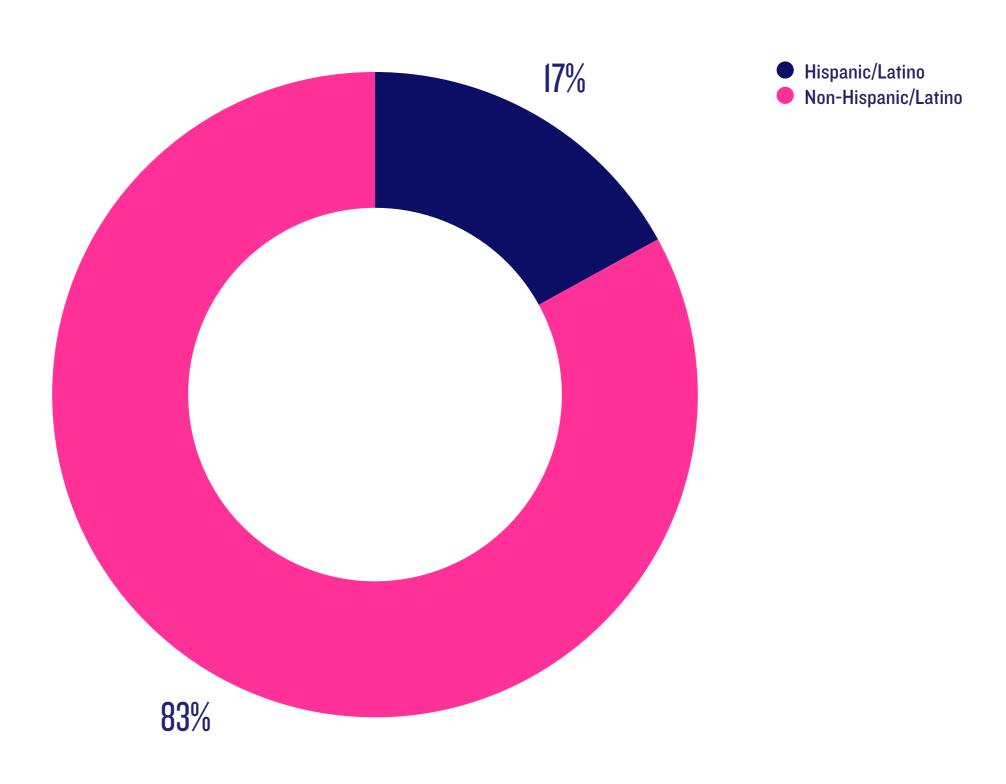
### Gender



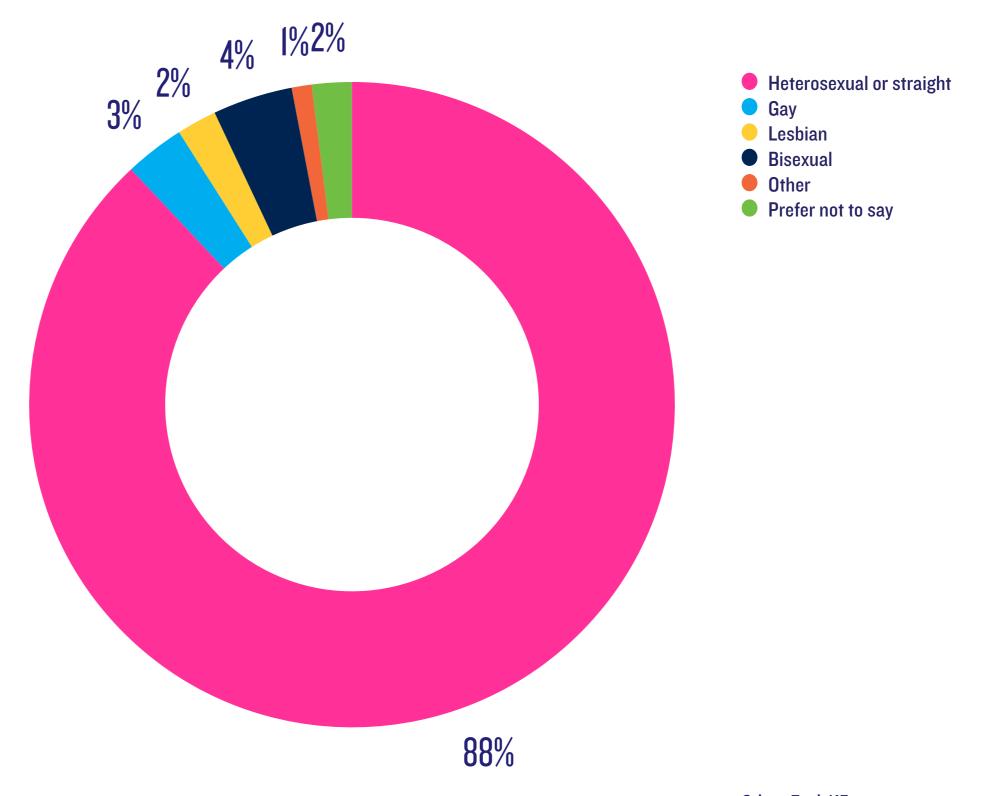
### Race



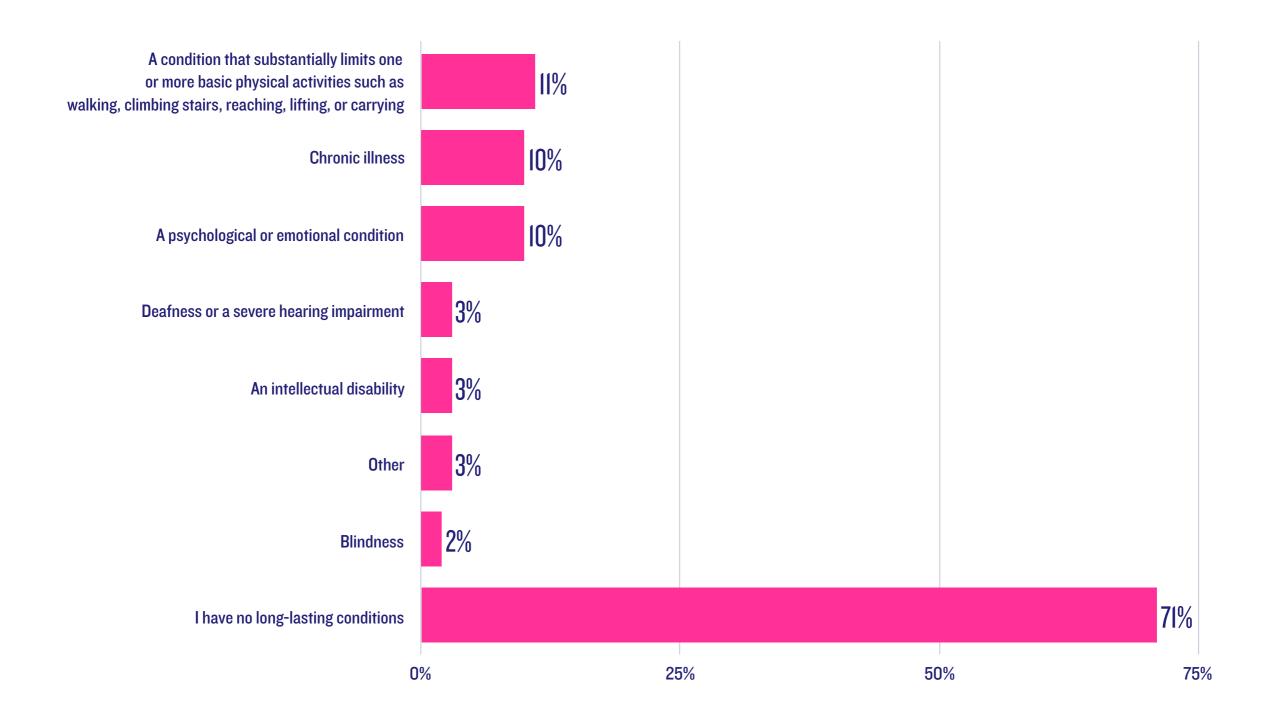
### **Hispanic/Latino descent**



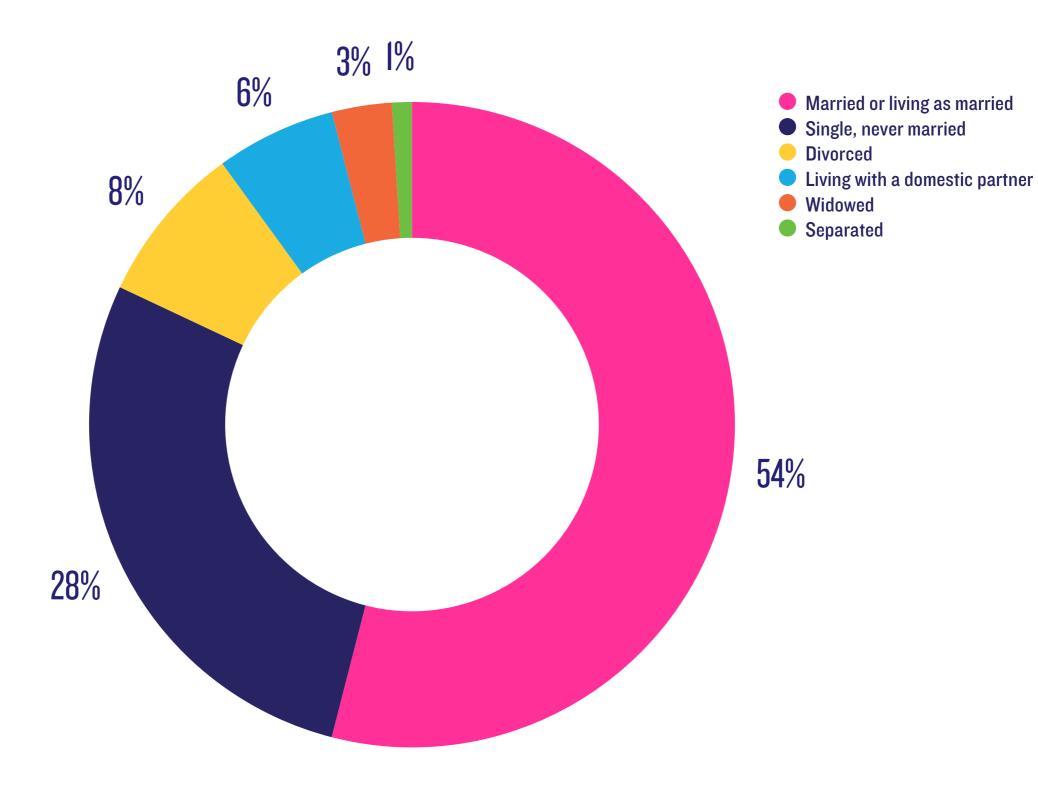
### **Sexual orientation**



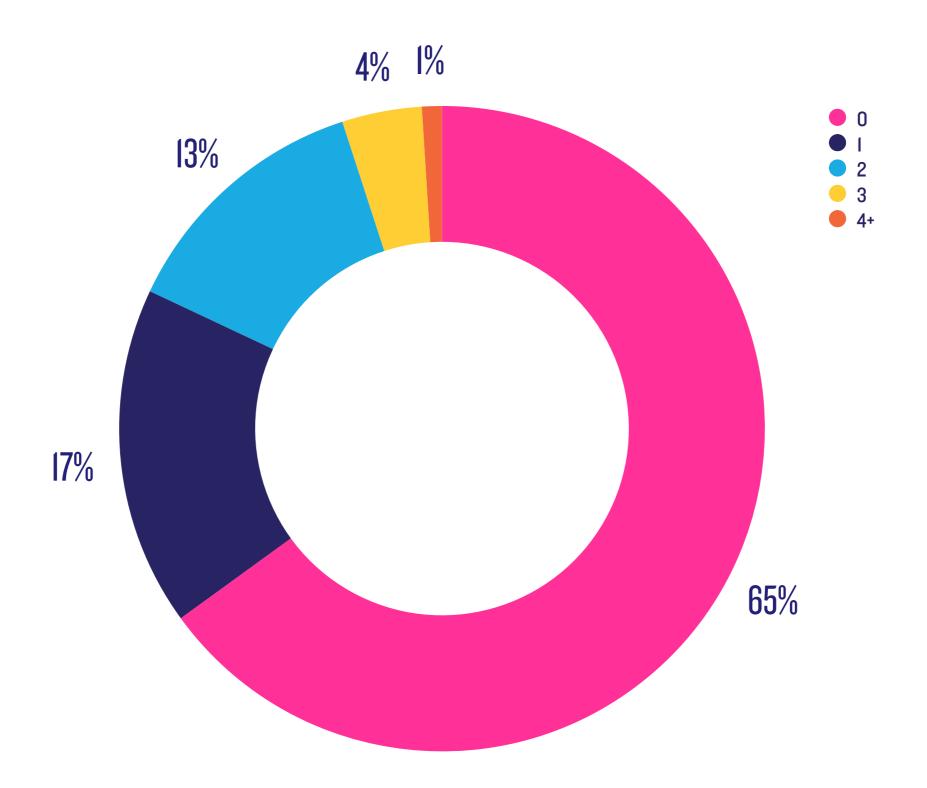
### **Ability or long-lasting conditions**



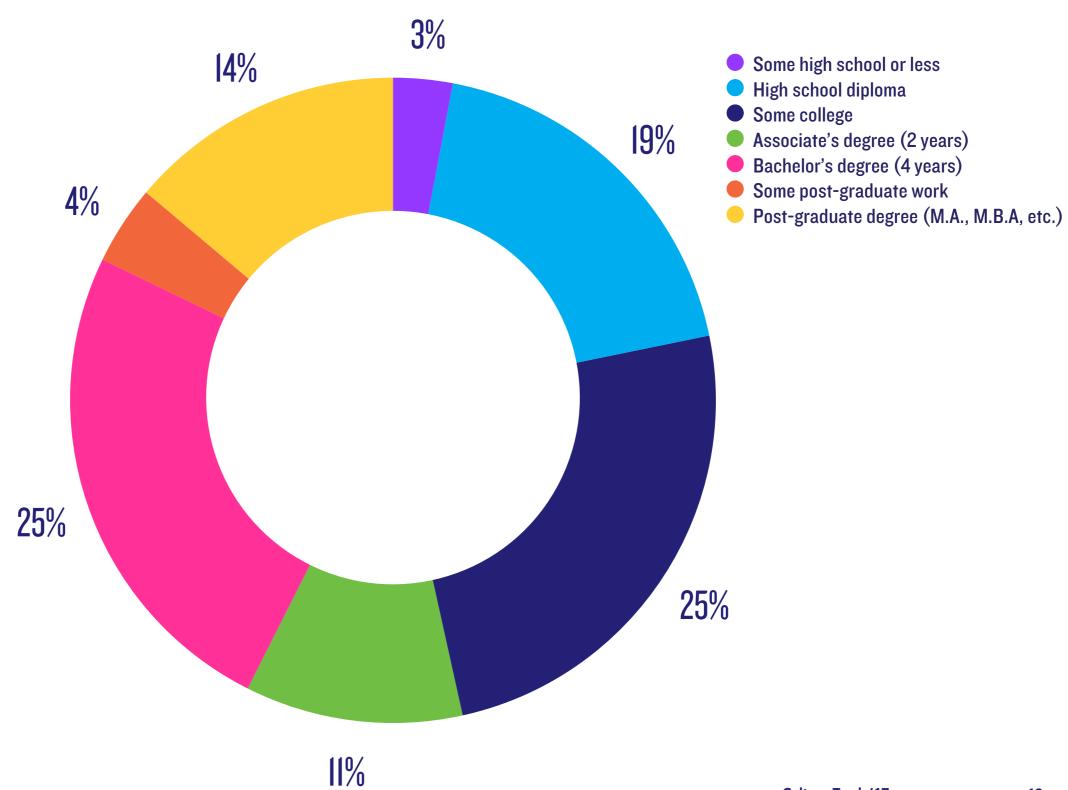
### **Marital status**



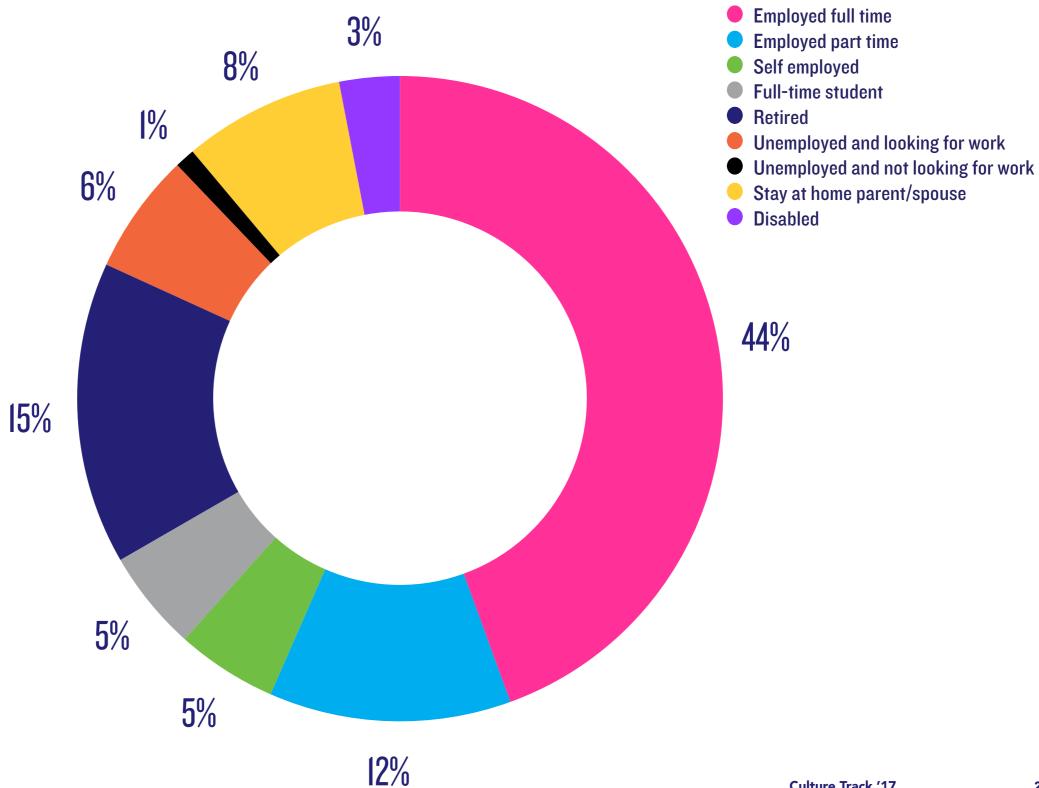
## Number of children under 18 living in household



### **Education level**

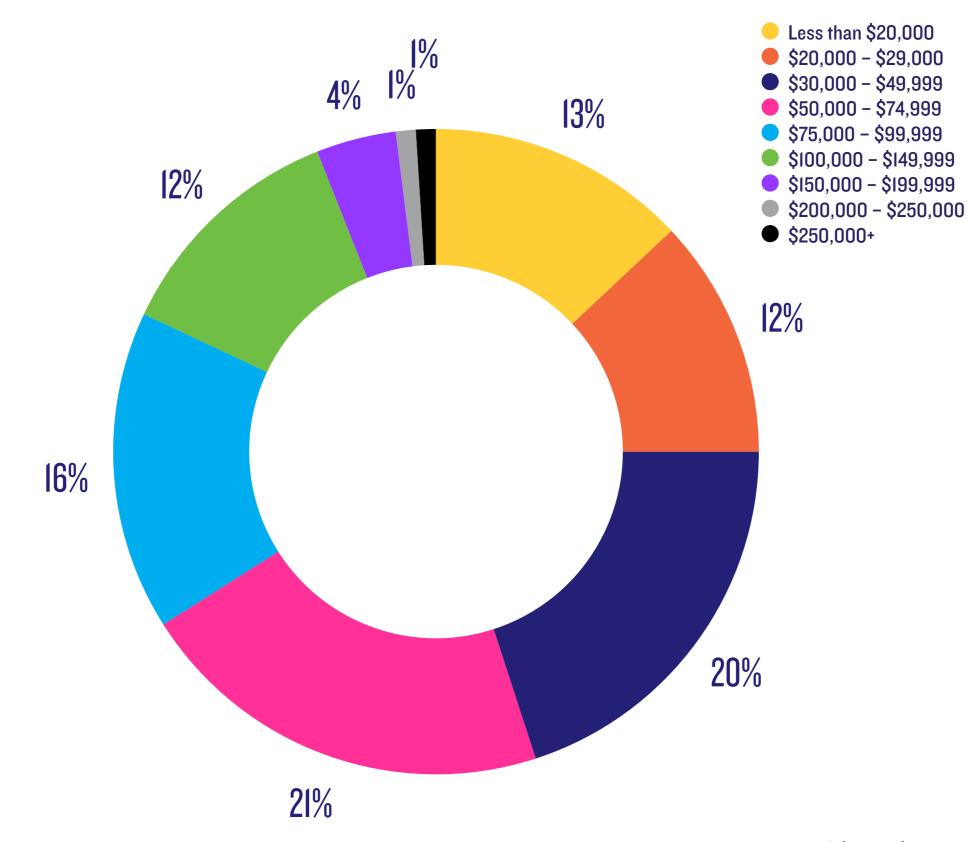


### **Employment status**

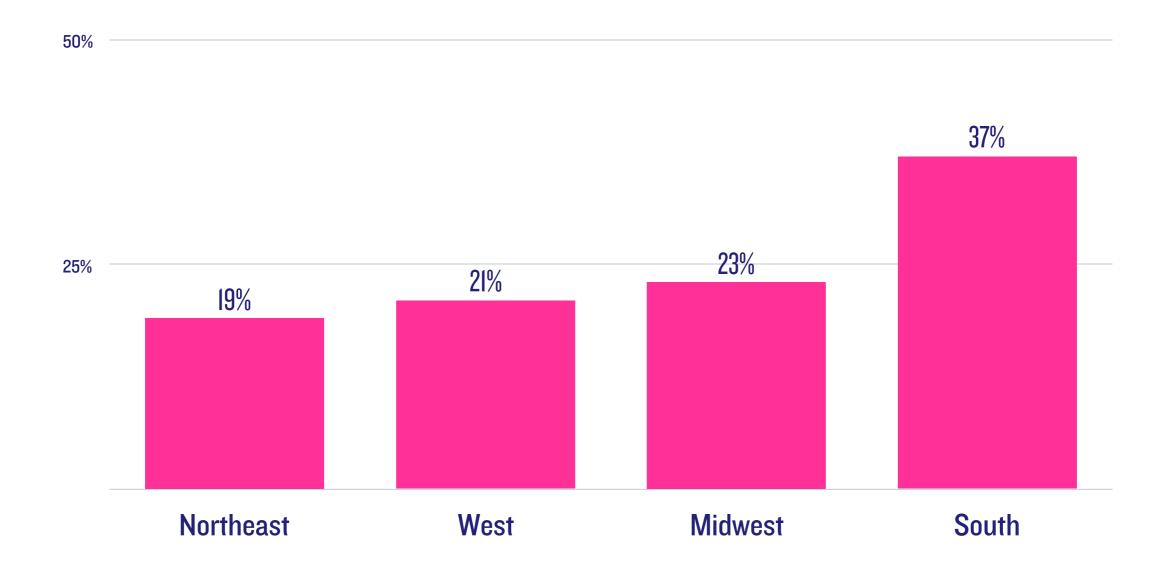


**Culture Track '17** 20 LaPlaca Cohen | Kelton 2017

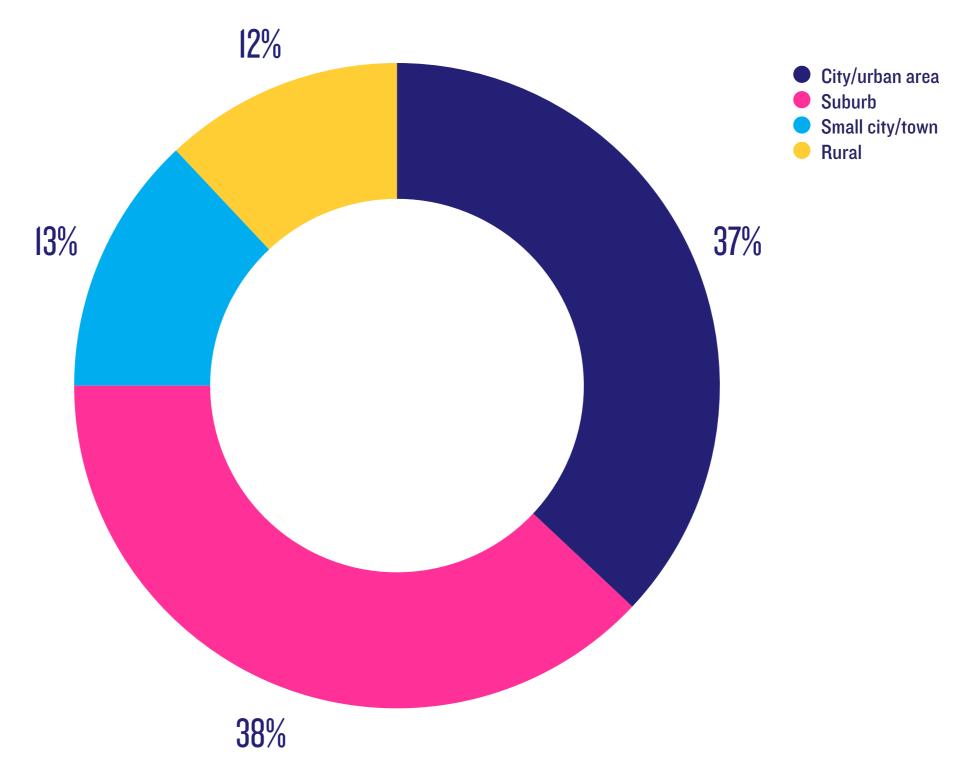
### **Annual household income**



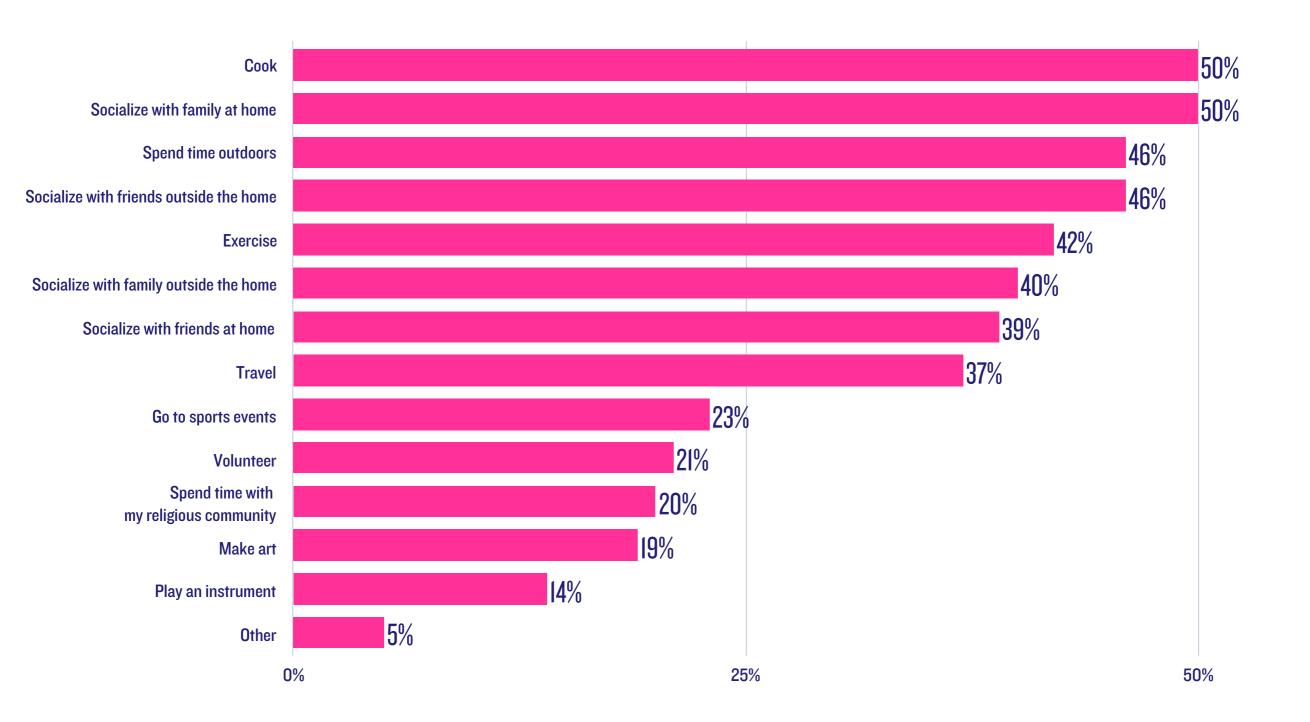
### Region



### **Community type**

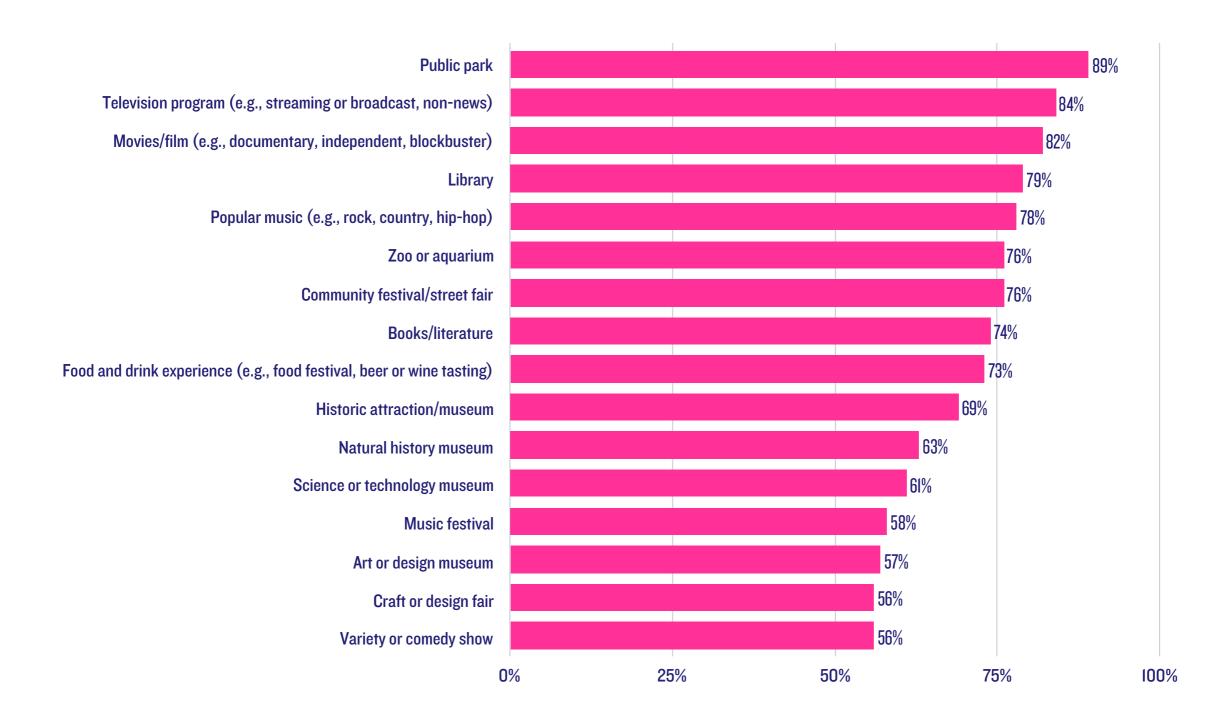


### Activities done most in free time

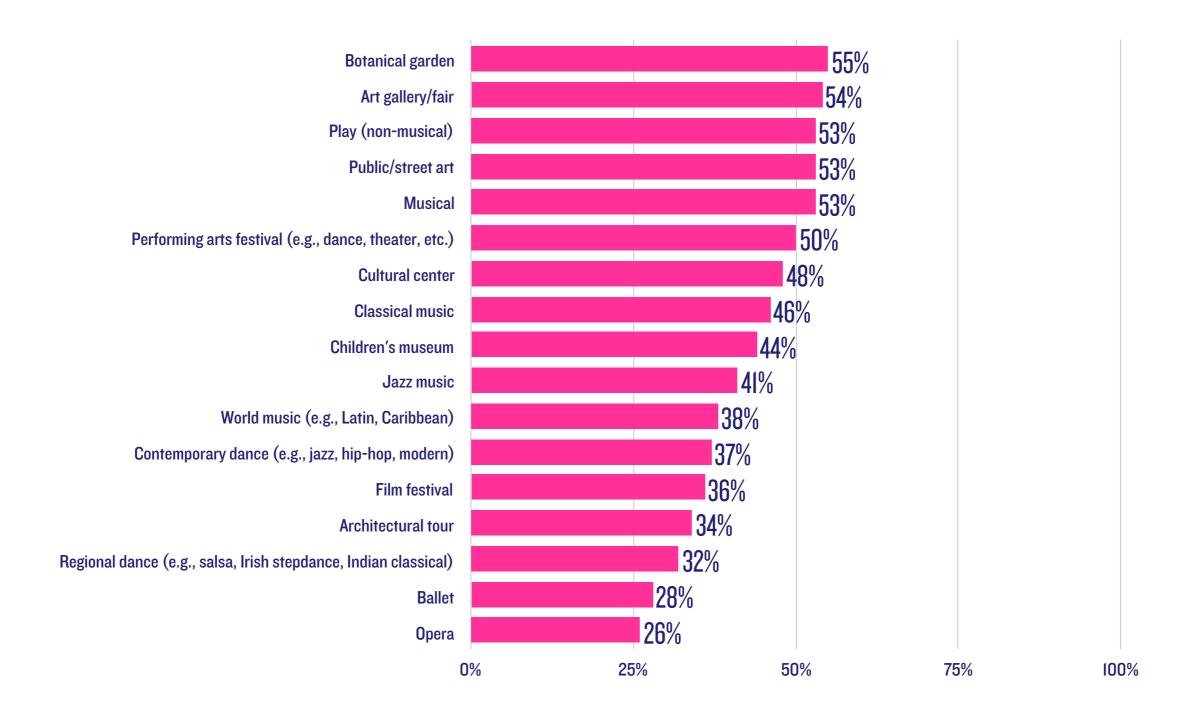


## **Participation Patterns**

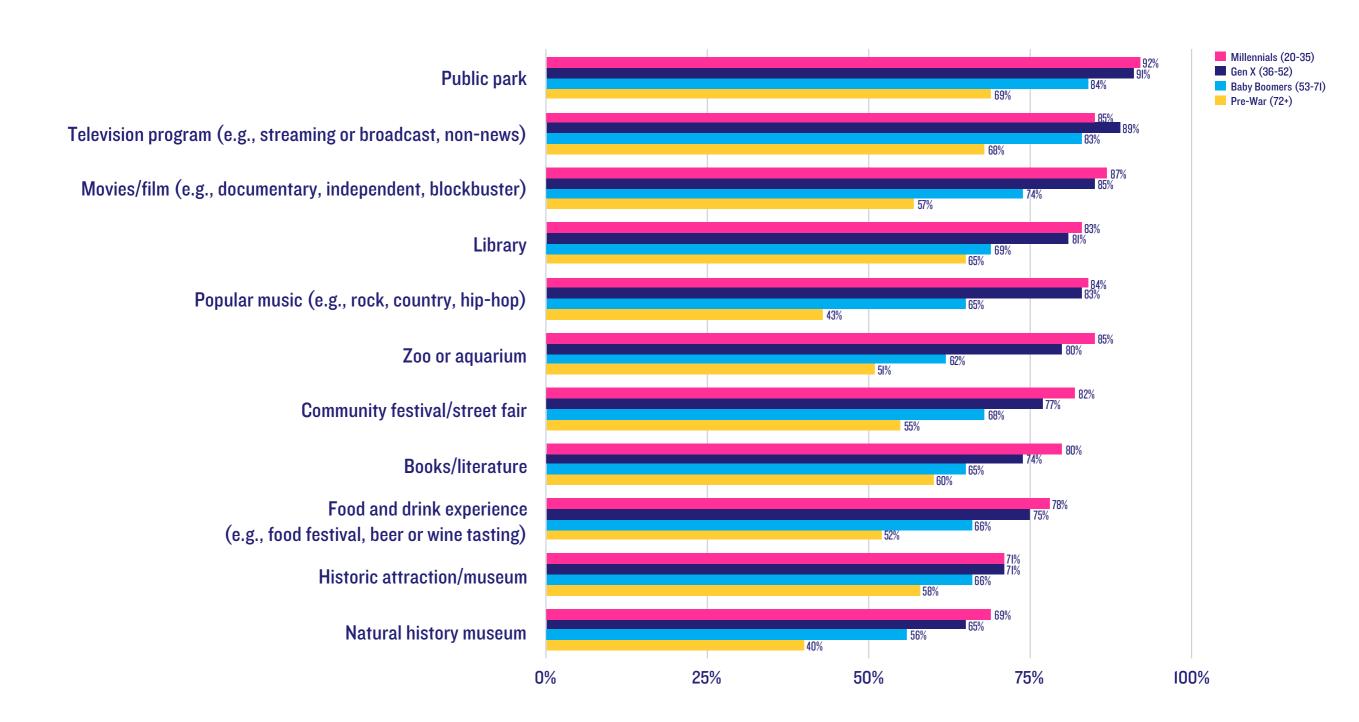
### Participation at least once in past year



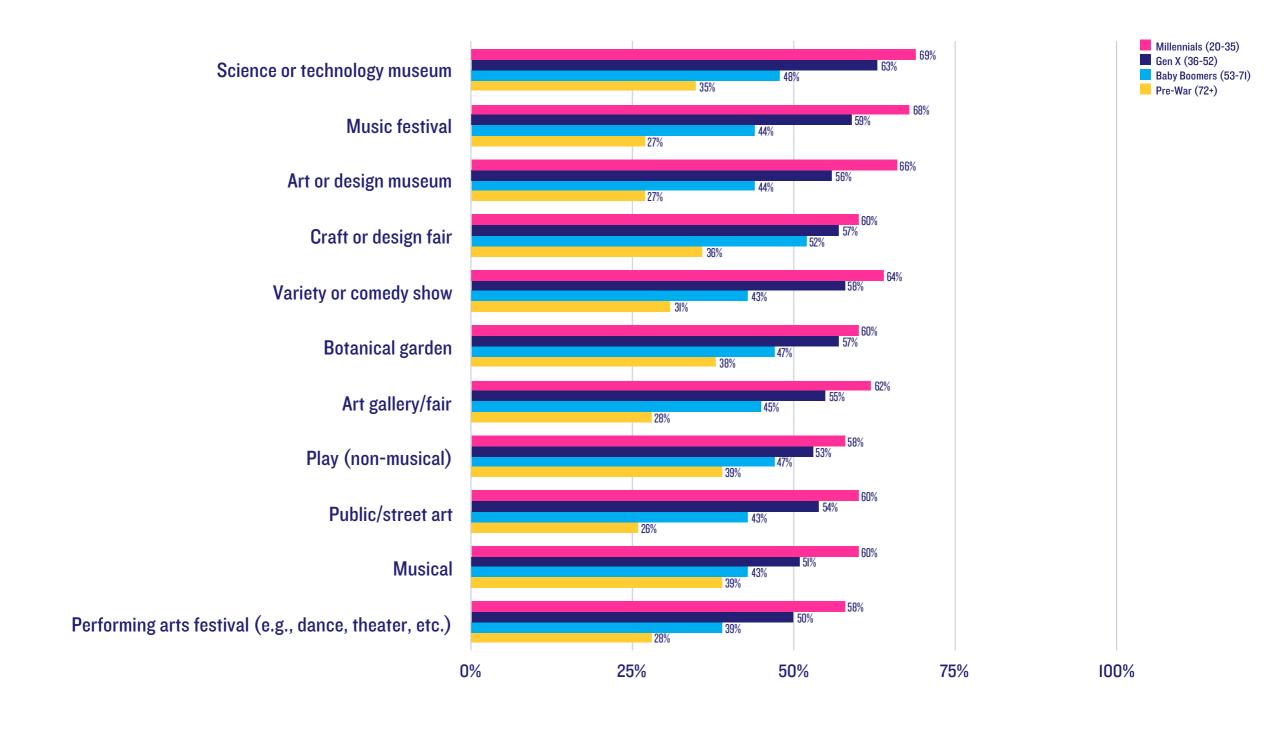
### Participation at least once in past year continued



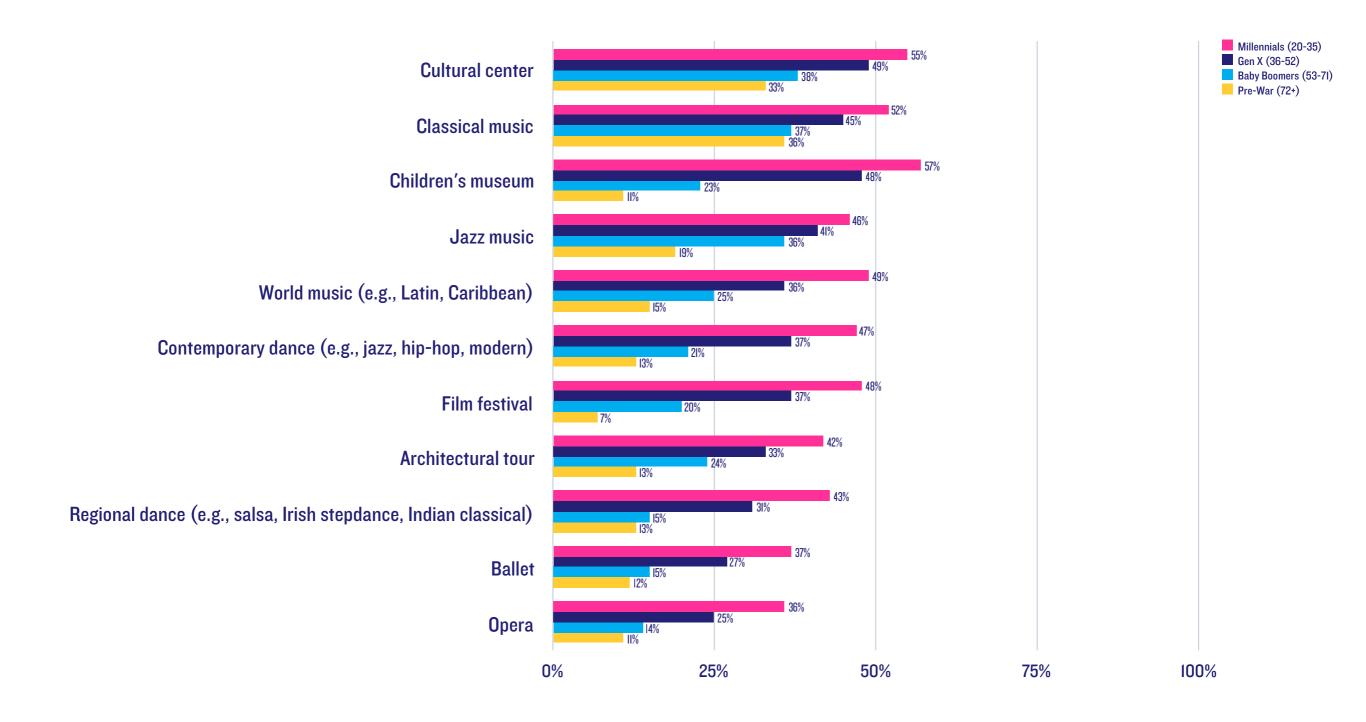
# Participation at least once in past year By generation



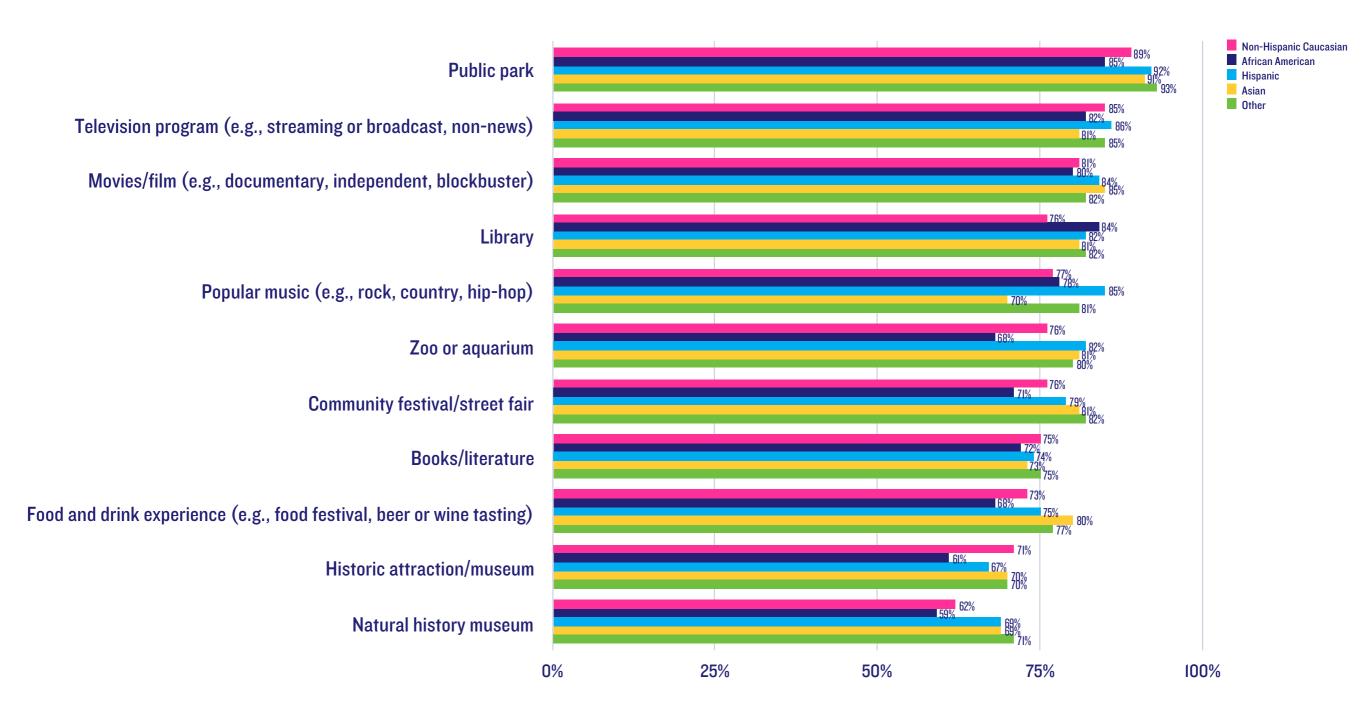
# Participation at least once in past year continued By generation



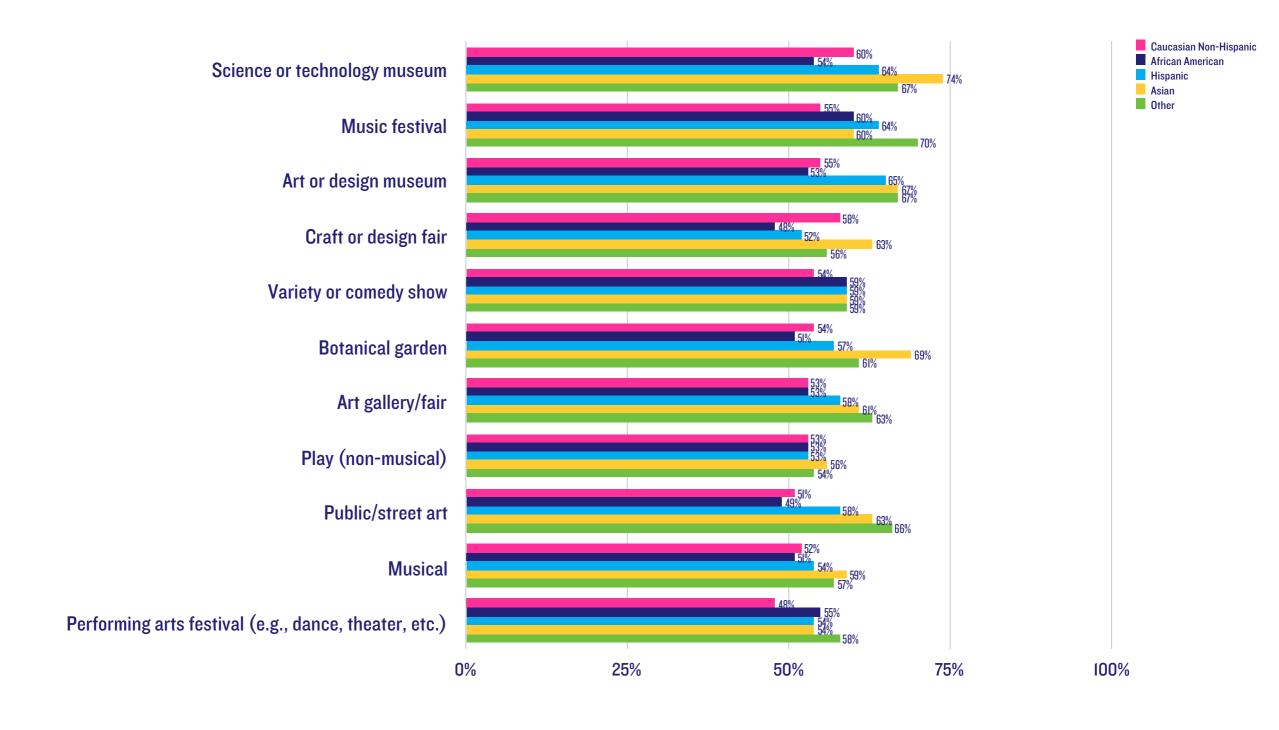
## Participation at least once in past year continued By generation



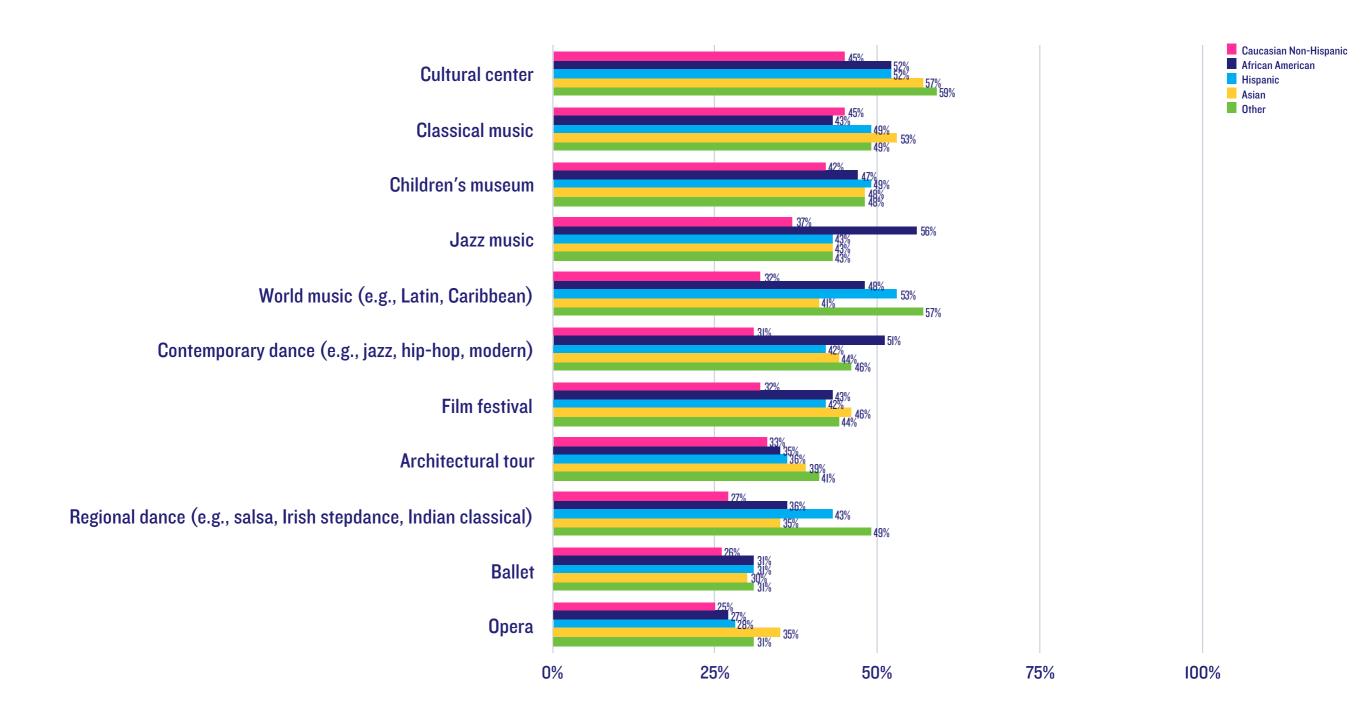
# Participation at least once in past year By race/ethnicity



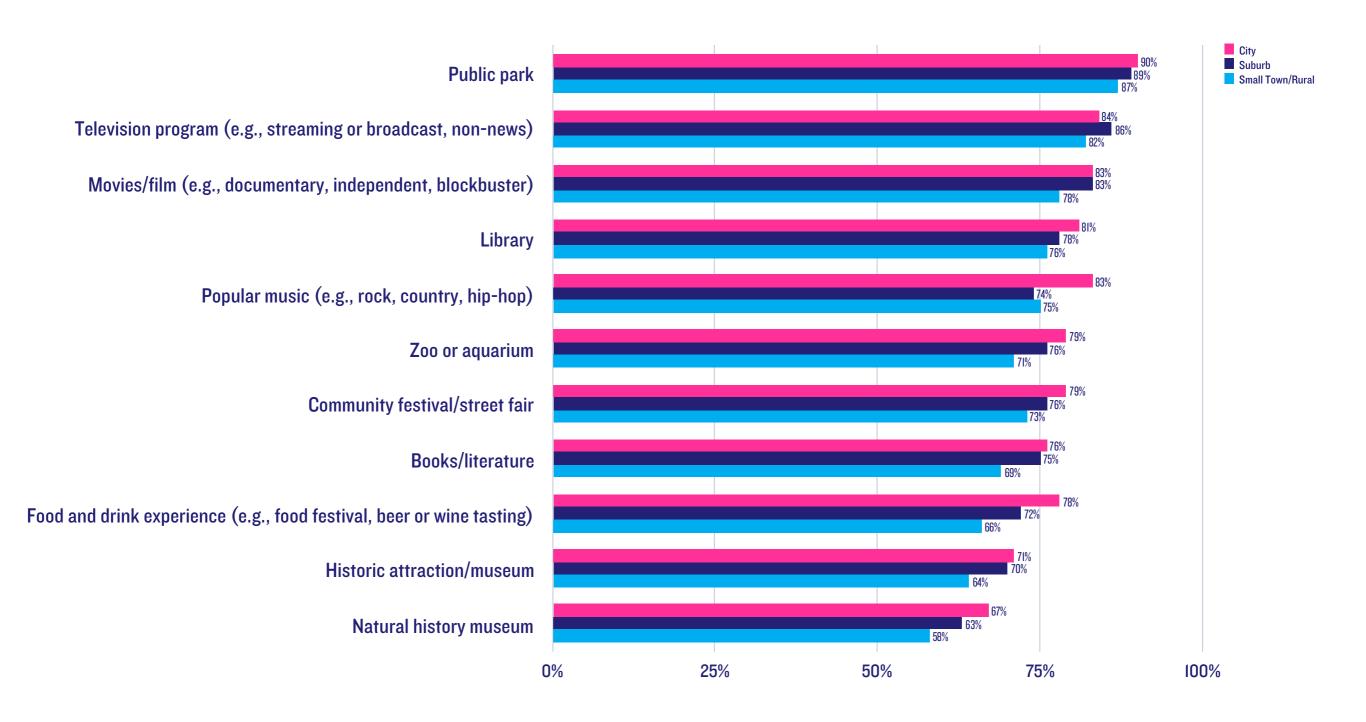
# Participation at least once in past year continued By race/ethnicity



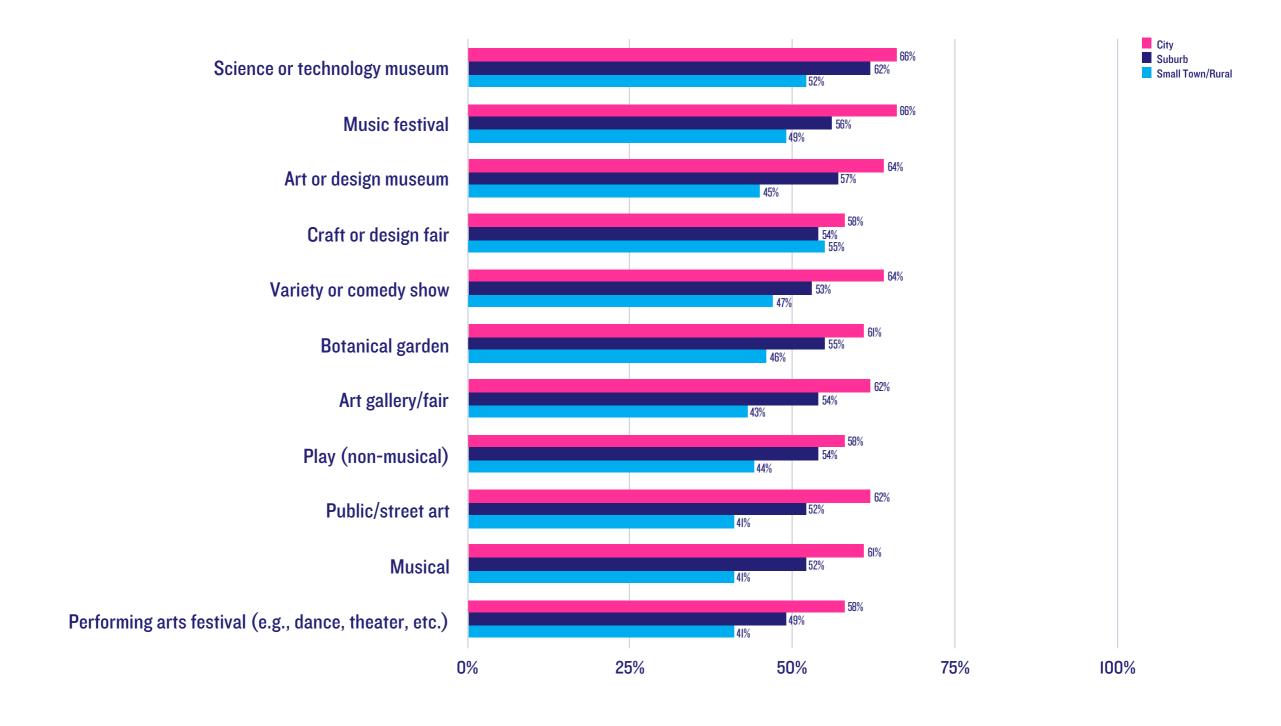
# Participation at least once in past year continued By race/ethnicity



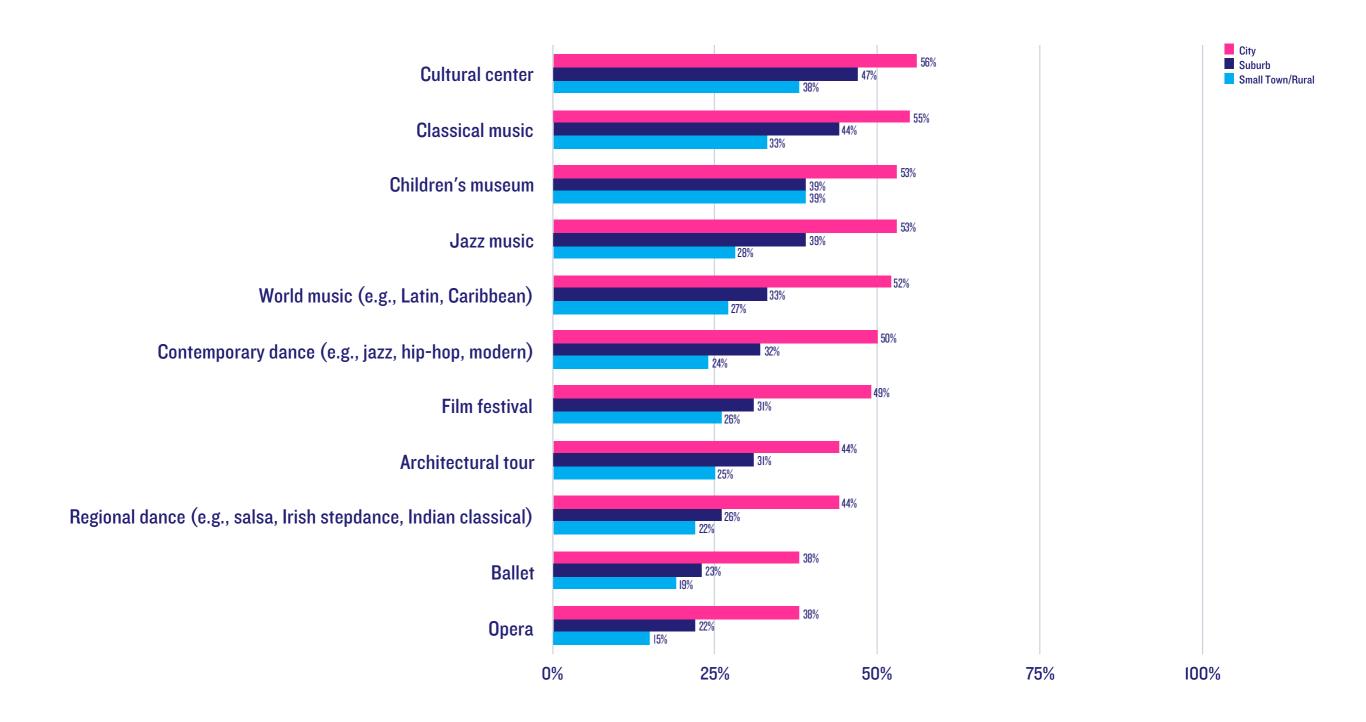
# Participation at least once in past year By community type



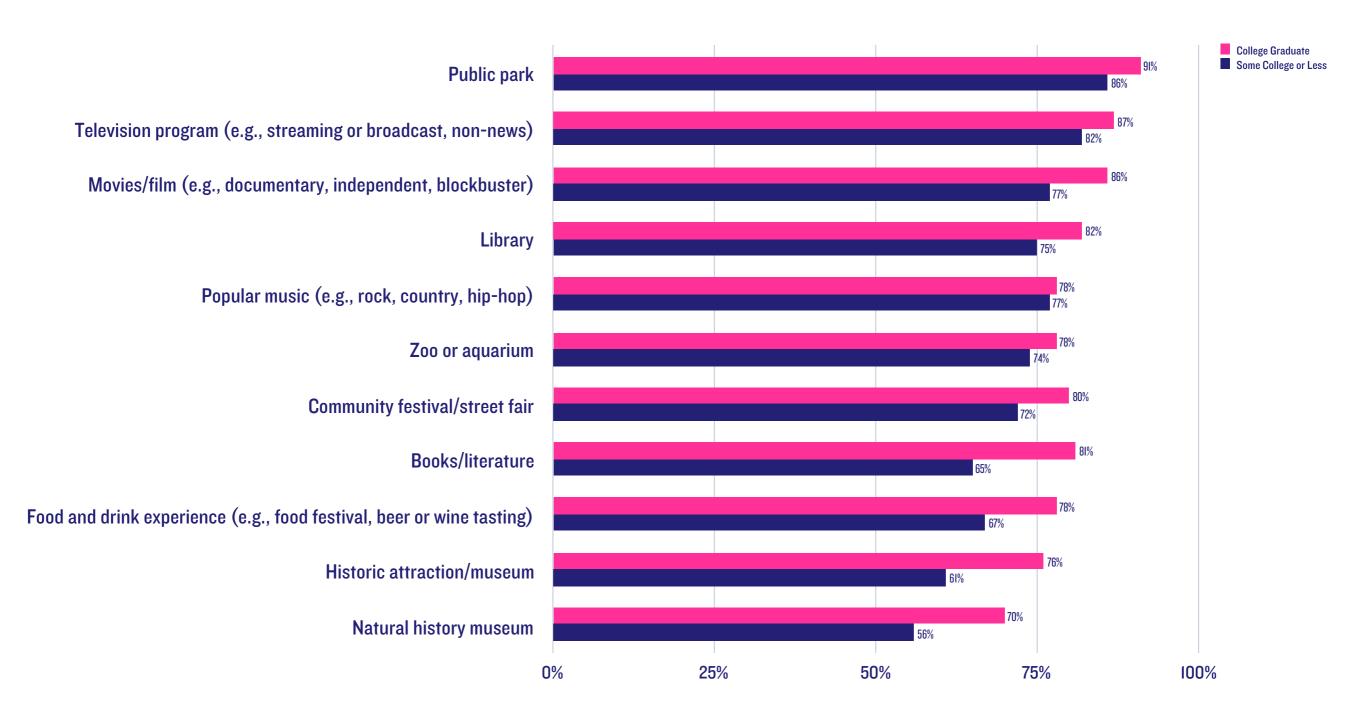
## Participation at least once in past year continued By community type



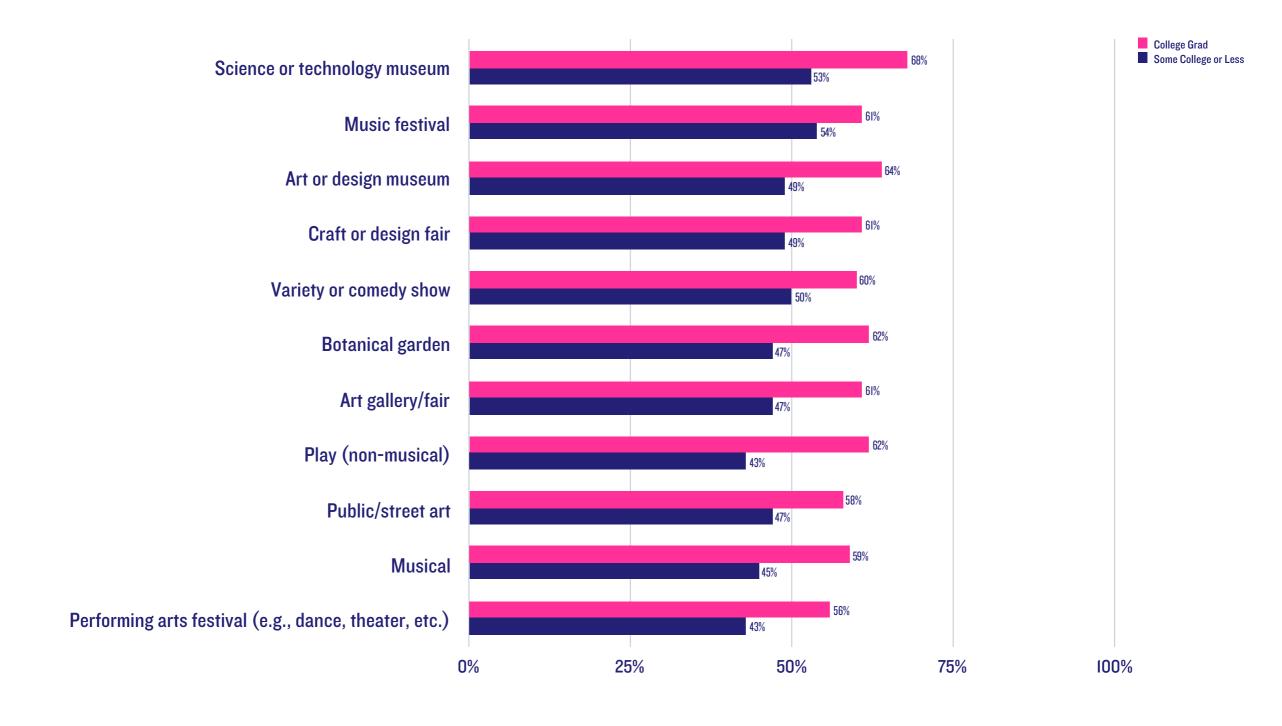
# Participation at least once in past year continued By community type



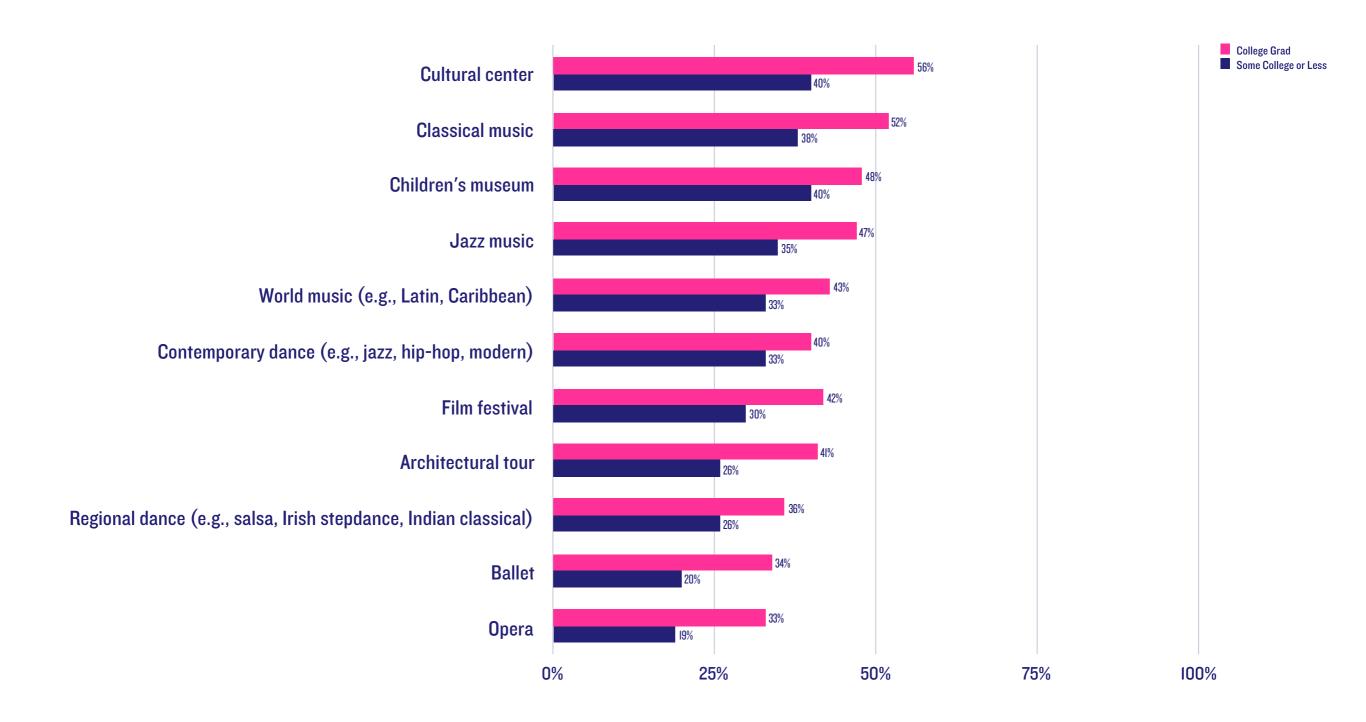
# Participation at least once in past year By education level



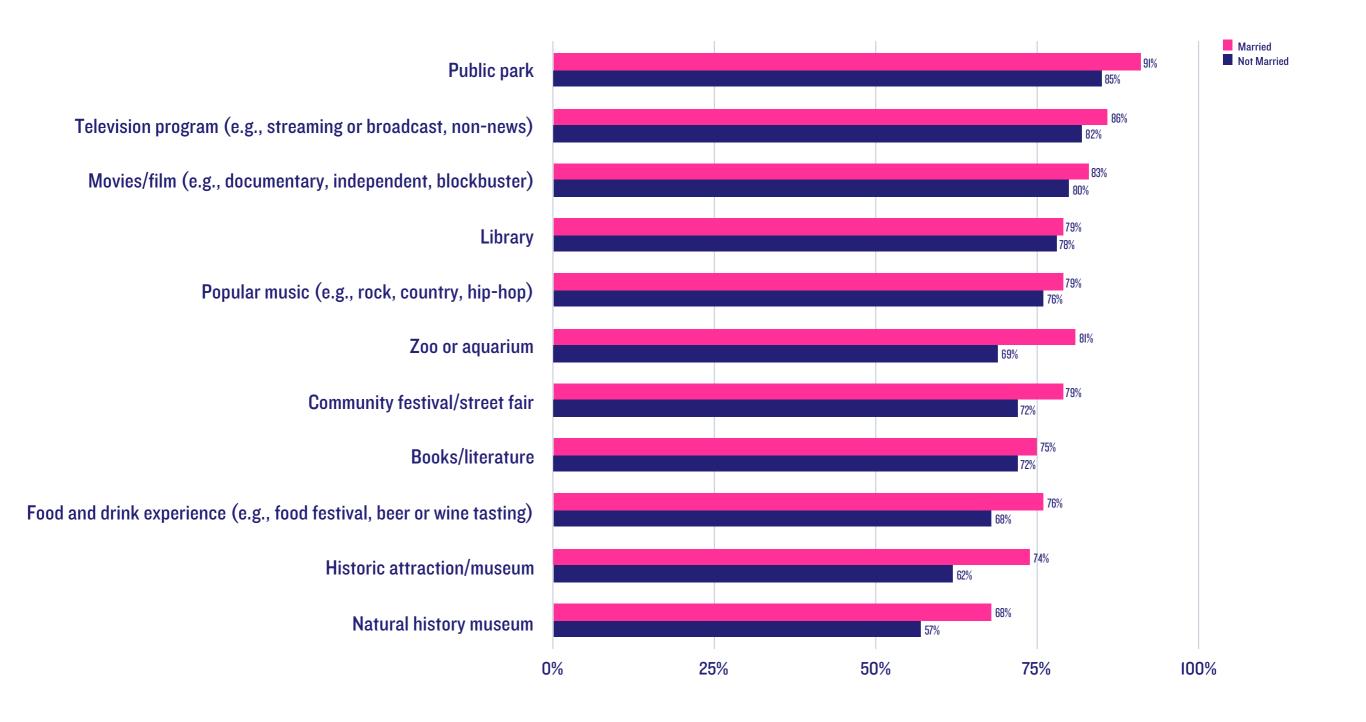
# Participation at least once in past year continued By education level



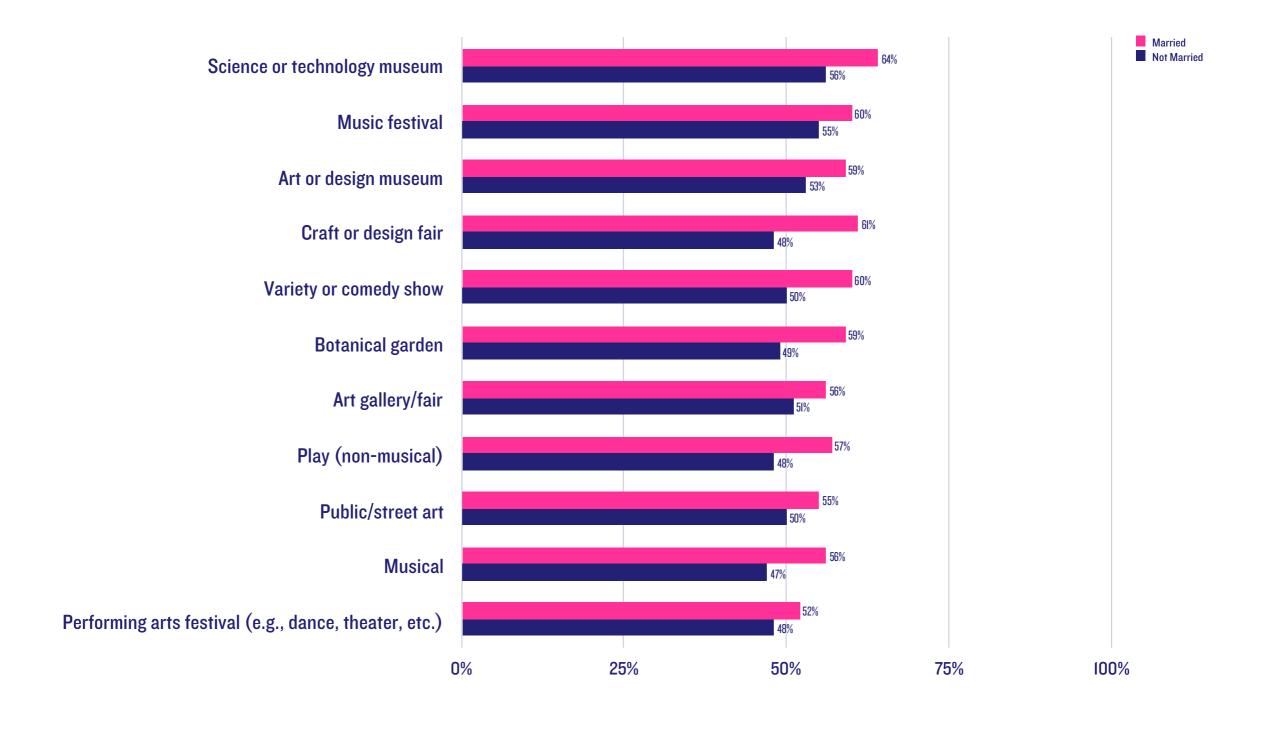
# Participation at least once in past year continued By education level



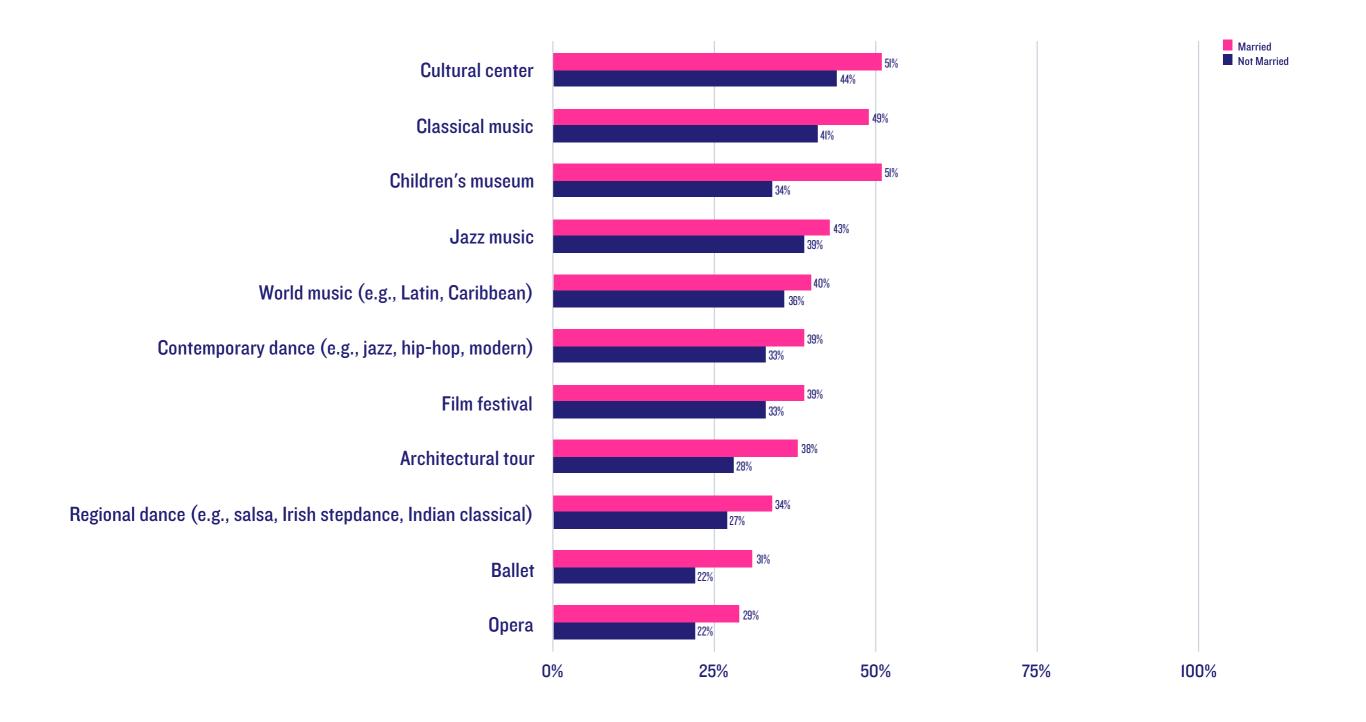
# Participation at least once in past year By marital status



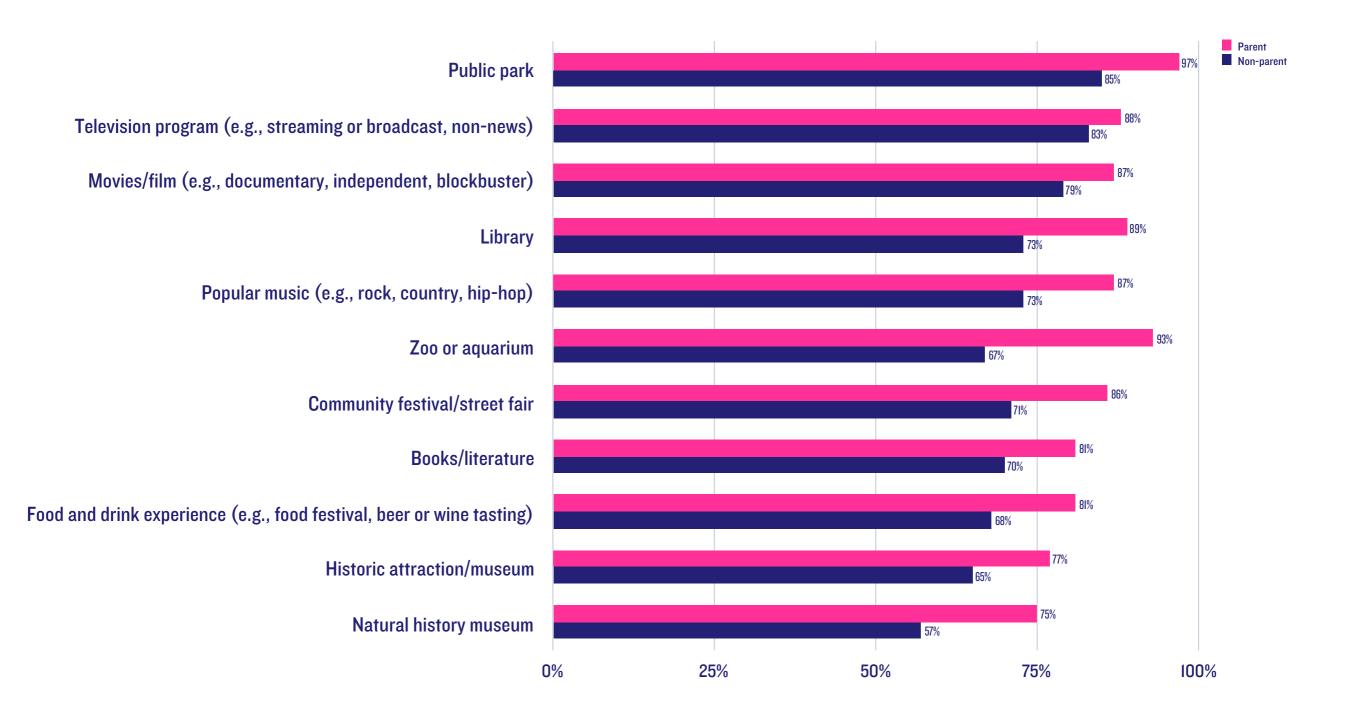
# Participation at least once in past year continued By marital status



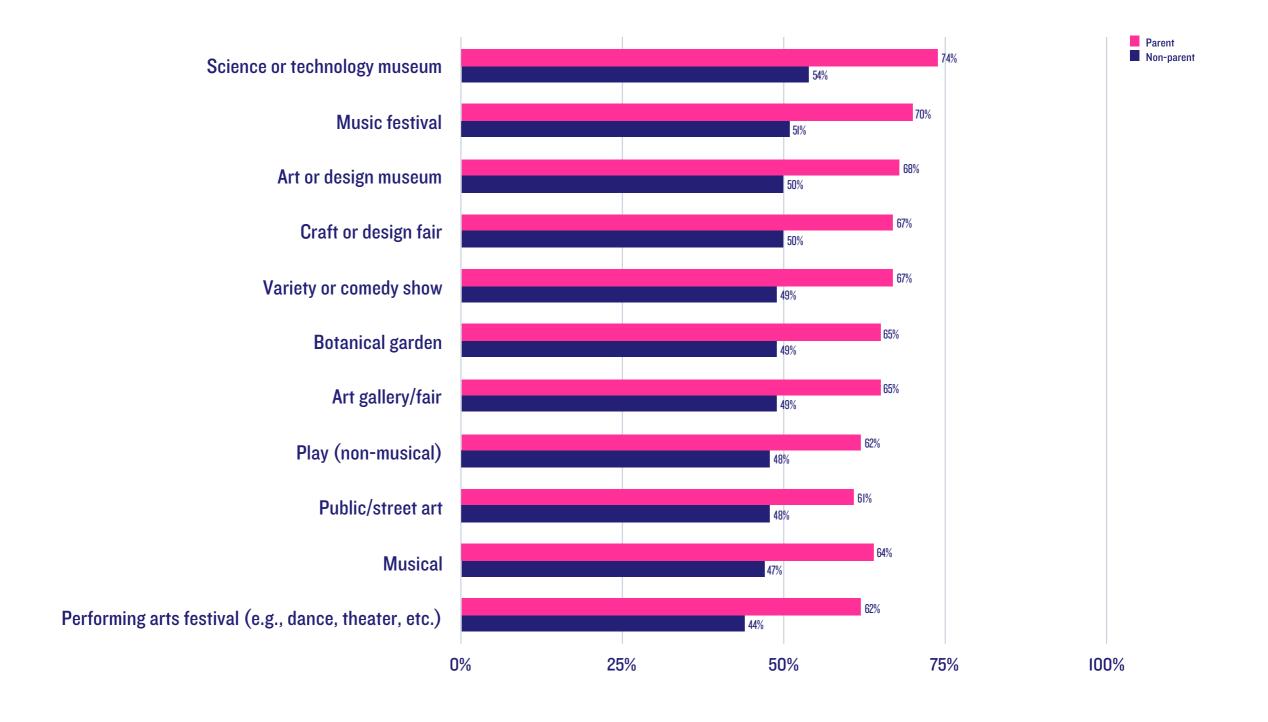
# Participation at least once in past year continued By marital status



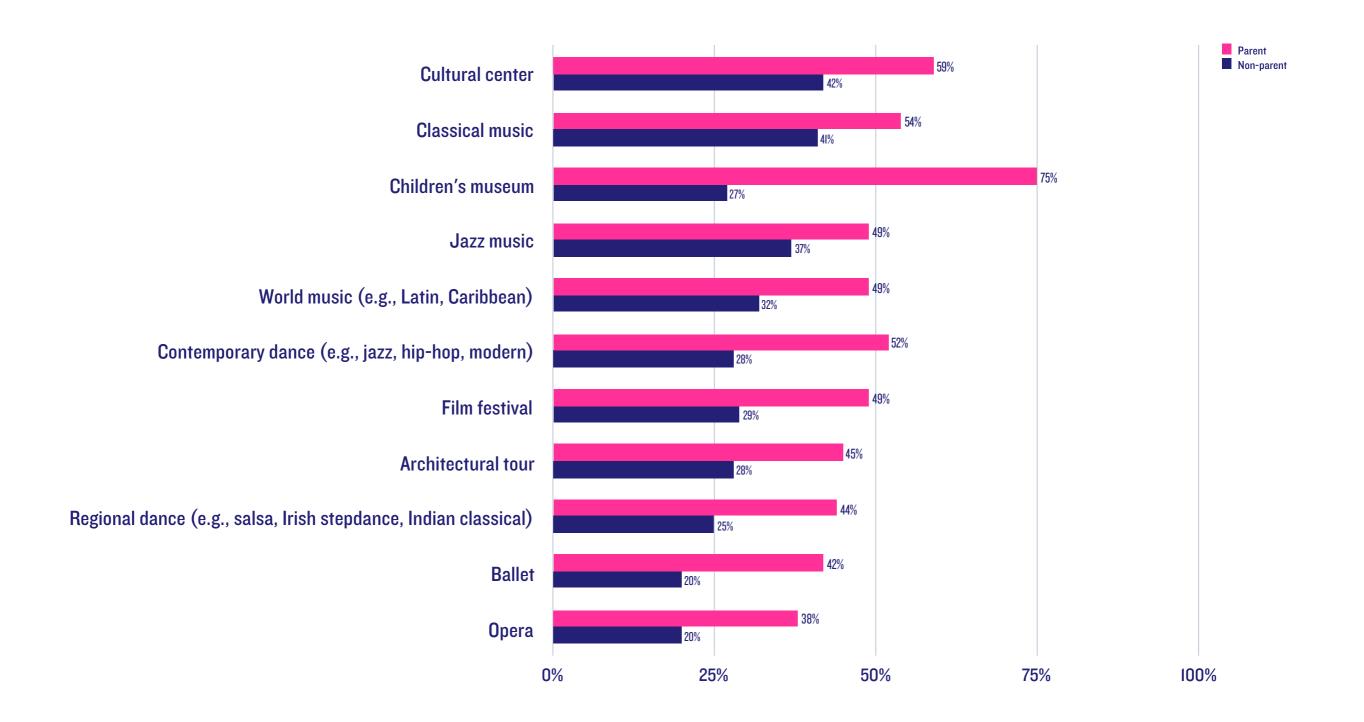
# Participation at least once in past year By parental status



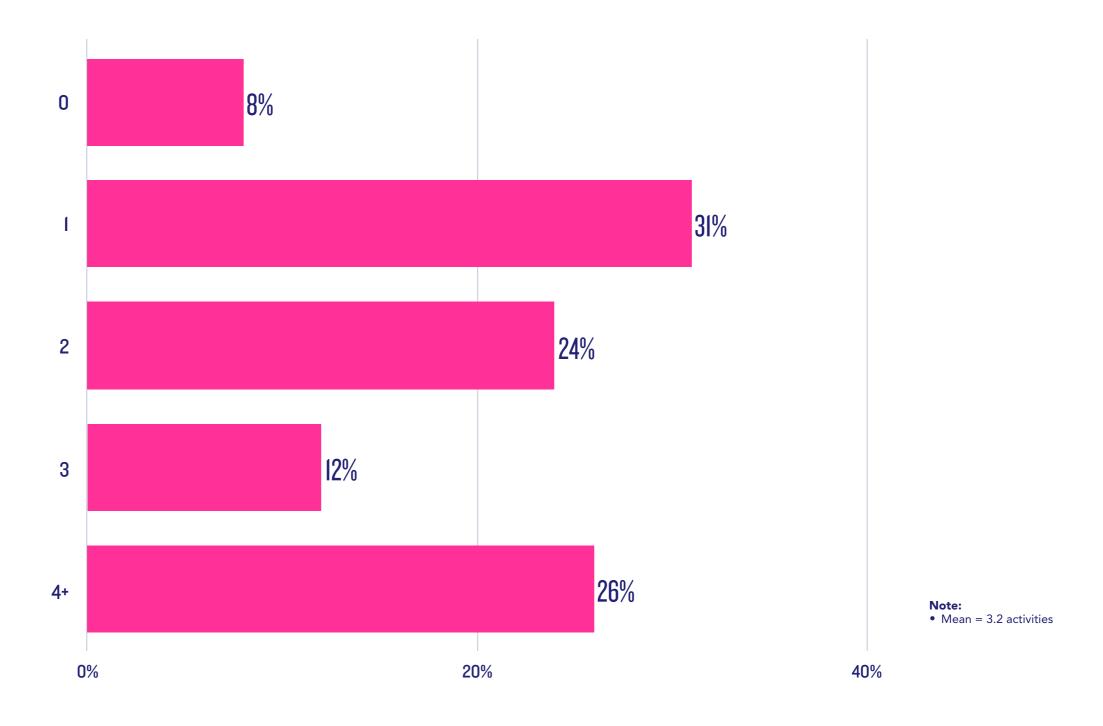
# Participation at least once in past year continued By parental status



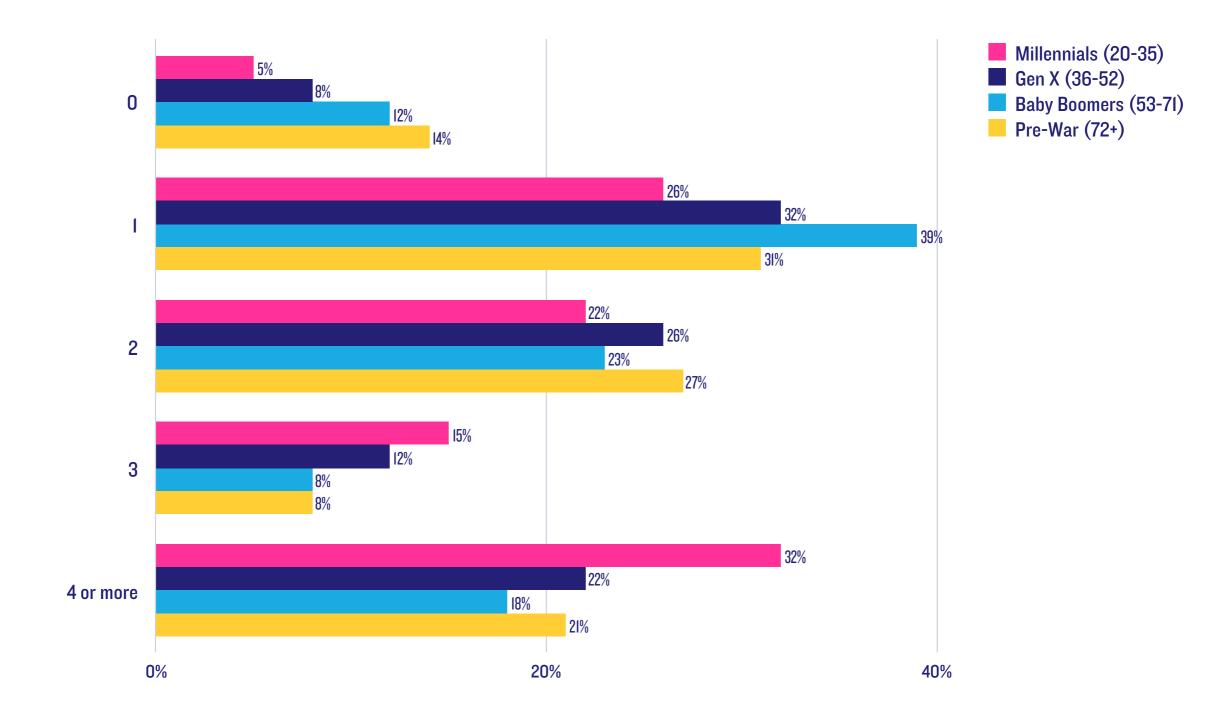
# Participation at least once in past year continued By parental status



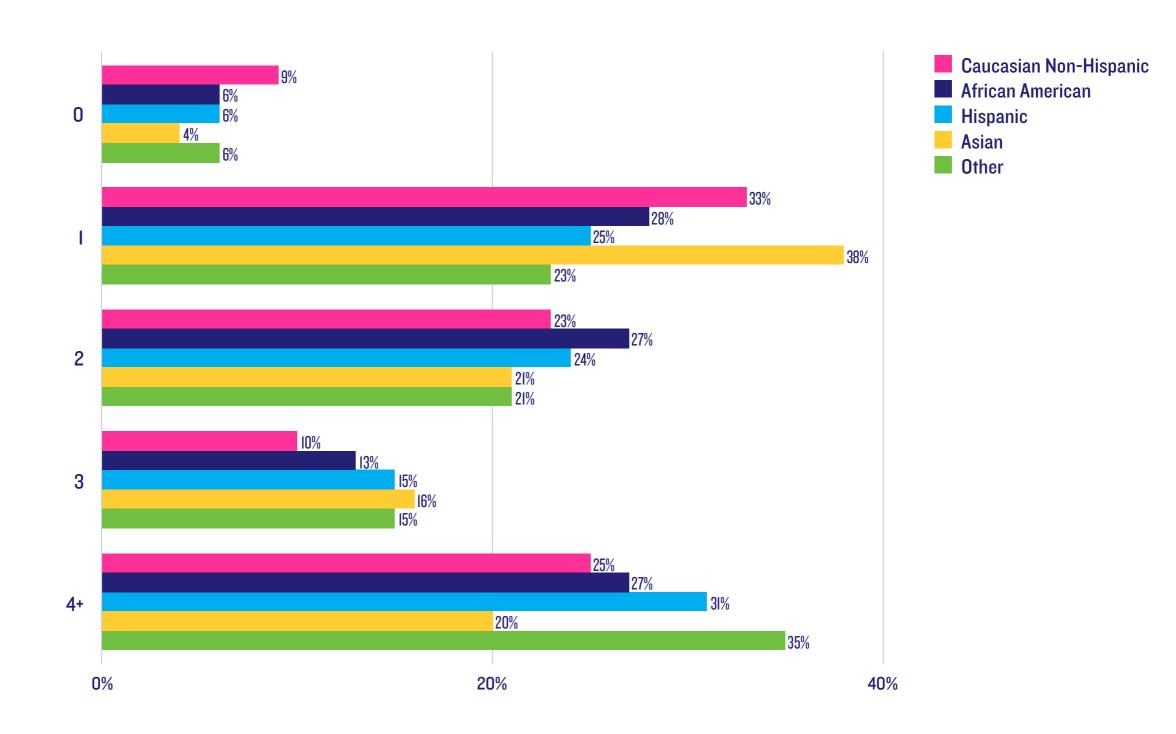
### Number of cultural activities participated in per month



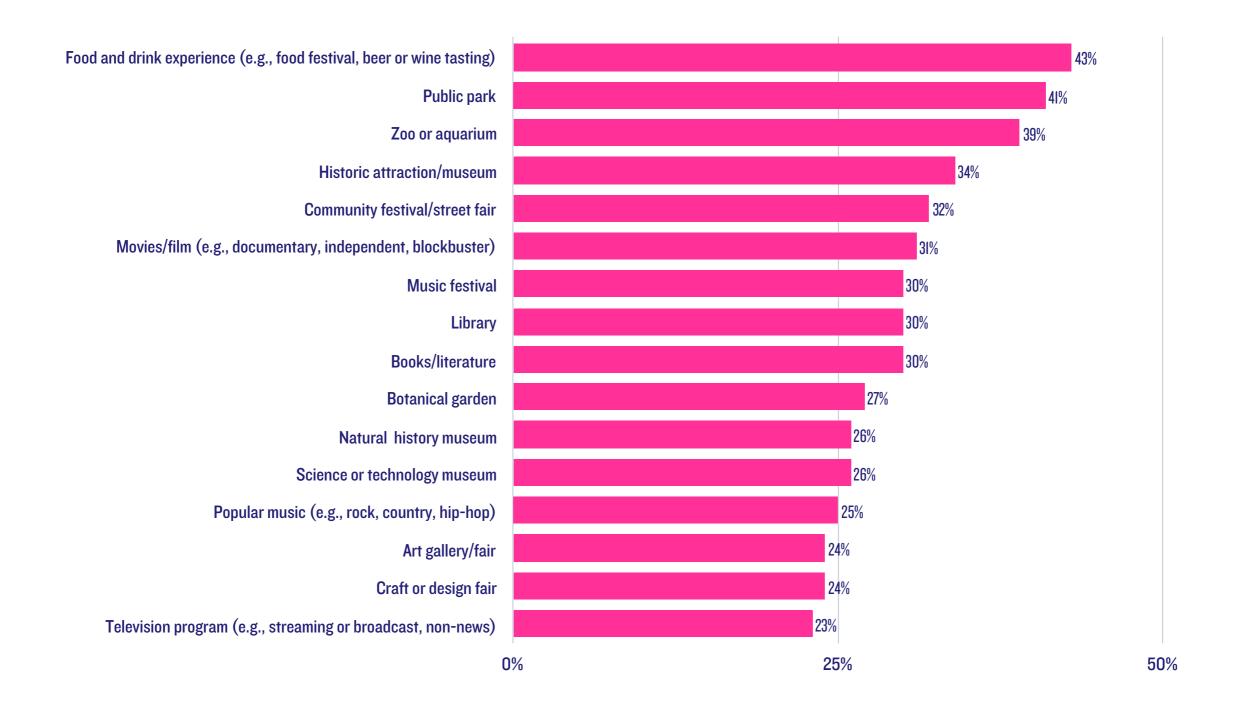
### Number of cultural activities participated in per month By generation



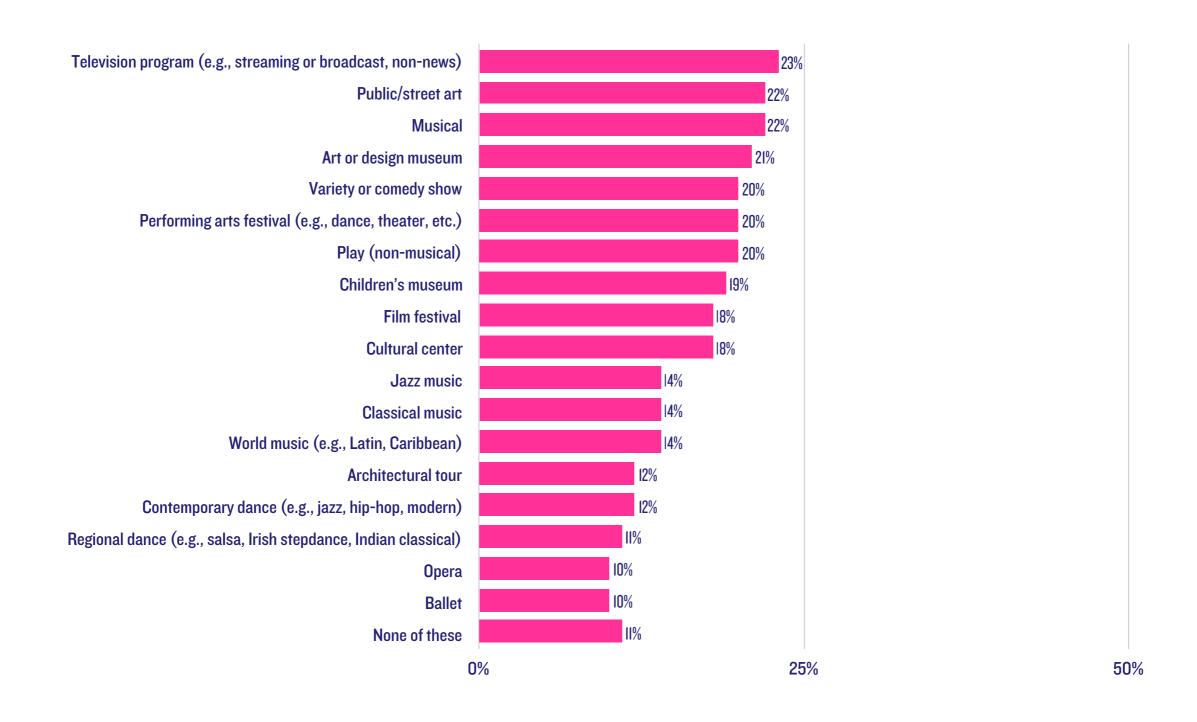
### Number of cultural activities participated in per month By race/ethnicity



### Plan for participating more in the next year

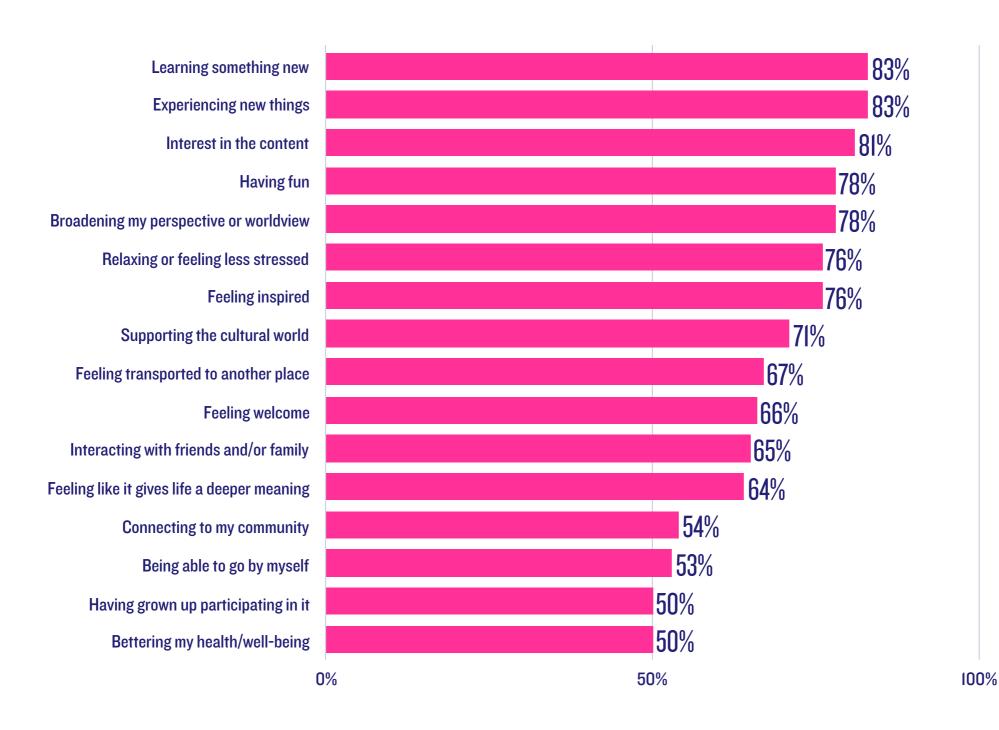


### Plan for participating more in the next year continued



# Motivators and Barriers to Participation

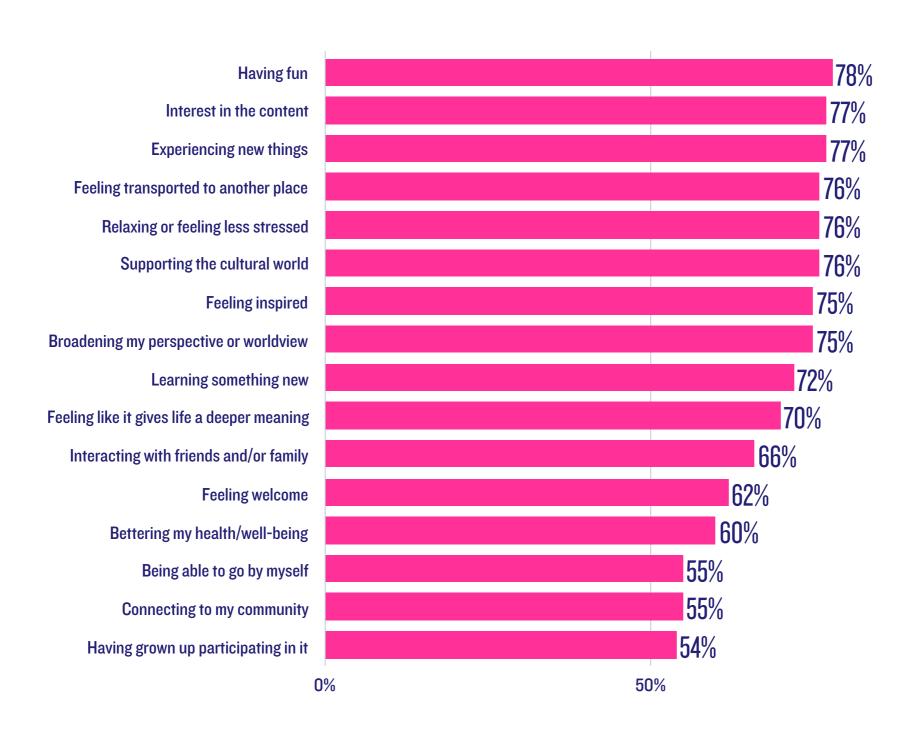
### Motivators to participation Art/design museum



### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
   Percentages represent those who indicated they participated in the province of the province of
- who indicated they participated in the activity at least once in the past year.

### **Motivators to participation Opera**



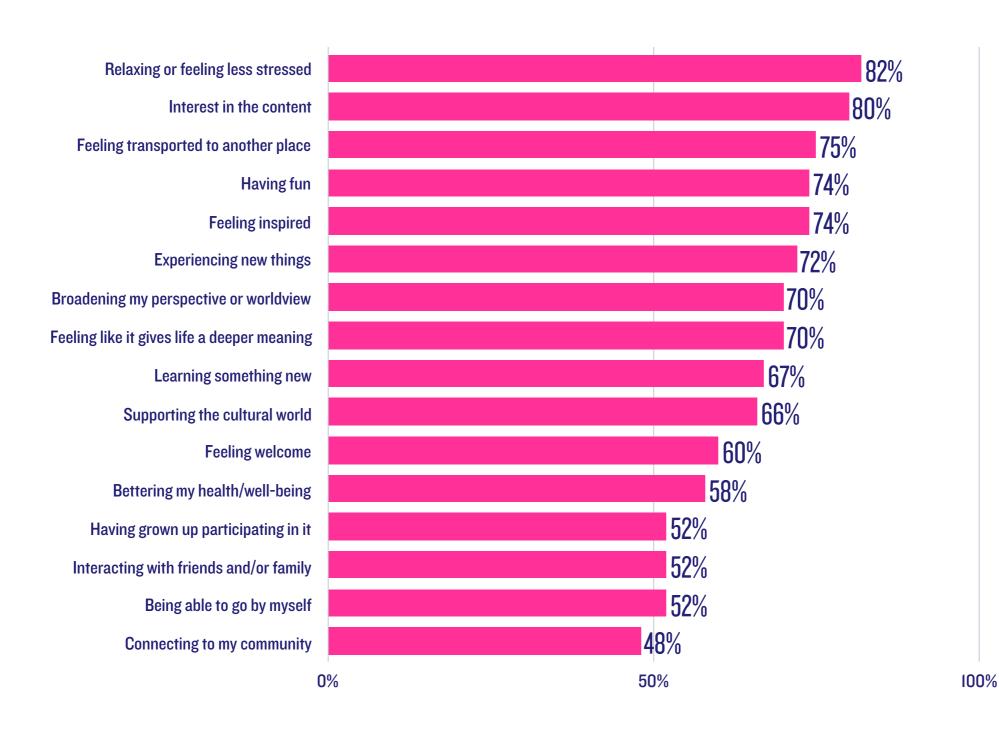
### Notes:

100%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree"). Percentages represent those who indicated they participated
- in the activity at least once in the past year.

**Culture Track '17 53** LaPlaca Cohen | Kelton 2017

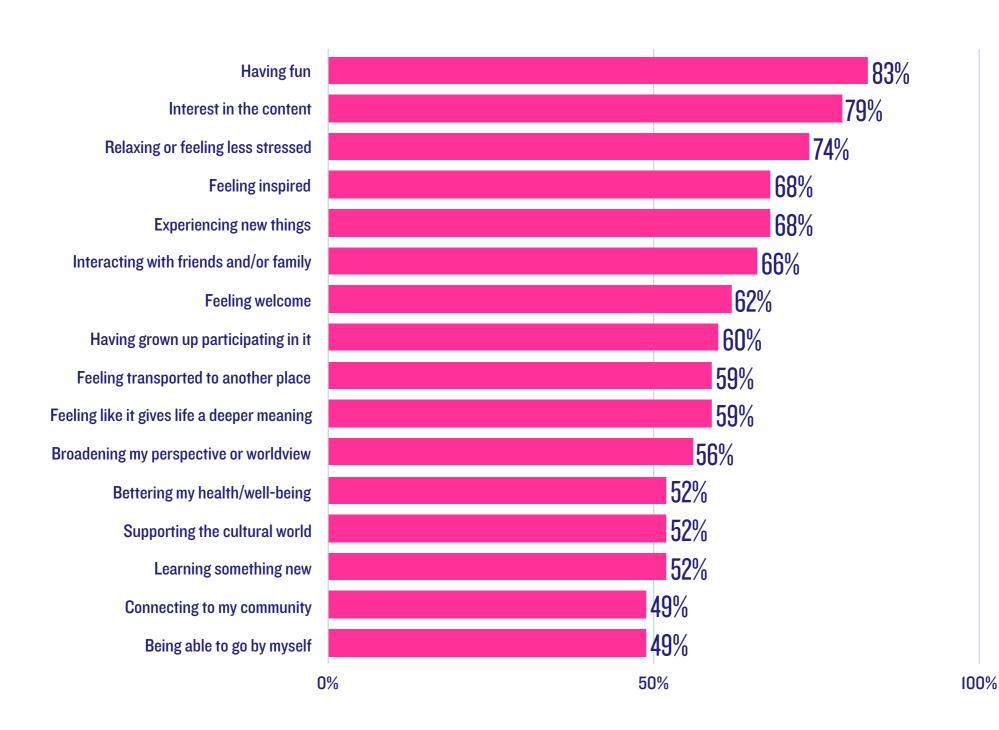
### Motivators to participation Classical music



### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
   Percentages represent those who indicated they participated in the participated.
  - who indicated they participated in the activity at least once in the past year.

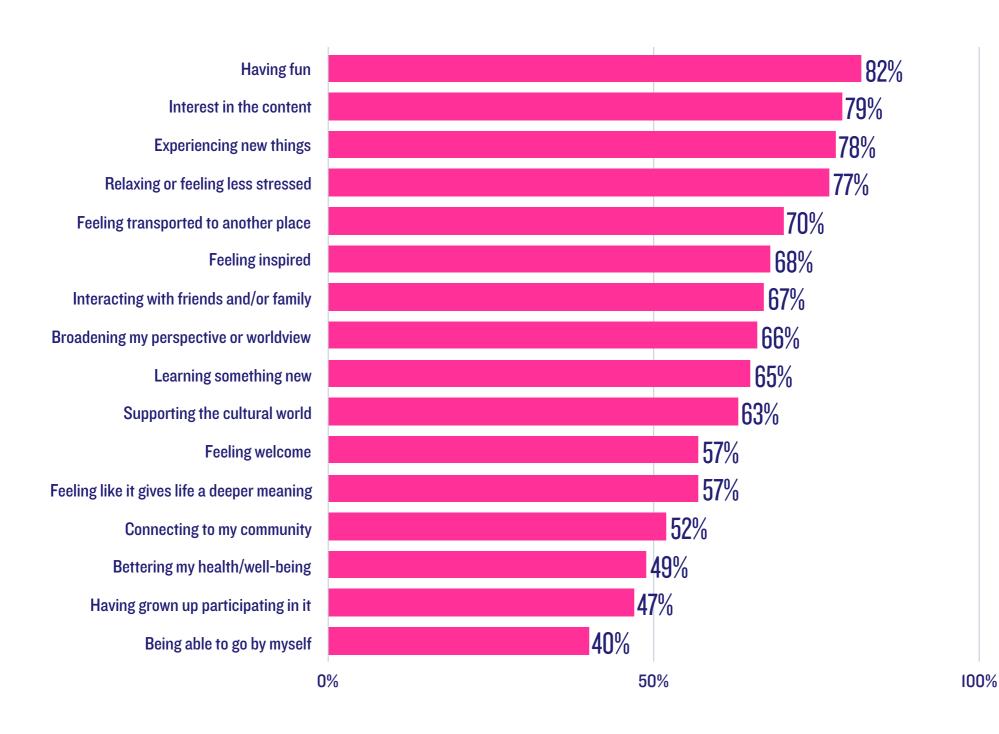
# Motivators to participation Popular music



### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
  Percentages represent those who indicated they participated in the activities at least a series.
- who indicated they participated in the activity at least once in the past year.

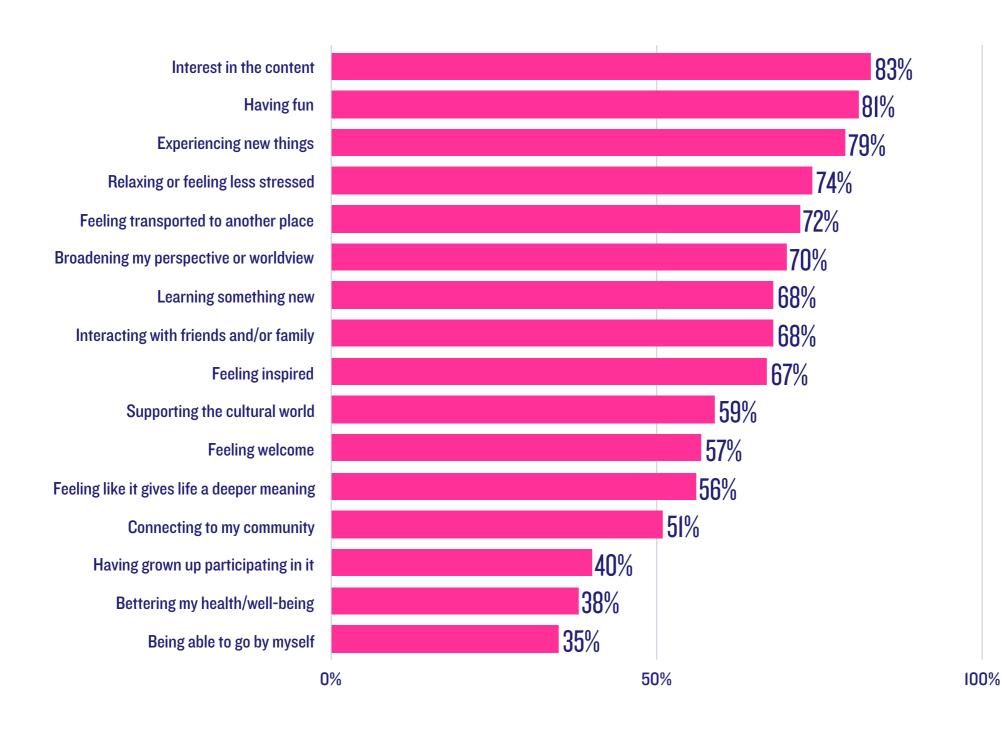
### Motivators to participation Musical



### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
  Percentages represent those who indicated they participated in the activities at least a series.
  - who indicated they participated in the activity at least once in the past year.

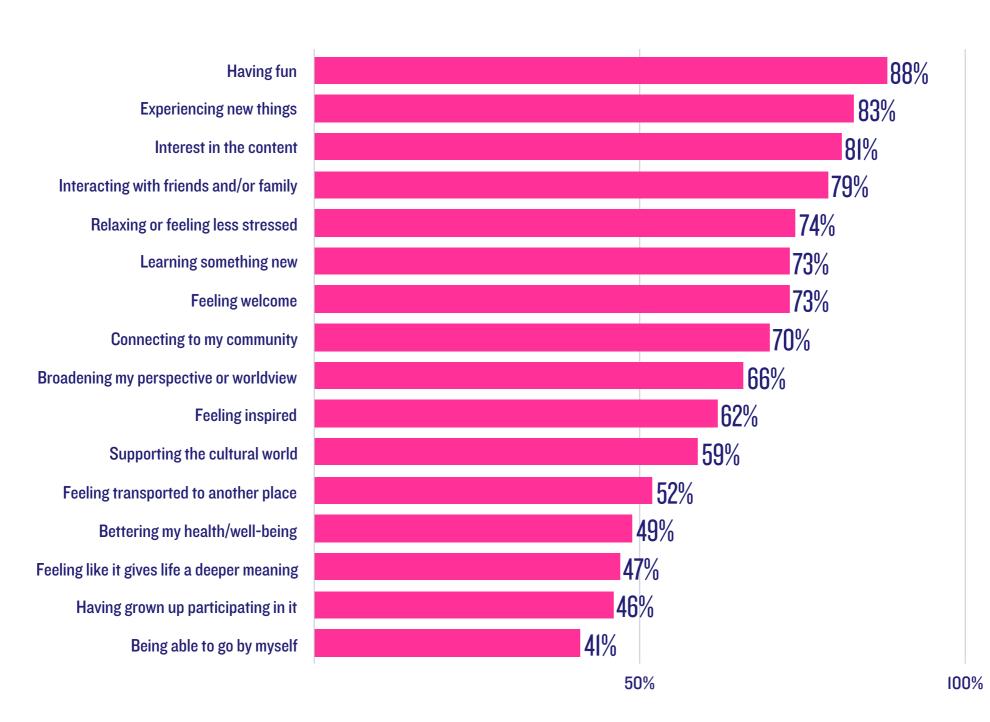
## Motivators to participation Play (non-musical)



### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
   Percentages represent those who indicated they participated in the activity at least agree in the second control of the control of the
- who indicated they participated in the activity at least once in the past year.

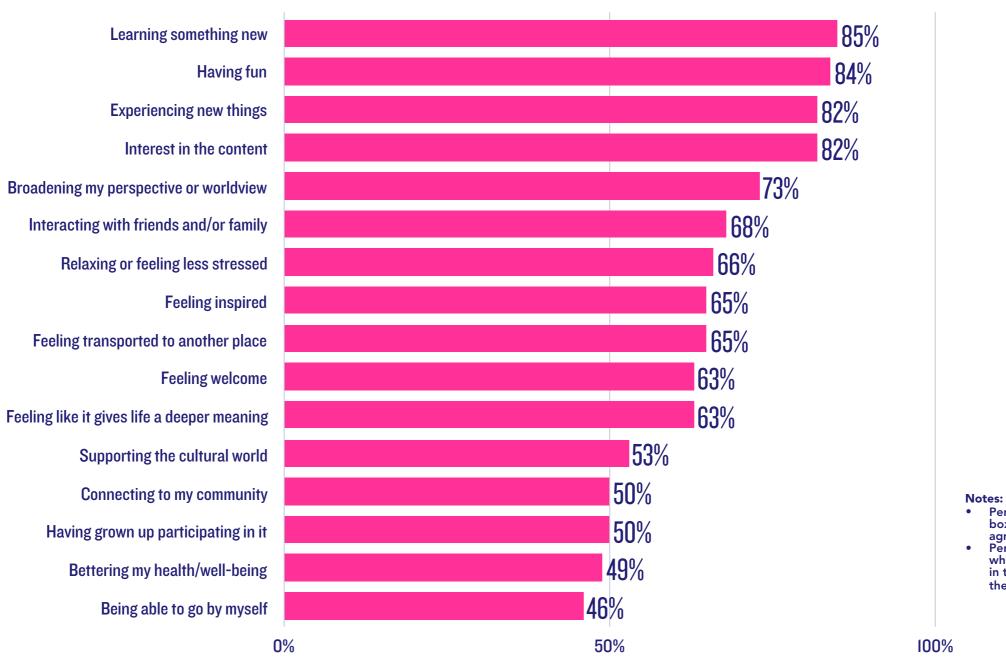
# Motivators to participation Community festival/street fair



### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
  Percentages represent those who indicated they participated in the activity at the series.
- who indicated they participated in the activity at least once in the past year.

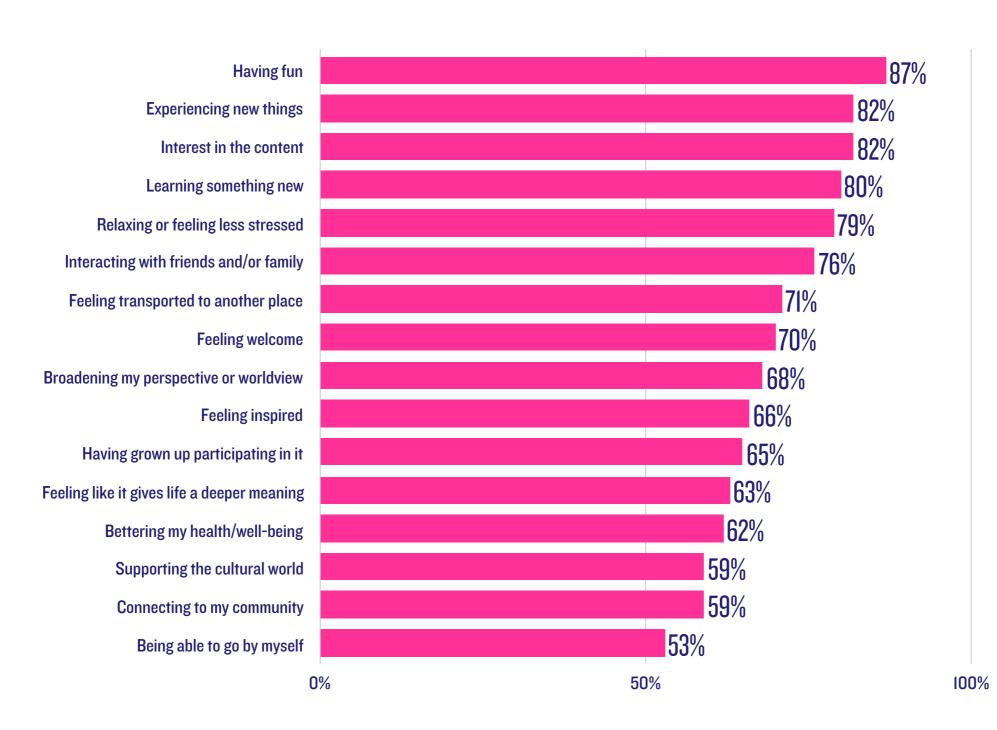
### **Motivators to participation** Science or technology museum, natural history museum



- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
  - Percentages represent those who indicated they participated in the activity at least once in the past year.

**Culture Track '17 59** LaPlaca Cohen | Kelton 2017

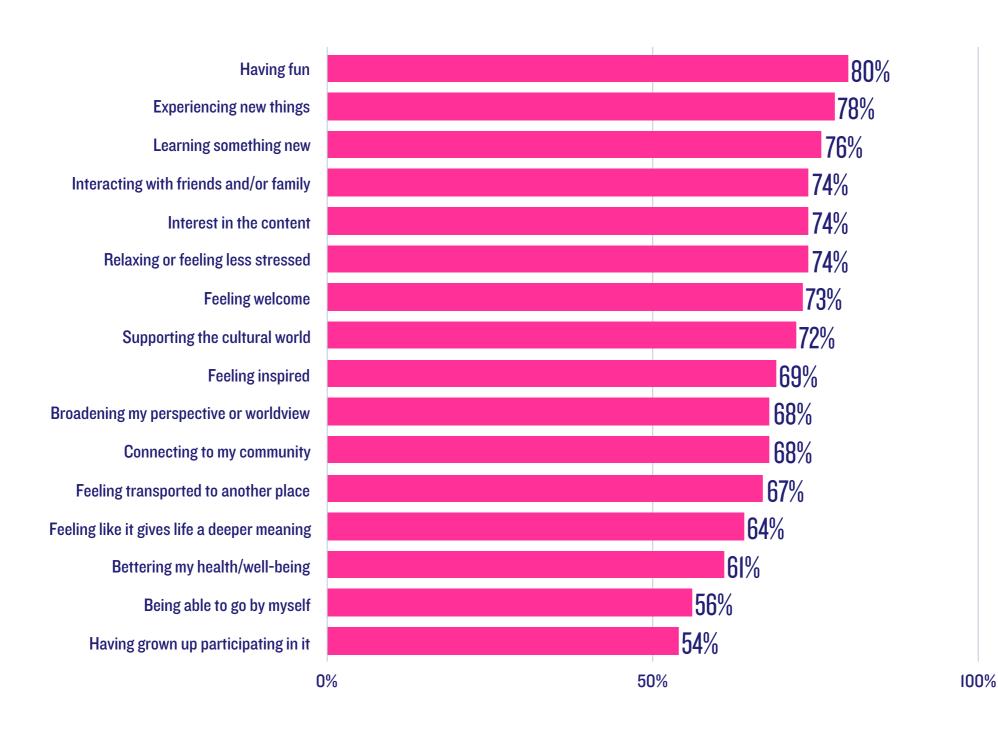
### Motivators to participation Zoo, aquarium, botanical garden



### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
   Percentages represent those who indicated they participated
  - who indicated they participated in the activity at least once in the past year.

### **Motivators to participation** Regional dance, contemporary dance

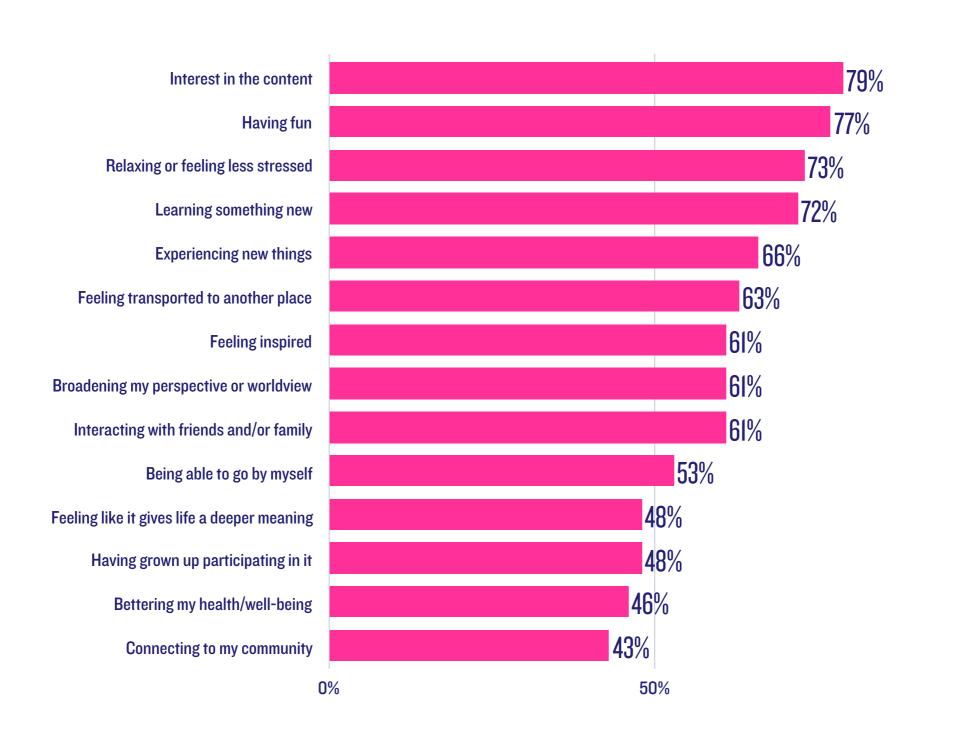


### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree"). Percentages represent those who indicated they participated
- in the activity at least once in the past year.

**Culture Track '17** 61 LaPlaca Cohen | Kelton 2017

# Motivators to participation Television program, film

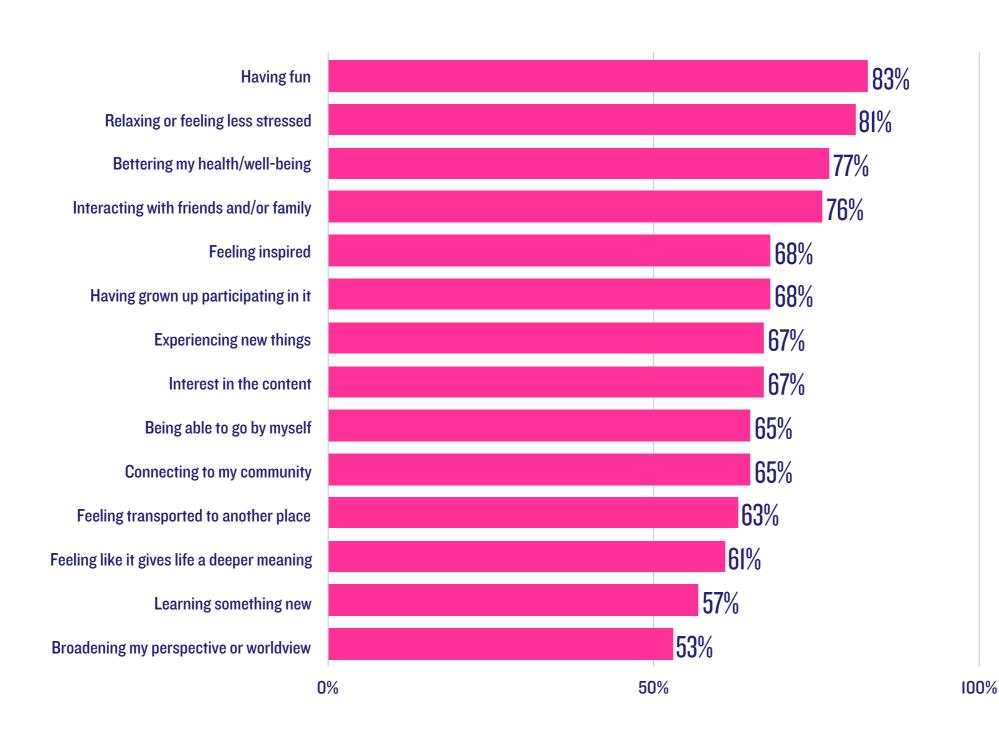


### Notes:

100%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
  Percentages represent those who indicated they participated in the activities of the participated.
- who indicated they participated in the activity at least once in the past year.

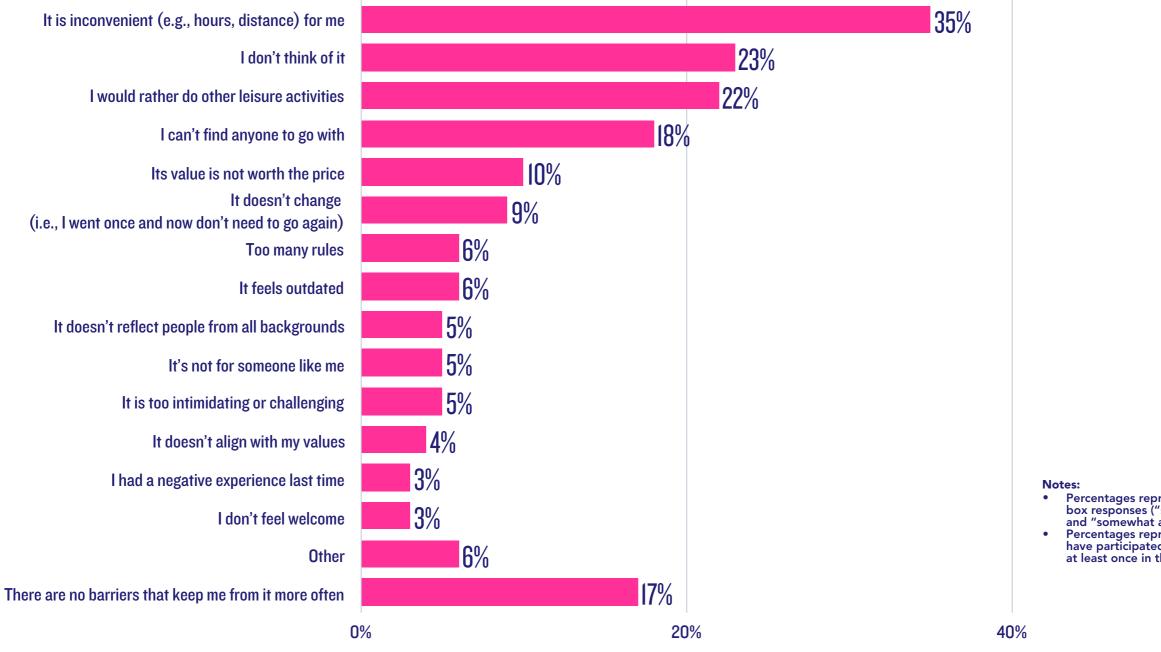
### Motivators to participation Public park



### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
   Percentages represent those who indicated they participated in the activity at least agree in the second control of the control of the
  - who indicated they participated in the activity at least once in the past year.

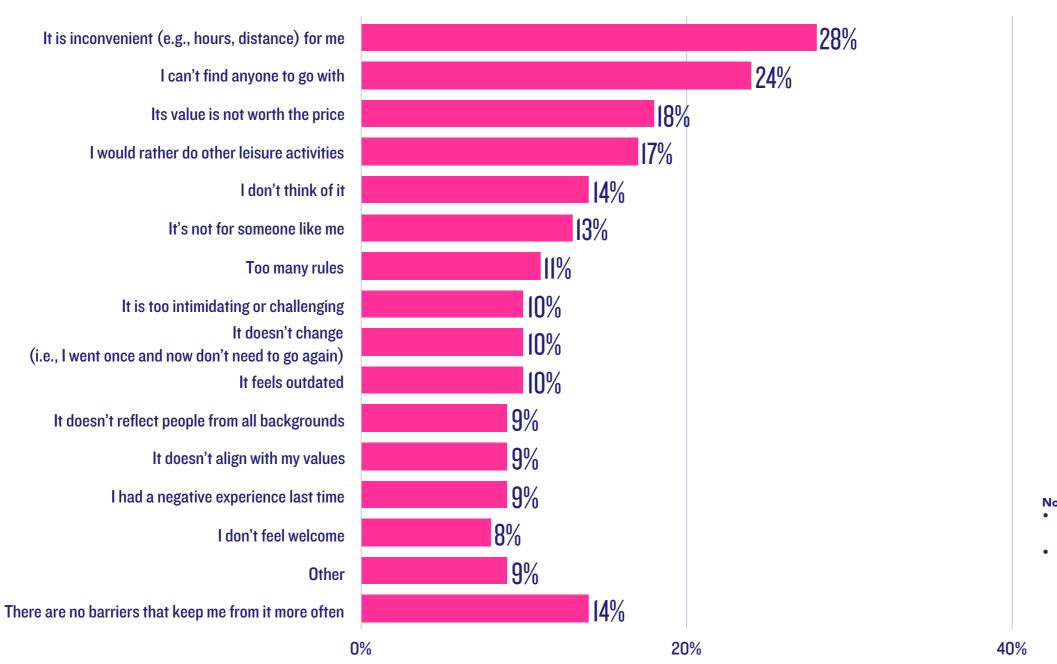
### Barriers to participation (for those that do participate) **Art/design museum**



- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

**Culture Track '17** LaPlaca Cohen | Kelton 2017

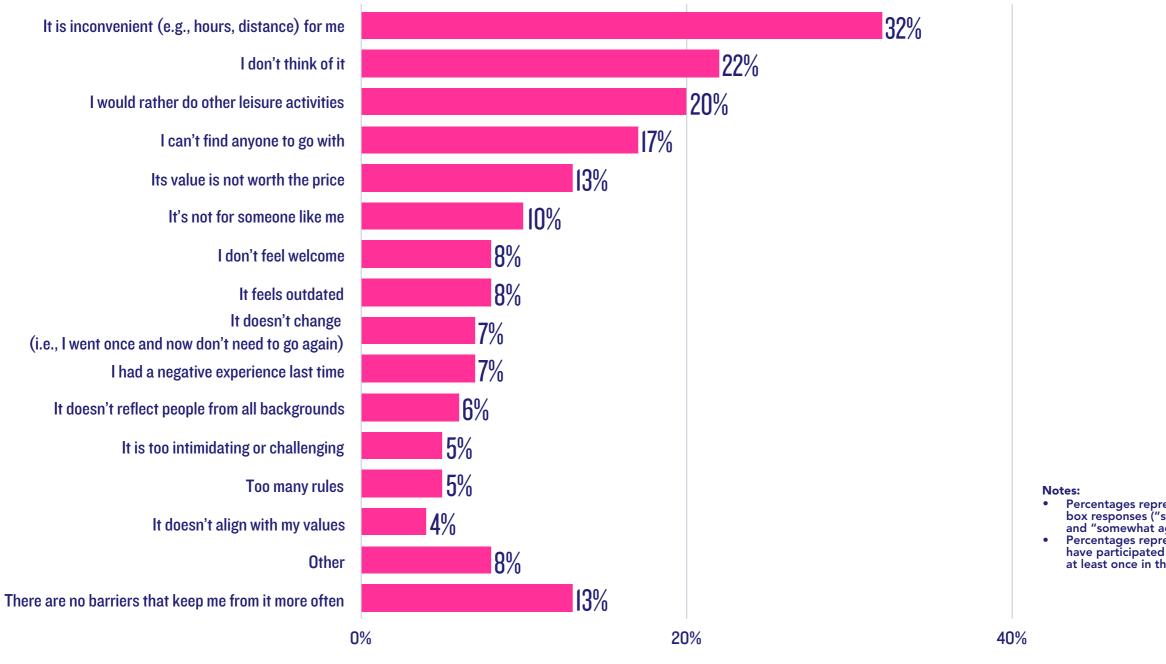
### Barriers to participation (for those that do participate) Opera



### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

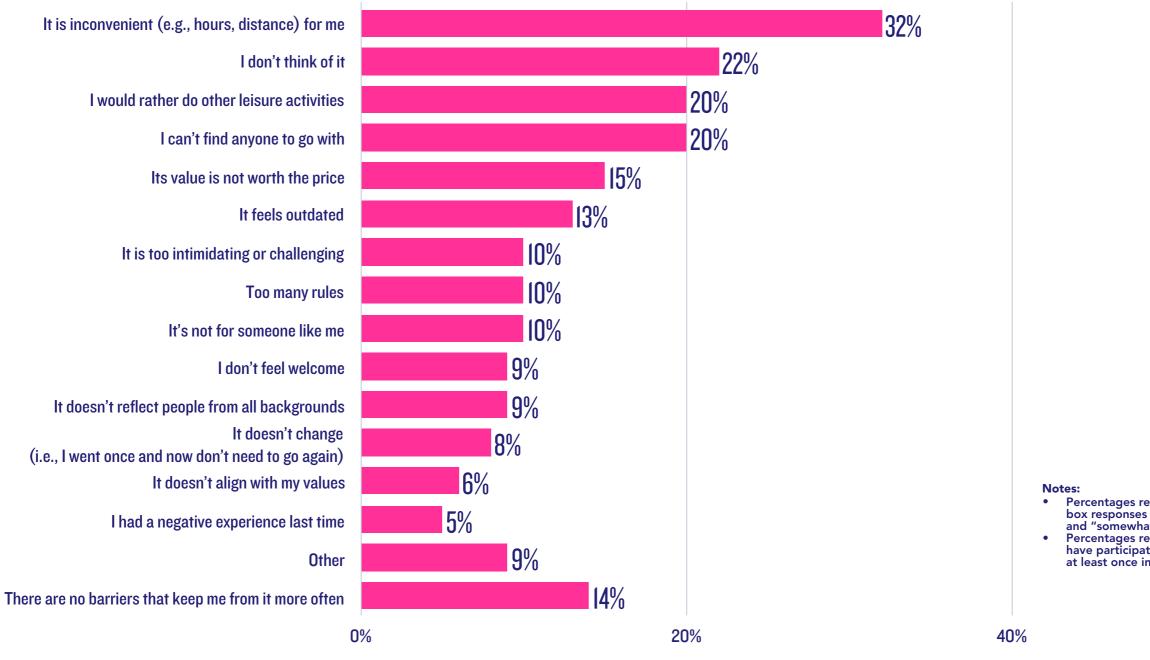
### Barriers to participation (for those that do participate) Classical music



- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

**Culture Track '17** LaPlaca Cohen | Kelton 2017

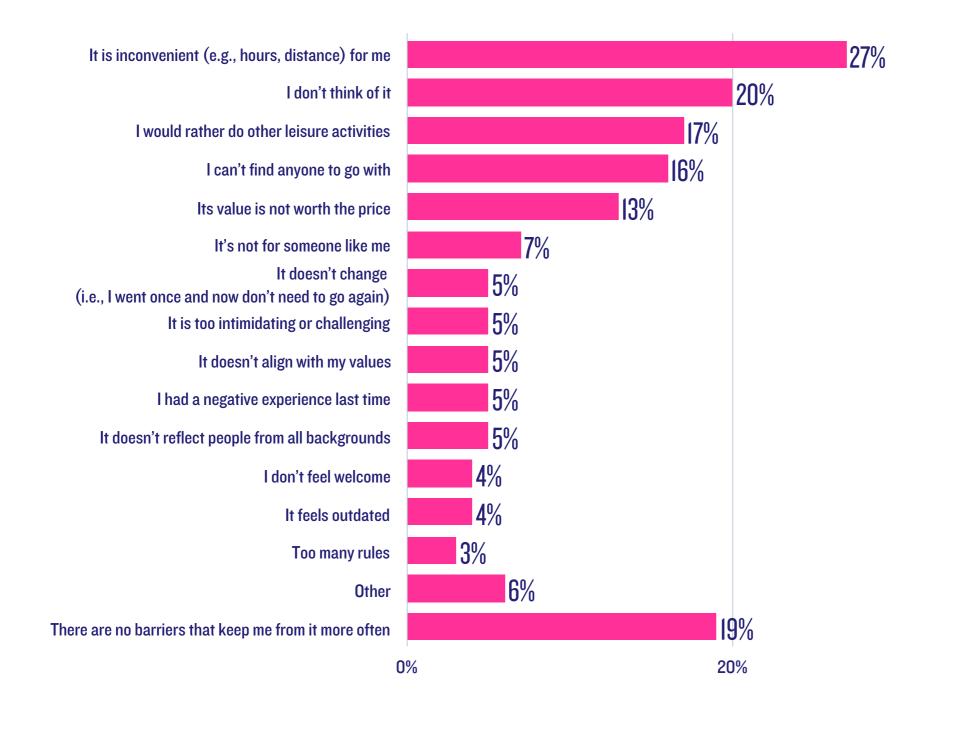
### Barriers to participation (for those that do participate) **Ballet**



- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

**Culture Track '17 67** LaPlaca Cohen | Kelton 2017

### Barriers to participation (for those that do participate) Popular music

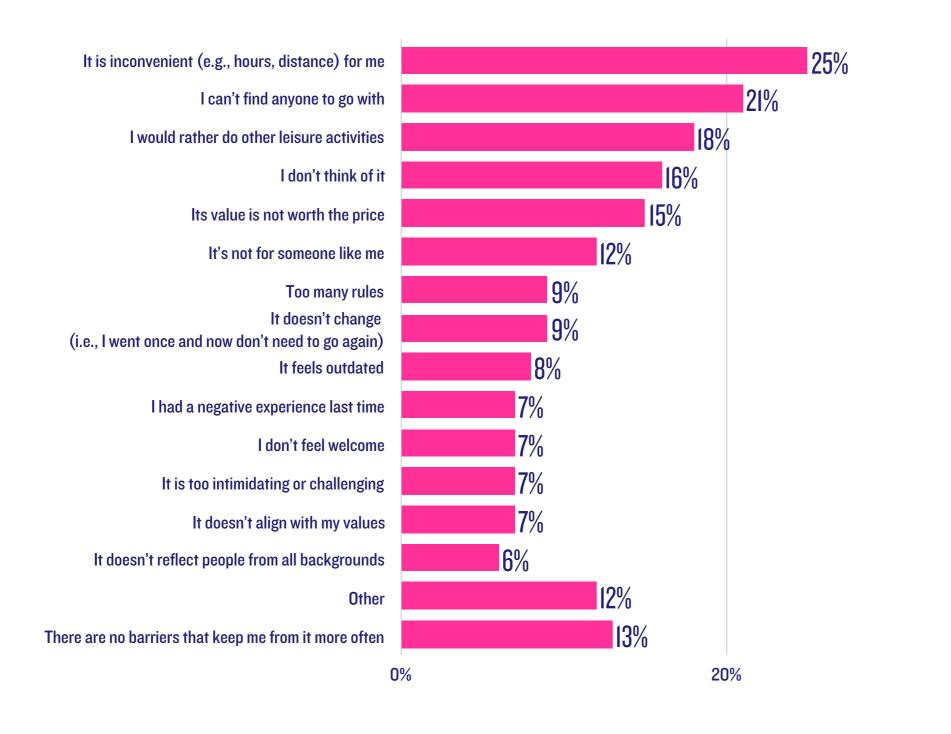


### Notes:

40%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

### Barriers to participation (for those that do participate) Musical

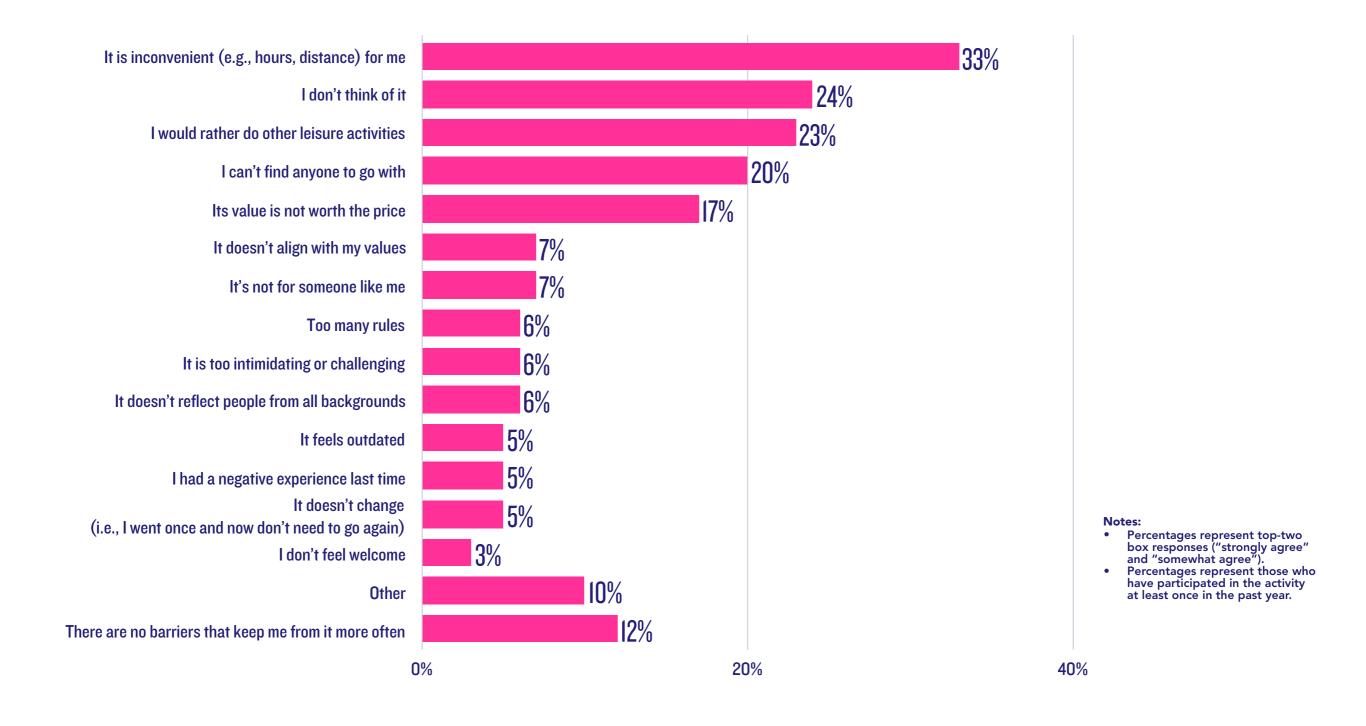


### Notes:

40%

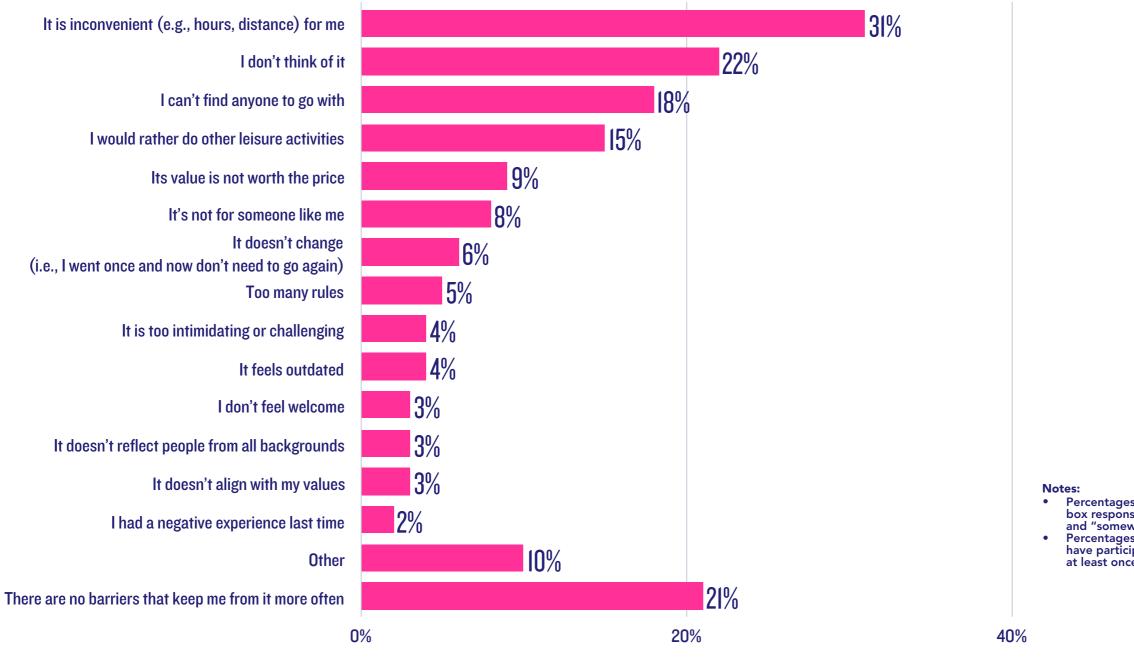
- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

## Barriers to participation (for those that do participate) Play (non-musical)



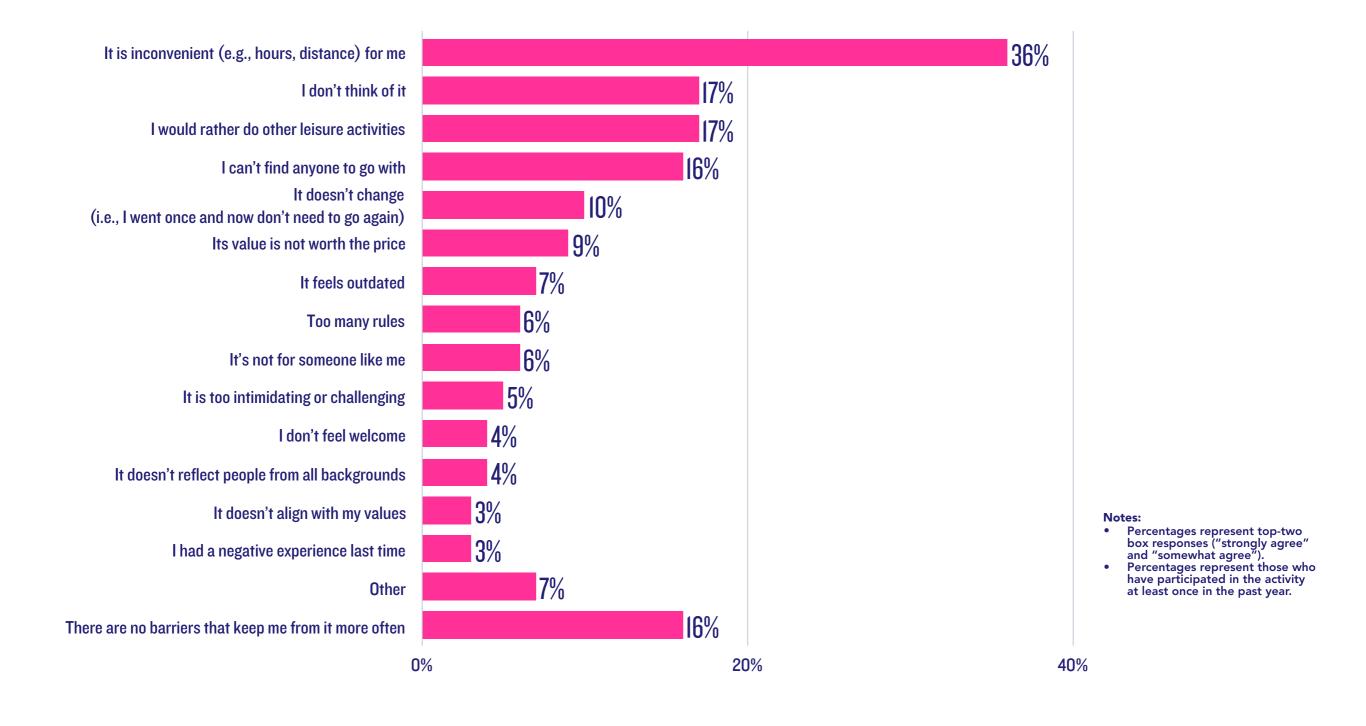
### Culture Track '17

### Barriers to participation (for those that do participate) Community festival/street fair

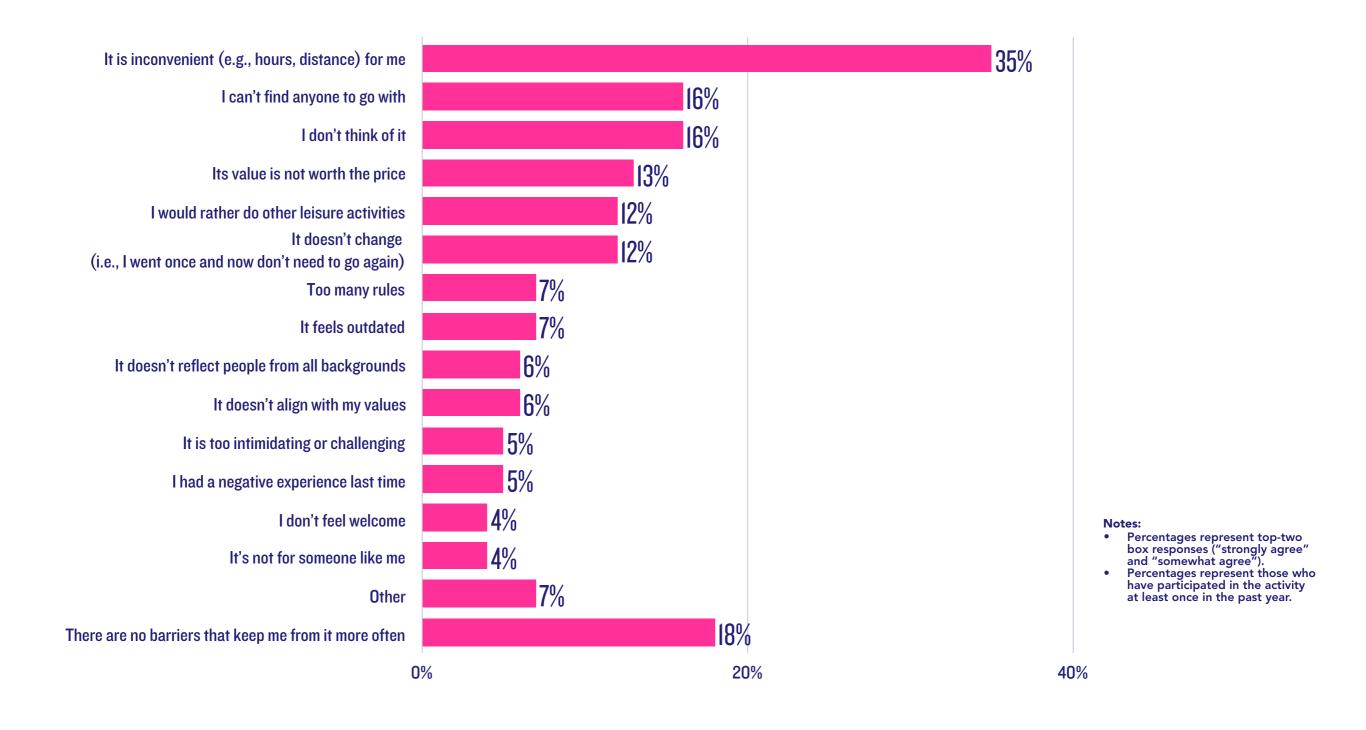


- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

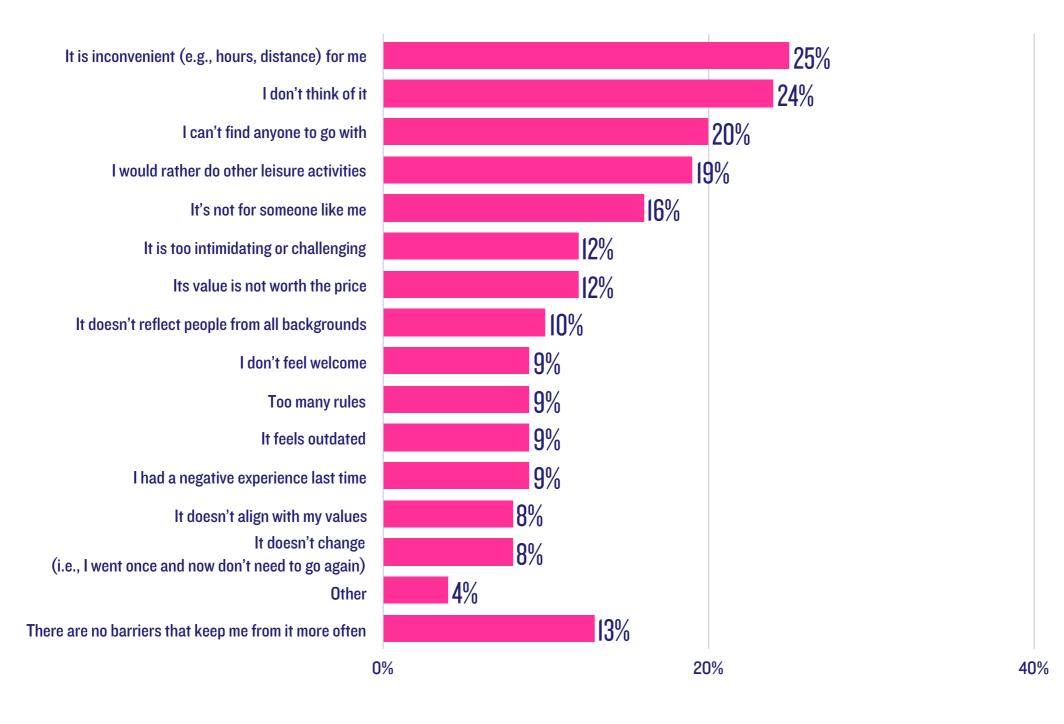
### Barriers to participation (for those that do participate) Science or technology museum, natural history museum



## Barriers to participation (for those that do participate) Zoo, aquarium, botanical garden



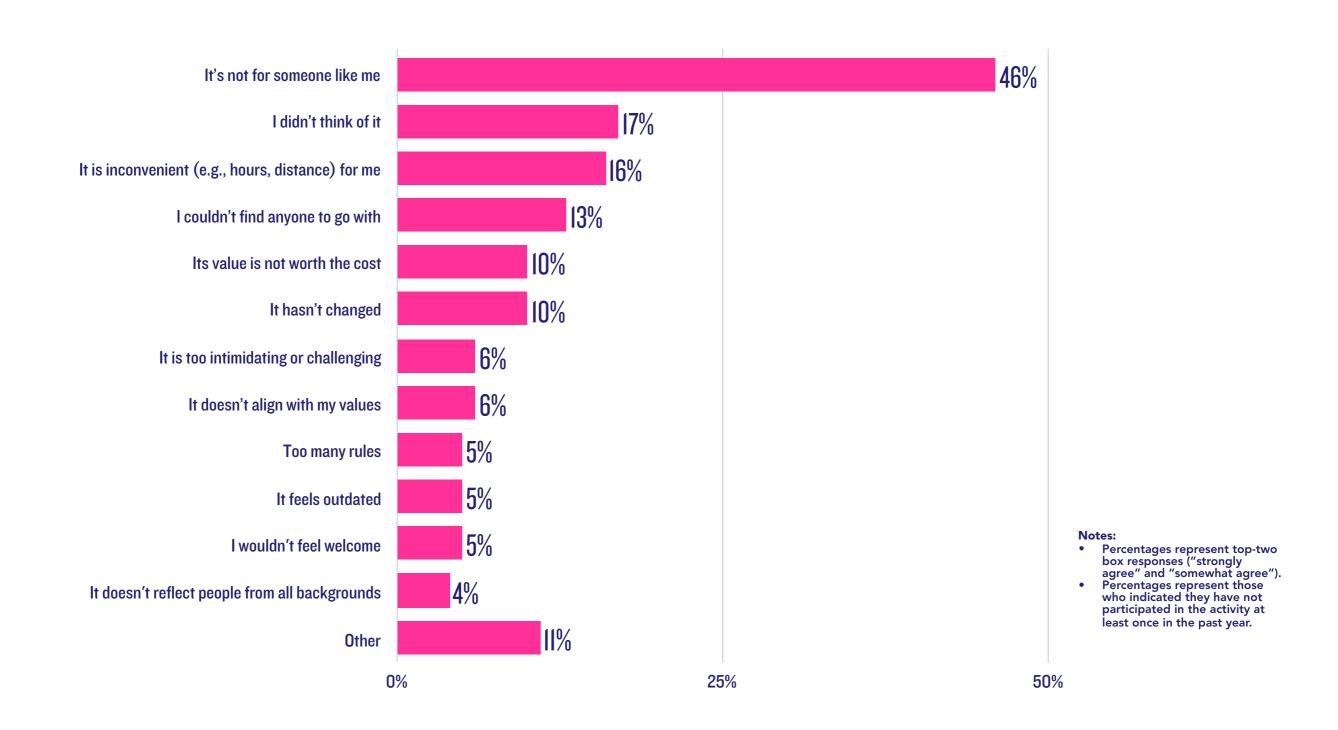
## Barriers to participation (for those that do participate) Regional dance, contemporary dance



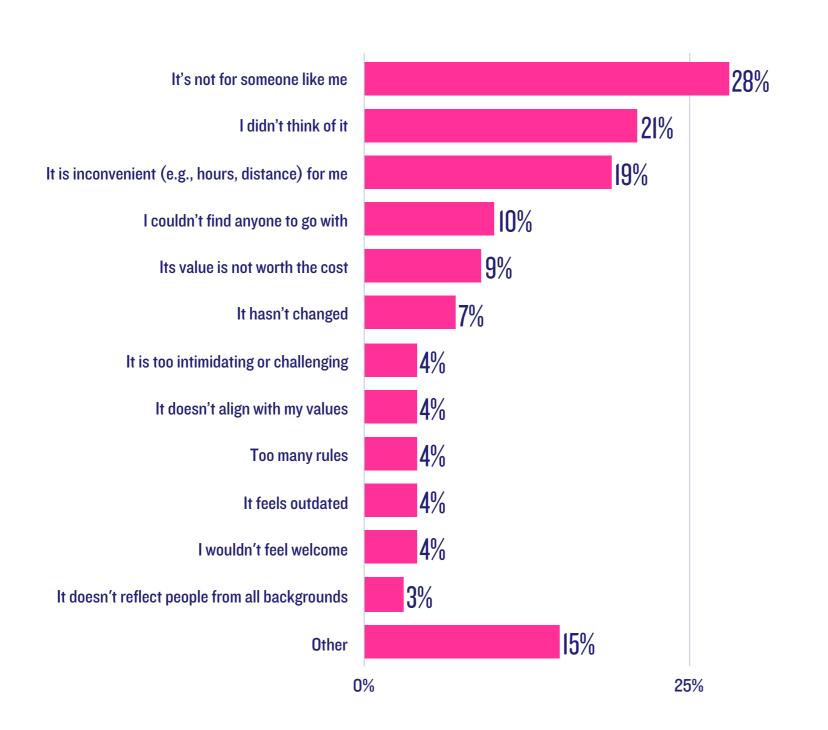
#### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

### Barriers to participation (for those that don't participate) Art/design museum



### Barriers to participation (for those that don't participate) Opera

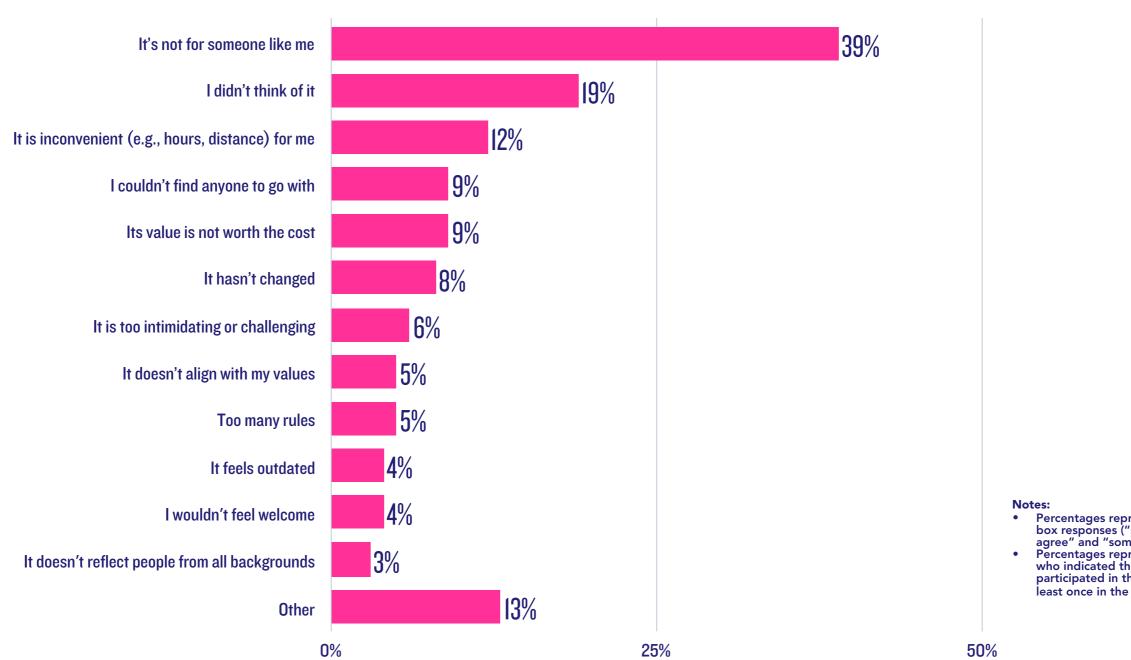


#### Notes:

50%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
   Percentages represent those
- who indicated they have not participated in the activity at least once in the past year.

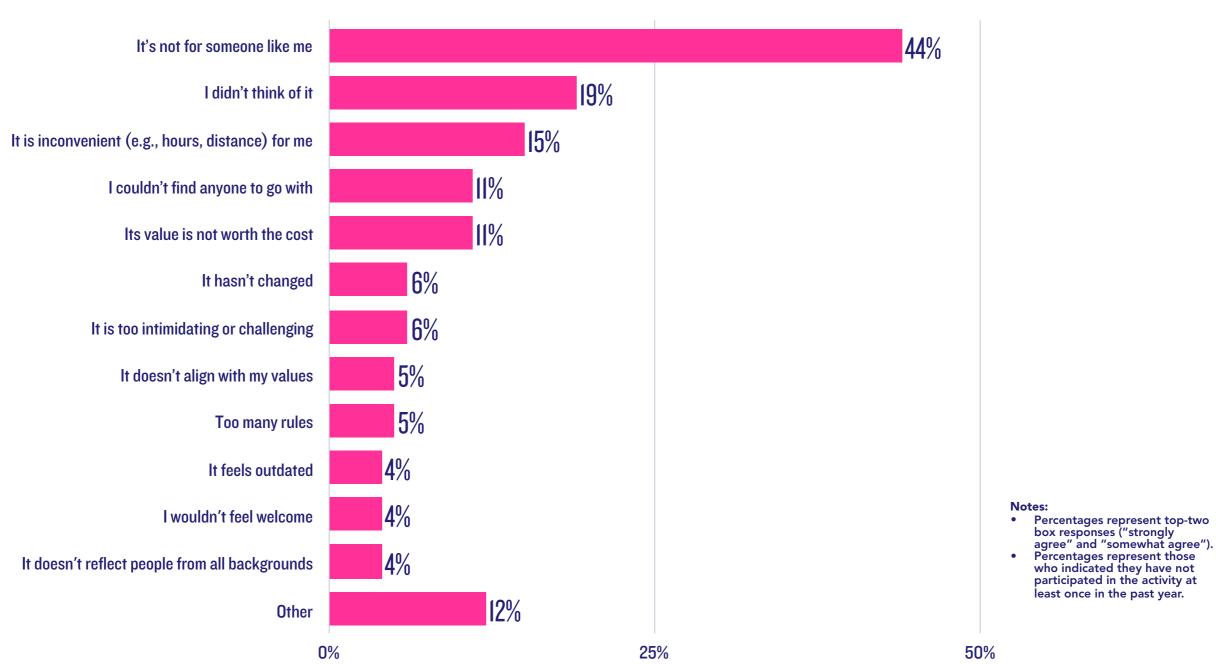
#### Barriers to participation (for those that don't participate) Classical music



- Percentages represent top-two box responses ("strongly agree" and "somewhat agree"). Percentages represent those
- who indicated they have not participated in the activity at least once in the past year.

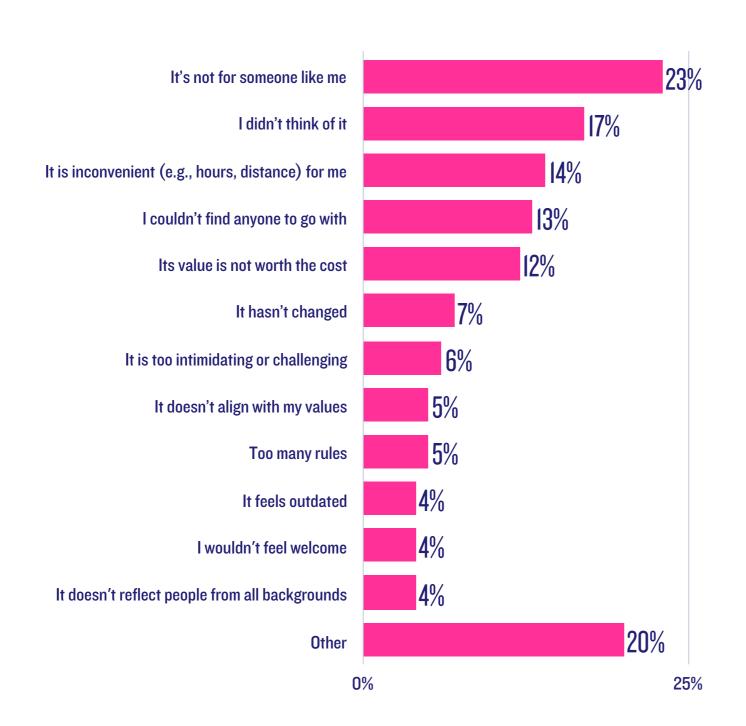
**Culture Track '17 77** LaPlaca Cohen | Kelton 2017

#### Barriers to participation (for those that don't participate) **Ballet**



**Culture Track '17 78** LaPlaca Cohen | Kelton 2017

### Barriers to participation (for those that don't participate) Popular music

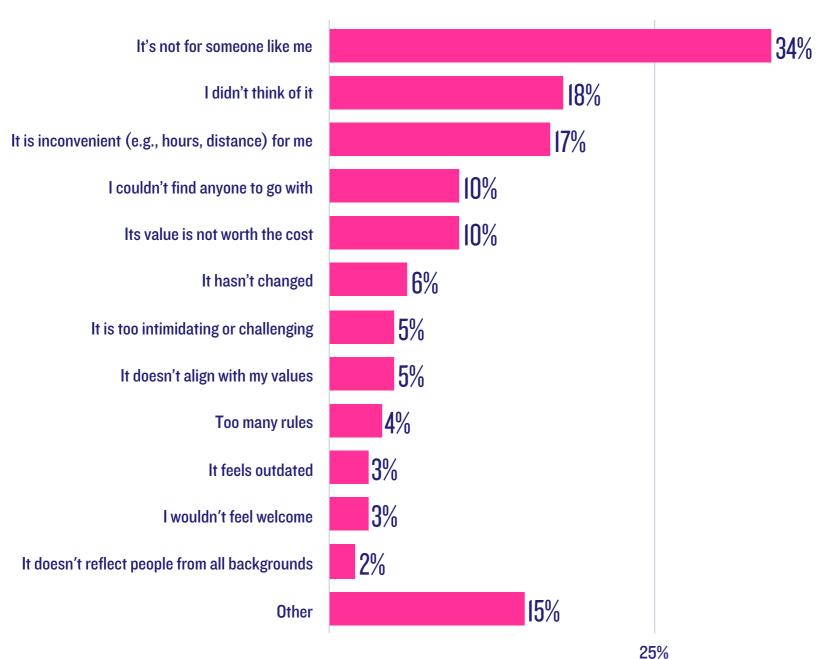


#### Notes:

50%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
   Percentages represent those
- Percentages represent those who indicated they have not participated in the activity at least once in the past year.

### Barriers to participation (for those that don't participate) Musical

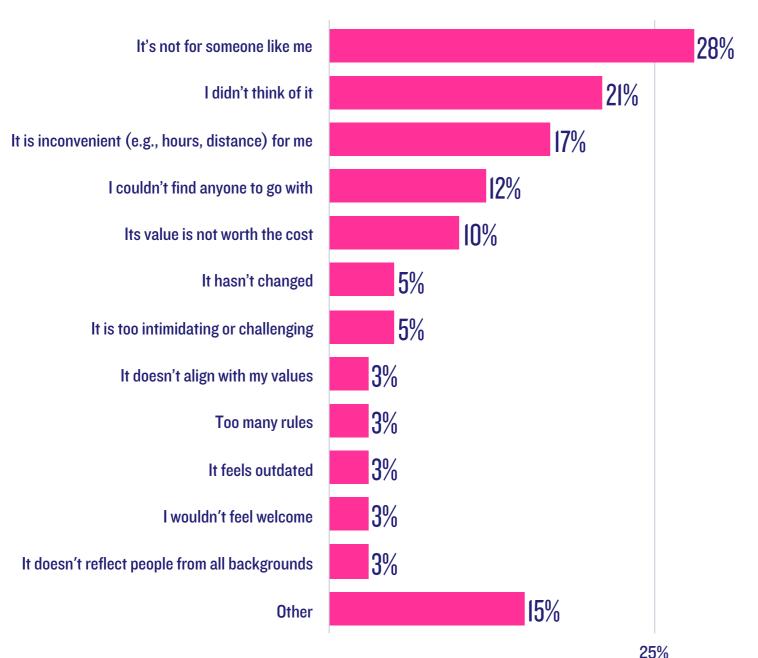


#### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
   Percentages represent those
- Percentages represent those who indicated they have not participated in the activity at least once in the past year.

50%

### Barriers to participation (for those that don't participate) Play (non-musical)

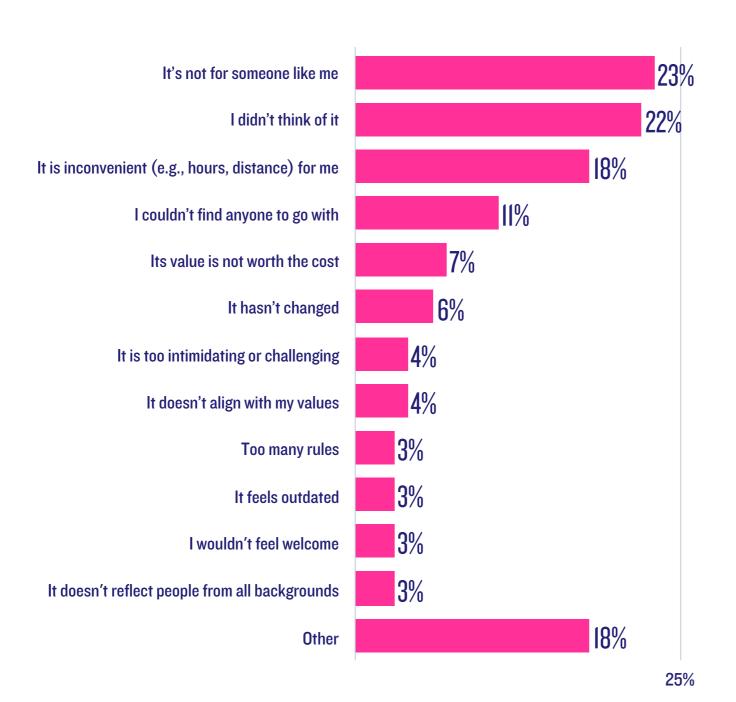


#### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
   Percentages represent those
- Percentages represent those who indicated they have not participated in the activity at least once in the past year.

50%

## Barriers to participation (for those that don't participate) Community festival/street fair

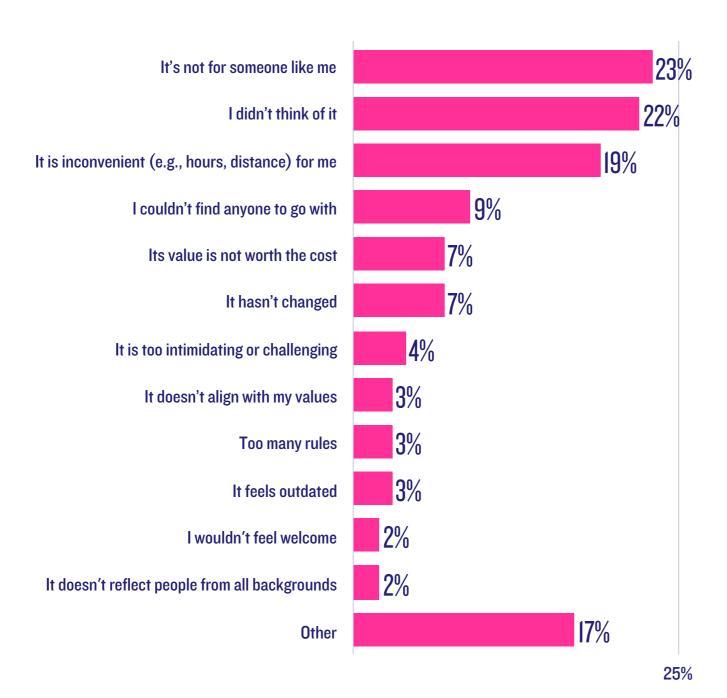


#### Notes:

50%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who indicated they have not participated in the activity at least once in the past year.

### Barriers to participation (for those that don't participate) Science or technology, natural history museum

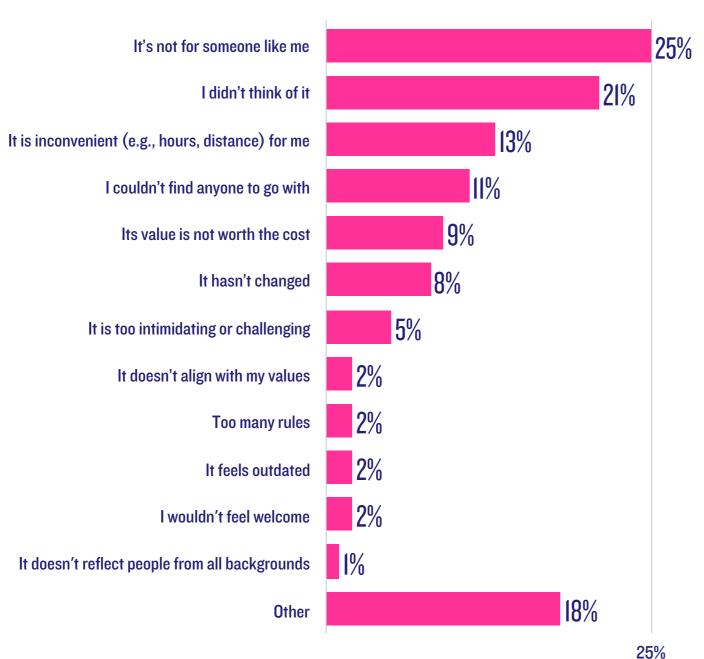


#### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who indicated they have not participated in the activity at least once in the past year.

50%

## Barriers to participation (for those that don't participate) Zoo, aquarium, botanical garden

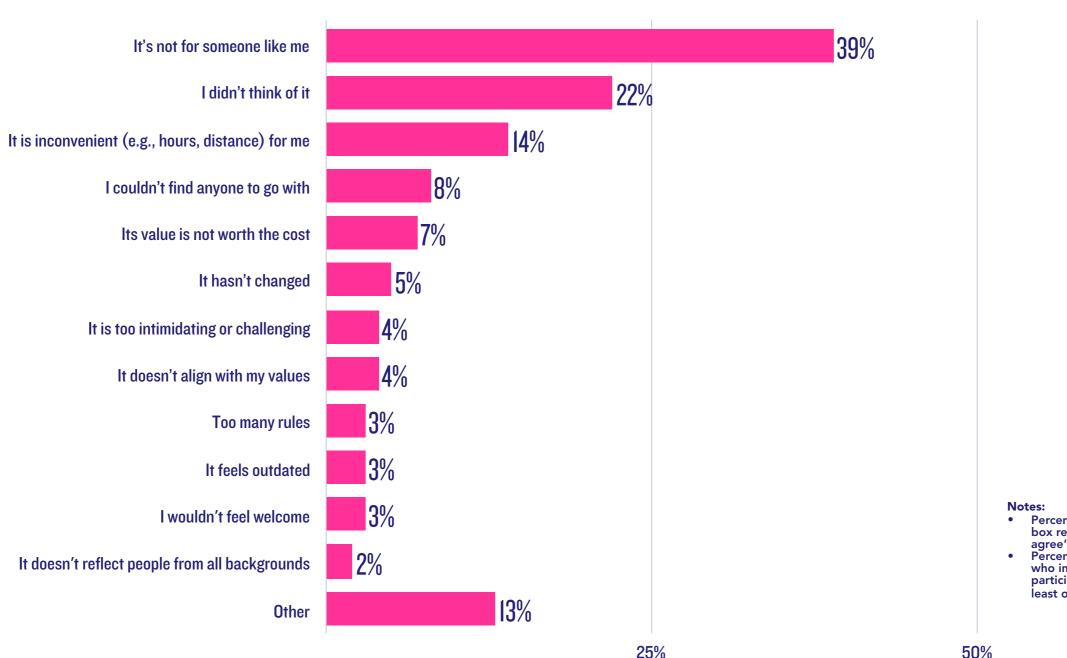


#### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who indicated they have not participated in the activity at least once in the past year.

50%

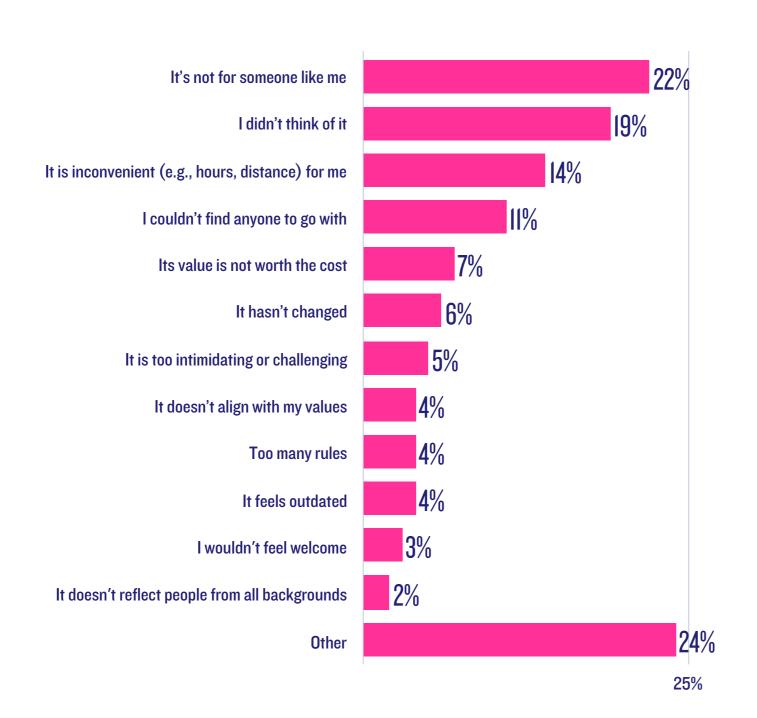
#### Barriers to participation (for those that don't participate) Regional dance, contemporary dance



- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who indicated they have not participated in the activity at least once in the past year.

**Culture Track '17** 85 LaPlaca Cohen | Kelton 2017

### Barriers to participation (for those that don't participate) **Public park**



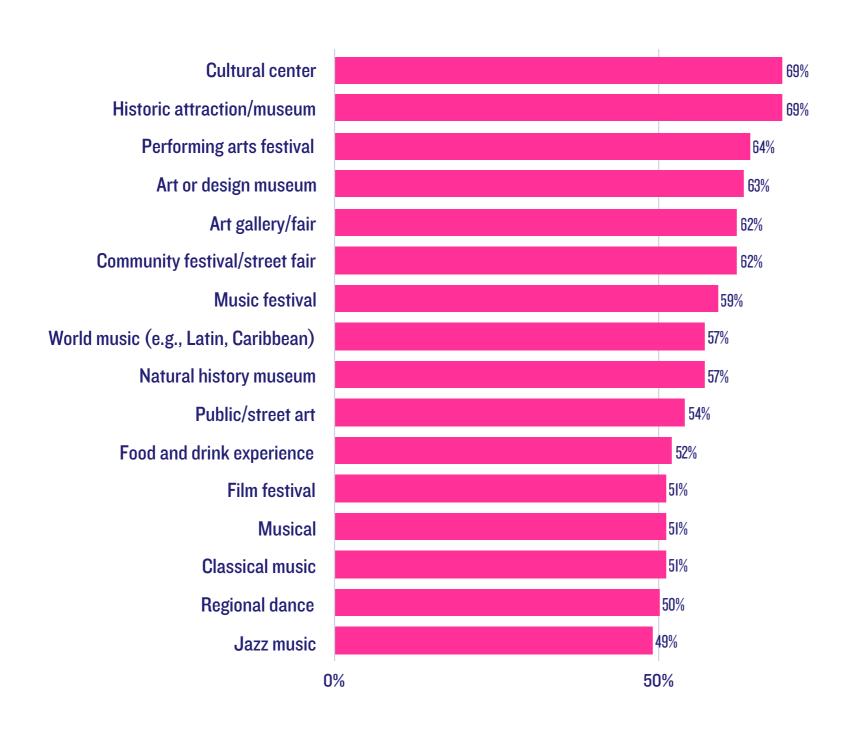
#### Notes:

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
   Percentages represent those
- Percentages represent those who indicated they have not participated in the activity at least once in the past year.

50%

# Perception of Cultural Activities

#### **Activities considered "culture"**

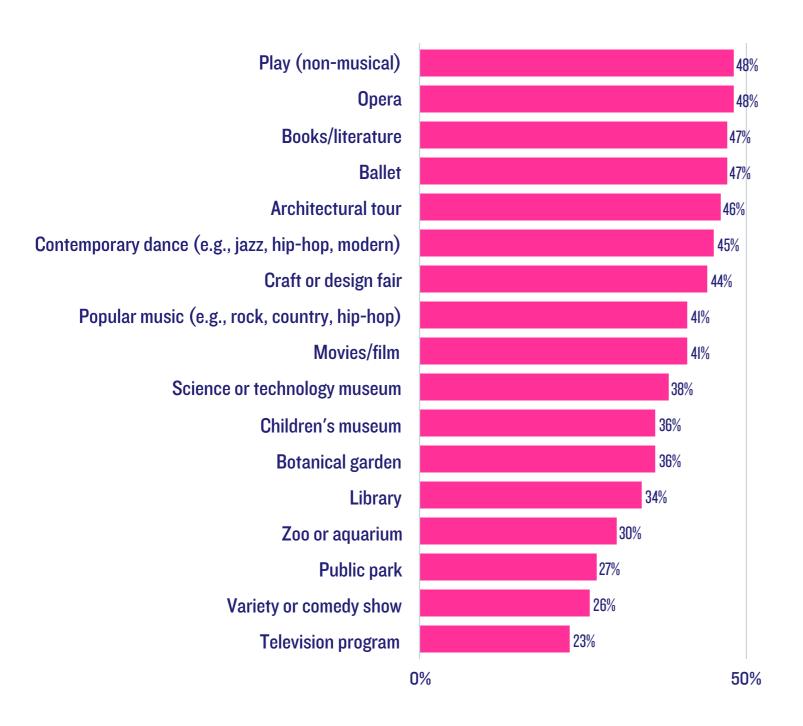


#### Note:

100%

 Percentages represent those who have also participated in the activity at least once in the past year.

#### Activities considered "culture" continued

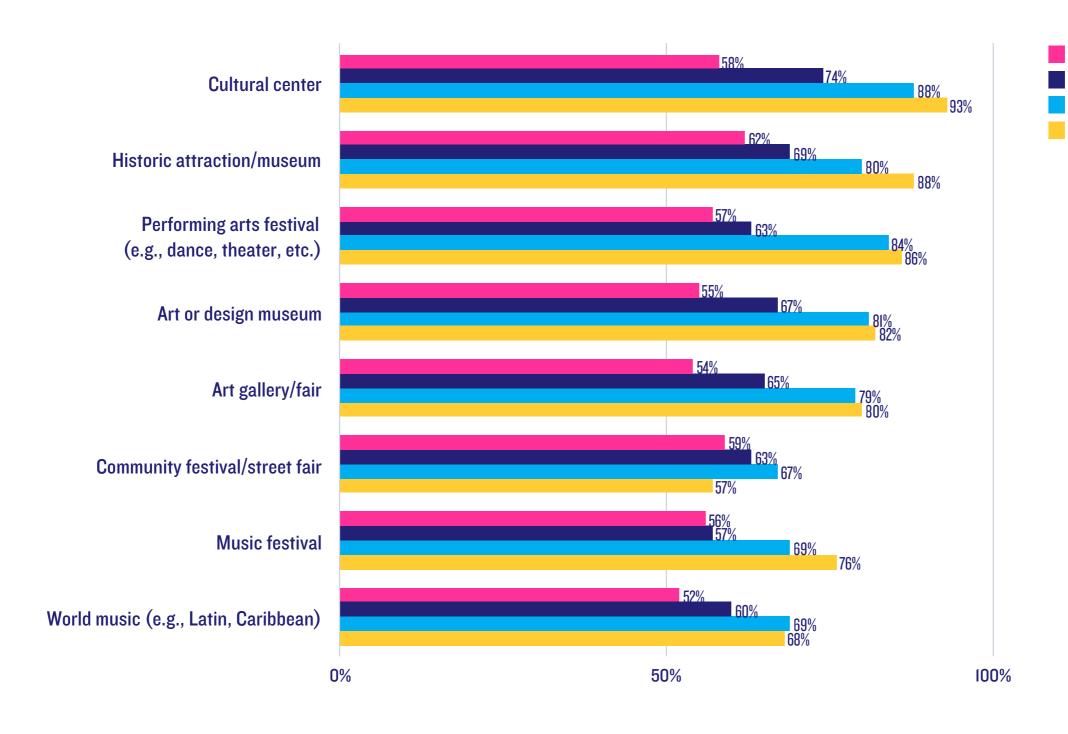


#### Note:

 Percentages represent those who have also participated in the activity at least once in the past year.

100%

## Activities considered "culture" By generation



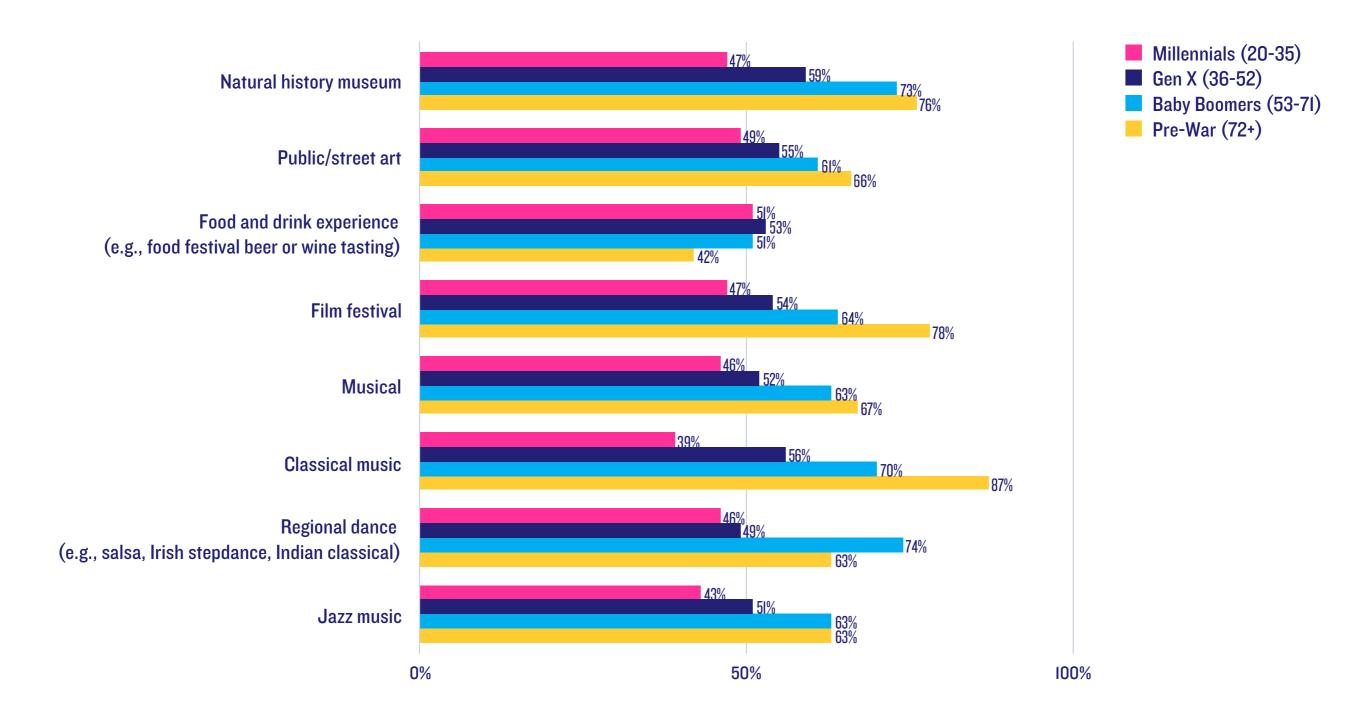
Millennials (20-35)

Baby Boomers (53-7I)

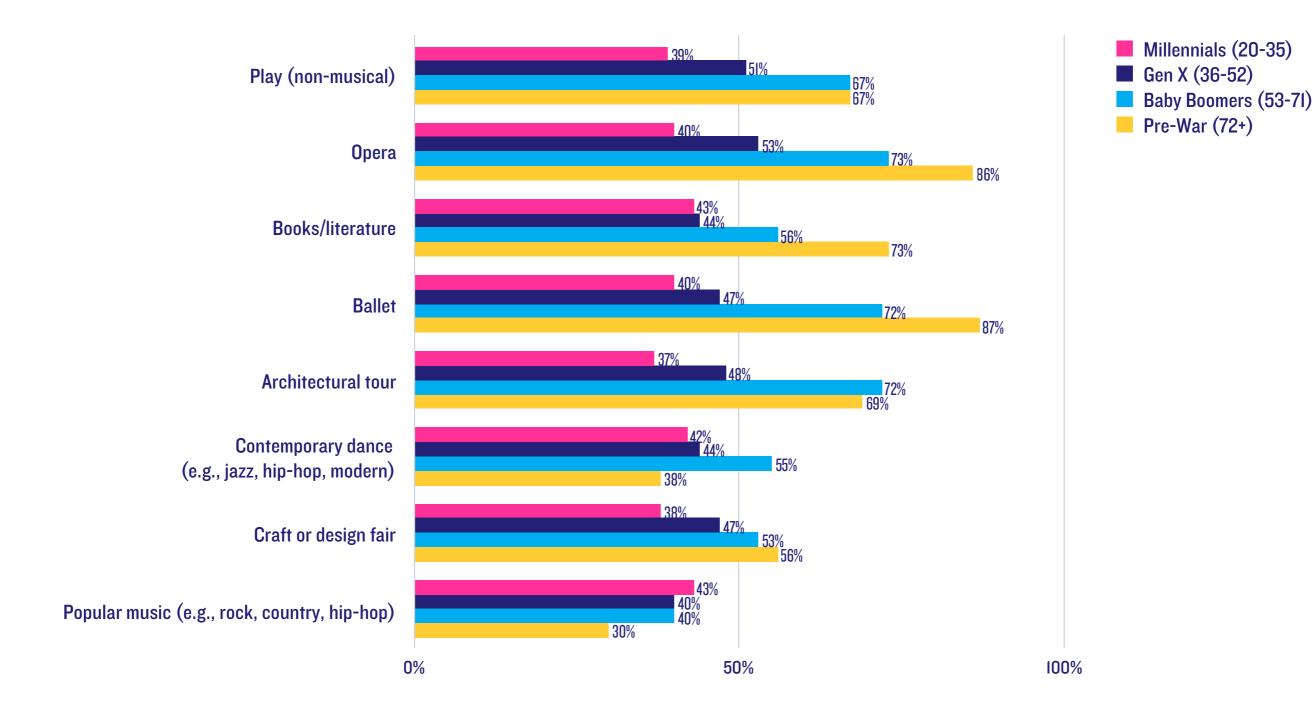
Gen X (36-52)

**Pre-War (72+)** 

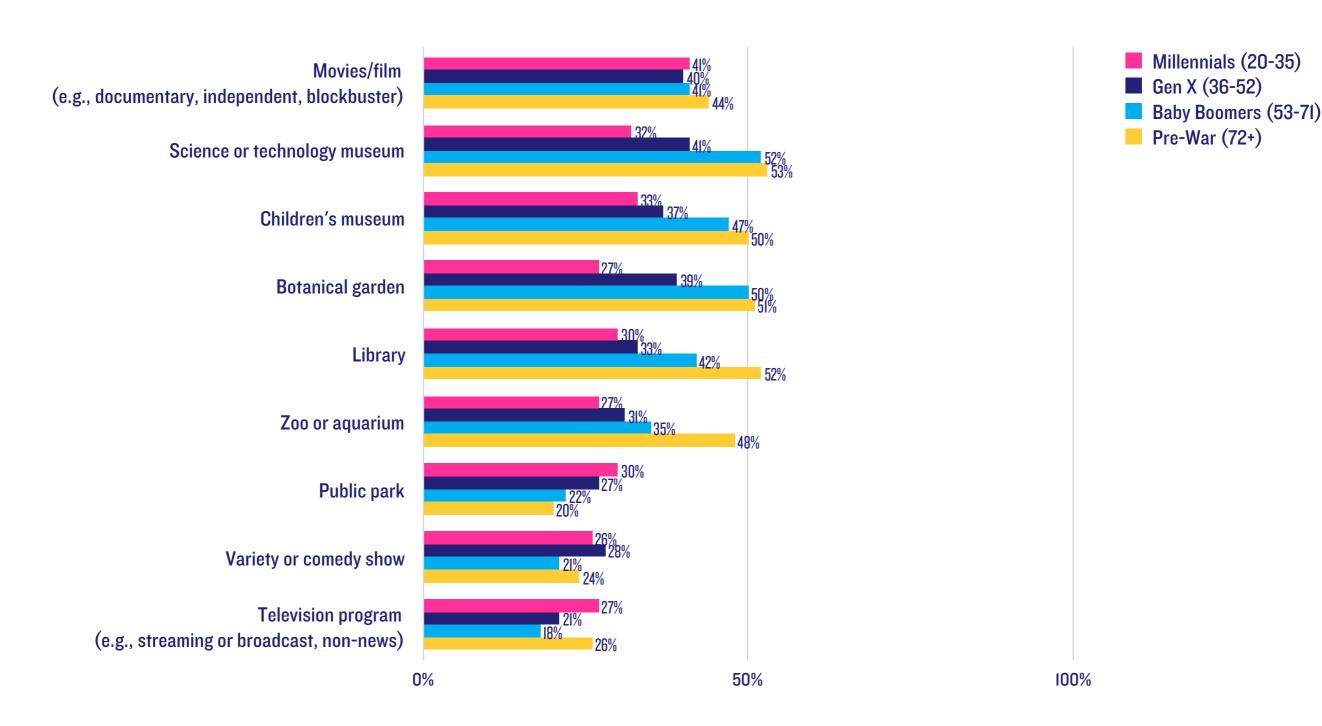
## Activities considered "culture" continued By generation



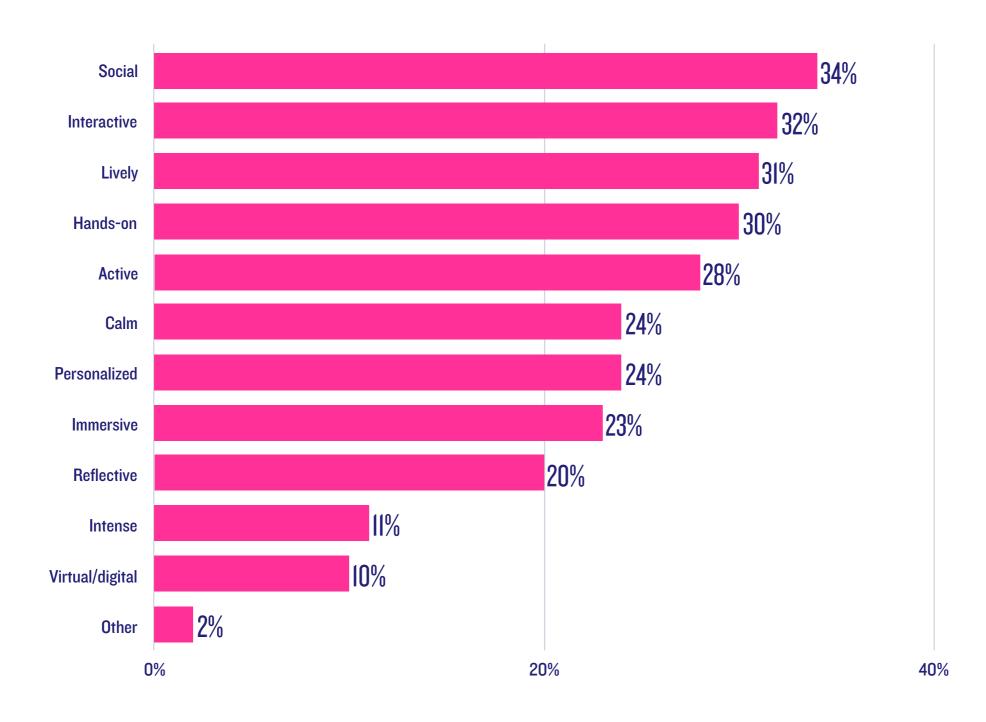
## Activities considered "culture" continued By generation



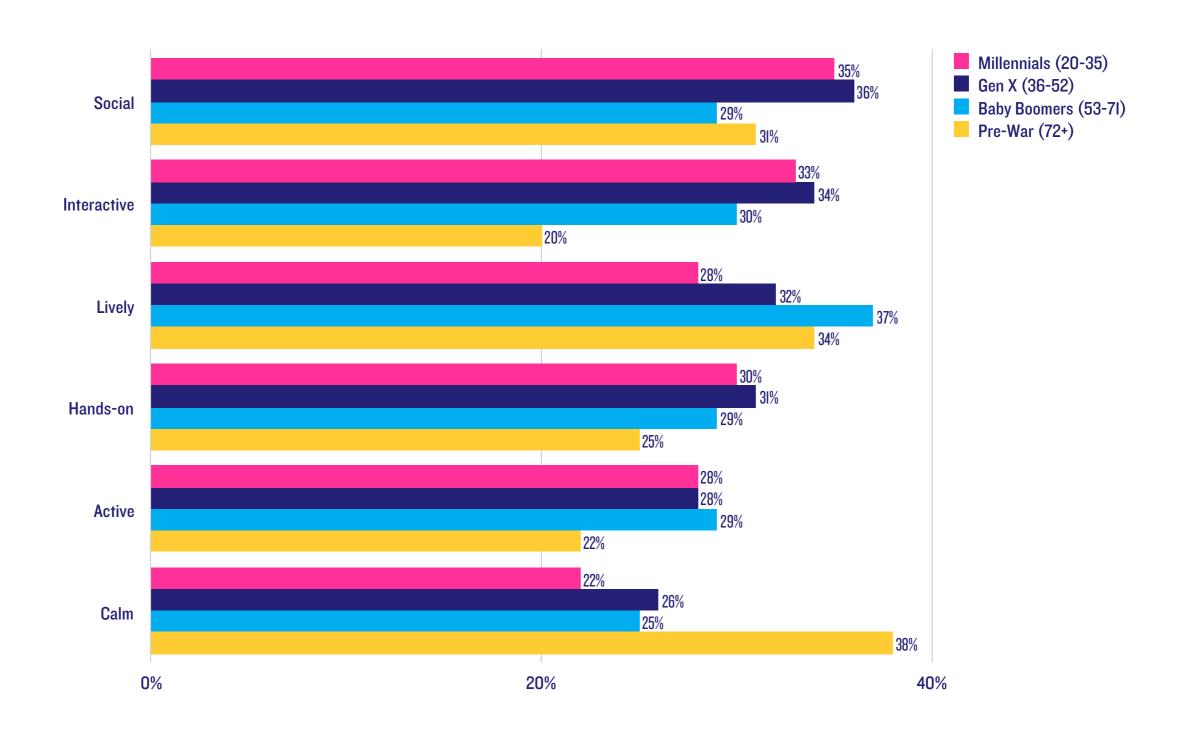
### Activities considered "culture" continued By generation



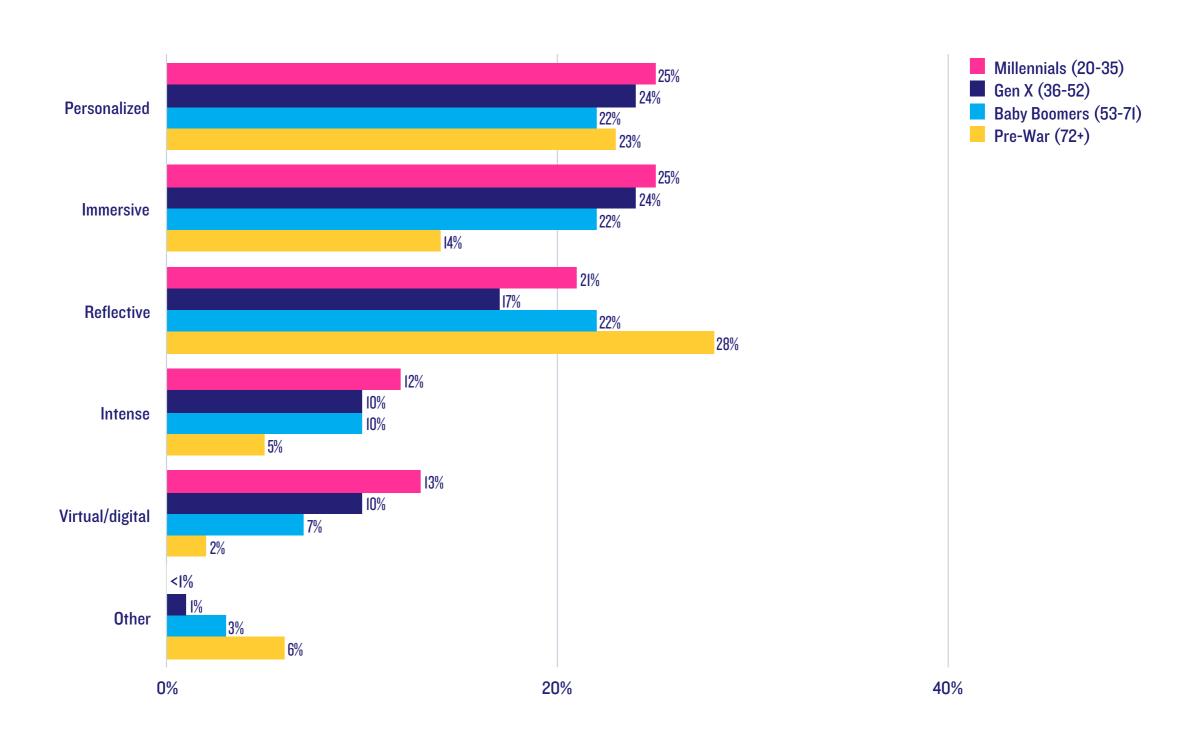
#### Characteristics of an ideal cultural activity



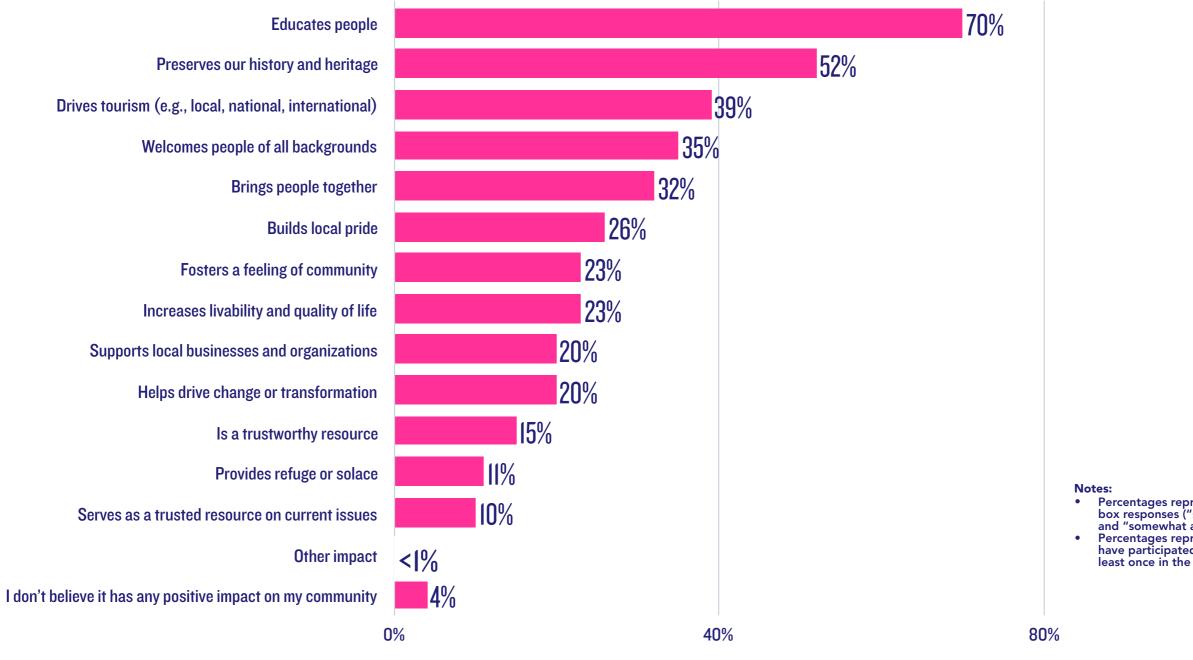
## Characteristics of an ideal cultural activity By generation



## Characteristics of an ideal cultural activity continued By generation



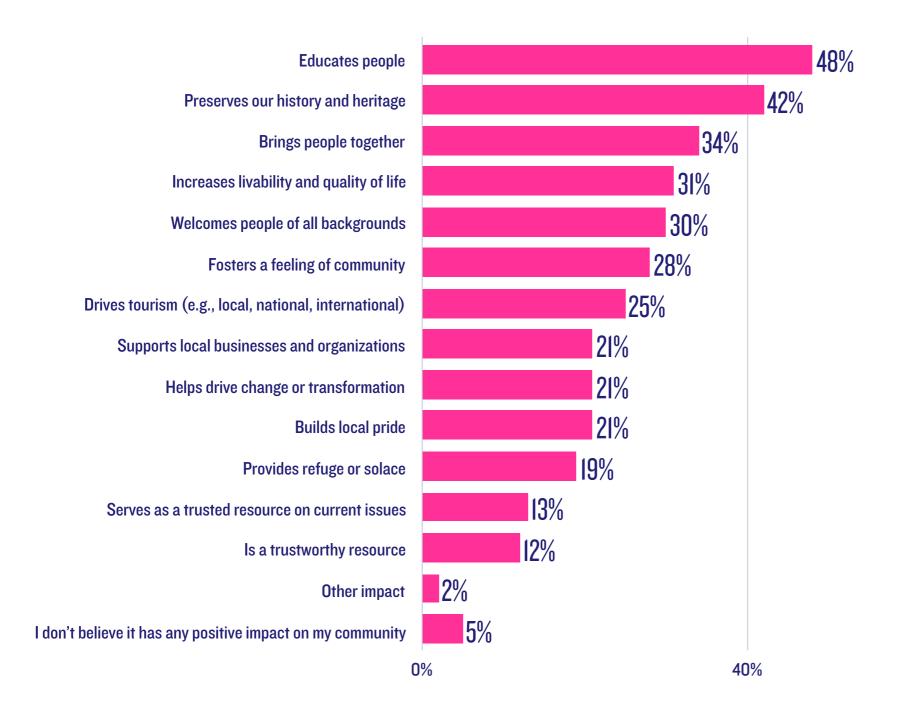
#### **Greatest impacts on community Art/design museum**



- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

**Culture Track '17 97** LaPlaca Cohen | Kelton 2017

## **Greatest impacts on community Opera**

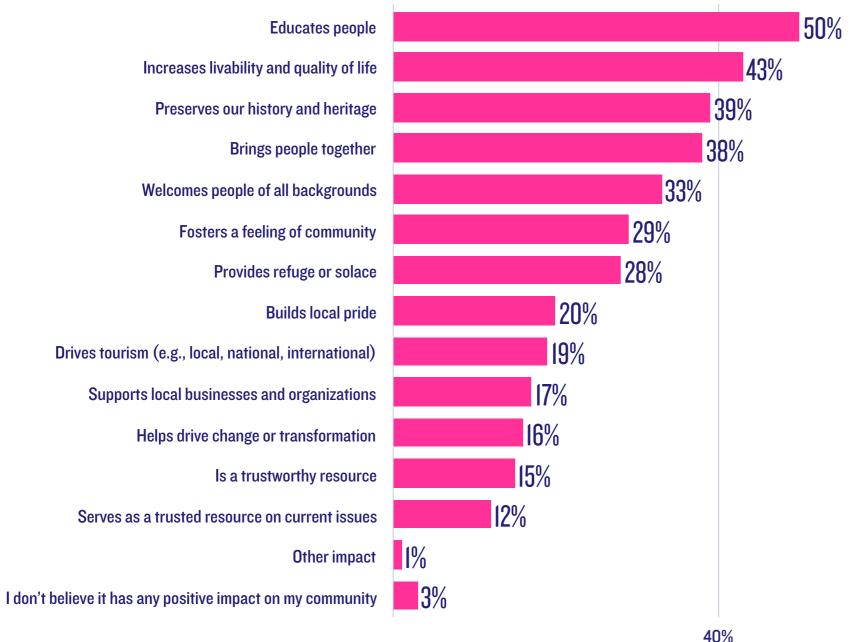


#### Notes:

80%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

### **Greatest impacts on community Classical music**

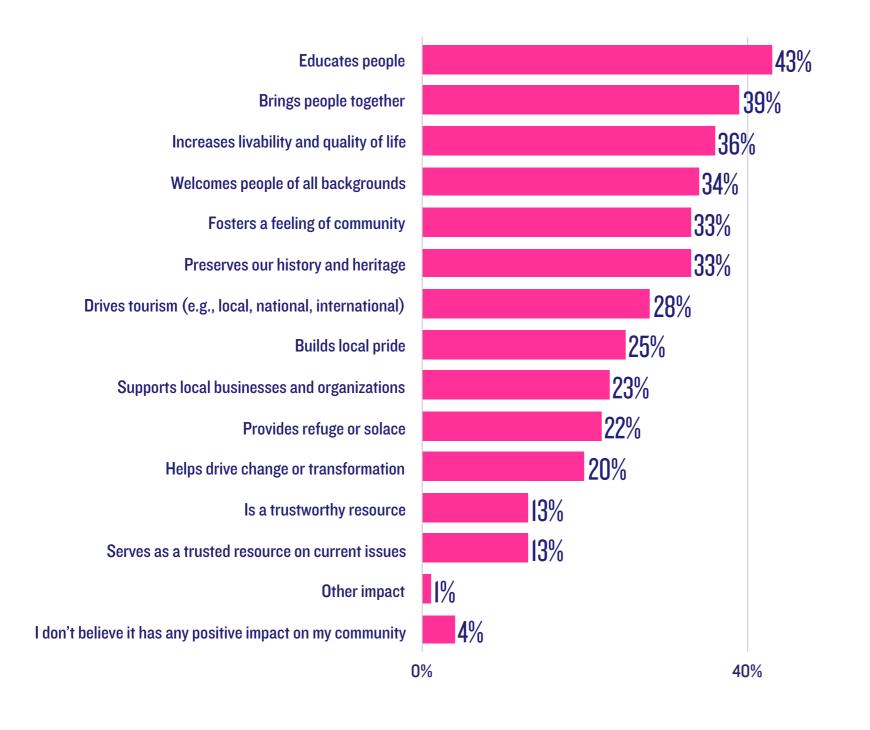


#### Notes:

80%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

#### **Greatest impacts on community Ballet**



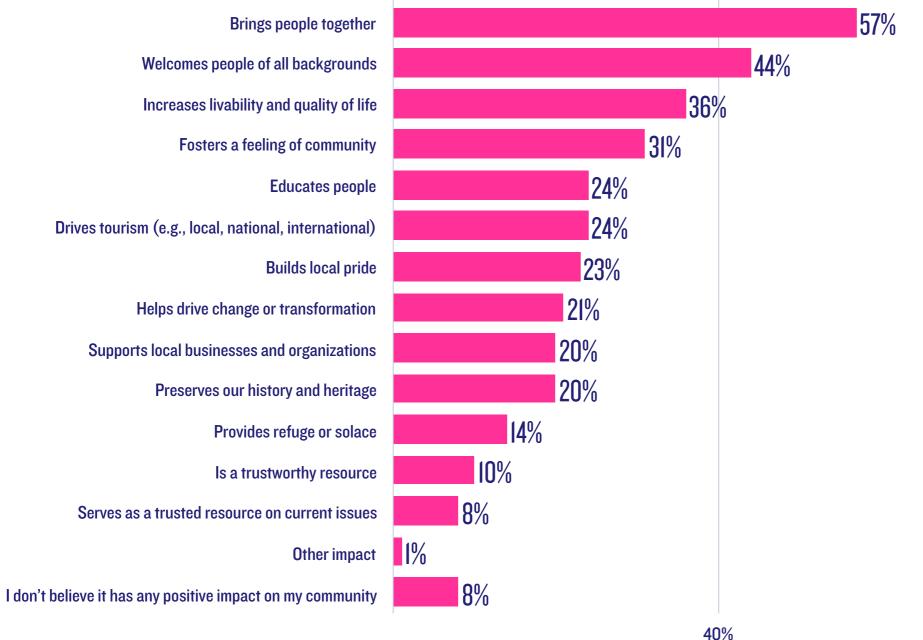
#### Notes:

80%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
  Percentages represent those who have participated in the activity at least once in the past year.

**Culture Track '17** 100 LaPlaca Cohen | Kelton 2017

## **Greatest impacts on community Popular music**



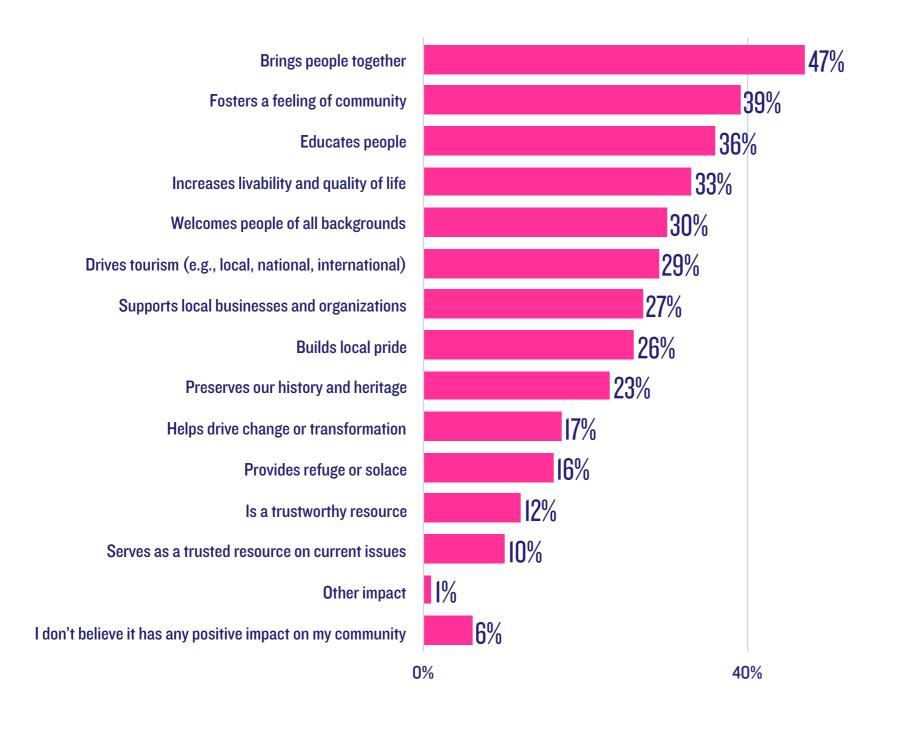
#### Notes:

Percentages represent top-two box responses ("strongly agree" and "somewhat agree").

Percentages represent those who have participated in the activity at least once in the past year.

80%

### **Greatest impacts on community Musical**

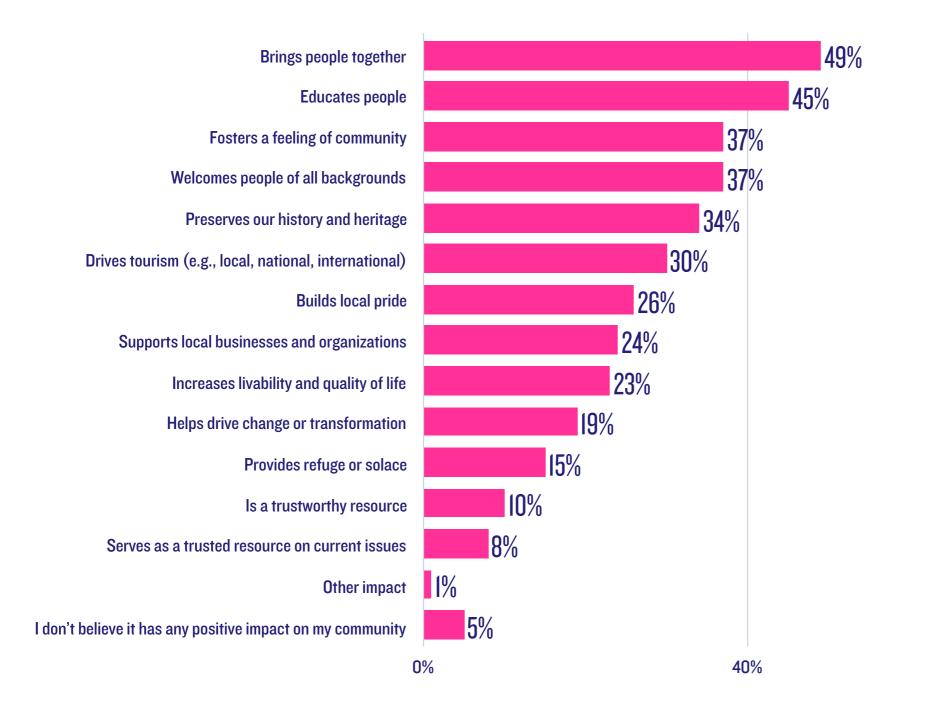


#### Notes:

80%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

### Greatest impacts on community Play (non-musical)

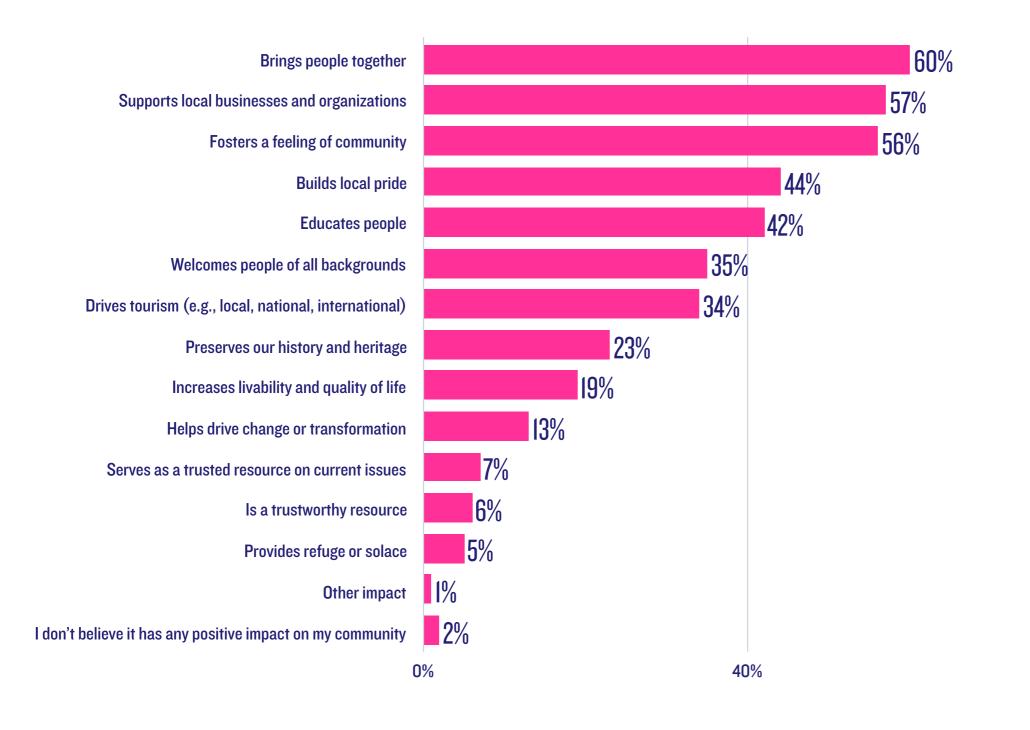


#### Notes:

80%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

## **Greatest impacts on community Community festival/street fair**

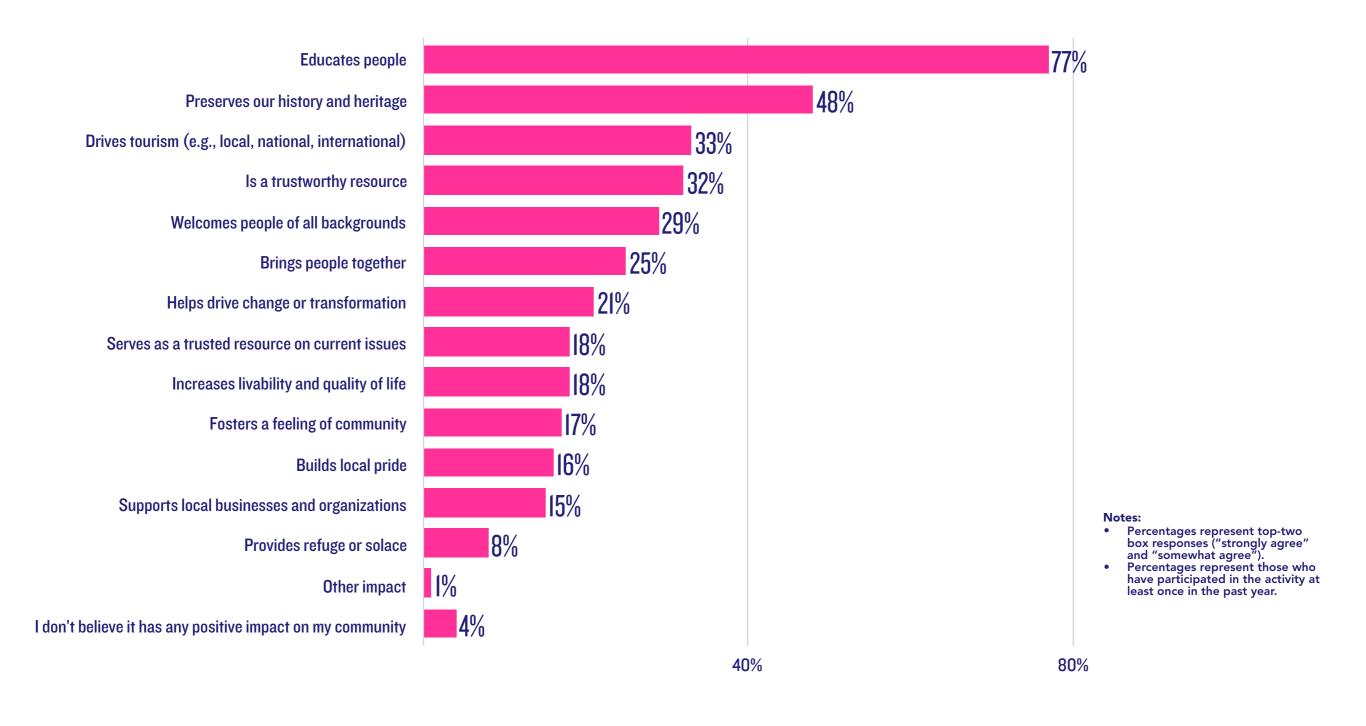


#### Notes:

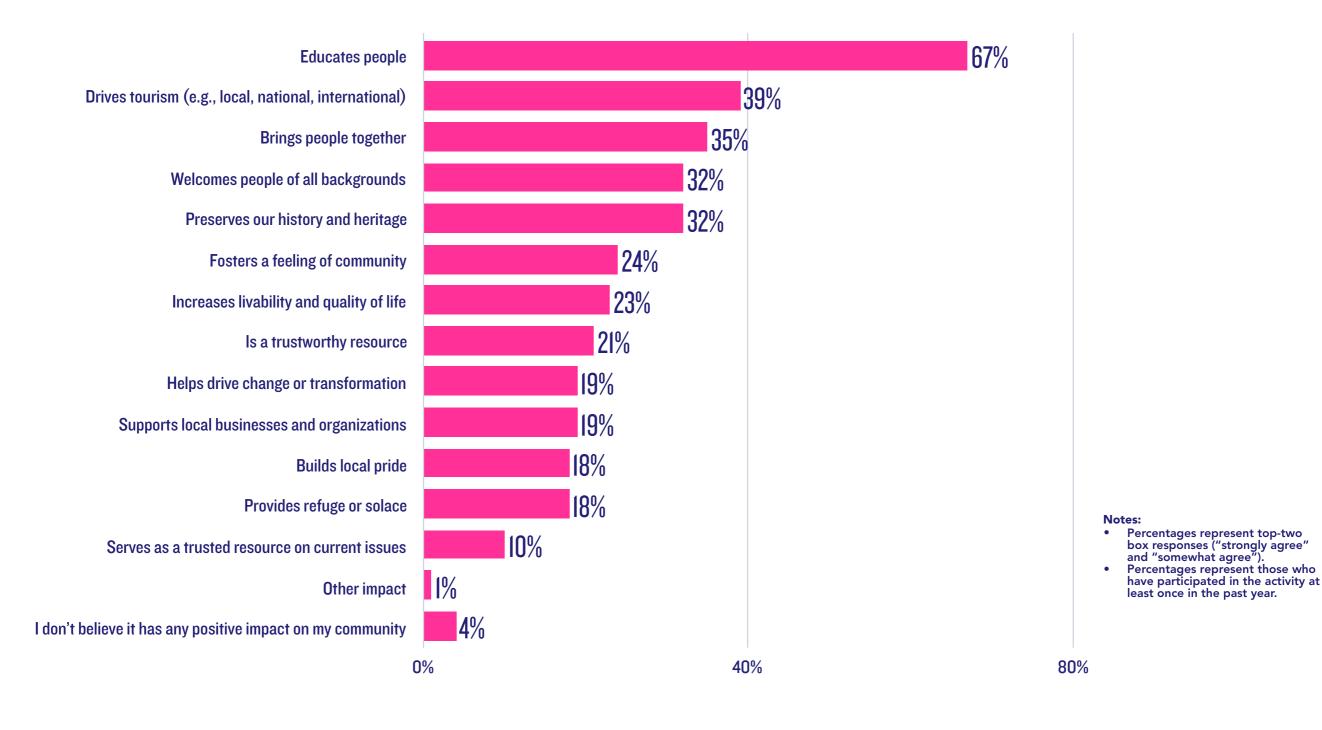
80%

- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

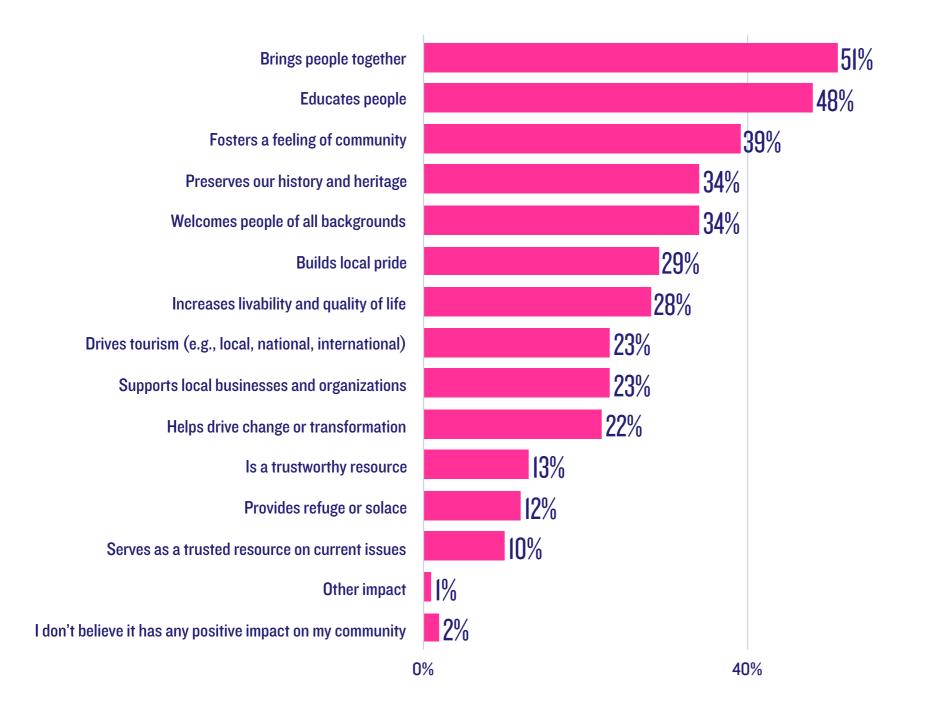
### Greatest impacts on community Science or technology museum, natural history museum



### Greatest impacts on community Zoo, aquarium, botanical garden



### Greatest impacts on community Regional dance, contemporary dance



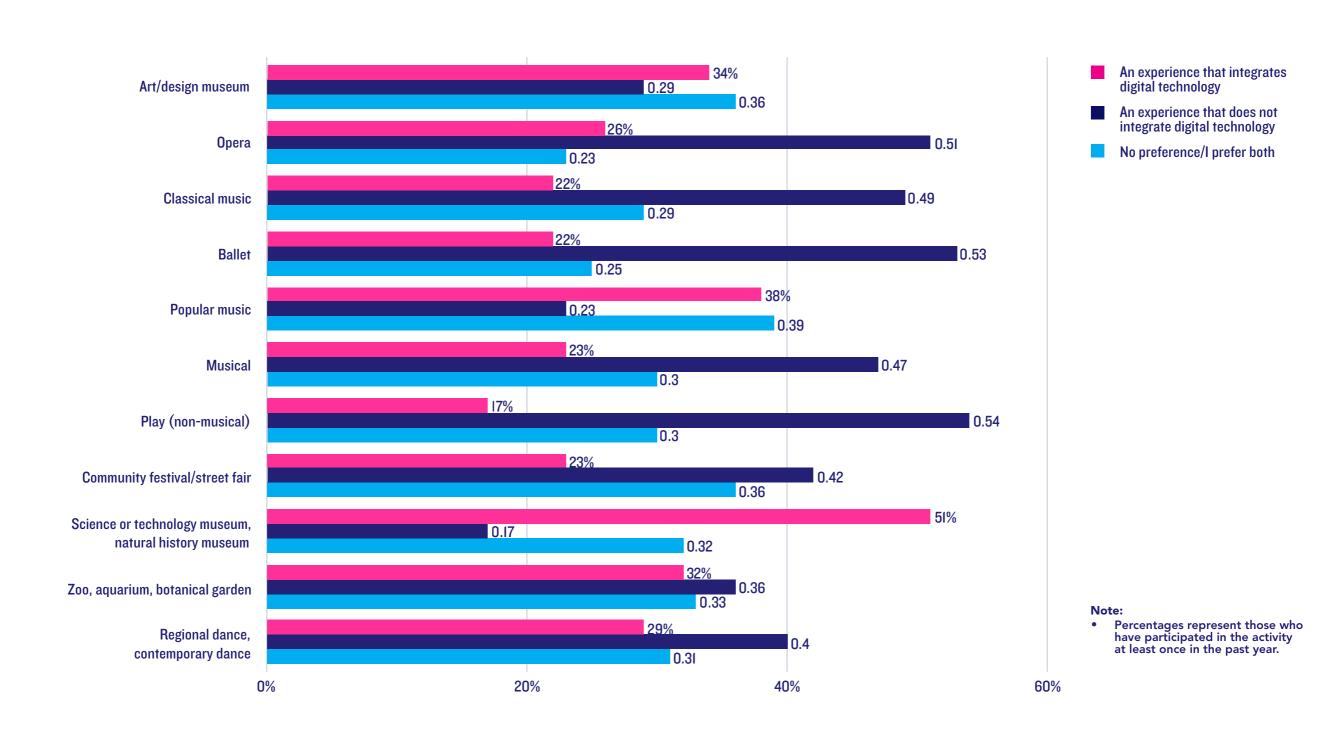
#### Notes:

80%

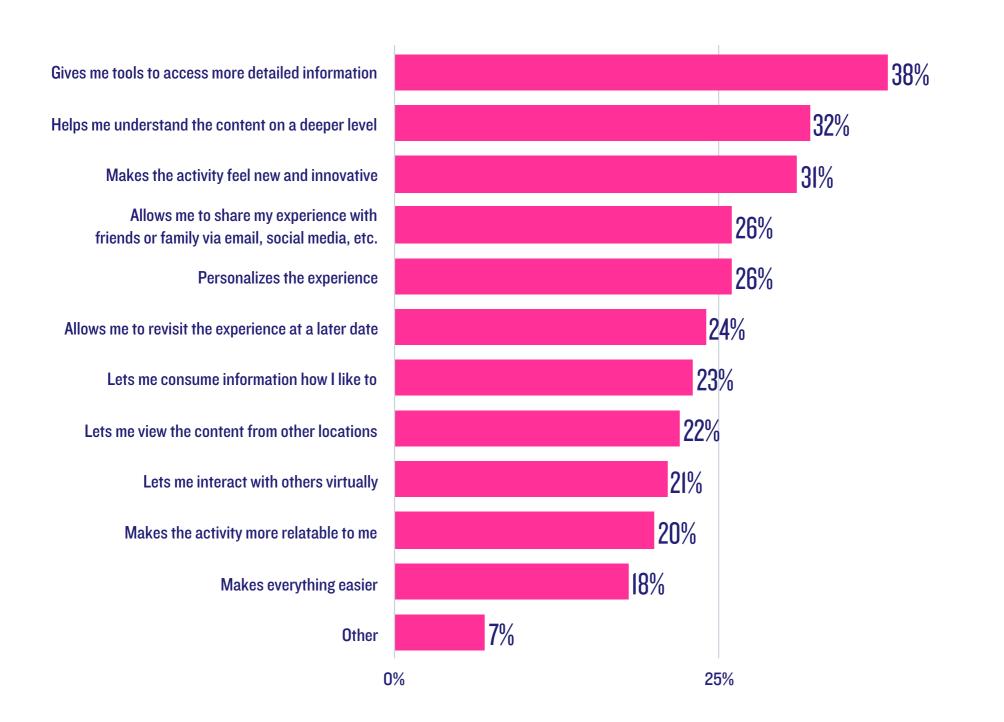
- Percentages represent top-two box responses ("strongly agree" and "somewhat agree").
- Percentages represent those who have participated in the activity at least once in the past year.

### **Digital Technology**

### Preferred digital/non-digital experience



## Appeal of a digital experience Art/design museum

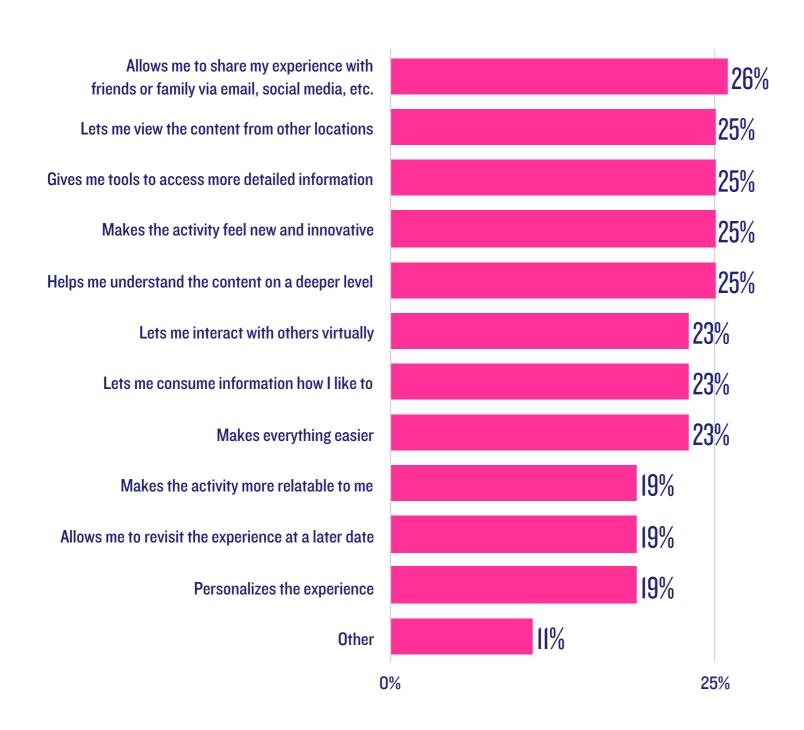


### Note:

50%

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

# Appeal of a digital experience Opera

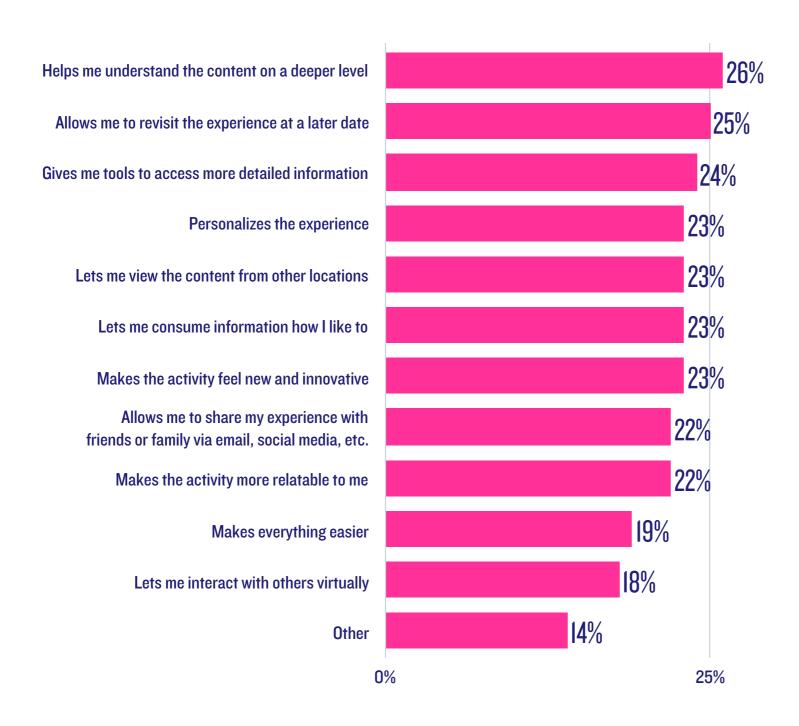


### Note:

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

50%

### Appeal of a digital experience Classical music

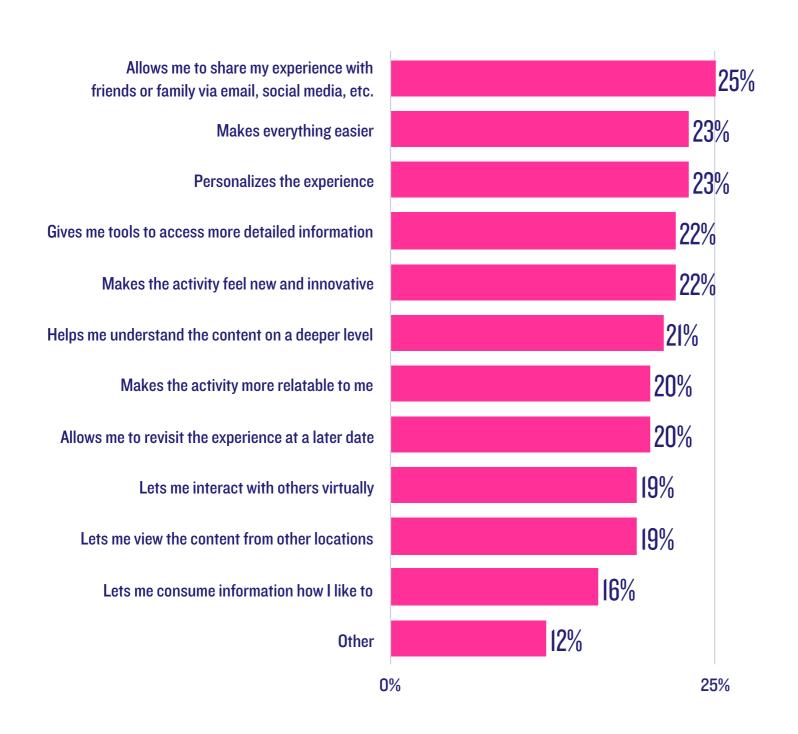


### Note:

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

50%

## Appeal of a digital experience Ballet

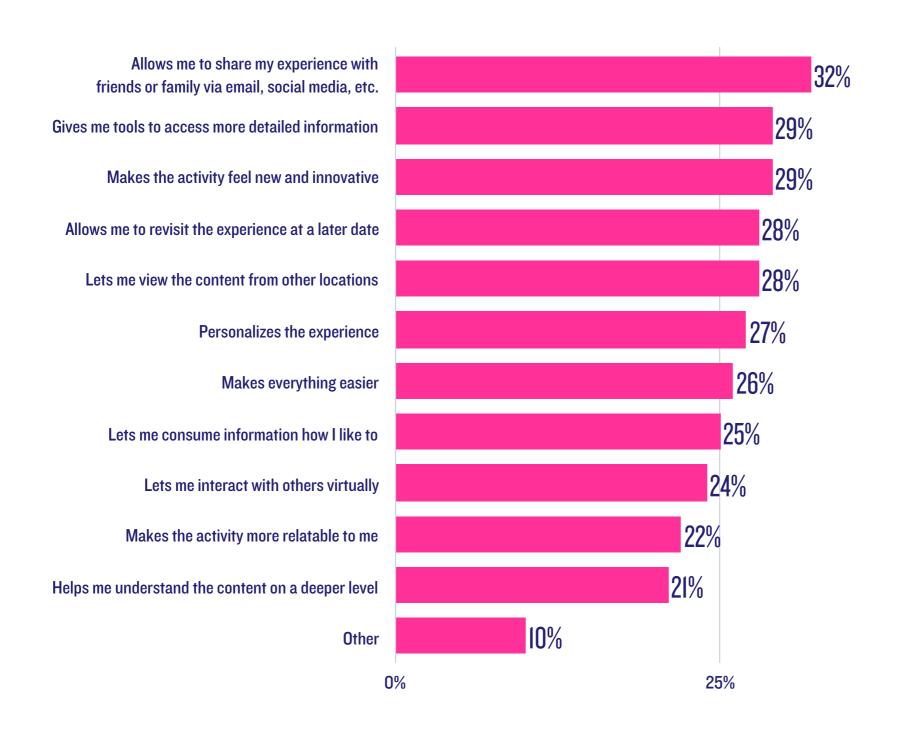


### Note:

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

50%

## Appeal of a digital experience Popular music

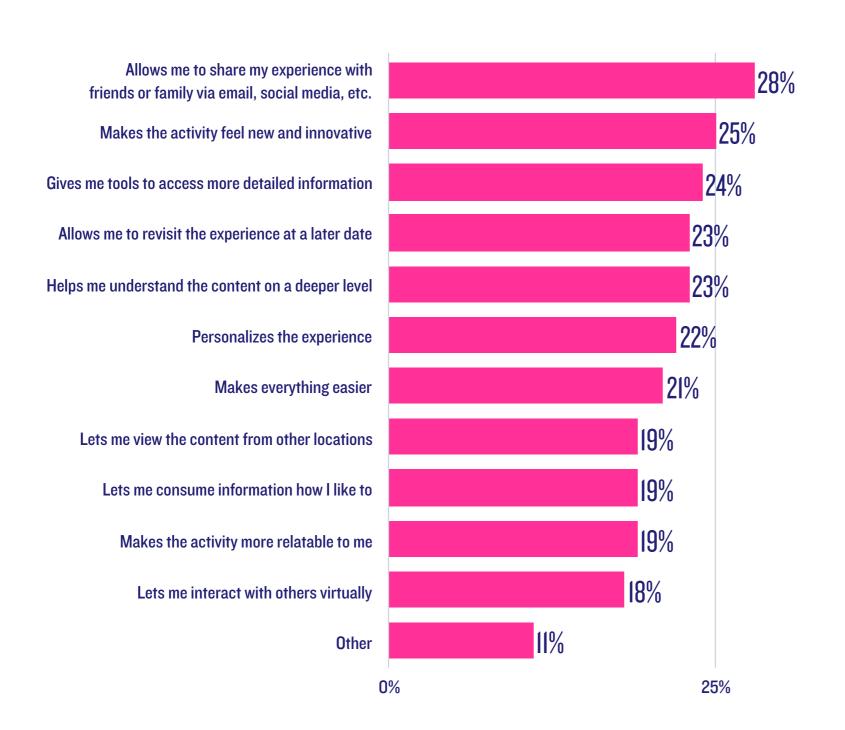


### Note:

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

50%

## Appeal of a digital experience Musical

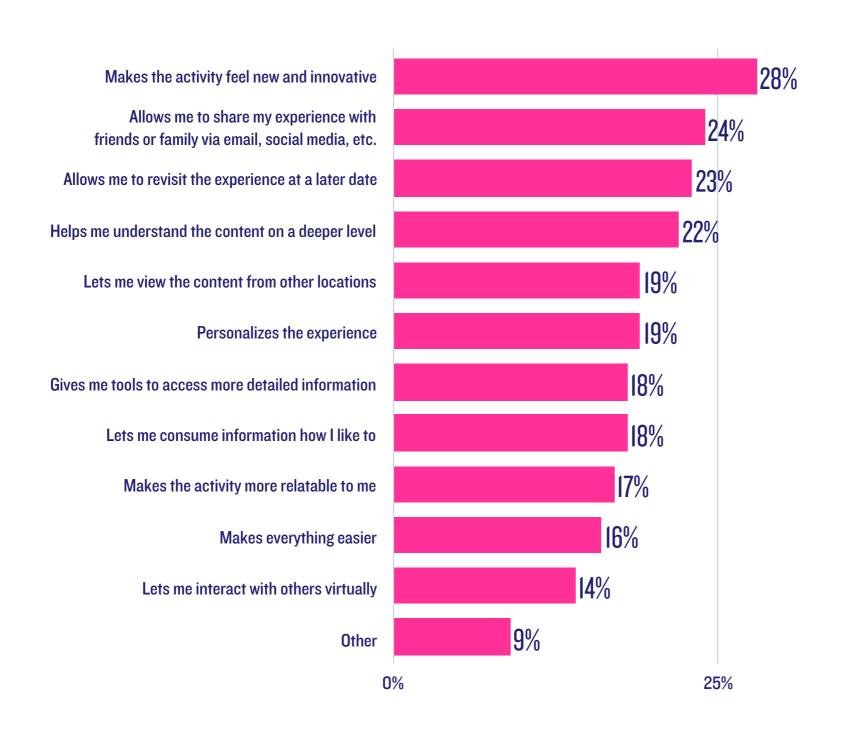


### Note:

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

50%

## Appeal of a digital experience Play (non-musical)



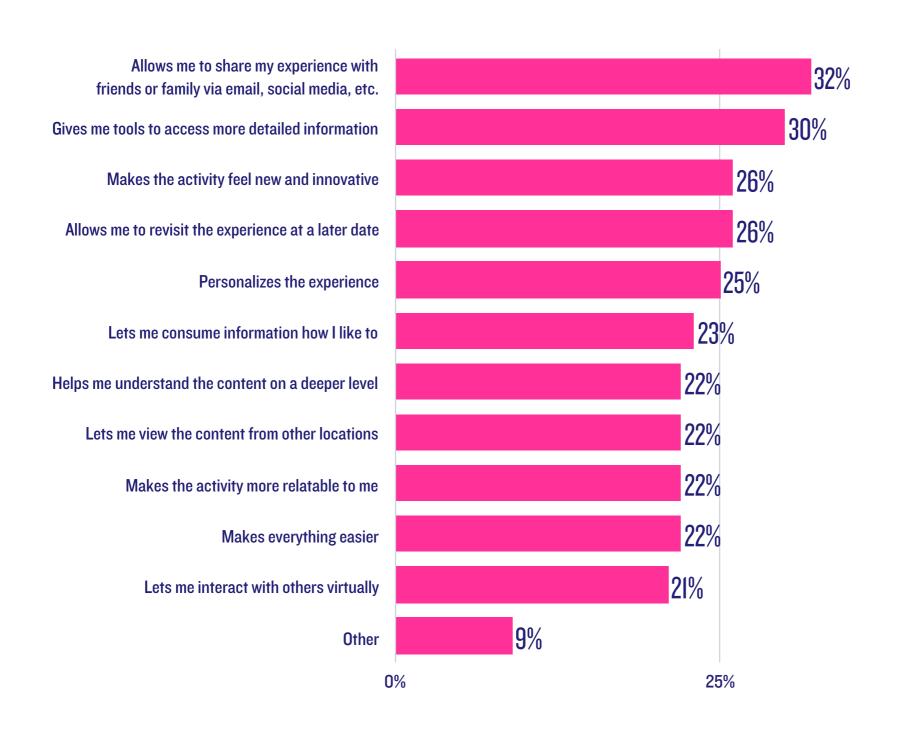
### Note:

50%

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

116

## Appeal of a digital experience Community festival/street fair



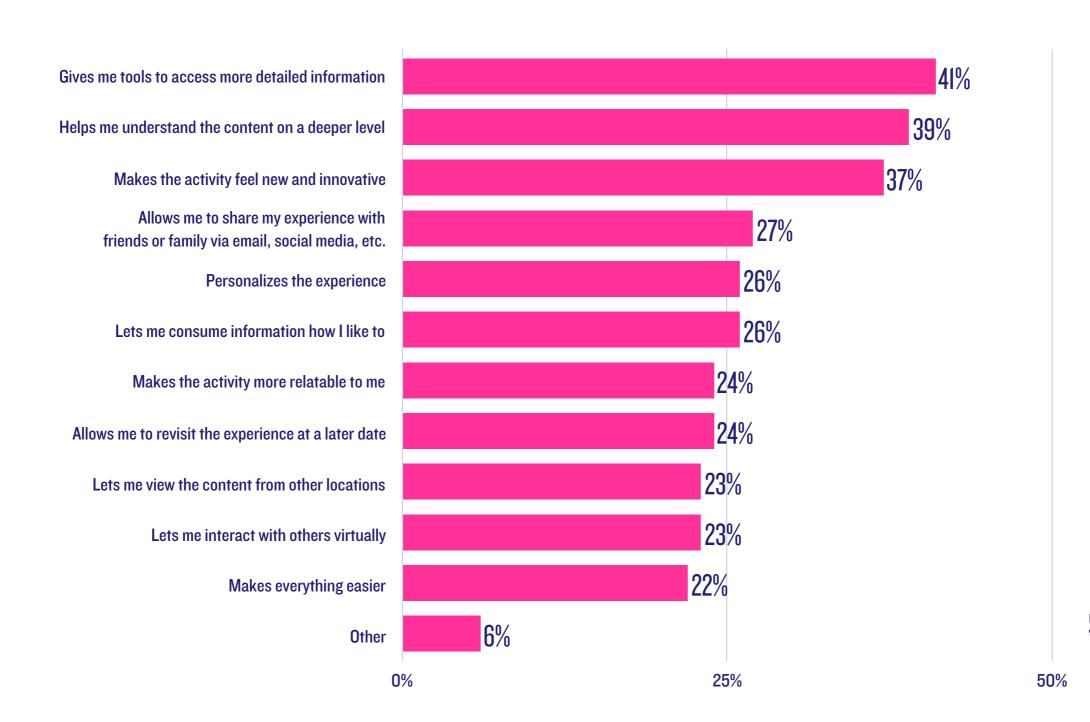
### Note:

50%

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

117

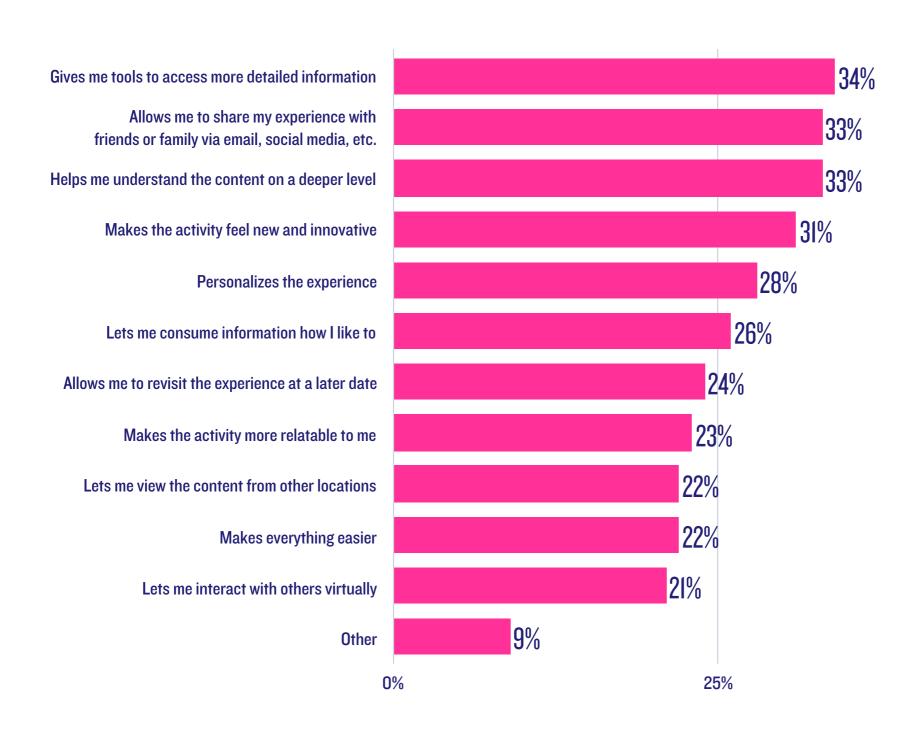
### Appeal of a digital experience Science or technology museum, natural history museum



### Note:

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

## Appeal of a digital experience Zoo, aquarium, botanical garden

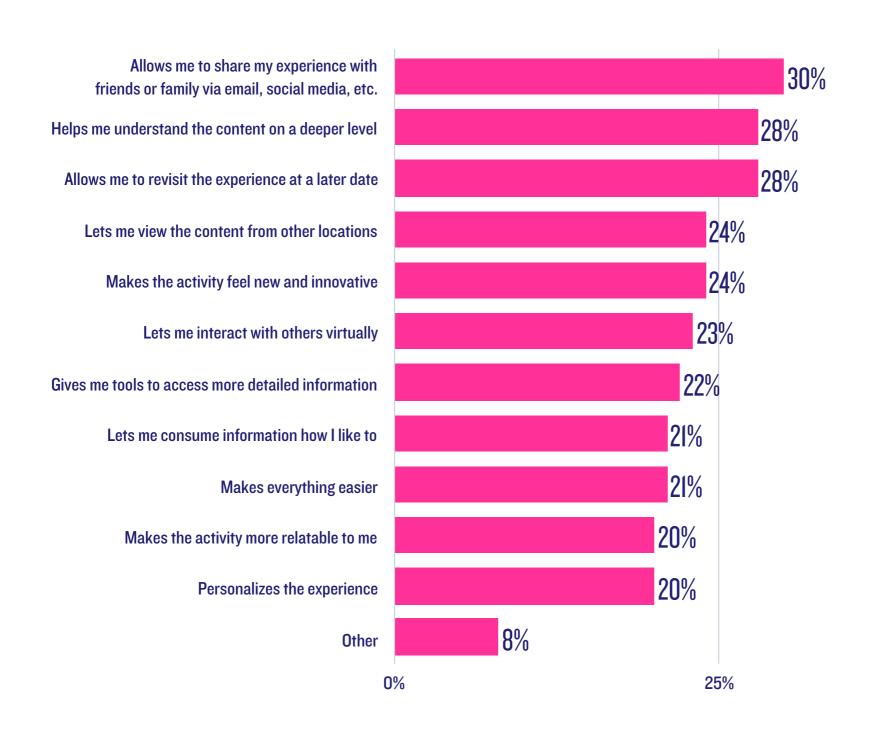


### Note:

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

50%

# Appeal of a digital experience Regional dance, contemporary dance

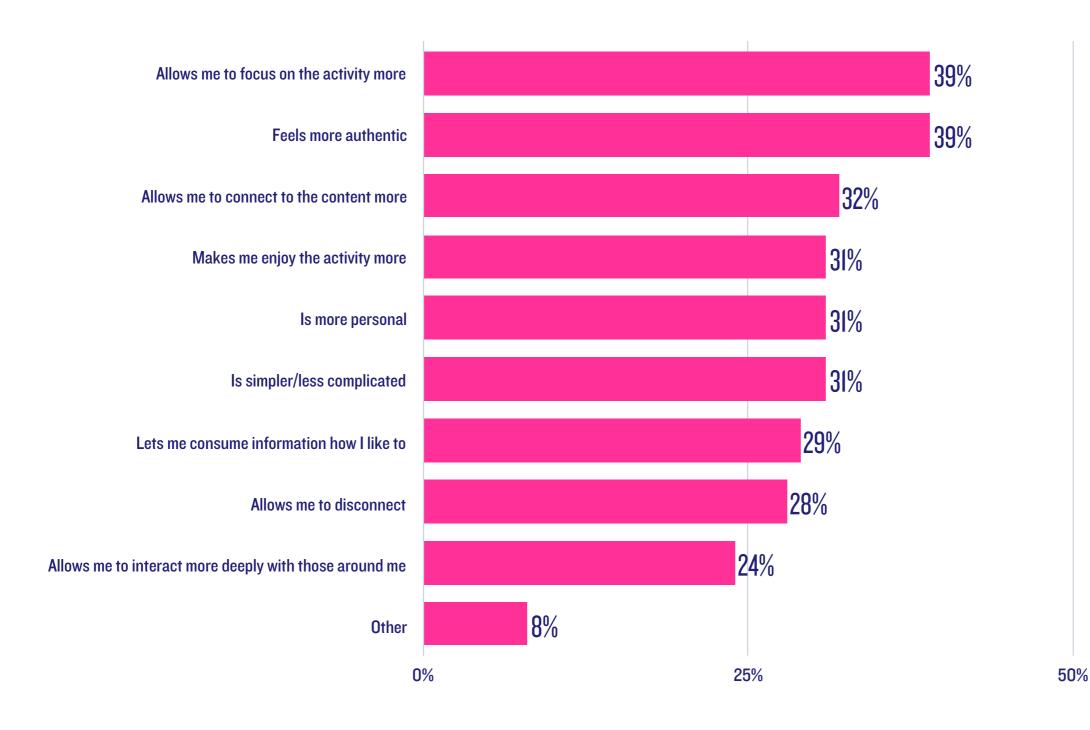


### Note:

 Percentages indicate those who answered previously that digital would enhance a cultural activity.

50%

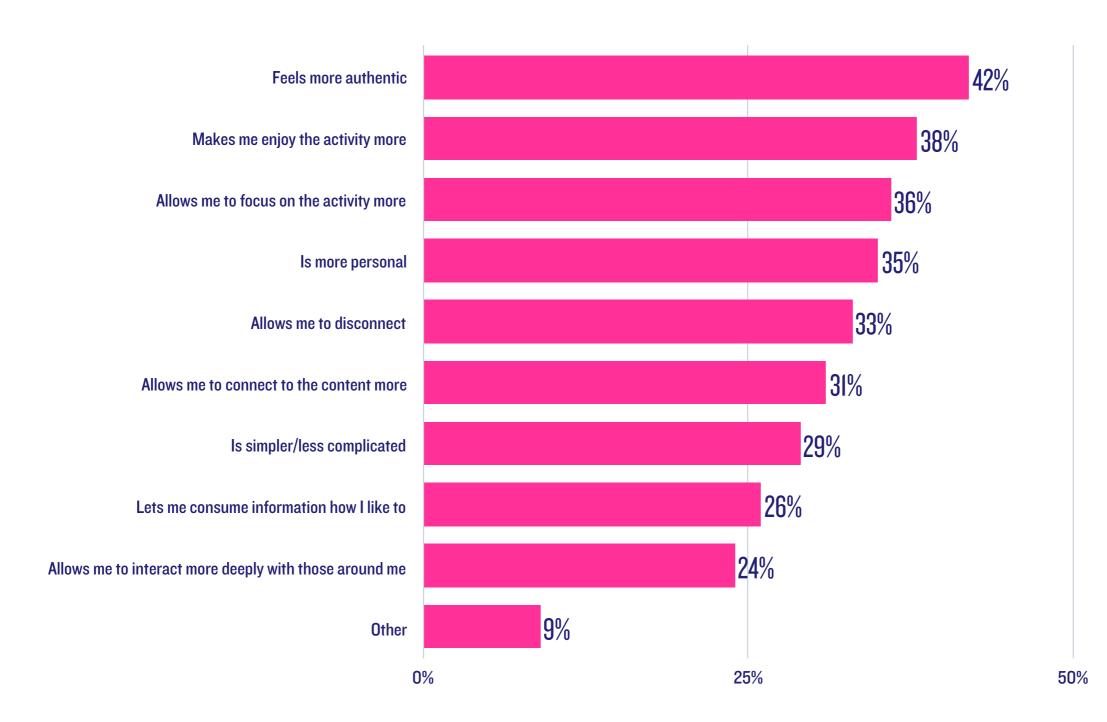
## Appeal of a non-digital experience Art/design museum



### ote:

Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

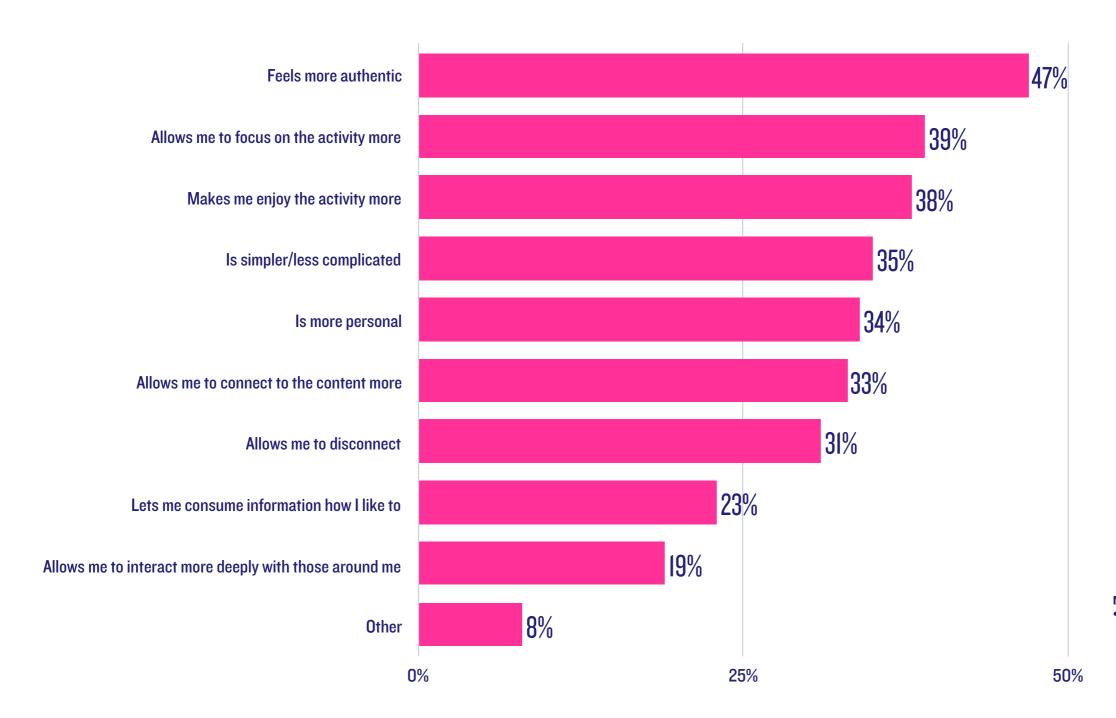
# Appeal of a non-digital experience Opera



### ote:

Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

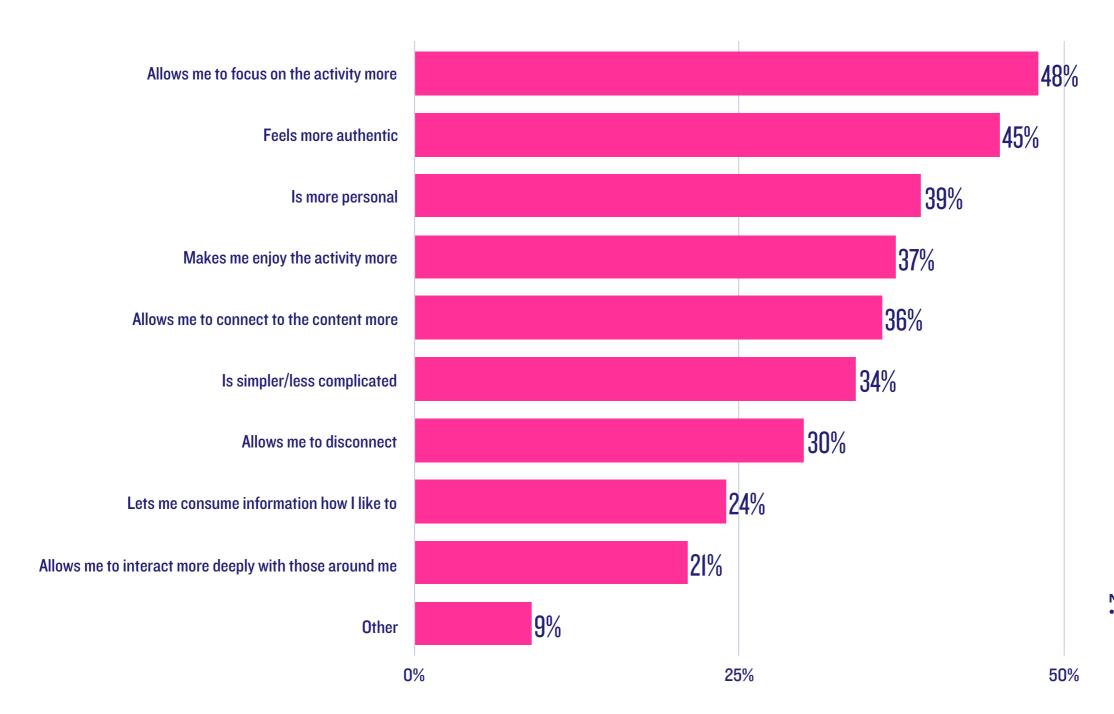
### Appeal of a non-digital experience Classical music



### Note:

Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

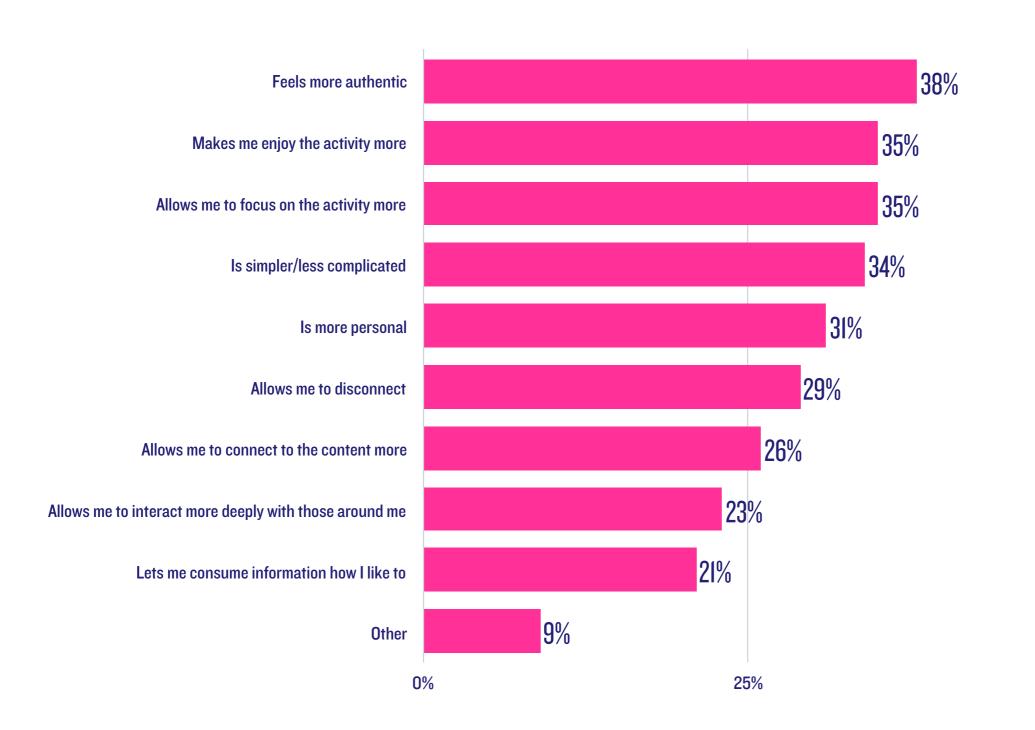
# Appeal of a non-digital experience Ballet



### ote:

Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

## Appeal of a non-digital experience Popular music

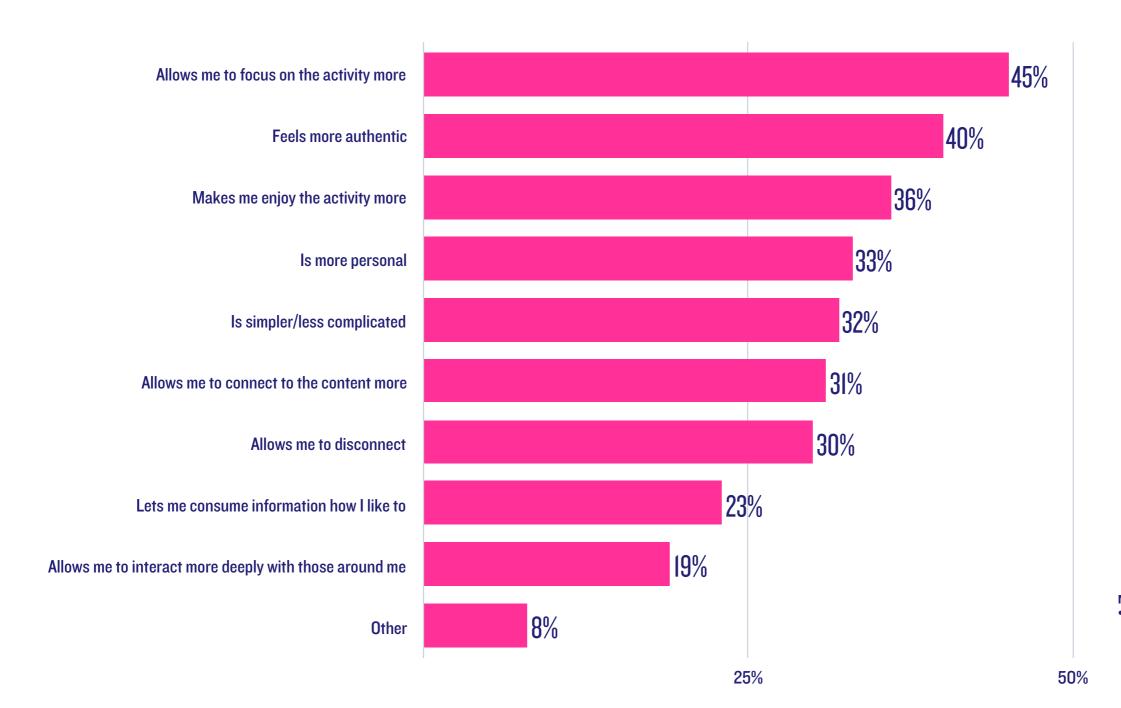


### ote:

50%

Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

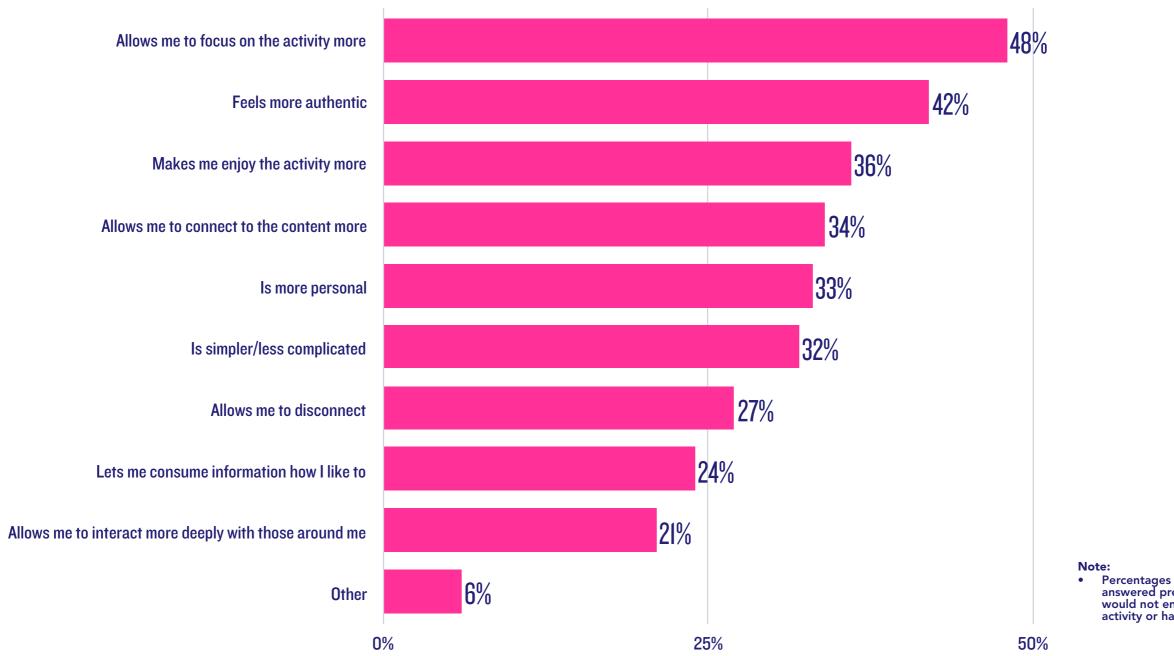
# Appeal of a non-digital experience Musical



### ote:

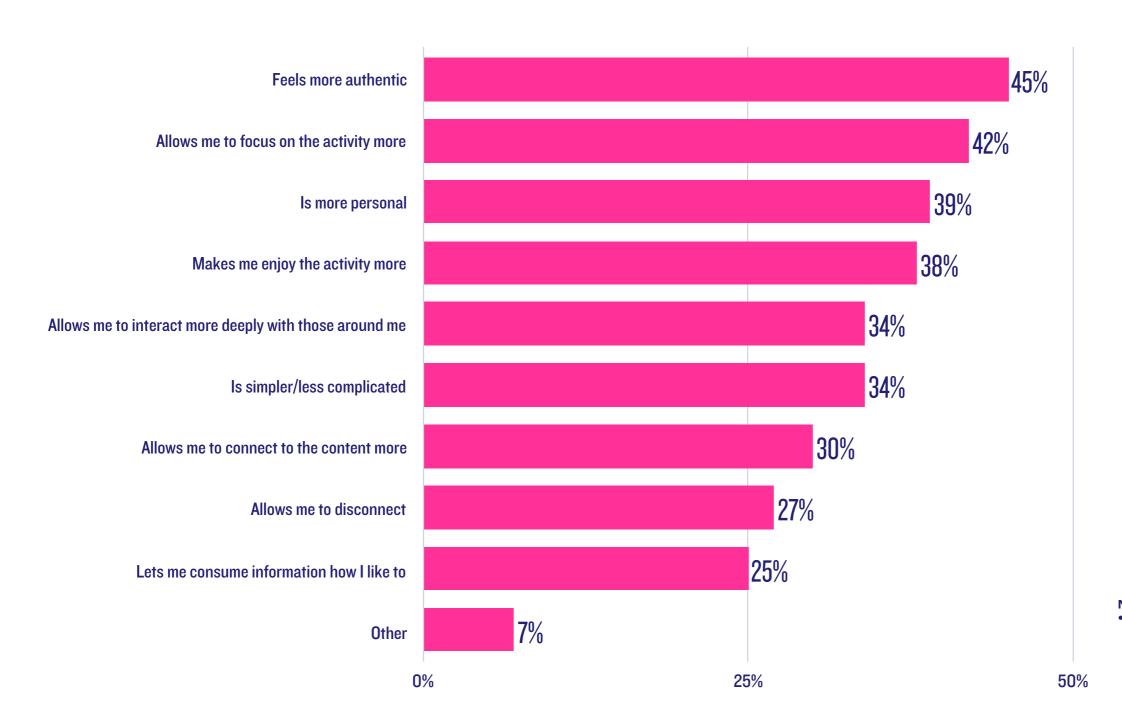
Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

## Appeal of a non-digital experience Play (non-musical)



Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

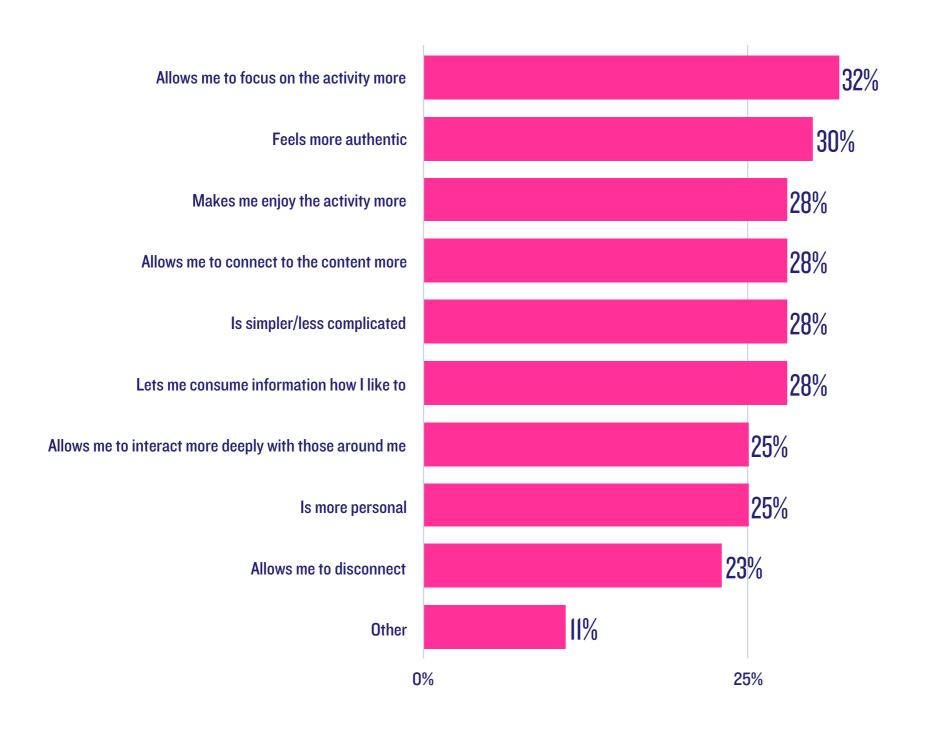
## Appeal of a non-digital experience Community festival/street fair



### ote:

Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

### Appeal of a non-digital experience Science or technology museum, natural history museum

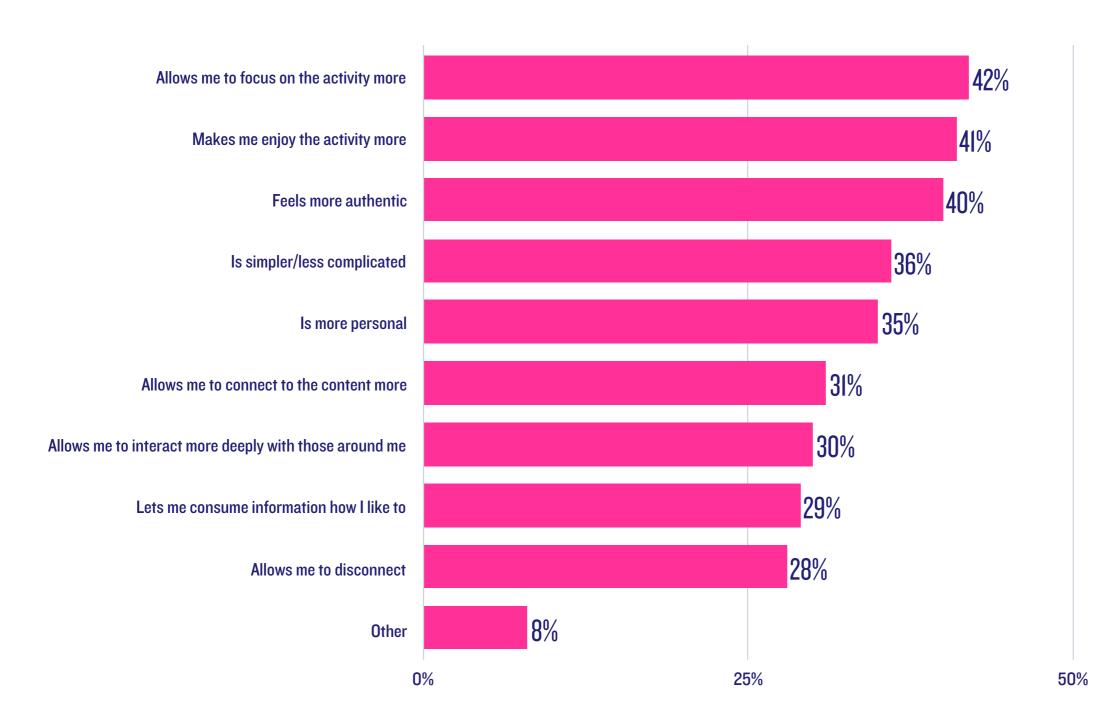


### ote:

50%

 Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

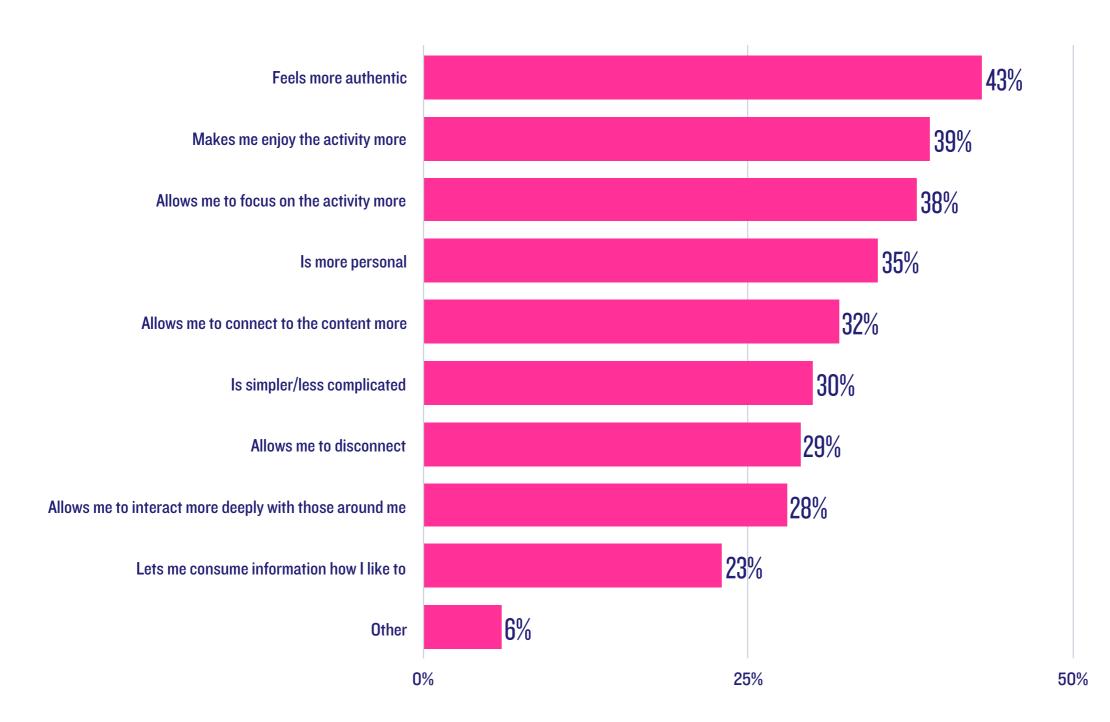
## Appeal of a non-digital experience Zoo, aquarium, botanical garden



### ote:

Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

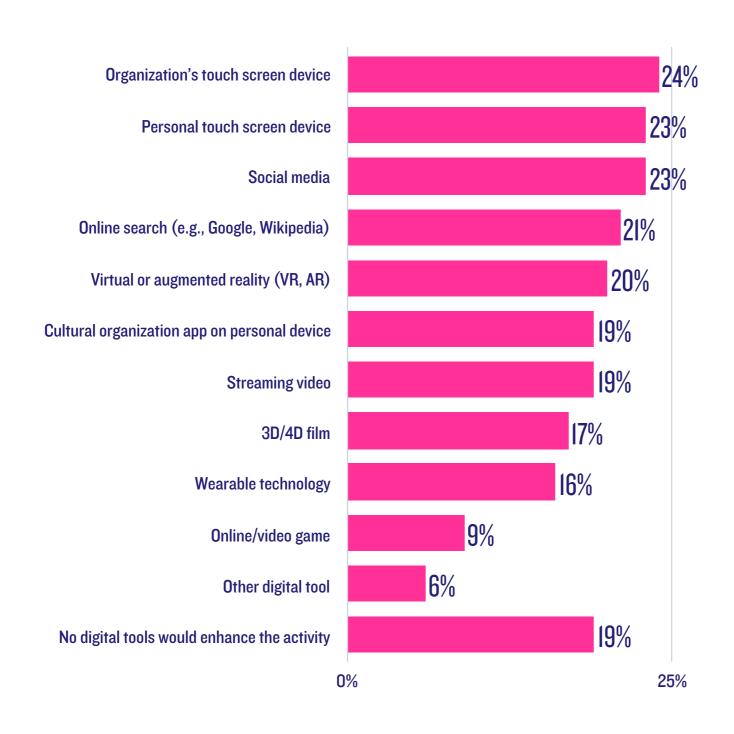
# Appeal of a non-digital experience Regional dance, contemporary dance



### ote:

Percentages indicate those who answered previously that digital would not enhance a cultural activity or had no preference.

## Preferred digital tools Art/design museum

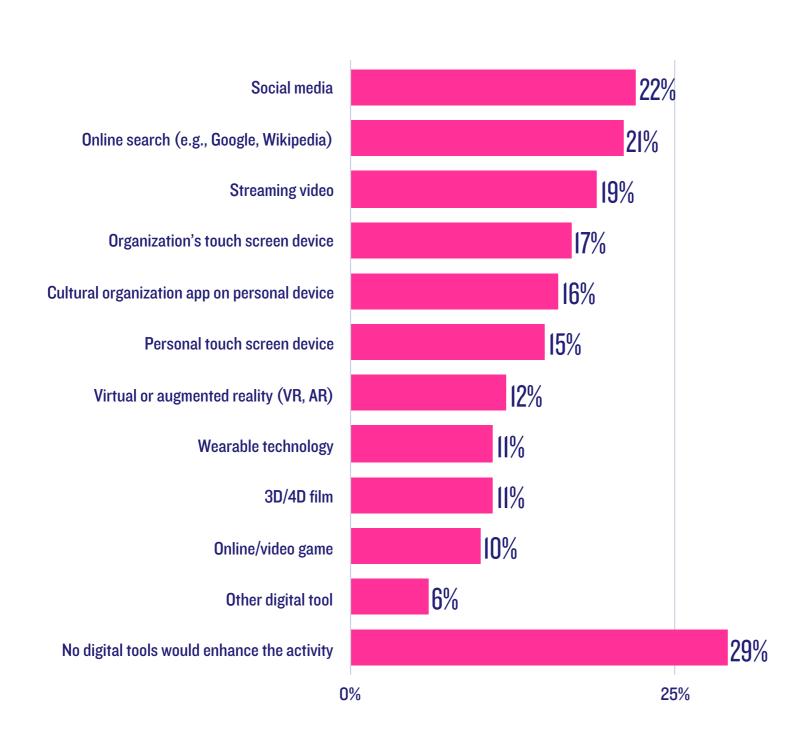


Percentages represent those who have participated in the activity at least once in the past year.

50%

**Culture Track '17** 132 LaPlaca Cohen | Kelton 2017

### Preferred digital tools Opera



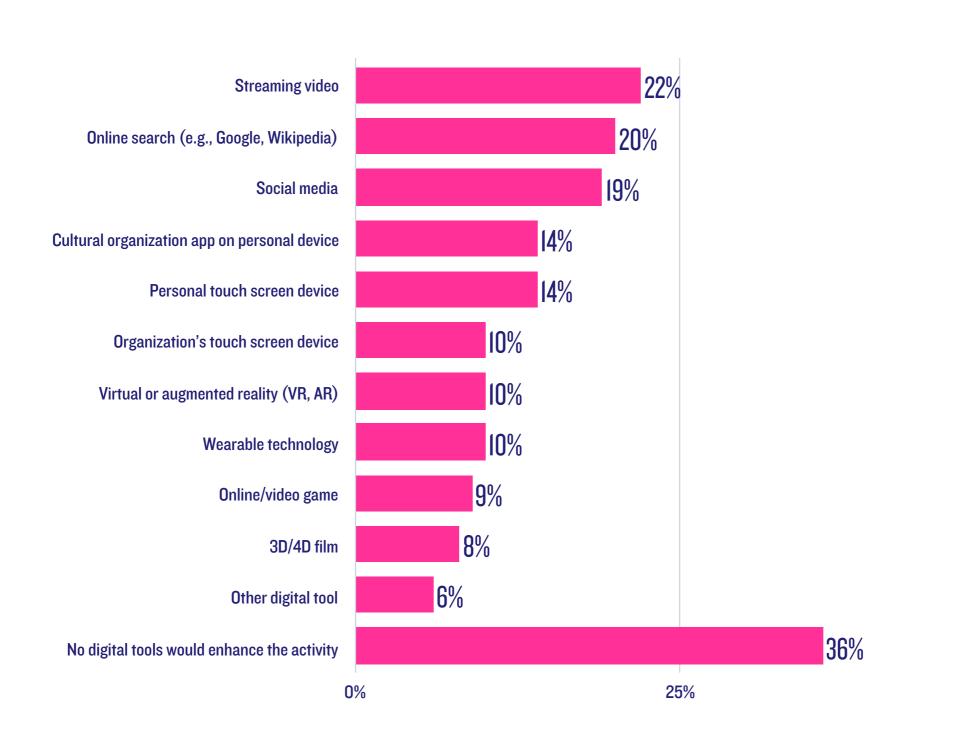
### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

LaPlaca Cohen | Kelton 2017 Culture Track '17 133

50%

### Preferred digital tools Classical music

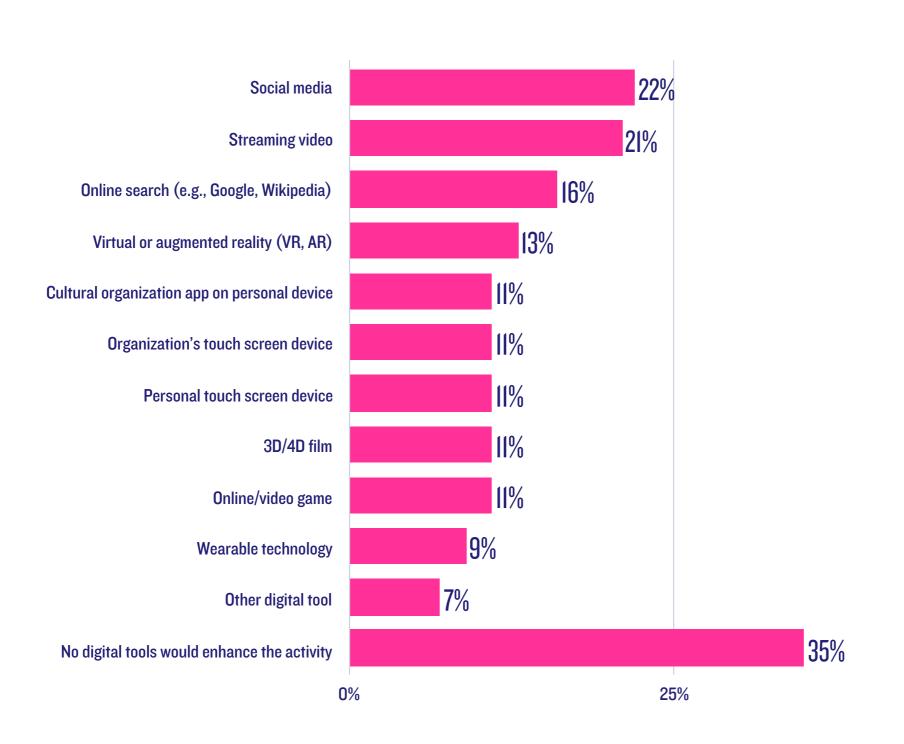


50%

Percentages represent those who have participated in the activity at least once in the past year.

**Culture Track '17** 134 LaPlaca Cohen | Kelton 2017

### Preferred digital tools Ballet

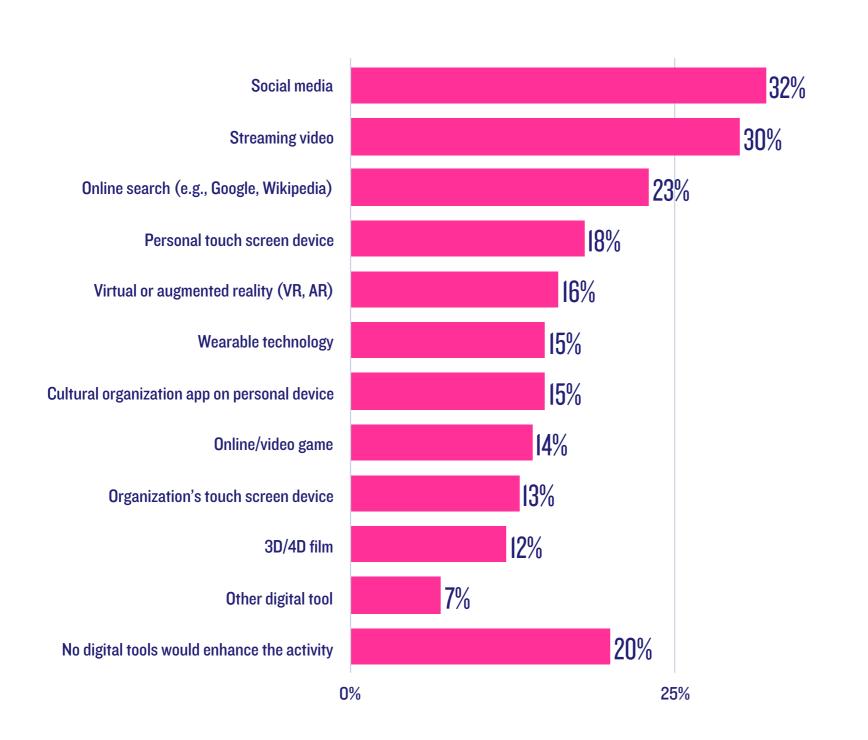


### Note:

50%

 Percentages represent those who have participated in the activity at least once in the past year.

### Preferred digital tools Popular music



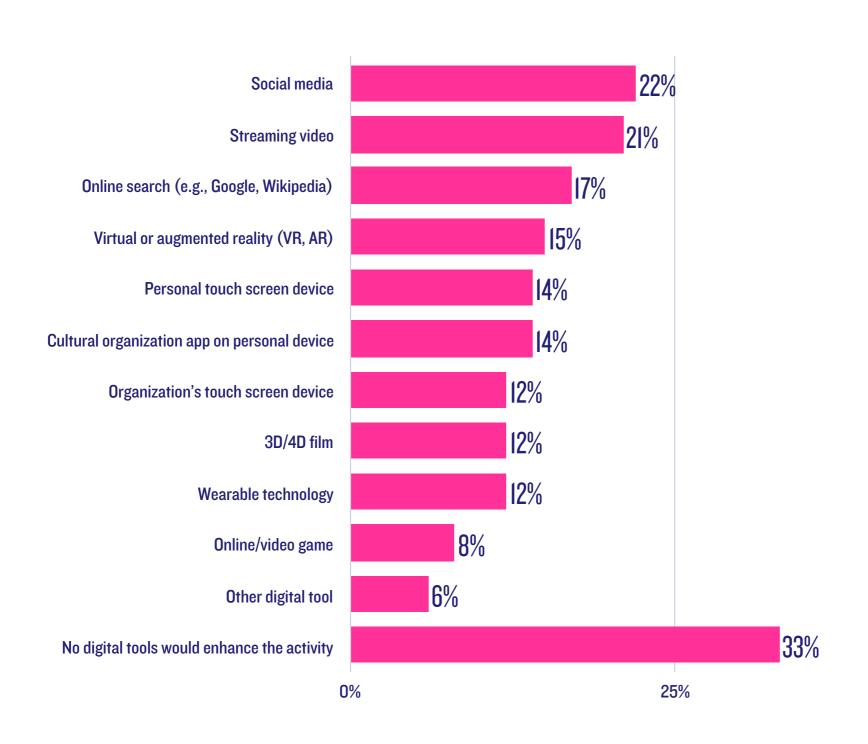
### Note:

50%

 Percentages represent those who have participated in the activity at least once in the past year.

136

### Preferred digital tools Musical

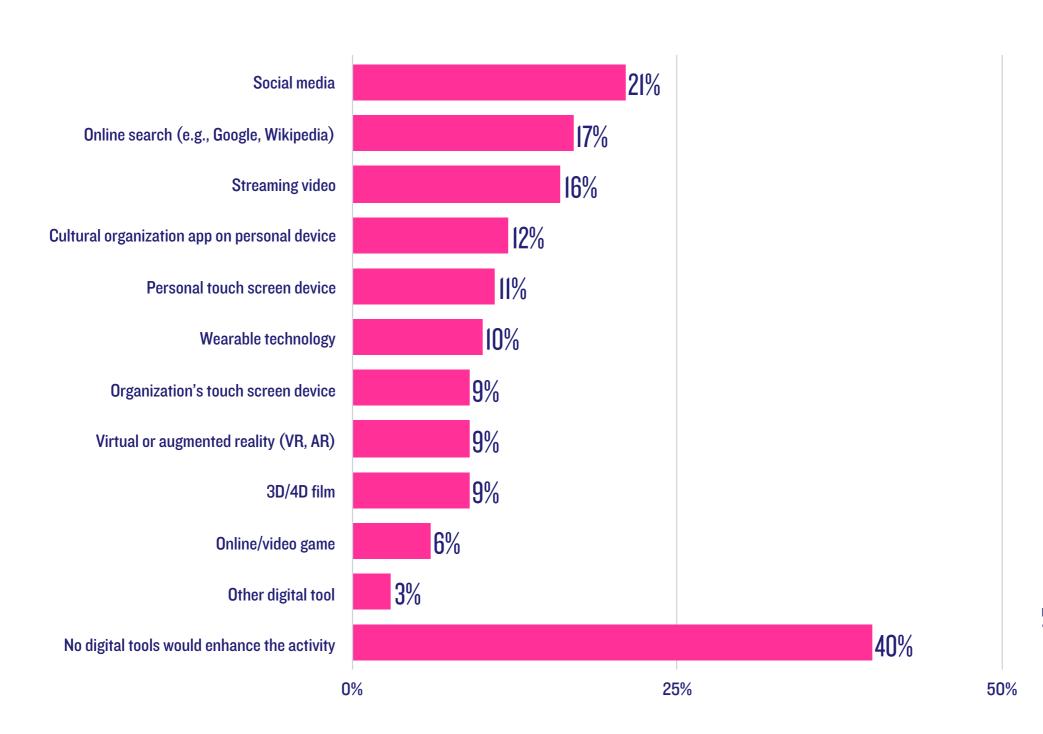


### Note:

50%

 Percentages represent those who have participated in the activity at least once in the past year.

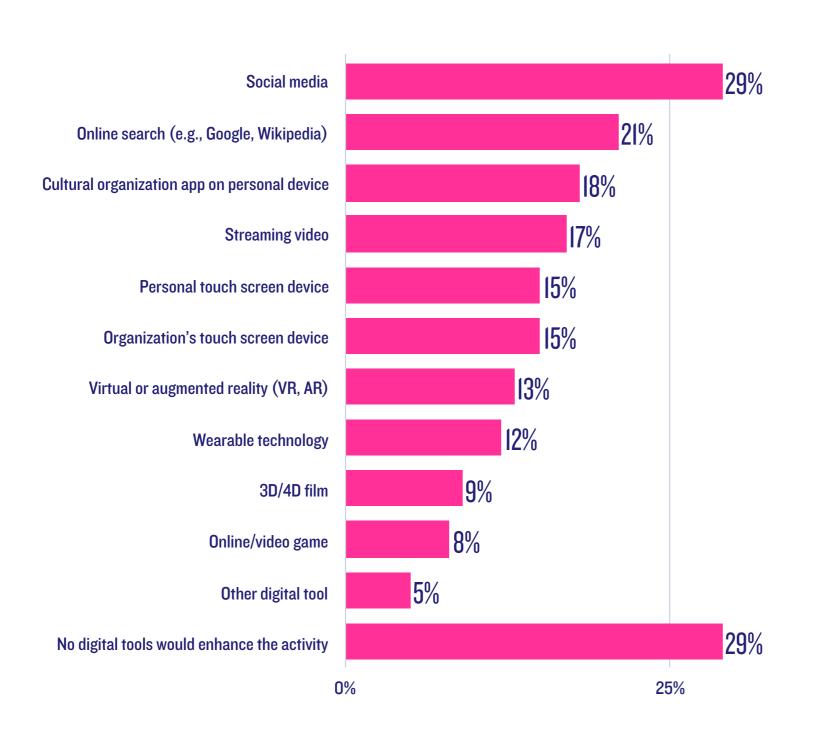
# Preferred digital tools Play (non-musical)



### Note:

Percentages represent those who have participated in the activity at least once in the past year.

### Preferred digital tools Community festival/street fair

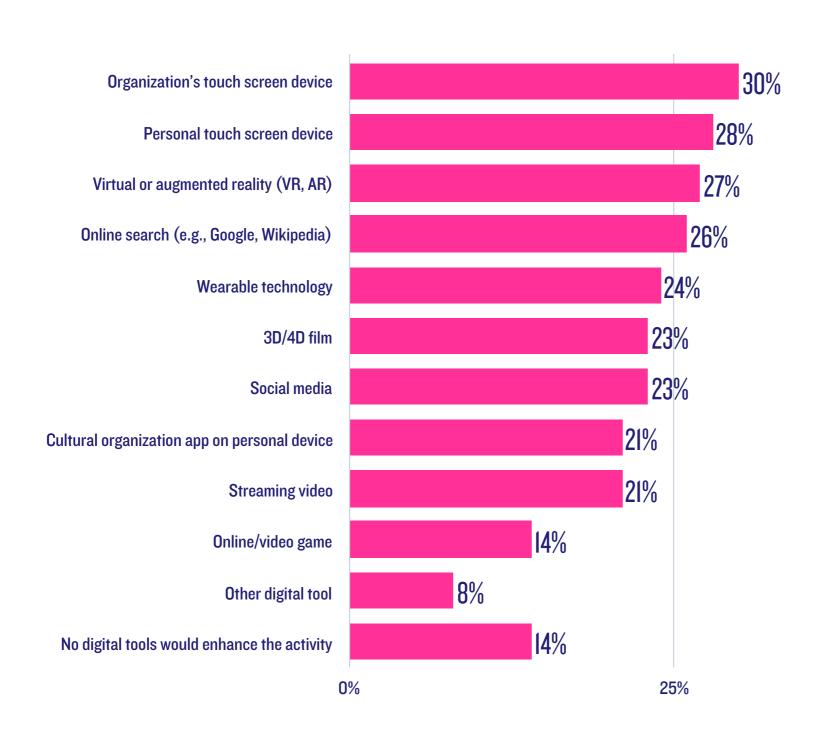


### lote:

50%

 Percentages represent those who have participated in the activity at least once in the past year.

### Preferred digital tools Science or technology museum, natural history museum



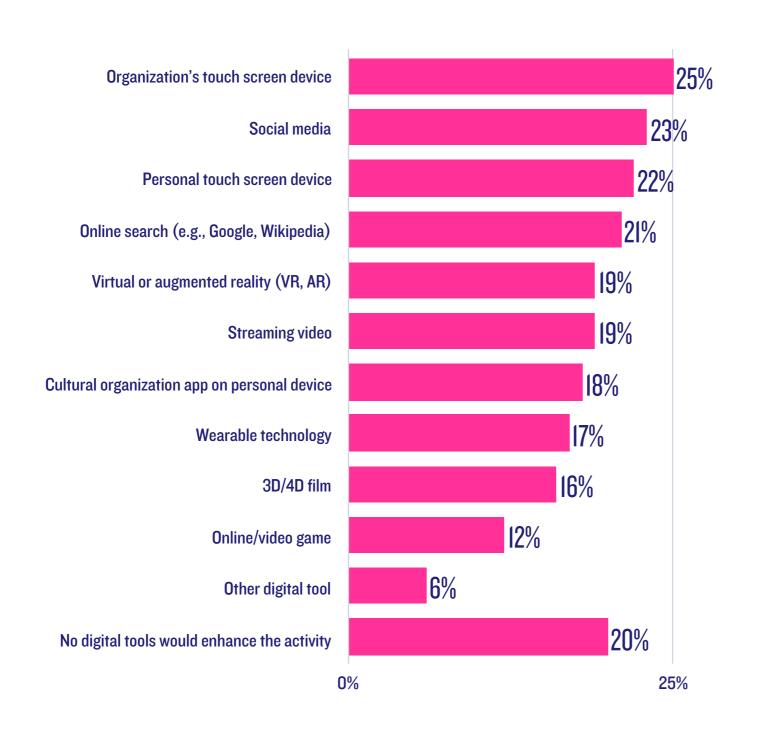
### lote:

50%

 Percentages represent those who have participated in the activity at least once in the past year.

LaPlaca Cohen | Kelton 2017

### Preferred digital tools Zoo, aquarium, botanical garden



### Note:

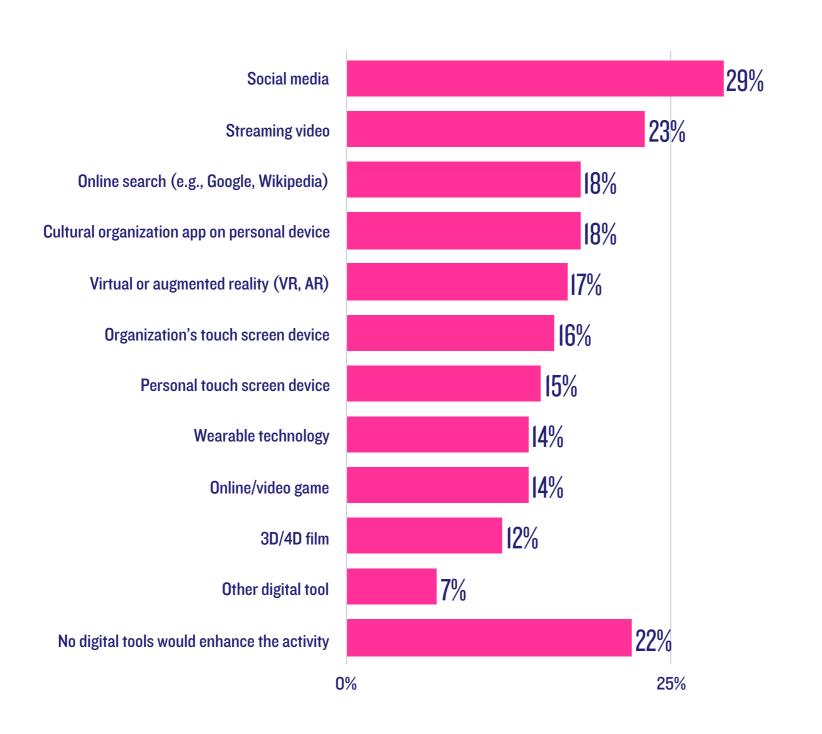
**Culture Track '17** 

 Percentages represent those who have participated in the activity at least once in the past year.

141

50%

### Preferred digital tools Regional dance, contemporary dance

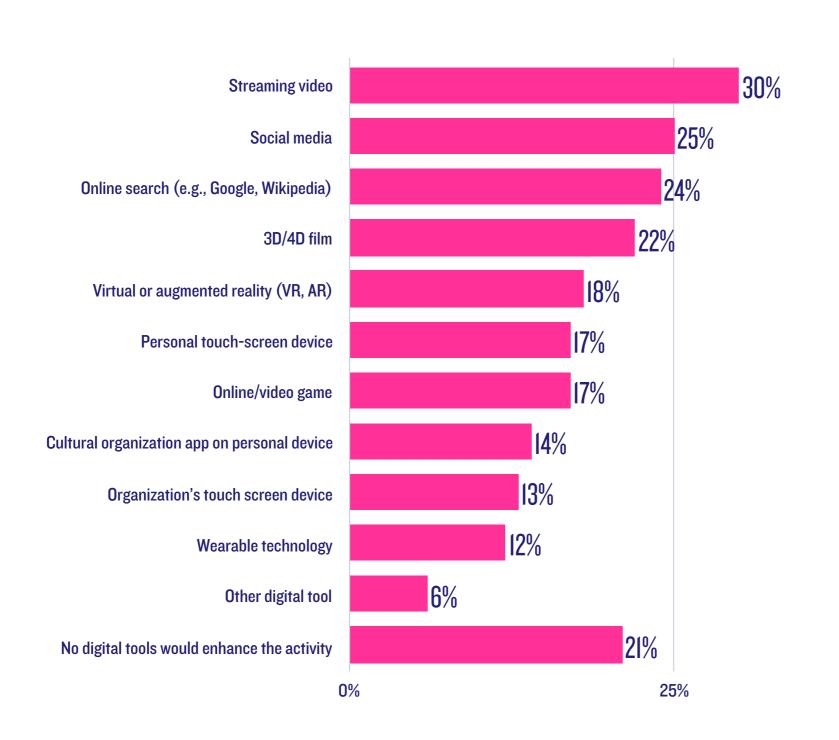


### lote:

 Percentages represent those who have participated in the activity at least once in the past year.

**50**%

### Preferred digital tools Television program, film

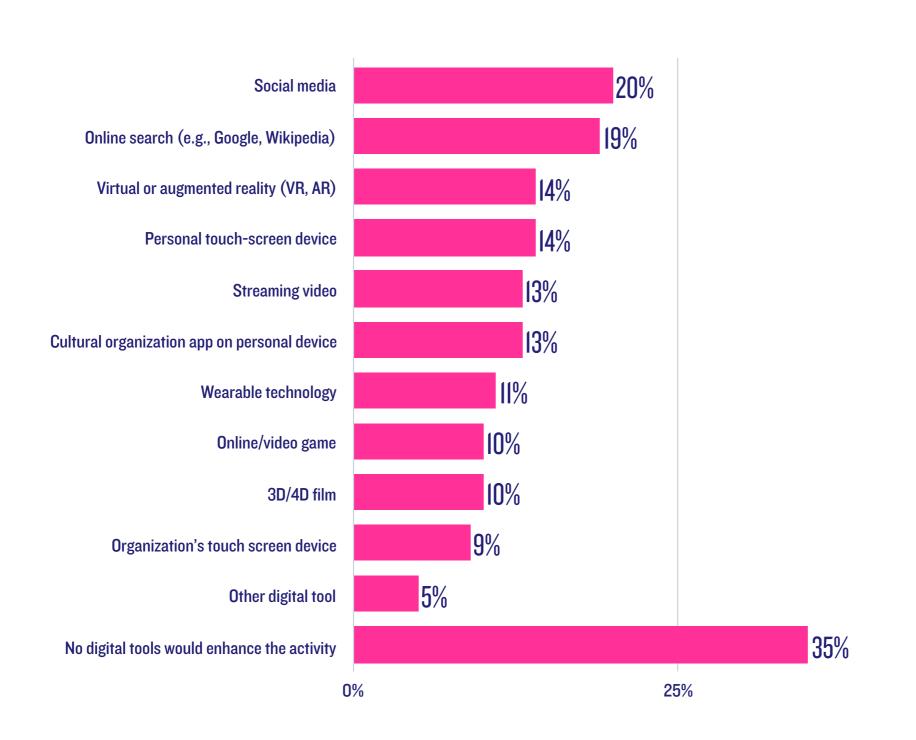


### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

50%

### Preferred digital tools Public park

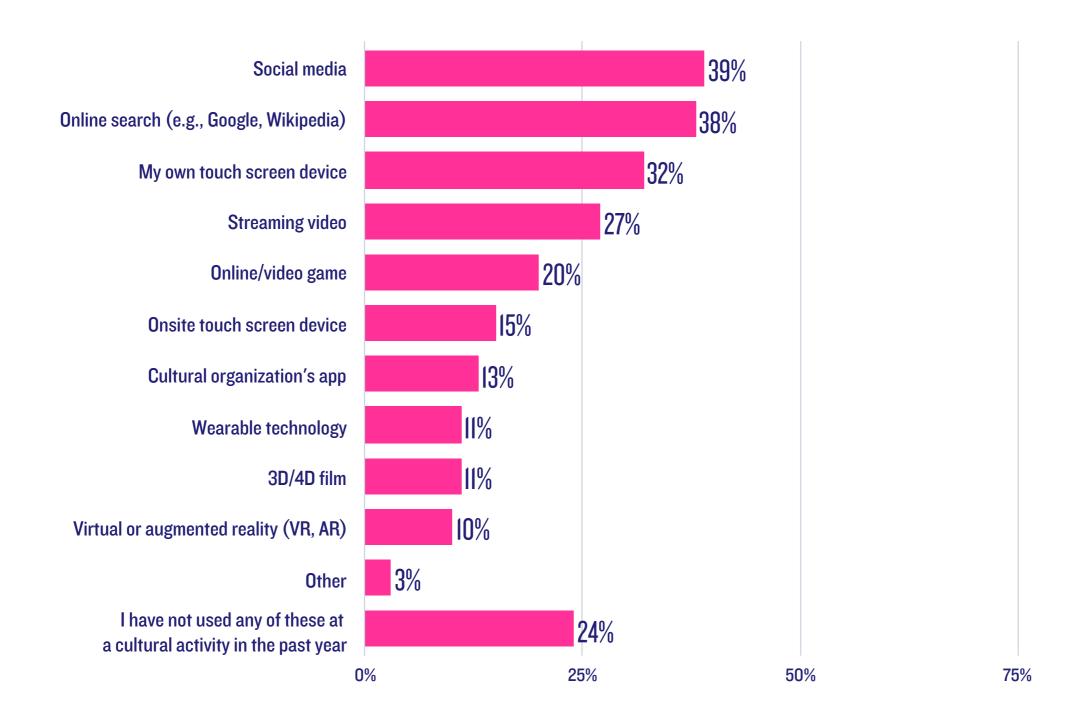


### Note:

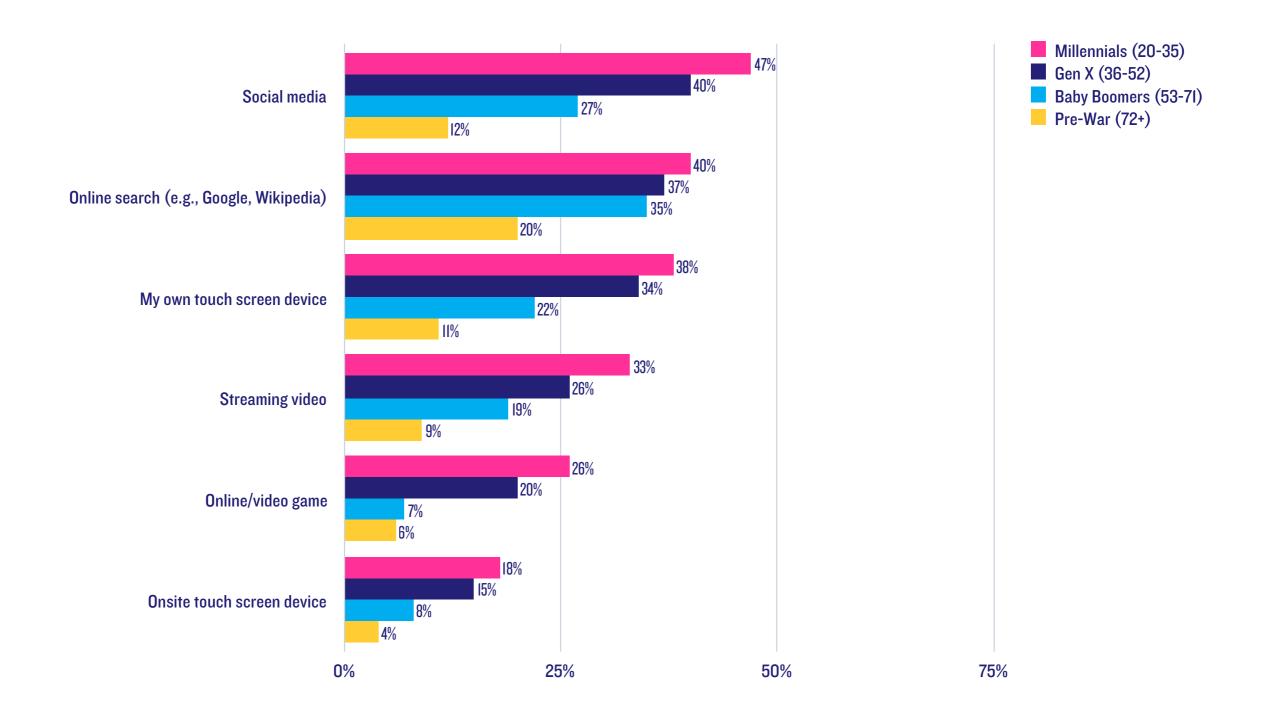
50%

 Percentages represent those who have participated in the activity at least once in the past year.

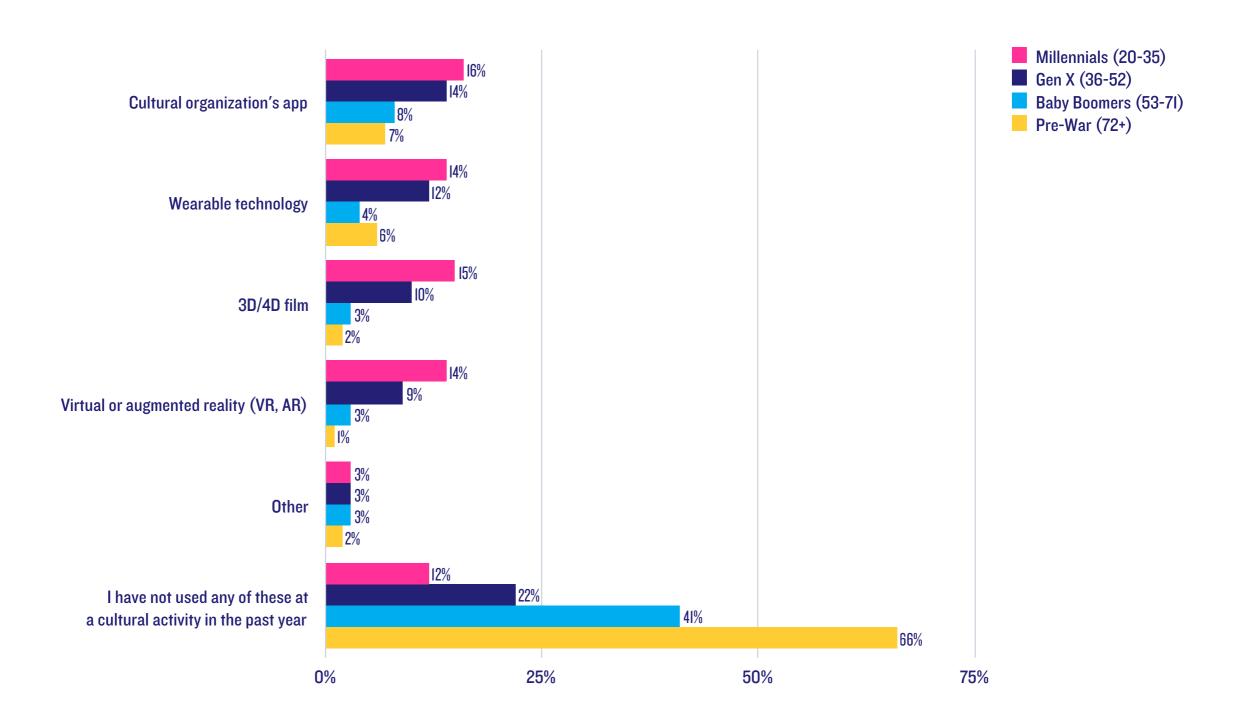
#### Digital tools used in the past year as part of a cultural activity



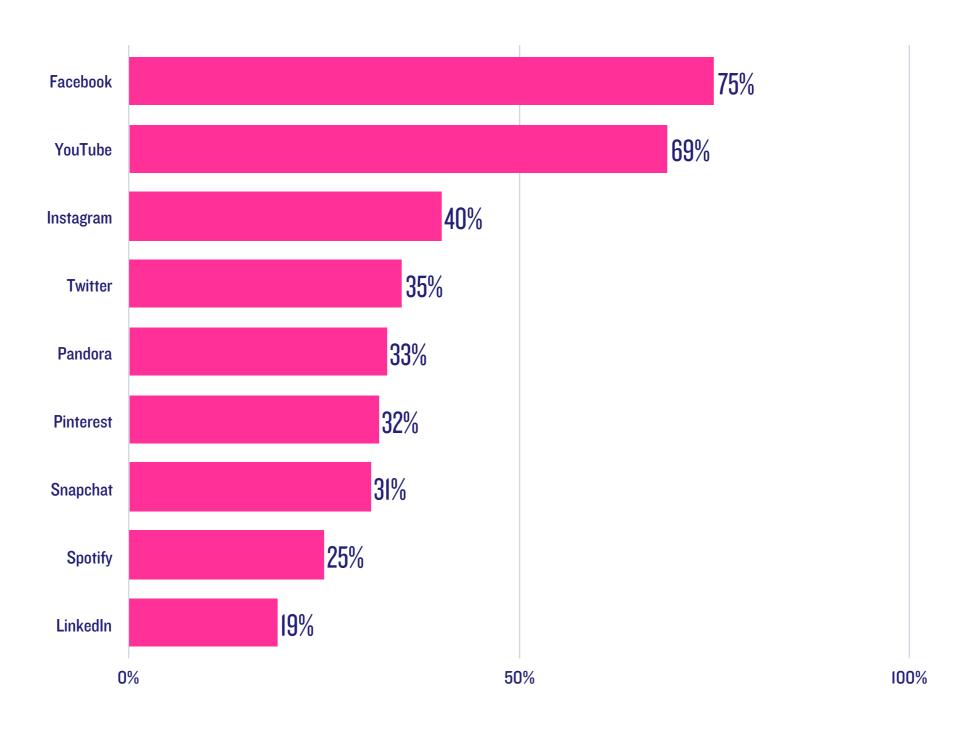
# Digital tools used in the past year as part of a cultural activity By generation



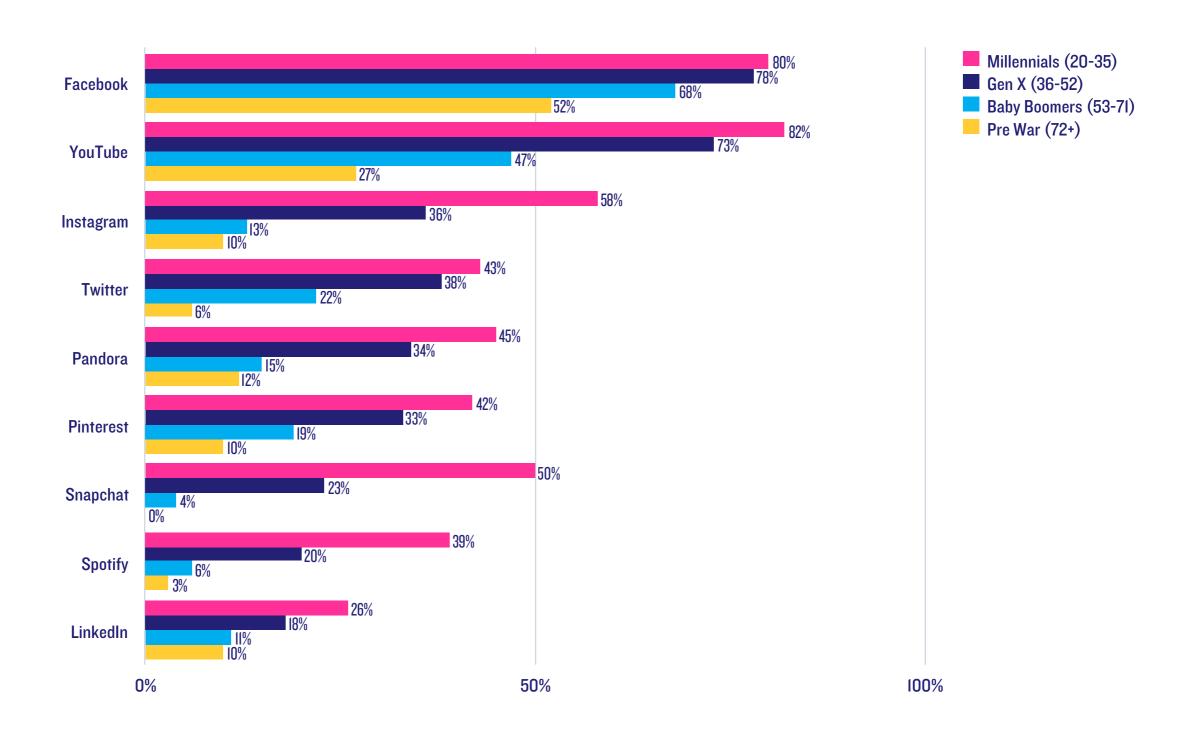
## Digital tools used in the past year as part of a cultural activity continued By generation



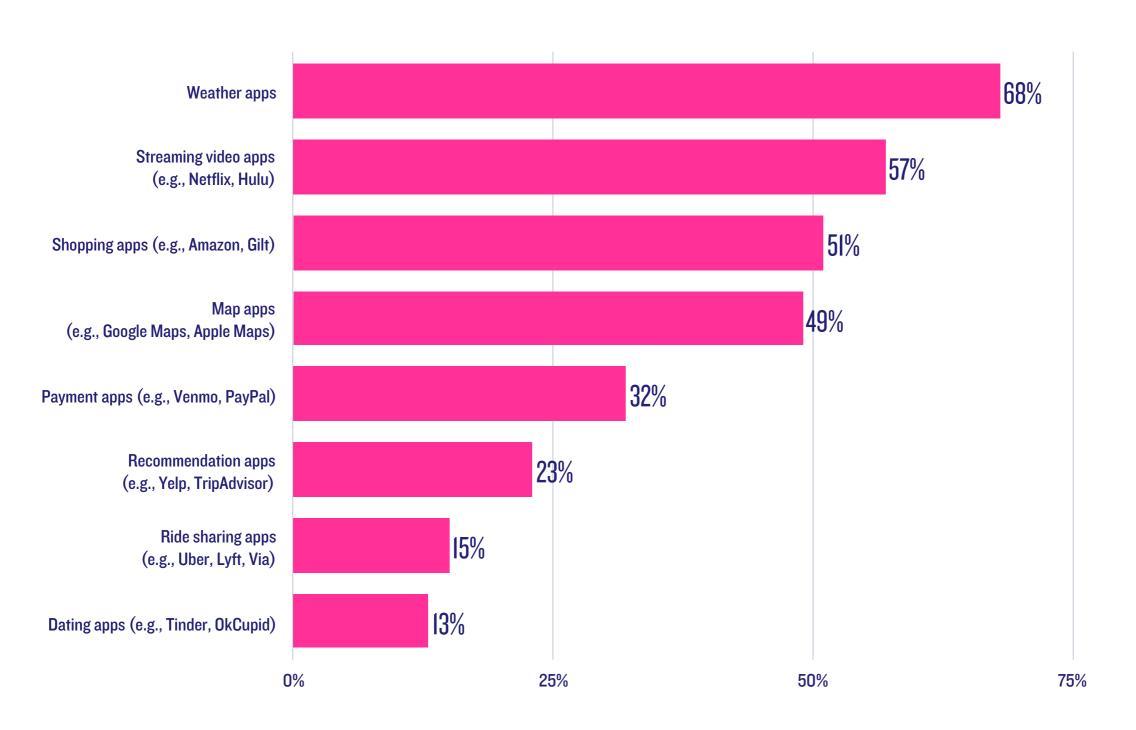
#### Use of program at least once a week



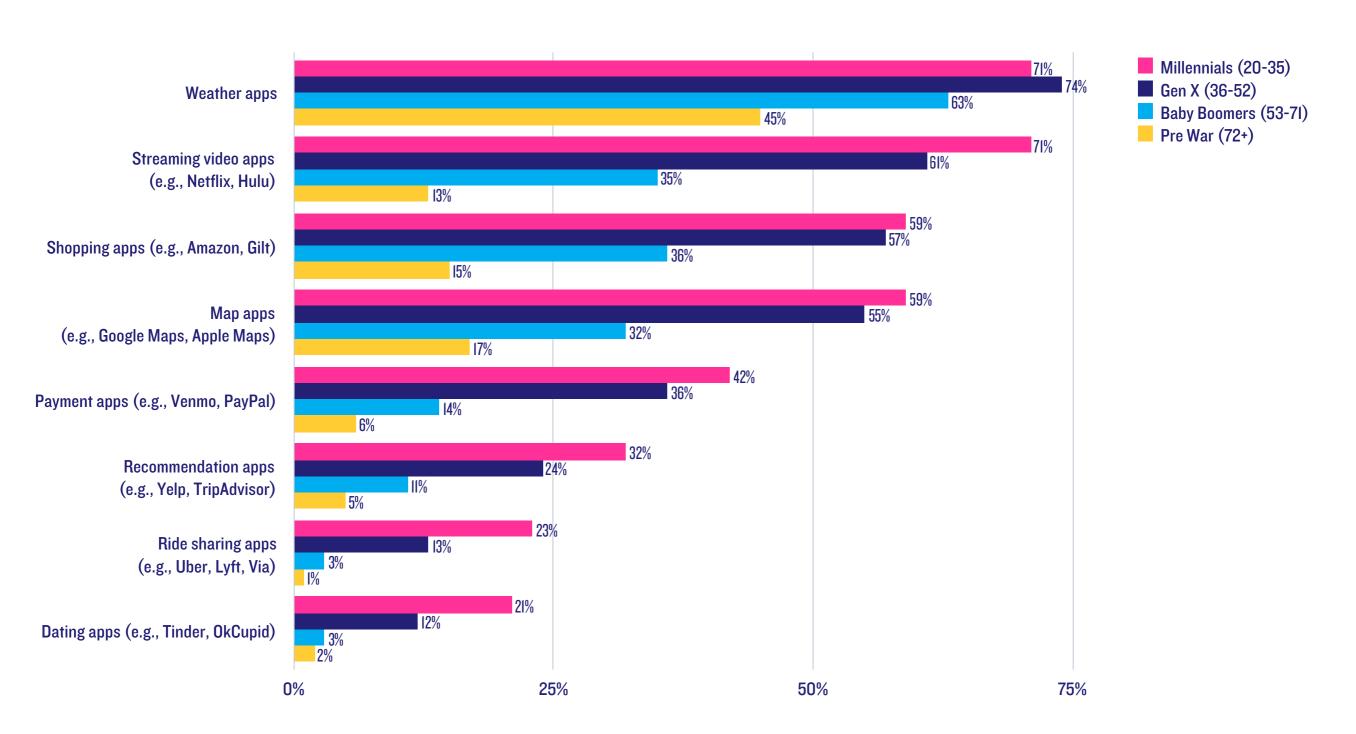
#### Use of program at least once a week By generation



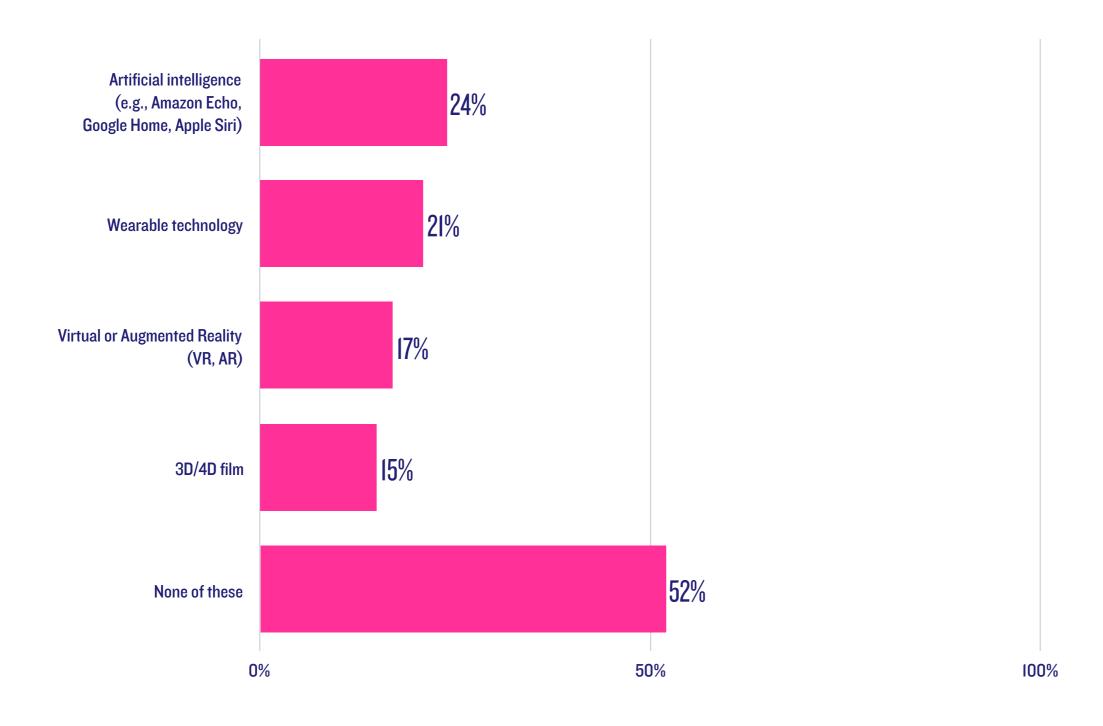
#### Use of other programs at least once a week



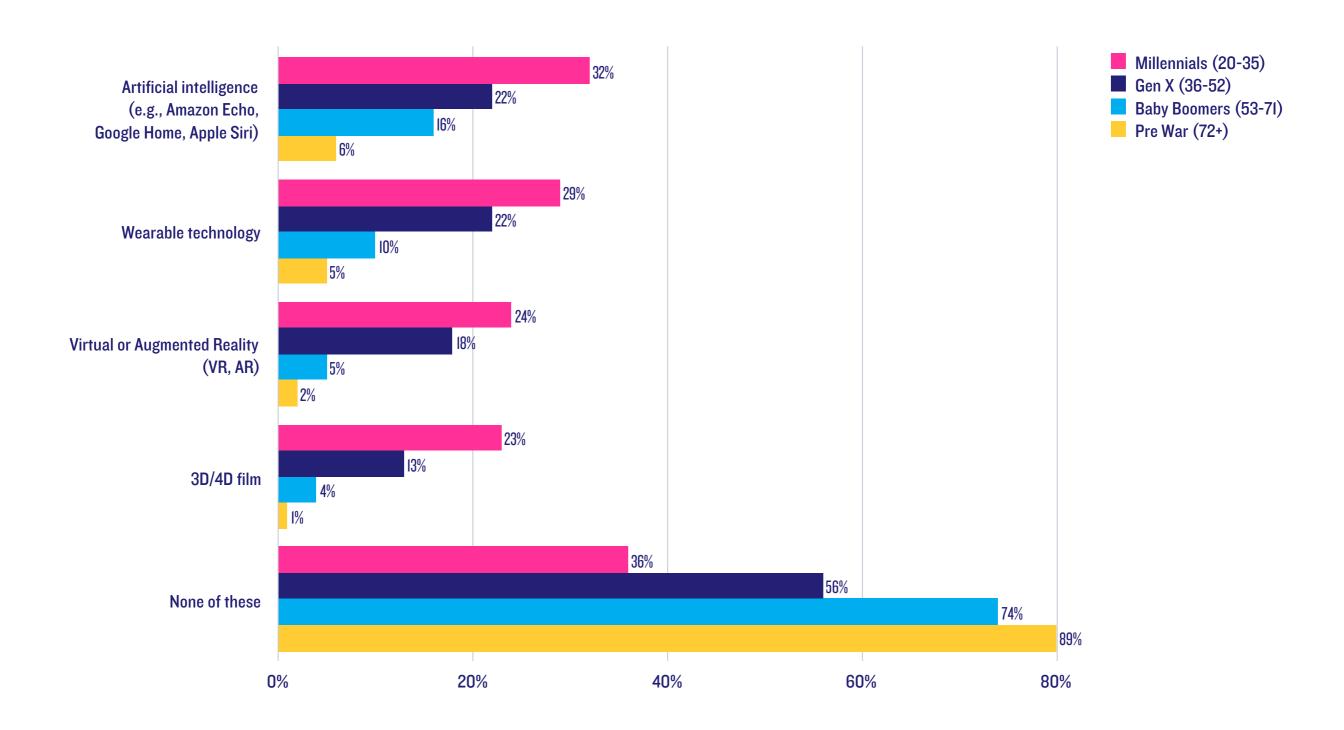
#### Use of other programs at least once a week By generation



#### Use of VR, AI, and other technology in the past year

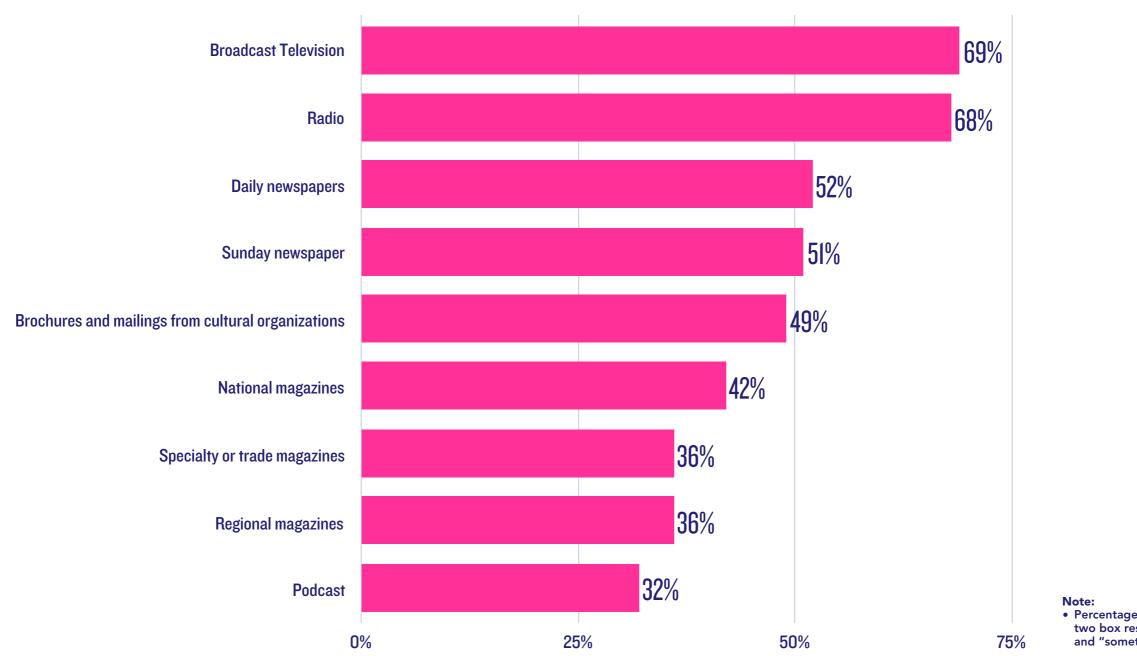


### Use of VR, AI, and other technology in the past year By generation



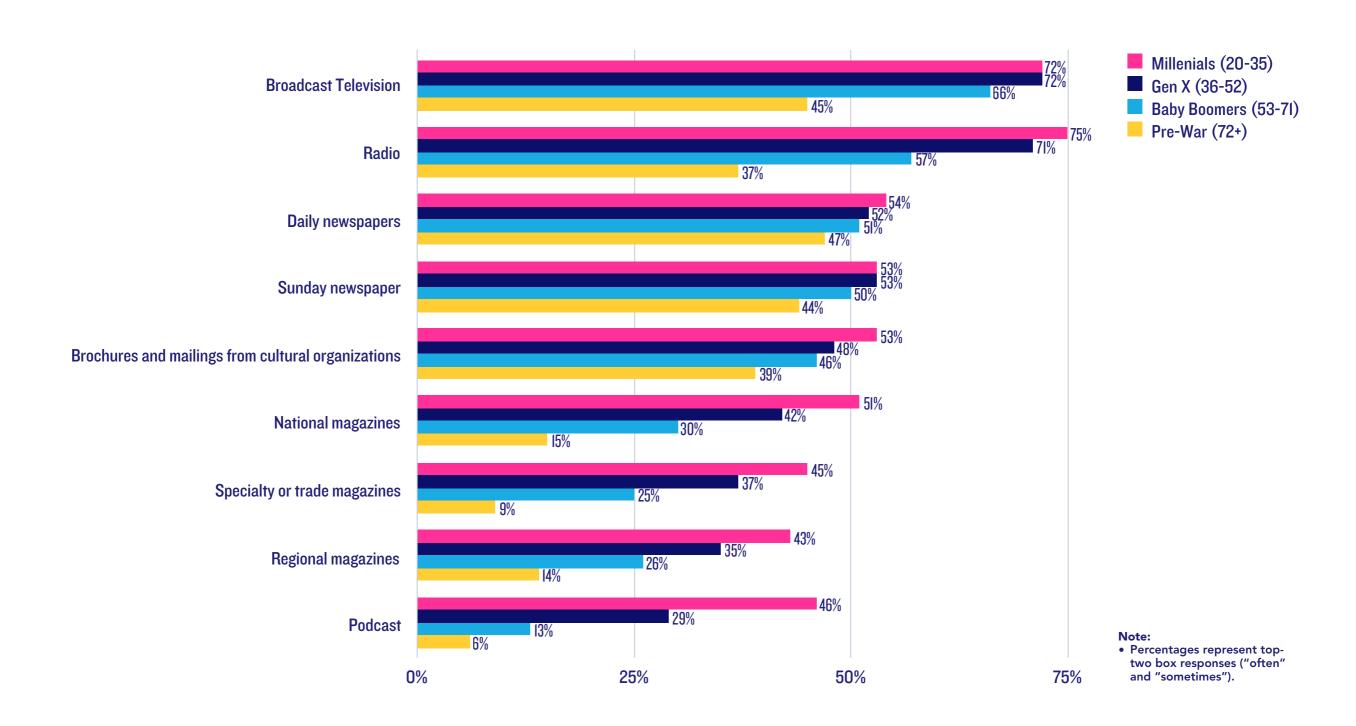
### **Information Sources**

### Information sources for cultural activities (non-advertisements)

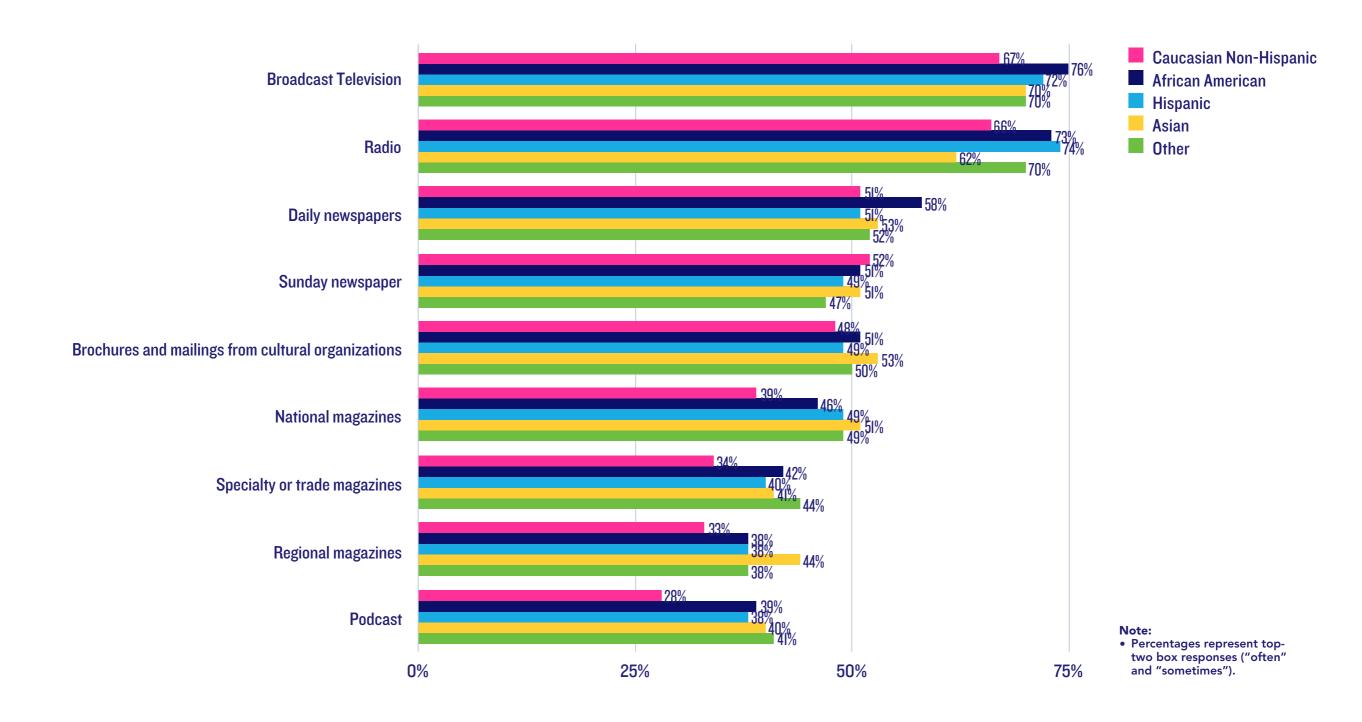


 Percentages represent toptwo box responses ("often" and "sometimes").

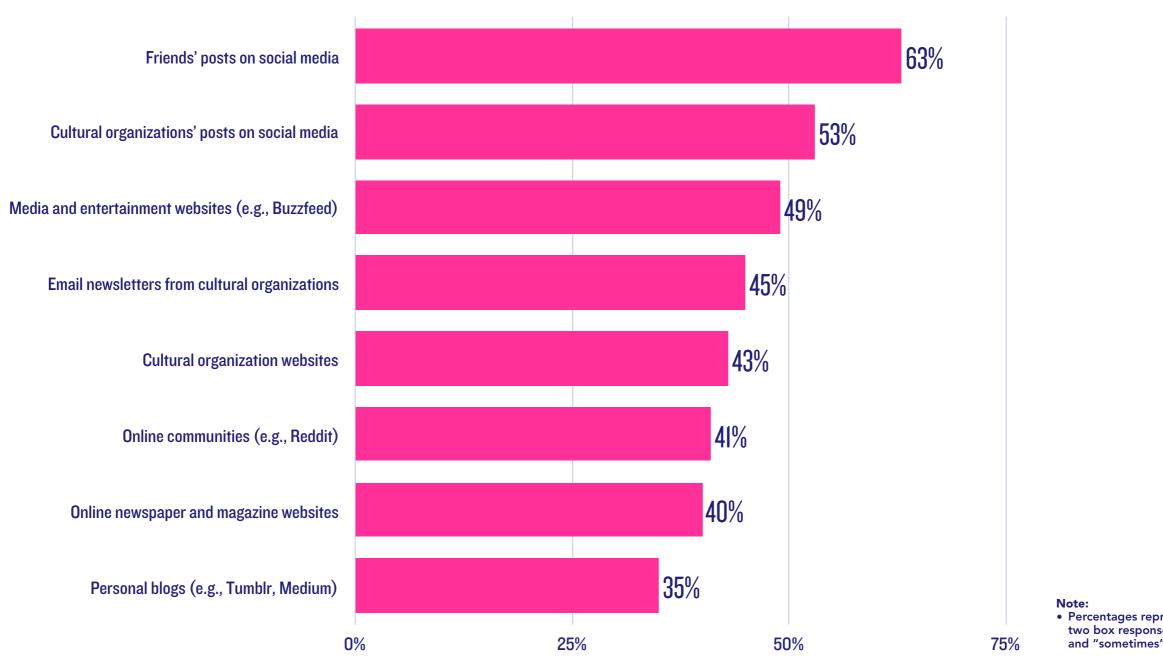
### Information sources for cultural activities (non-advertisements) By generation



### Information sources for cultural activities (non-advertisements) By race/ethnicity



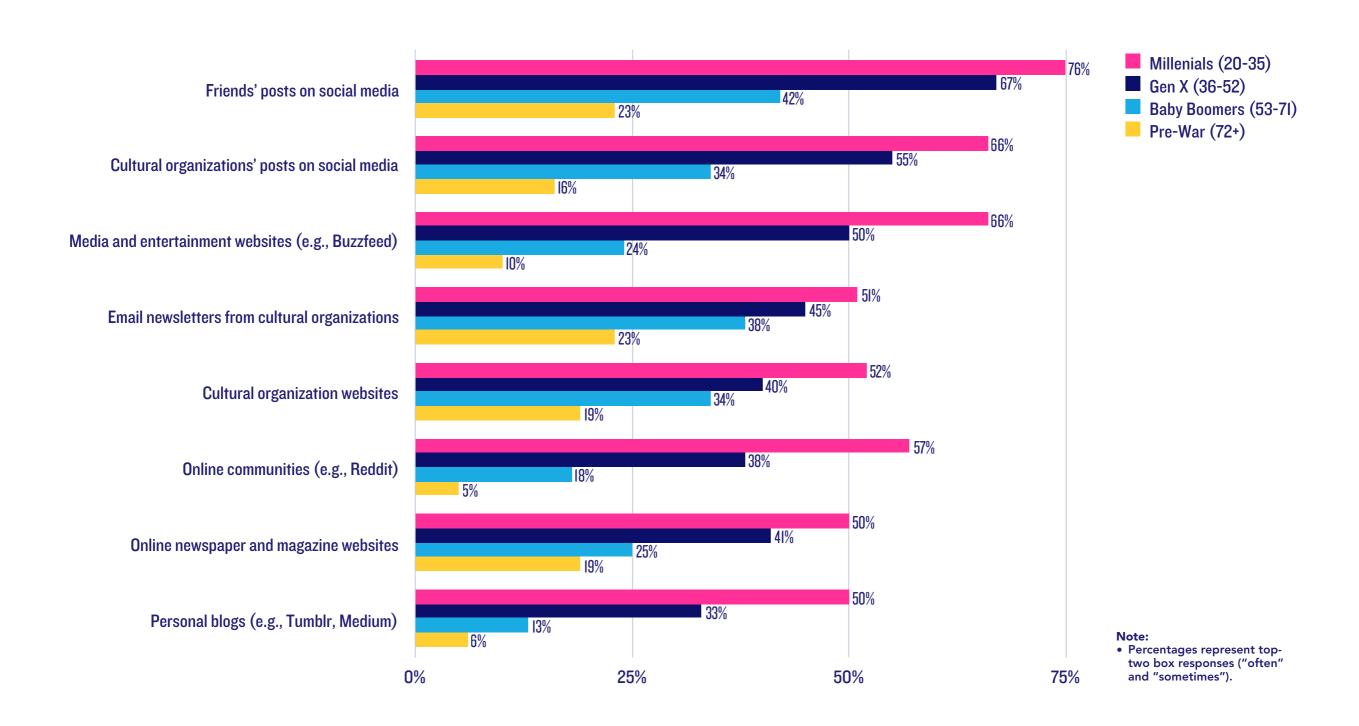
#### Online information sources for cultural activities (non-advertisements)



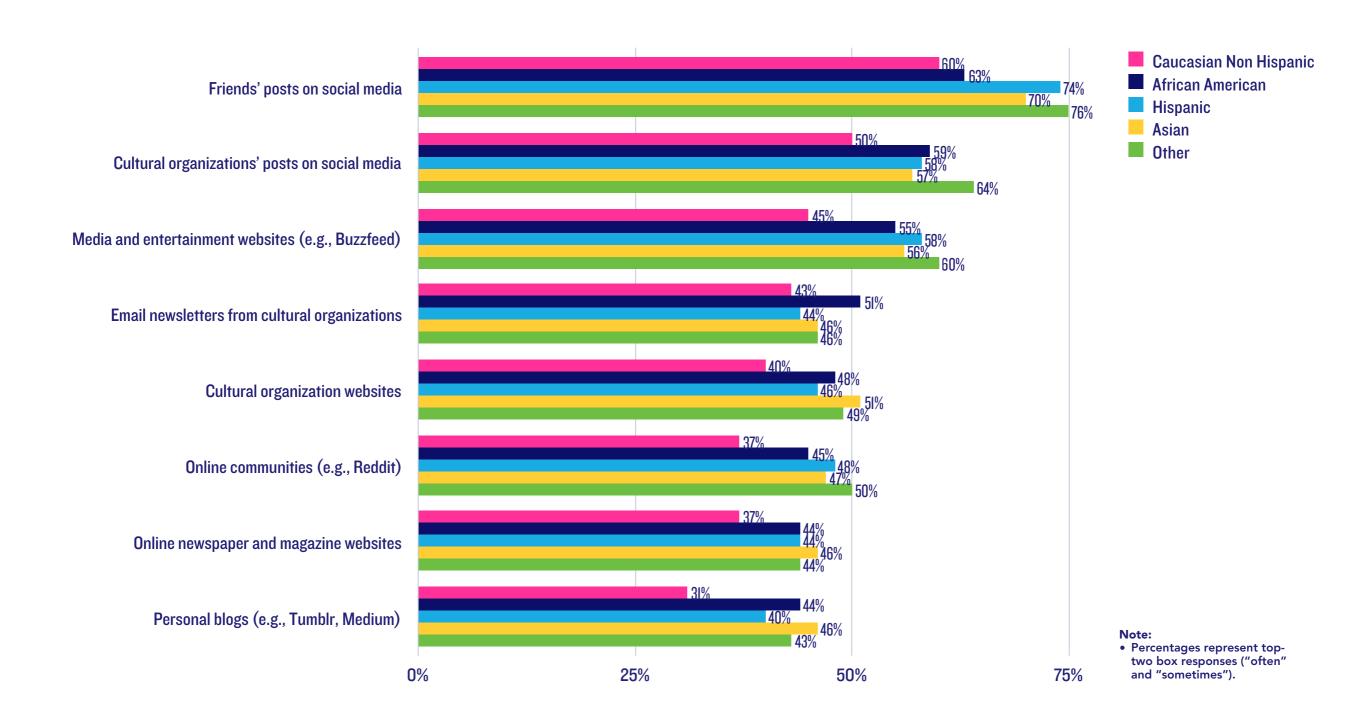
• Percentages represent toptwo box responses ("often" and "sometimes").

**Culture Track '17** 158 LaPlaca Cohen | Kelton 2017

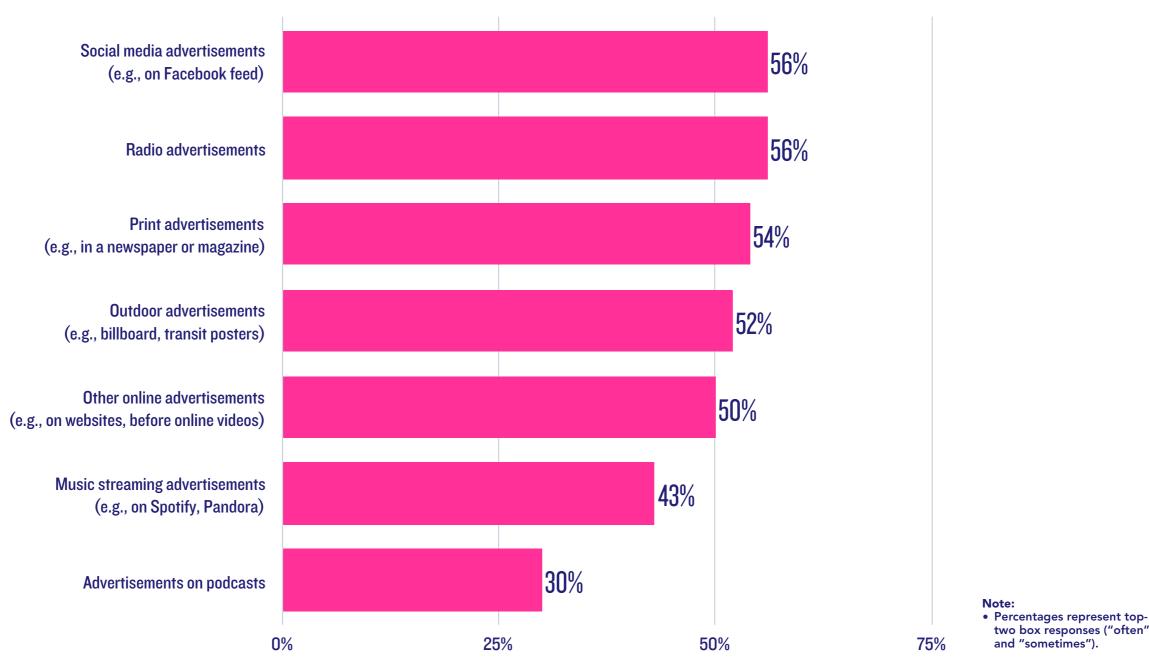
#### Online information sources for cultural activities (non-advertisements) By generation



### Online information sources for cultural activities (non-advertisements) By race/ethnicity



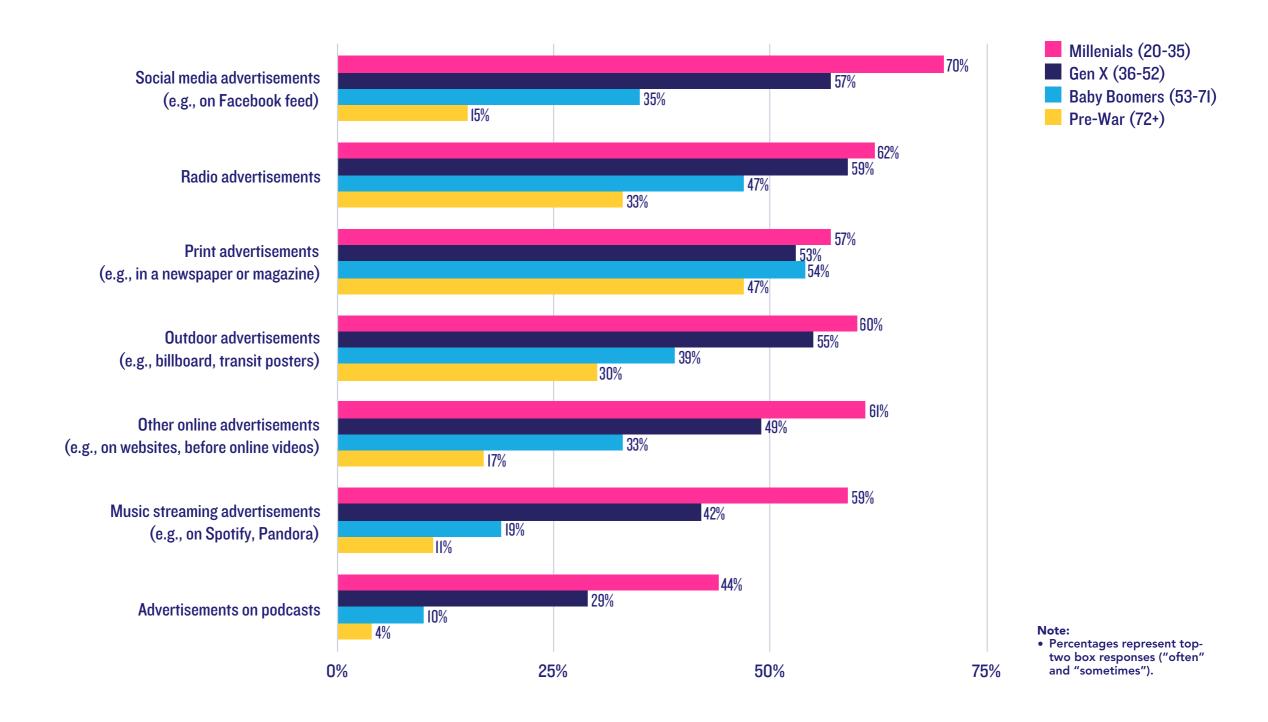
#### Information sources for cultural activities (advertisements)



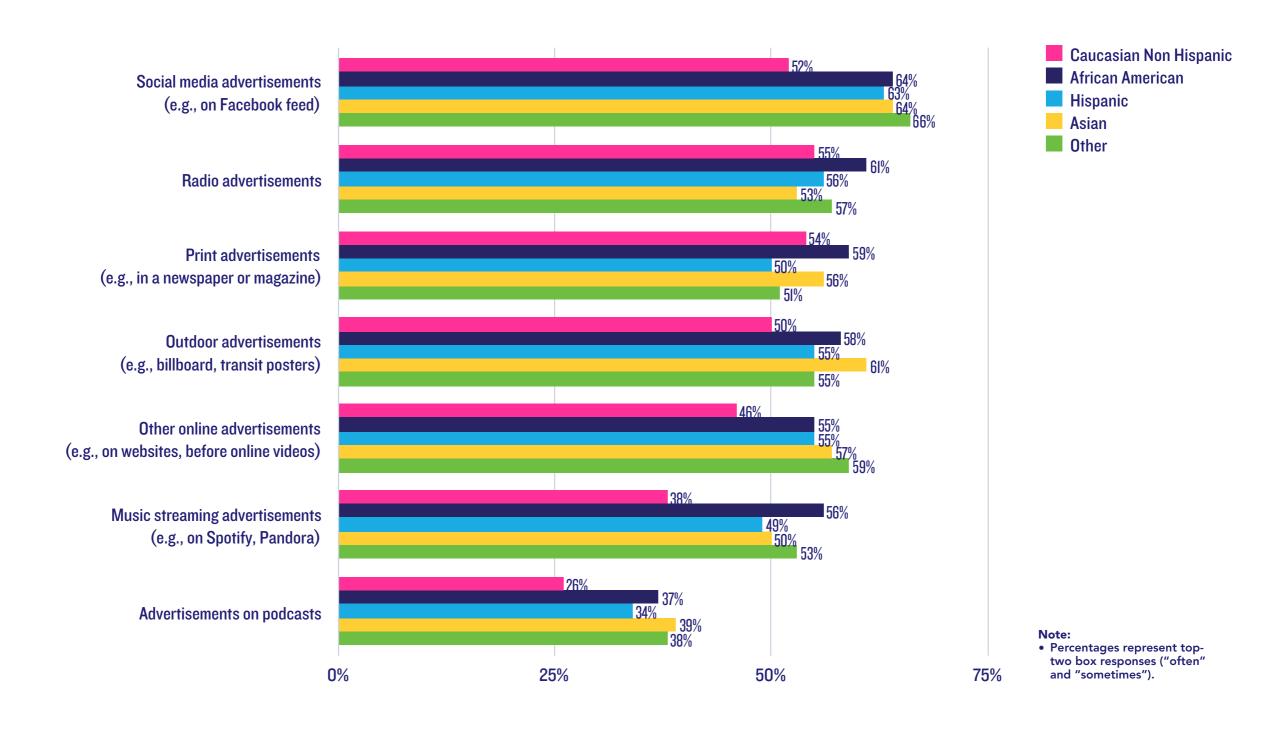
two box responses ("often"

**Culture Track '17** 161 LaPlaca Cohen | Kelton 2017

### Information sources for cultural activities (advertisements) By generation

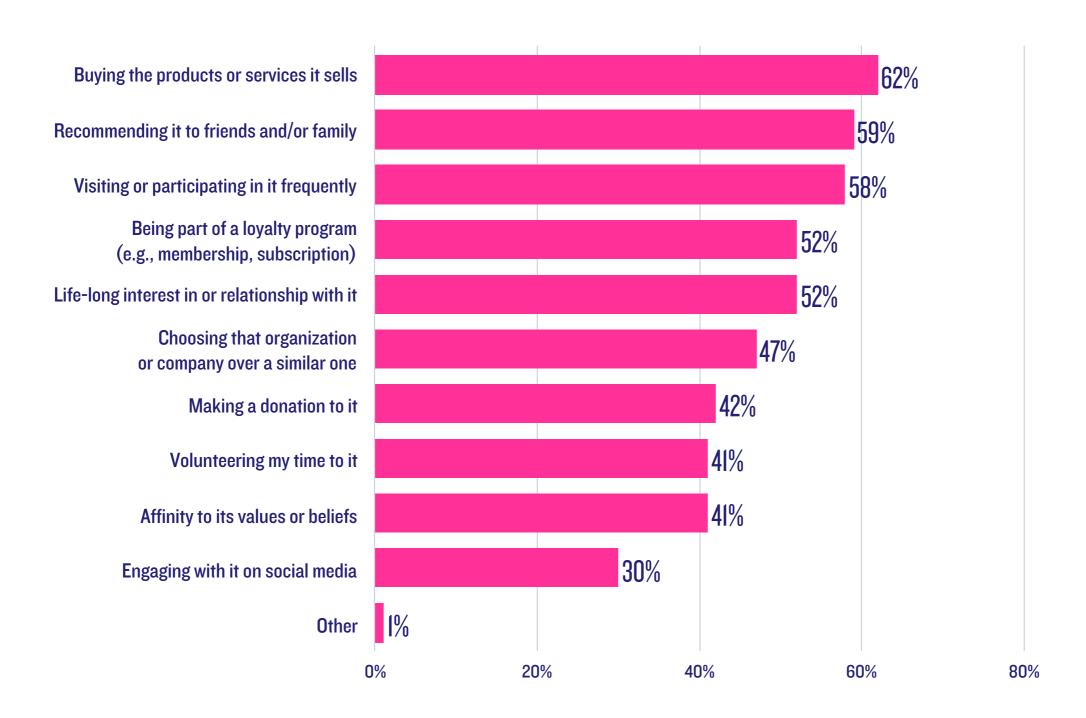


### Information sources for cultural activities (advertisements) By race/ethnicity

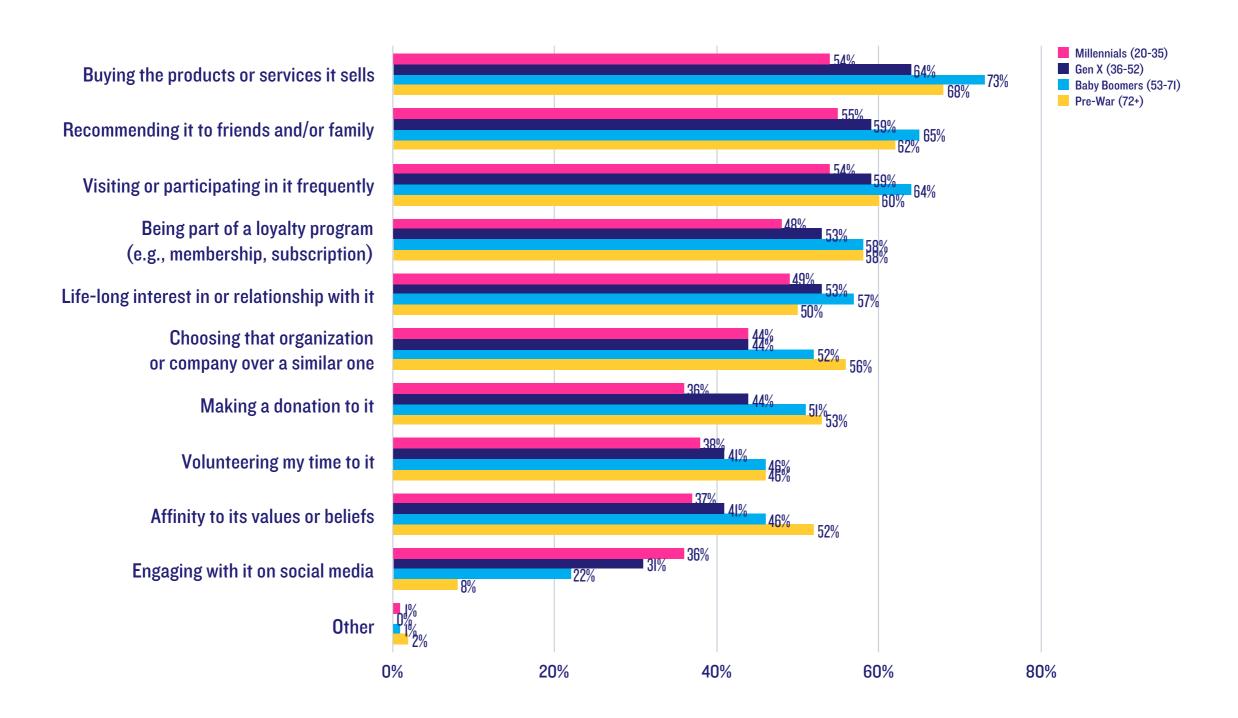


# Loyalty

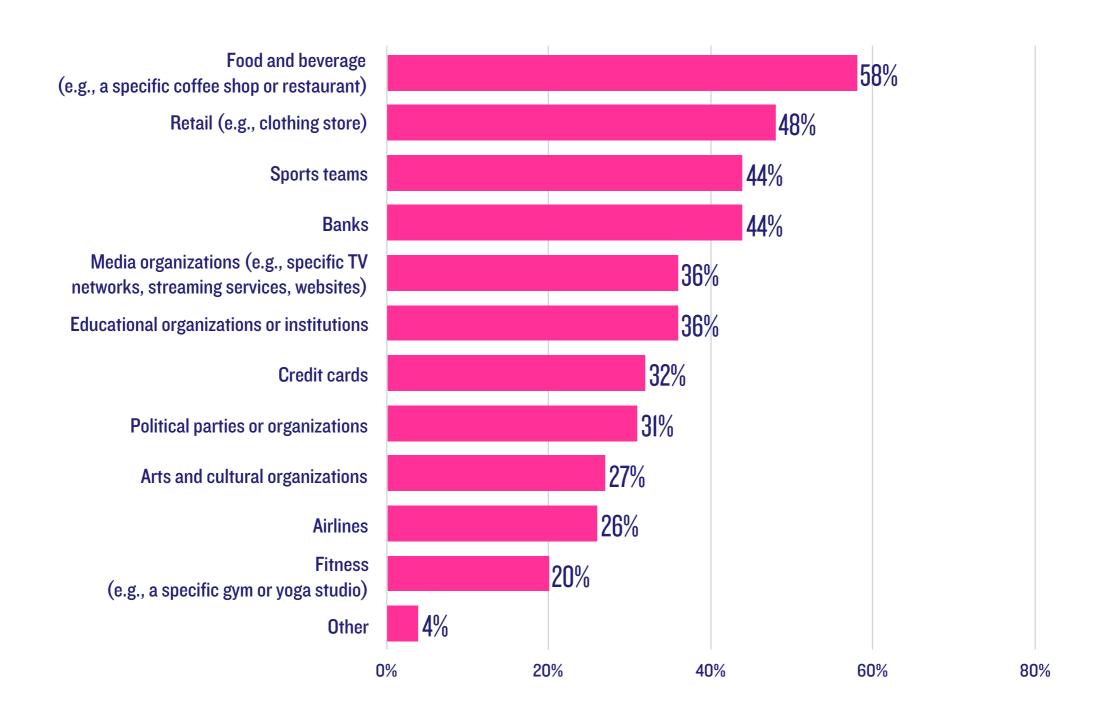
#### Definition of loyalty to an organization or company



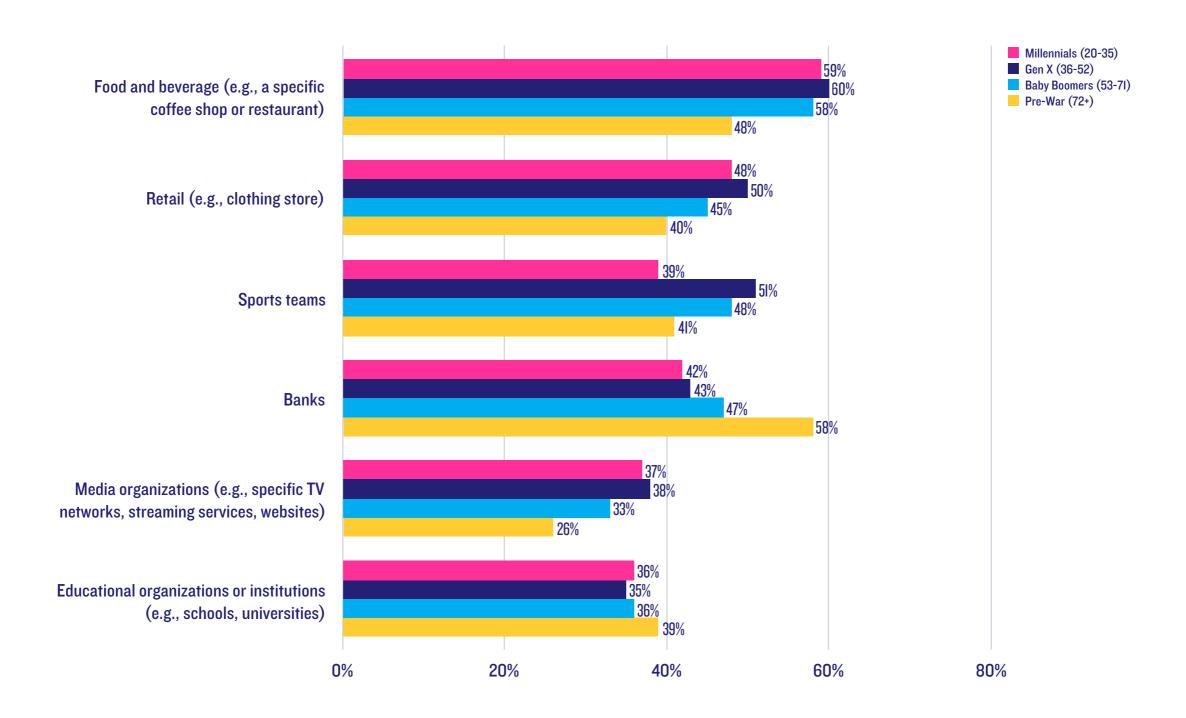
### Definition of loyalty or an organization or company



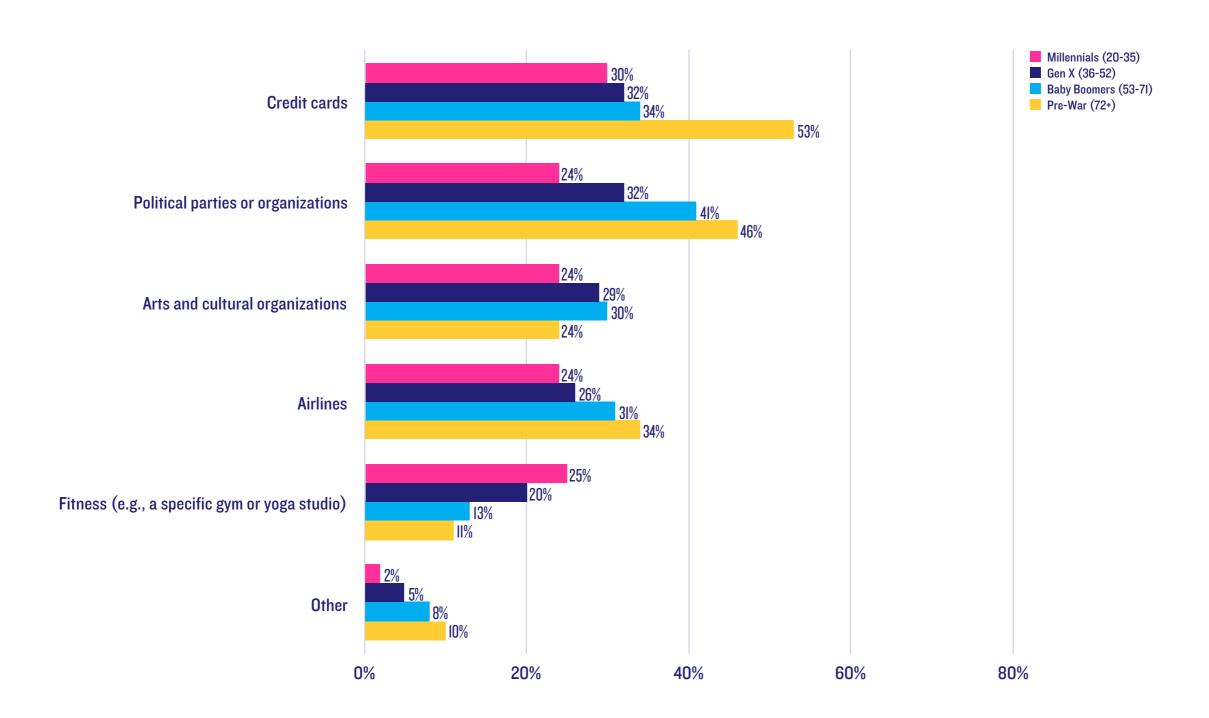
#### Organizations or companies most loyal to



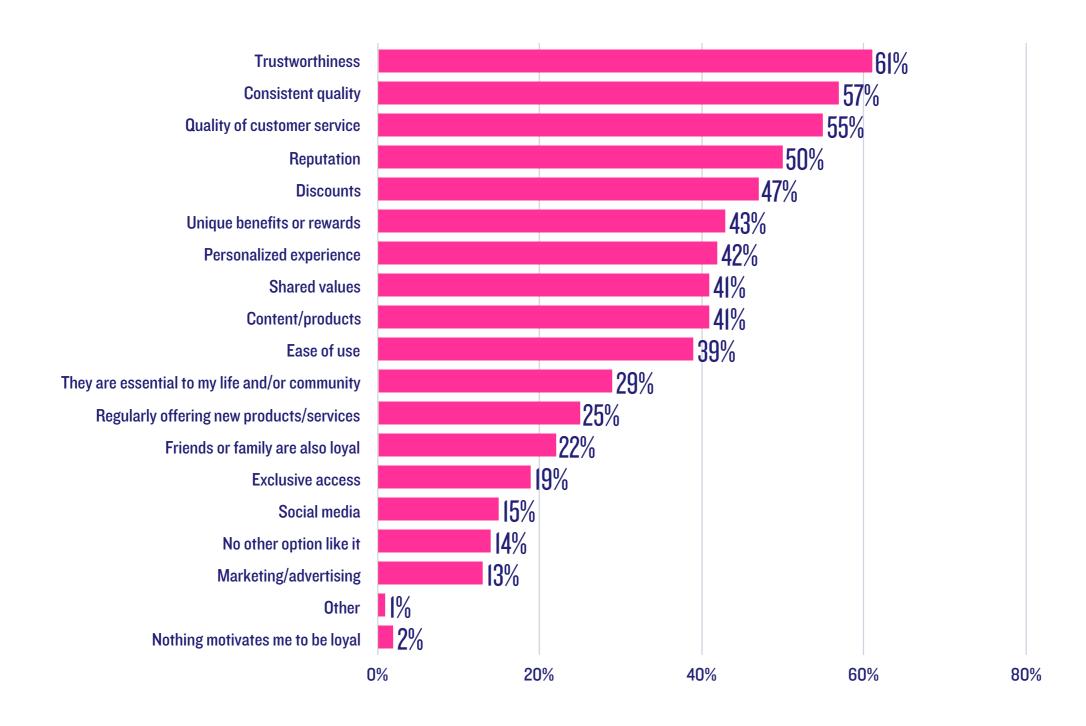
#### Organizations or companies most loyal to



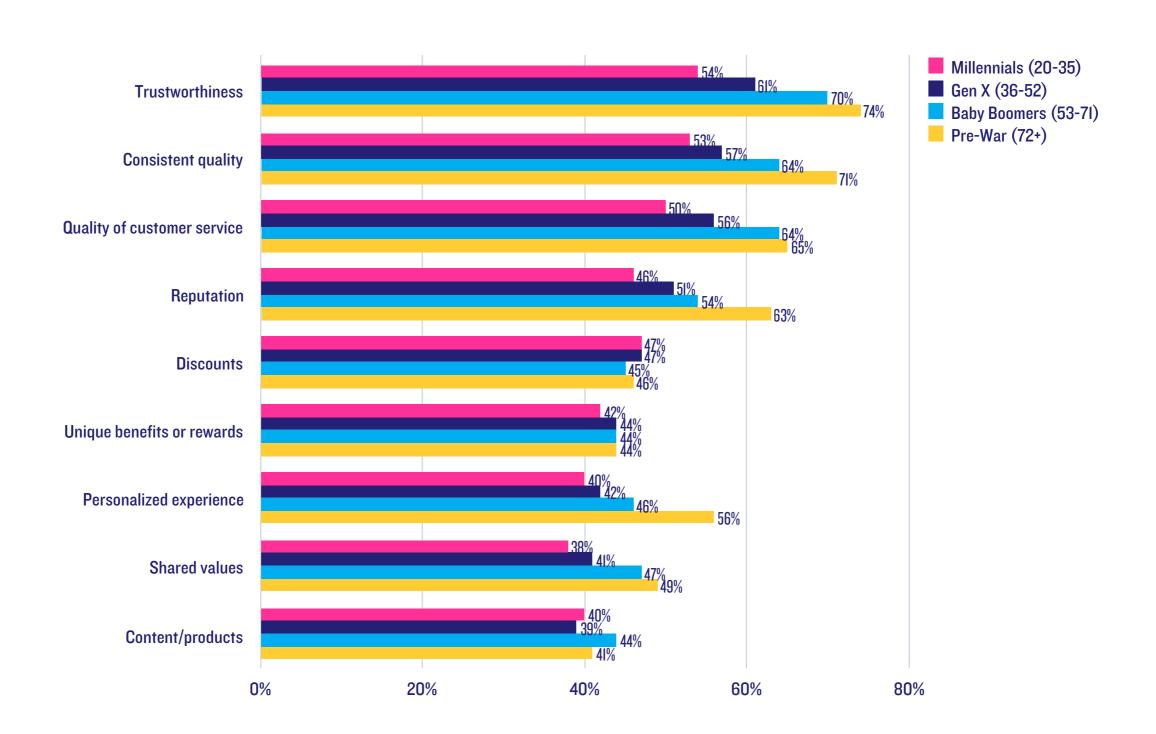
#### Organizations or companies most loyal to



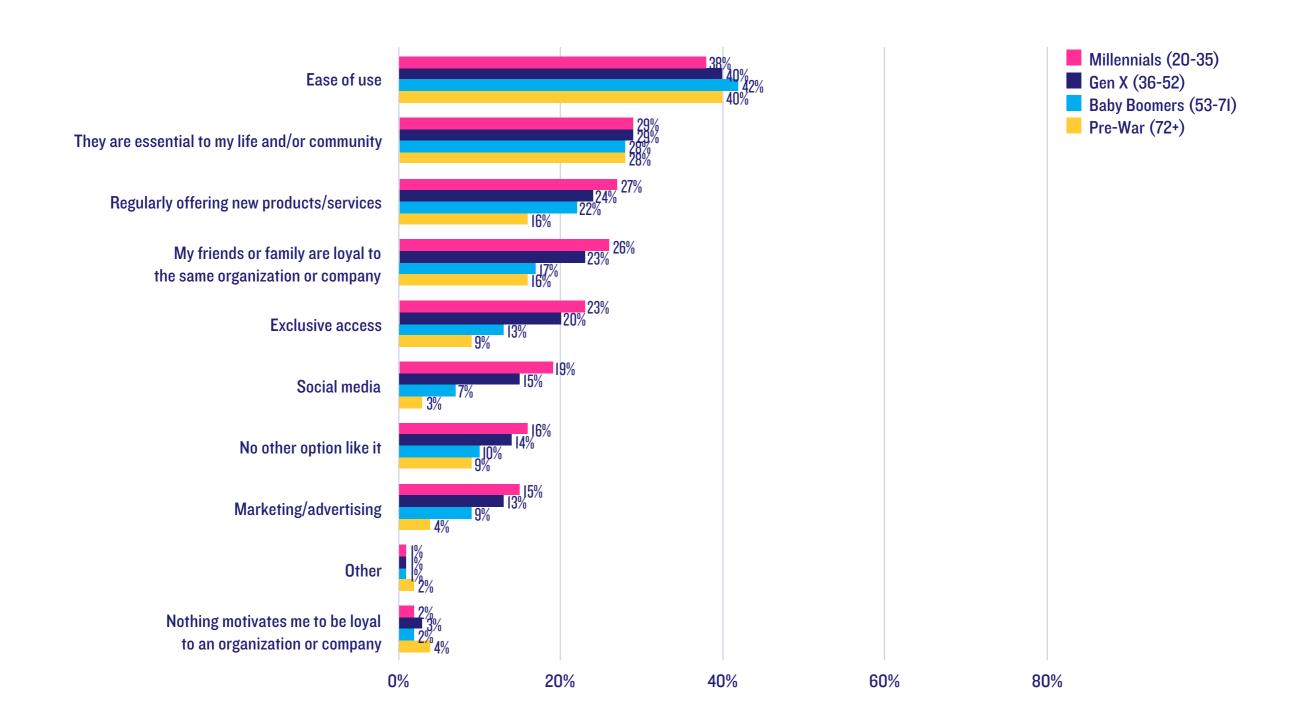
#### Motivators for loyalty to an organization or company



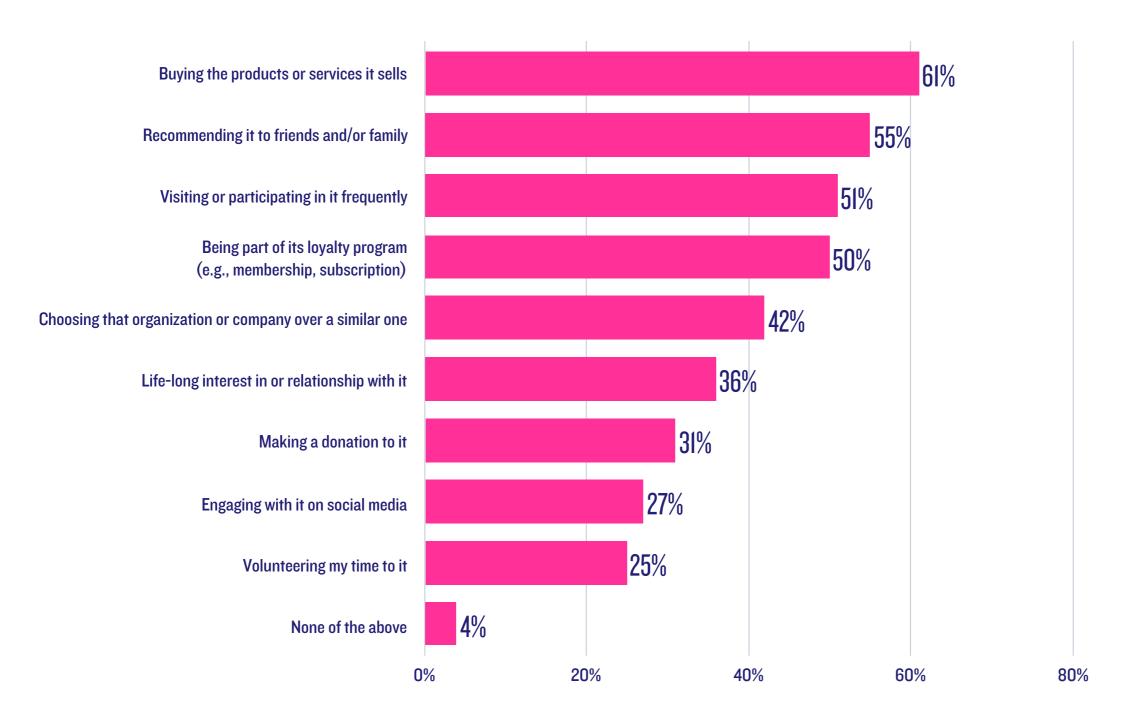
# Organizations or companies most loyal to By generation



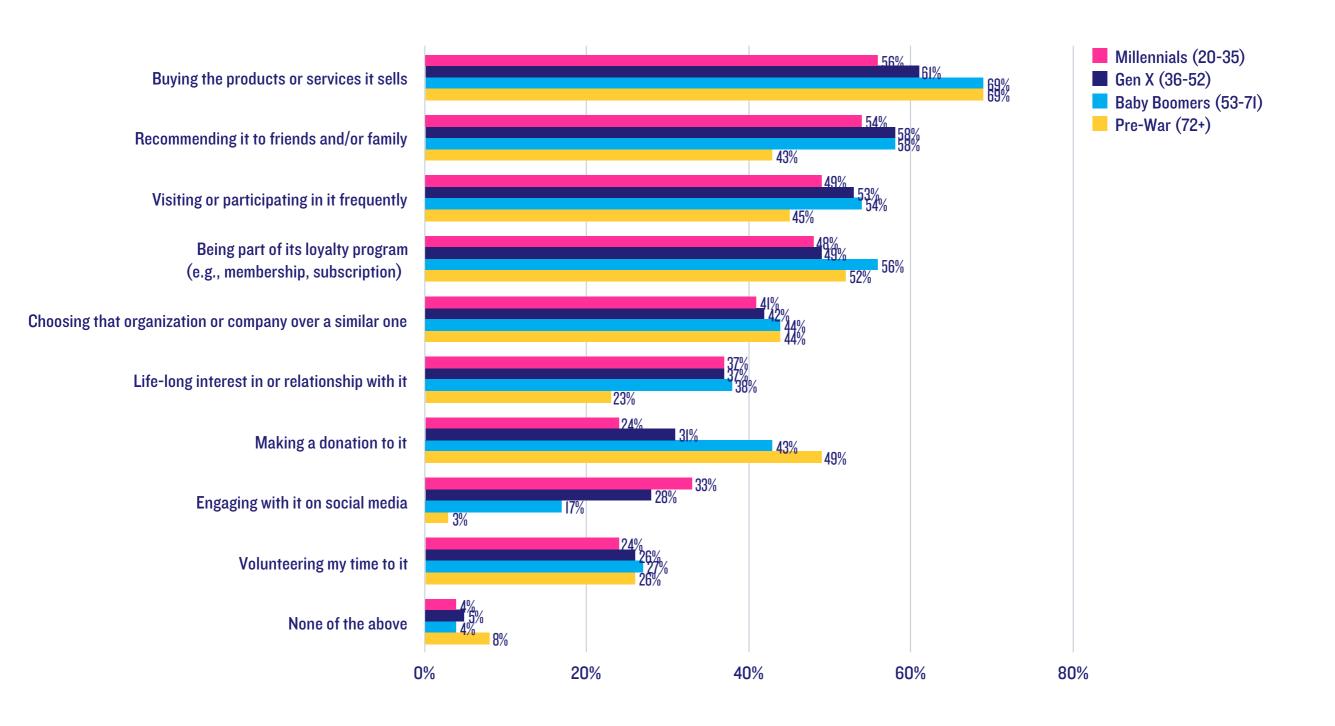
# Organizations or companies most loyal to continued By generation



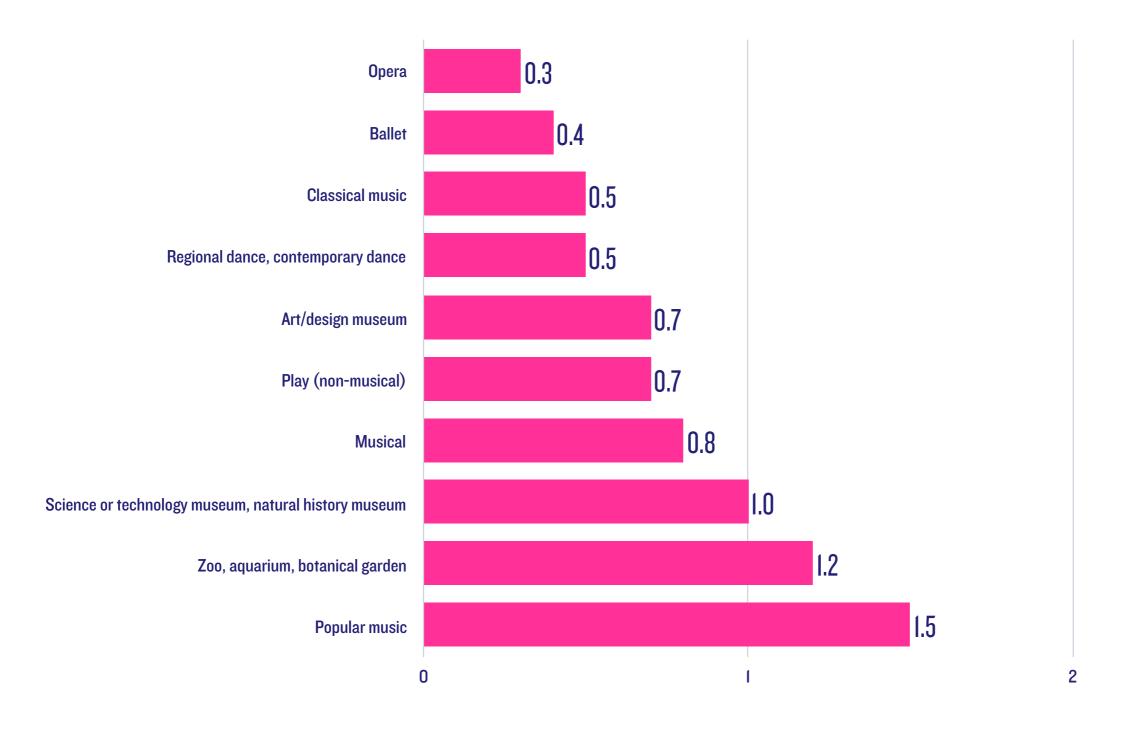
#### Acts of loyalty to an organization or company in the past year



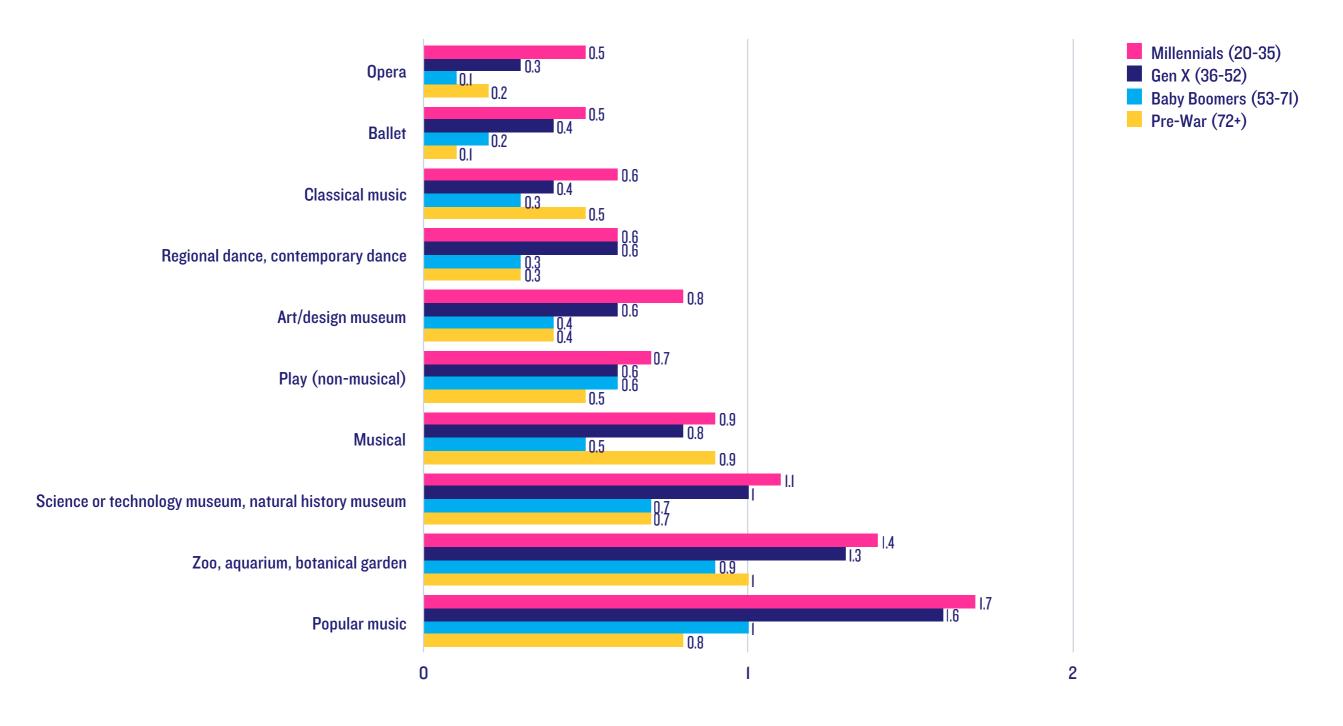
### Acts of loyalty to an organization or company in the past year By generation



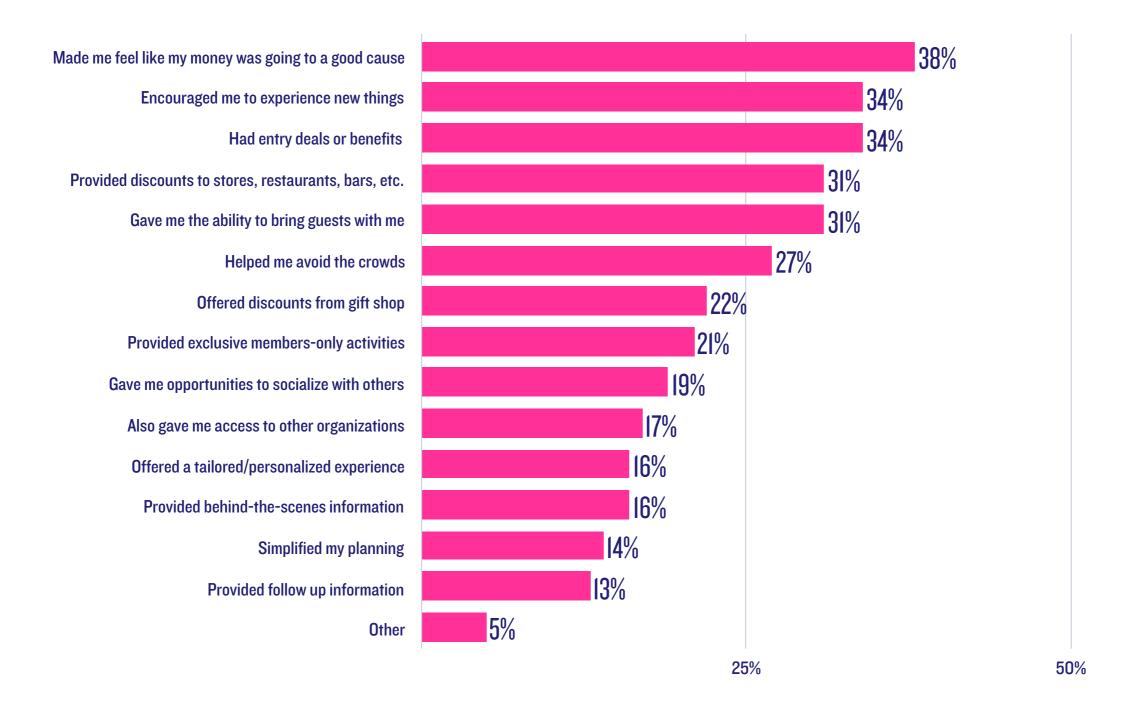
#### Number of cultural organizations loyal to



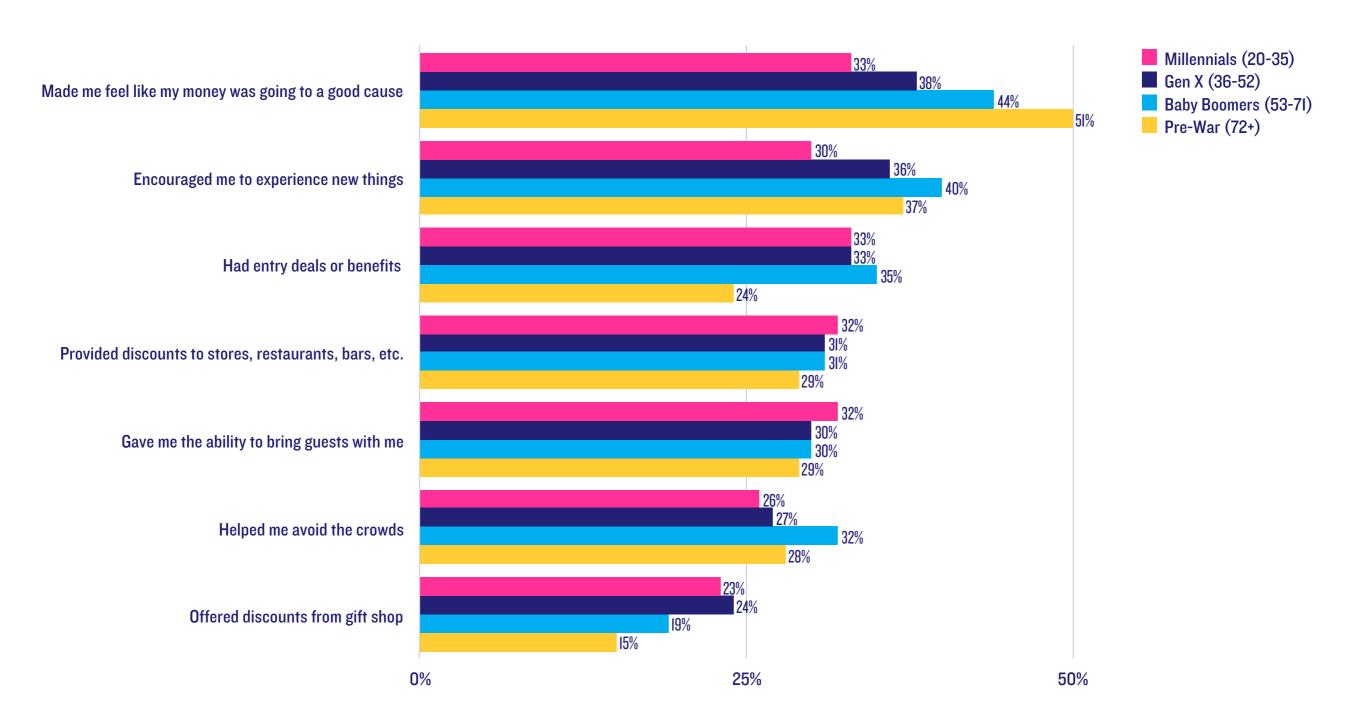
#### Number of cultural organizations loyal to By generation



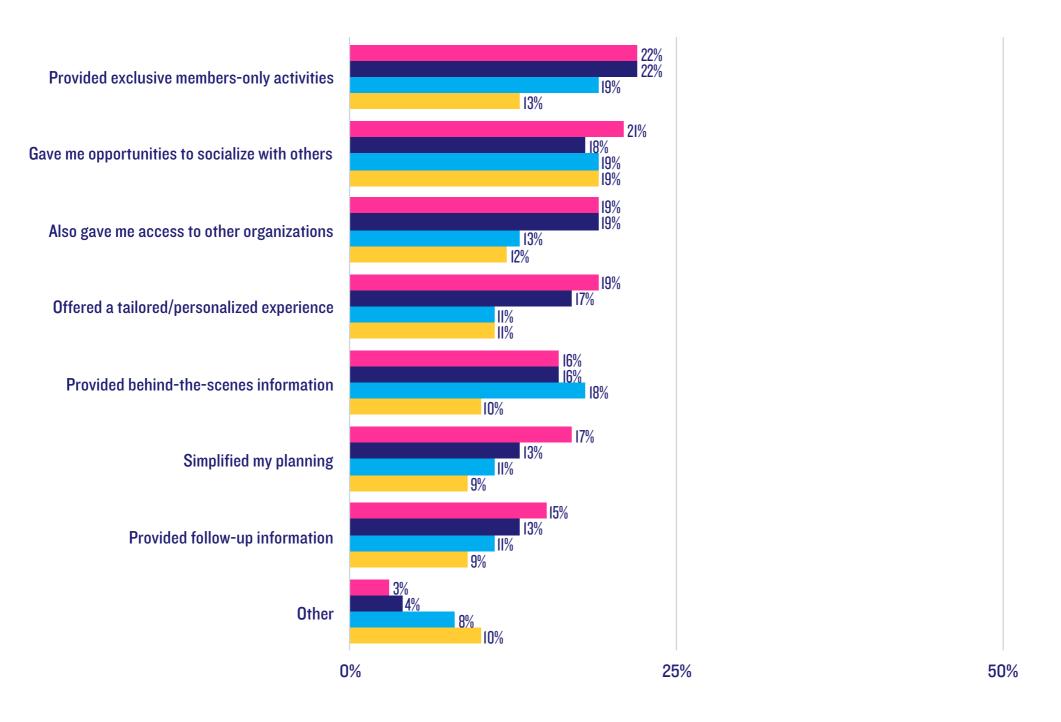
#### Benefits of a cultural loyalty program



#### Benefits of a cultural loyalty program By generation

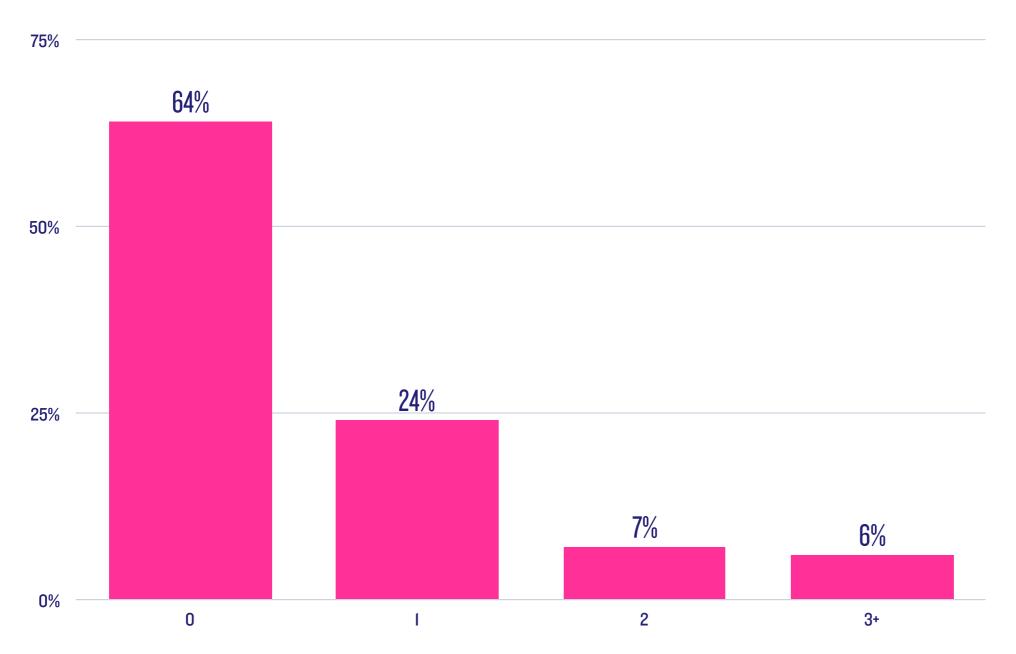


### Benefits of a cultural loyalty program continued By generation



Millennials (20-35)
Gen X (36-52)
Baby Boomers (53-7I)
Pre-War (72+)

# Number of loyalty programs a part of Art/design museum

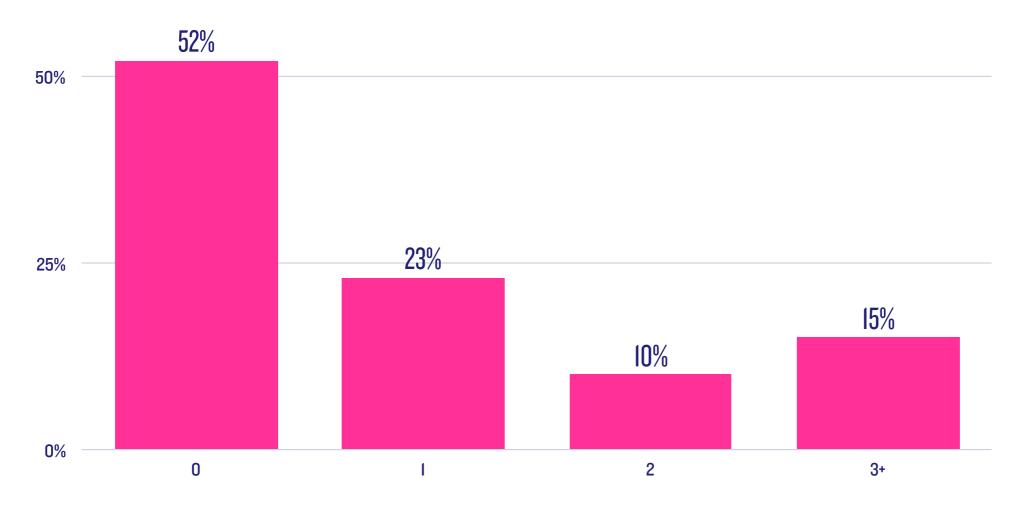


#### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

# Number of loyalty programs a part of Opera

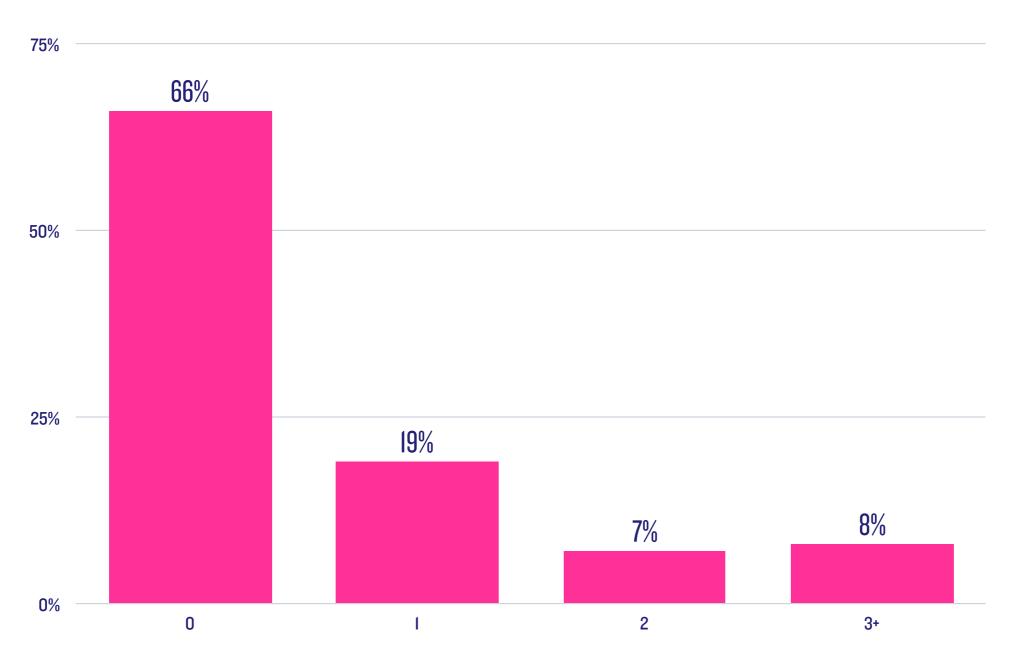




### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

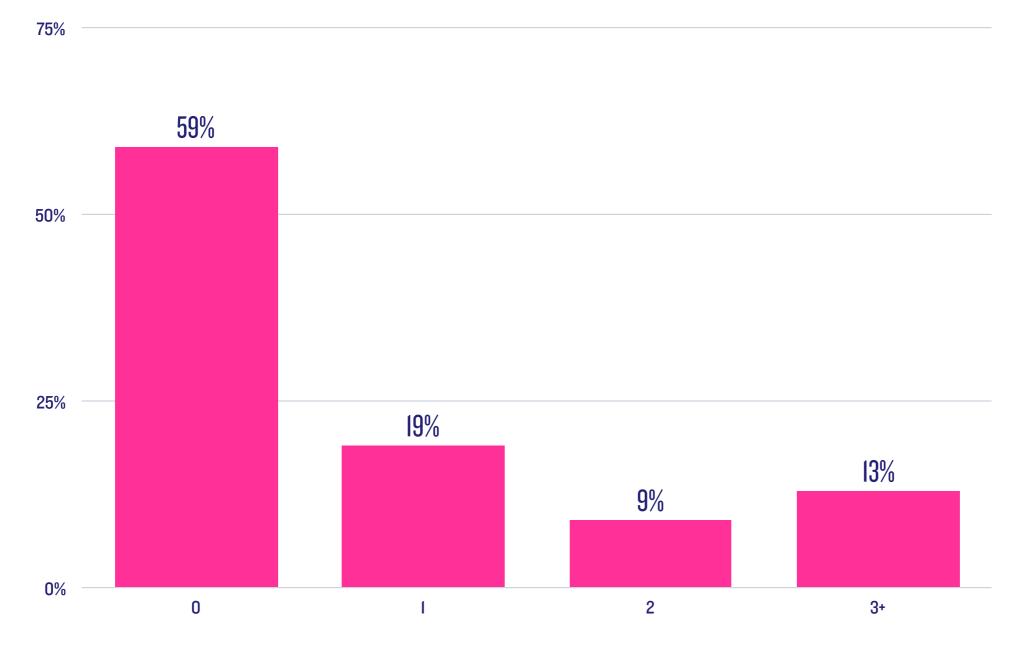
# Number of loyalty programs a part of Classical music



### Note:

Percentages represent those who have participated in the activity at least once in the past year.

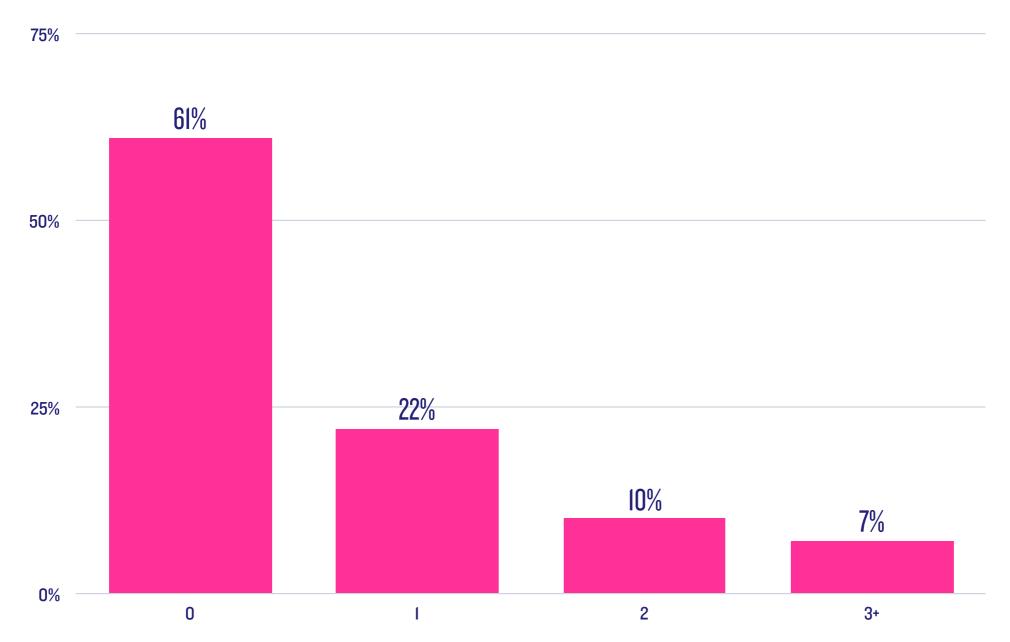
# Number of loyalty programs a part of Ballet



### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

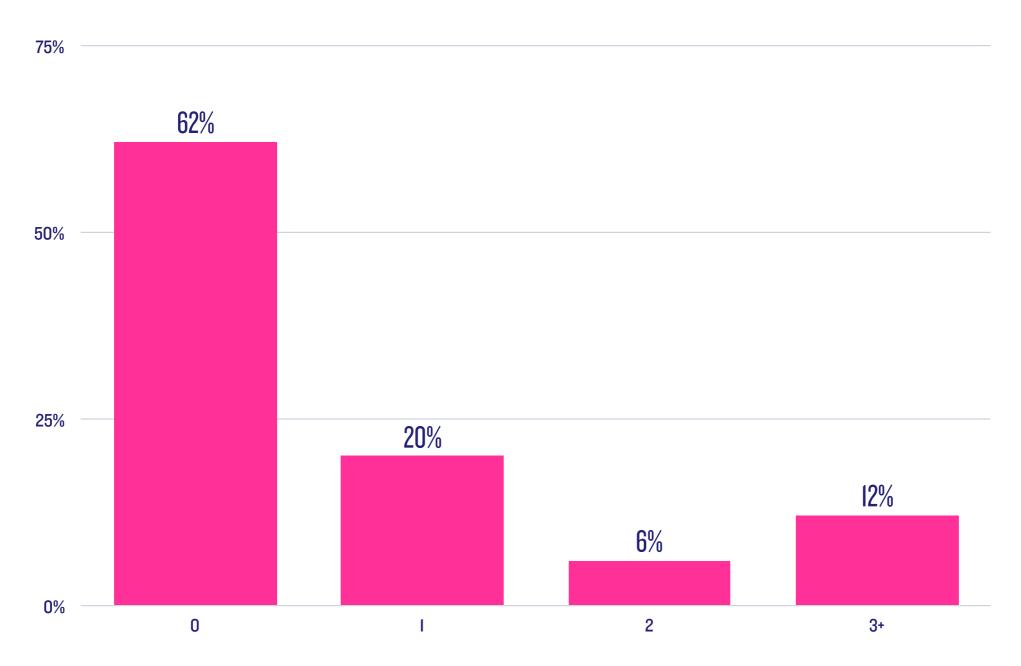
# Number of loyalty programs a part of Popular music



### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

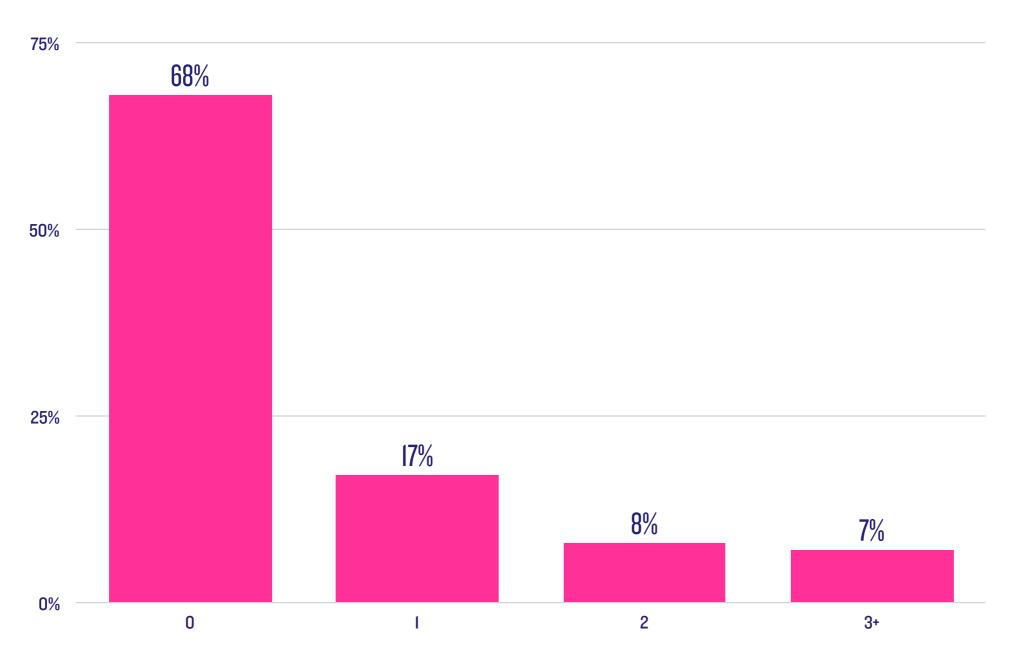
# Number of loyalty programs a part of Musicals



### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

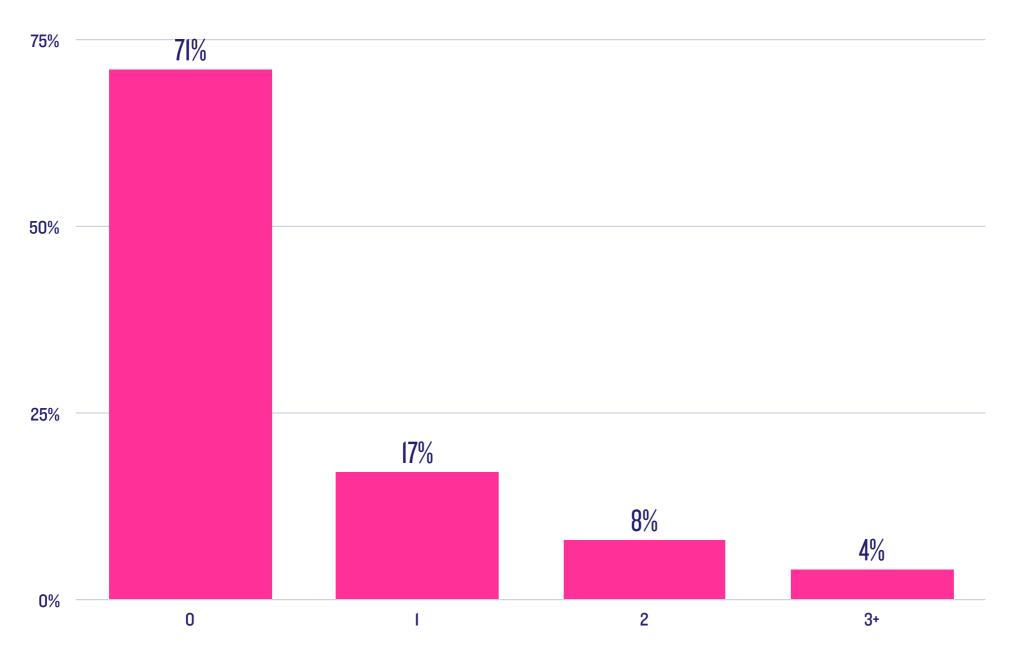
# Number of loyalty programs a part of Plays (non-musical)



### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

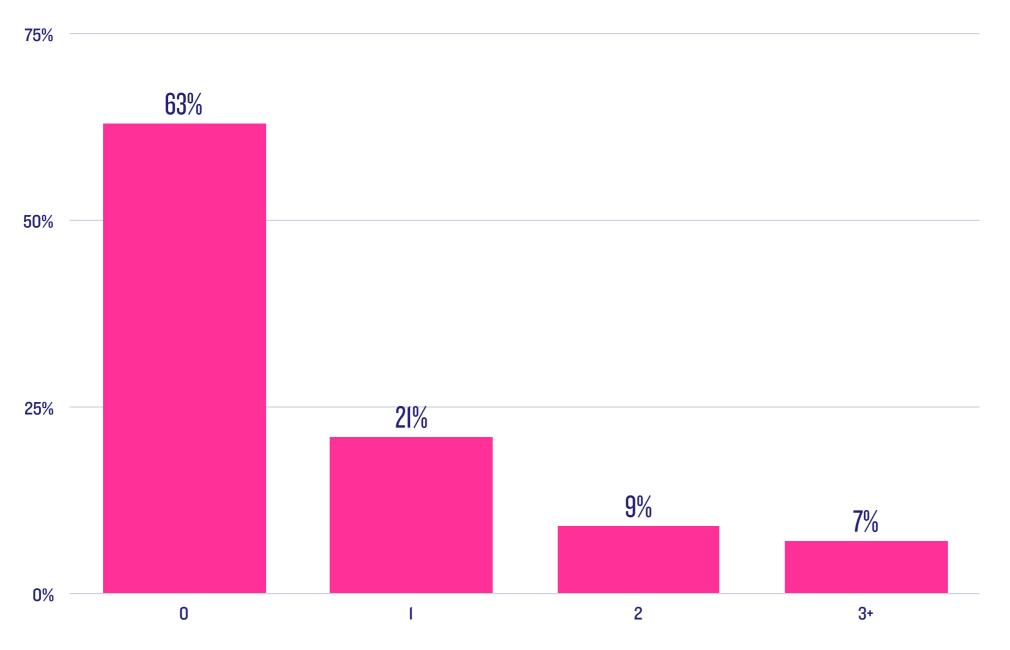
# Number of loyalty programs a part of Community festivals/street fairs



### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

## Number of loyalty programs a part of Science or technology museums, natural history museums

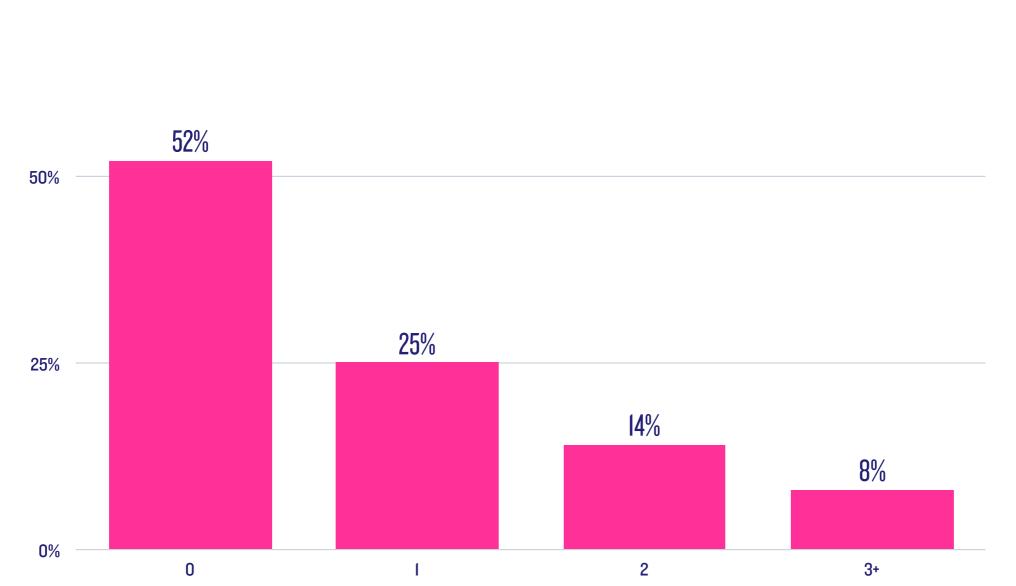


### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

75%

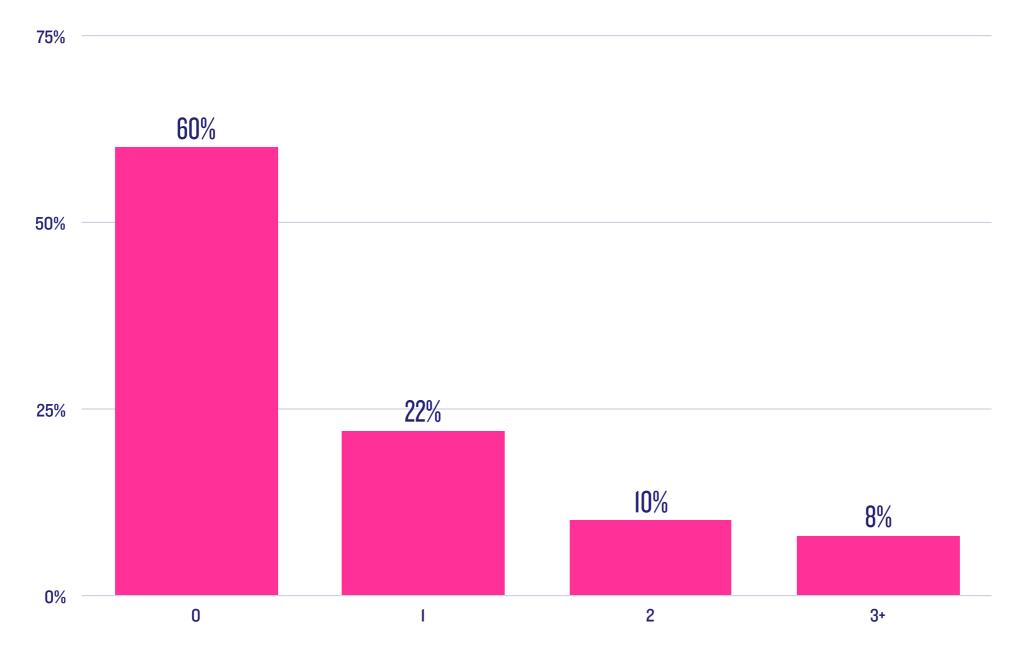
# Number of loyalty programs a part of Zoo, aquarium, botanical garden



### Note:

Percentages represent those who have participated in the activity at least once in the past year.

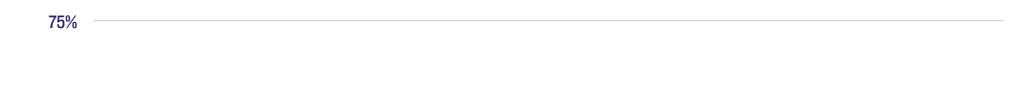
# Number of loyalty programs a part of Regional dance, contemporary dance

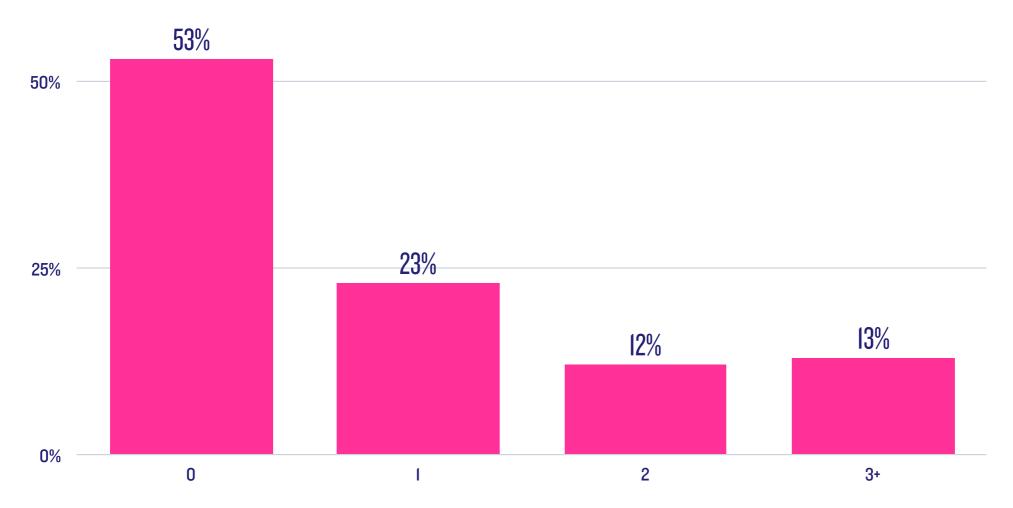


### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

# Number of loyalty programs a part of Television program, film



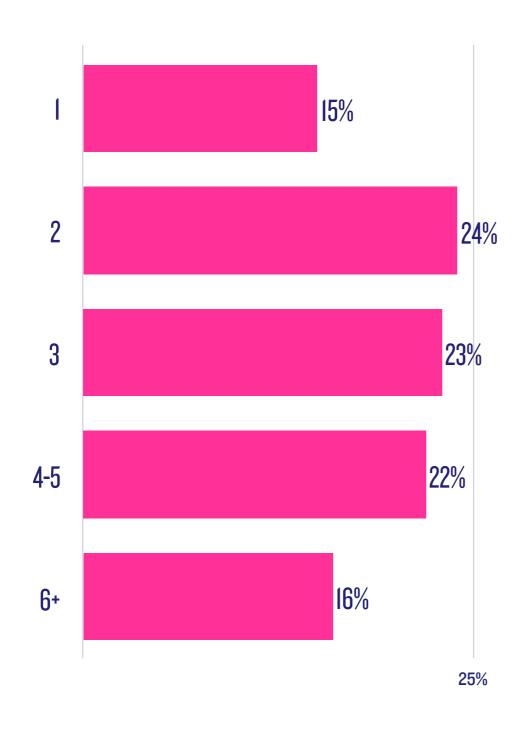


### Note:

 Percentages represent those who have participated in the activity at least once in the past year.

## **Charitable Giving**

## Number of organizations or causes donated to per year



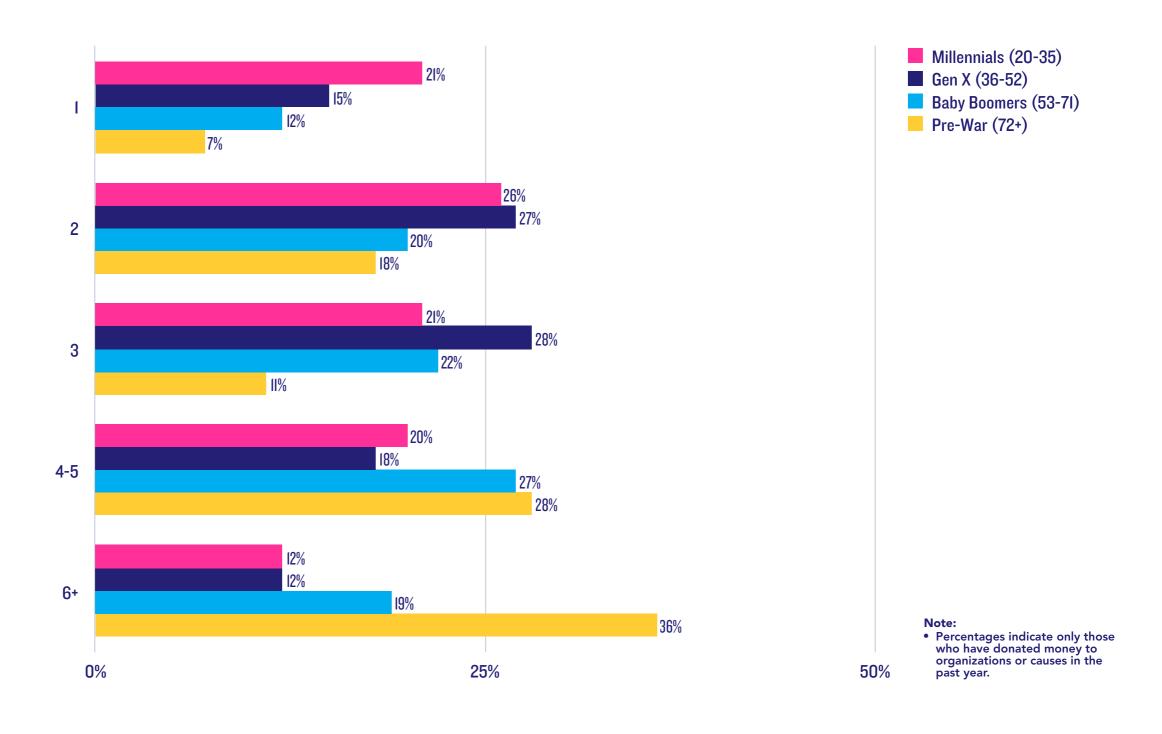
50%

 Percentages indicate only those who have donated money to an organization or cause in the past year.

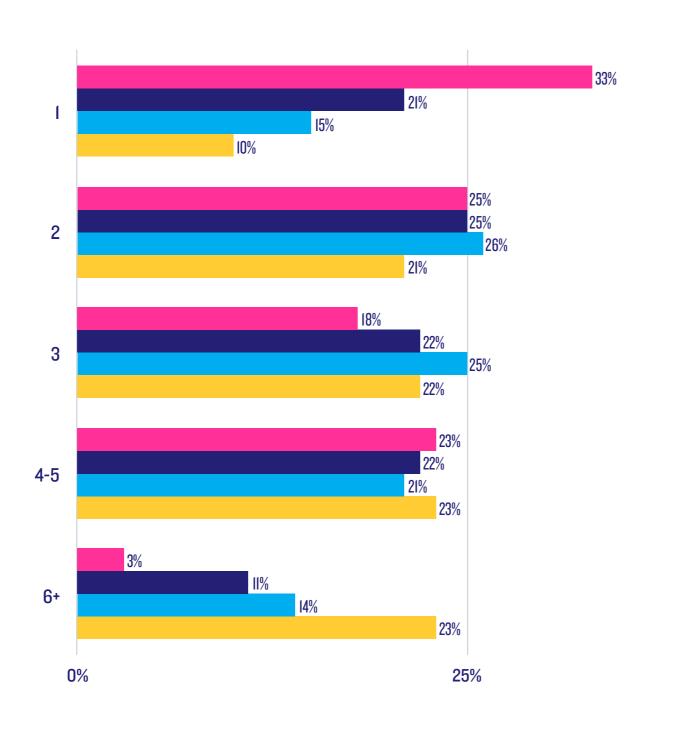
• Mean = 4.3 organizations.

**Culture Track '17** 193 LaPlaca Cohen | Kelton 2017

## Number of organizations or causes donated to per year By generation



# Number of organizations or causes donated to per year continued By frequency of participation



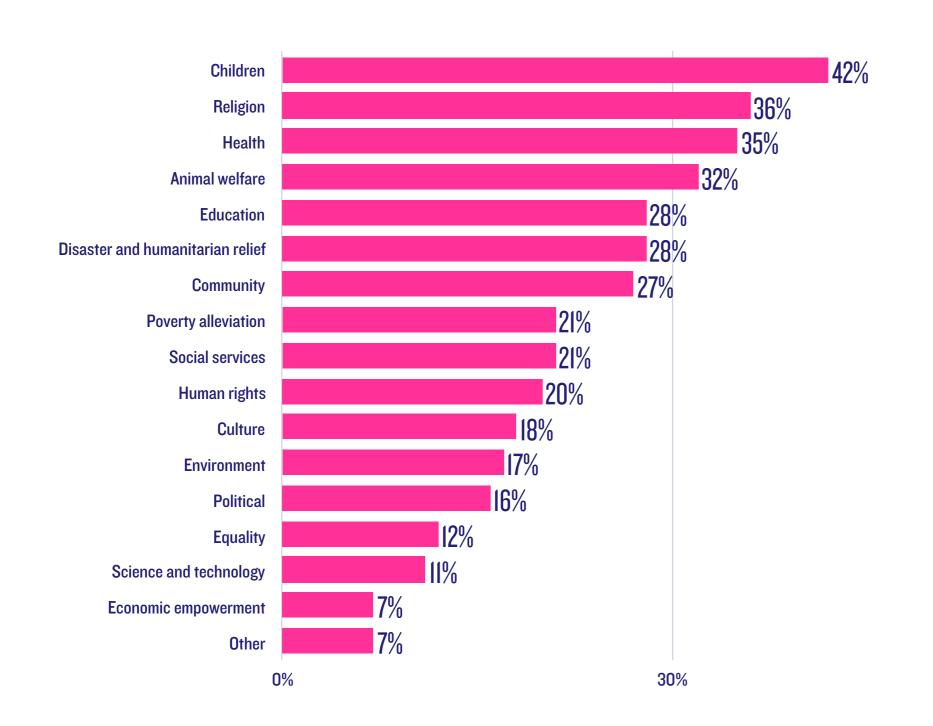
O activities per month
I activity per month
2 activities per month
3+ activities per month

Note:

50%

 Percentages indicate only those who have donated money to organizations or causes in the past year.

## Causes or types of organizations donated to



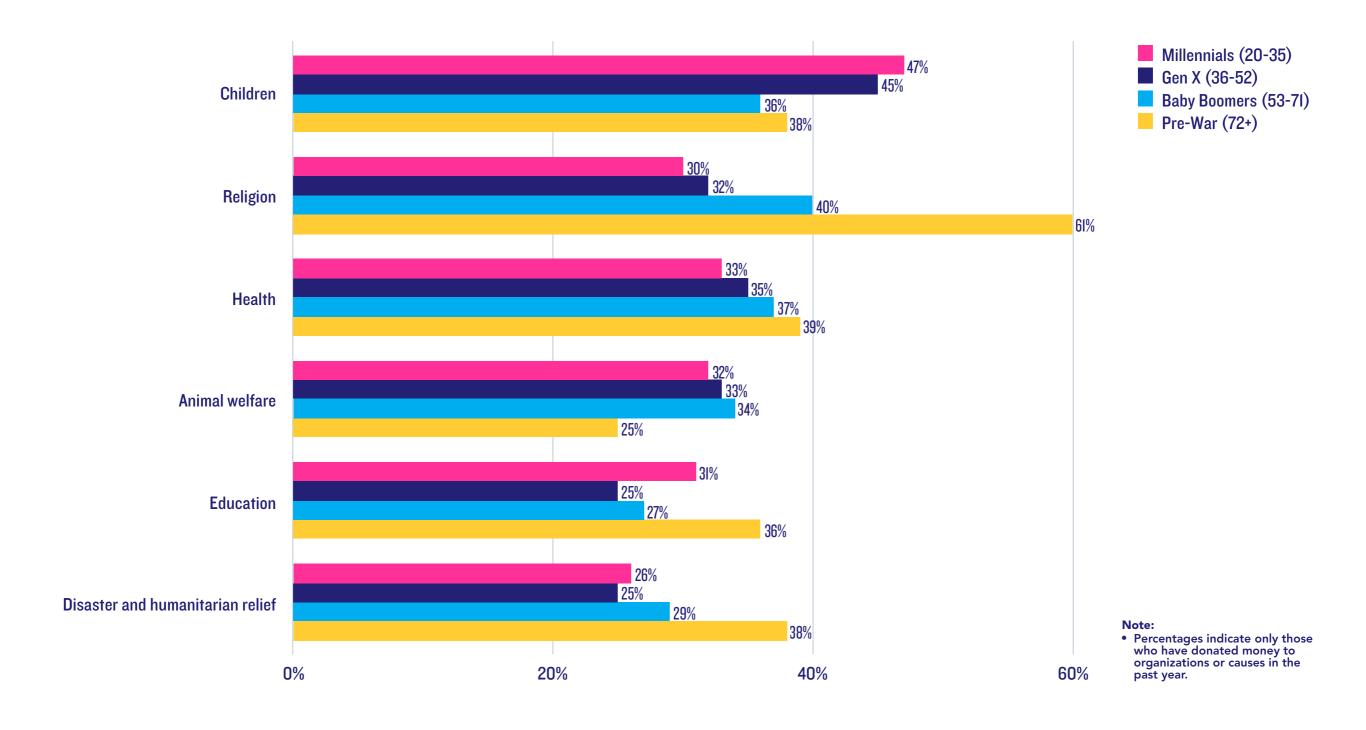
60%

• Percentages indicate only those who have donated money to organizations or causes in the

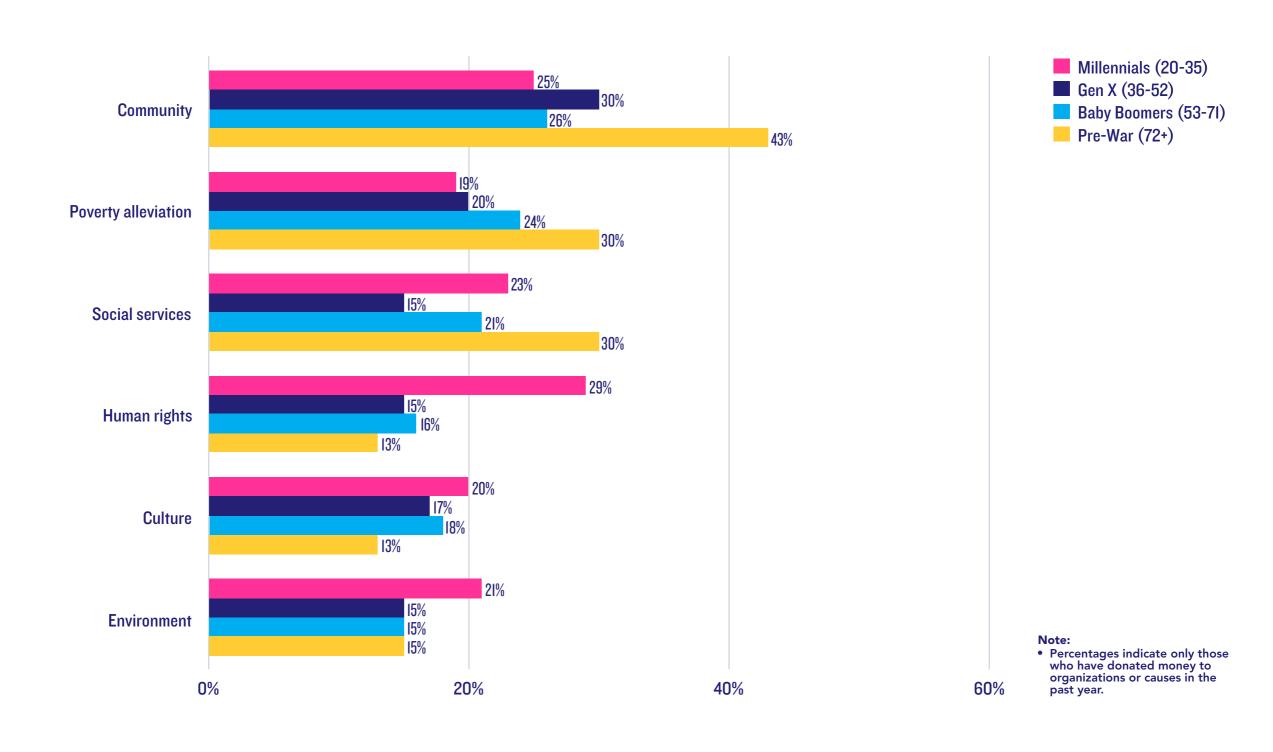
past year.

**Culture Track '17** 196 LaPlaca Cohen | Kelton 2017

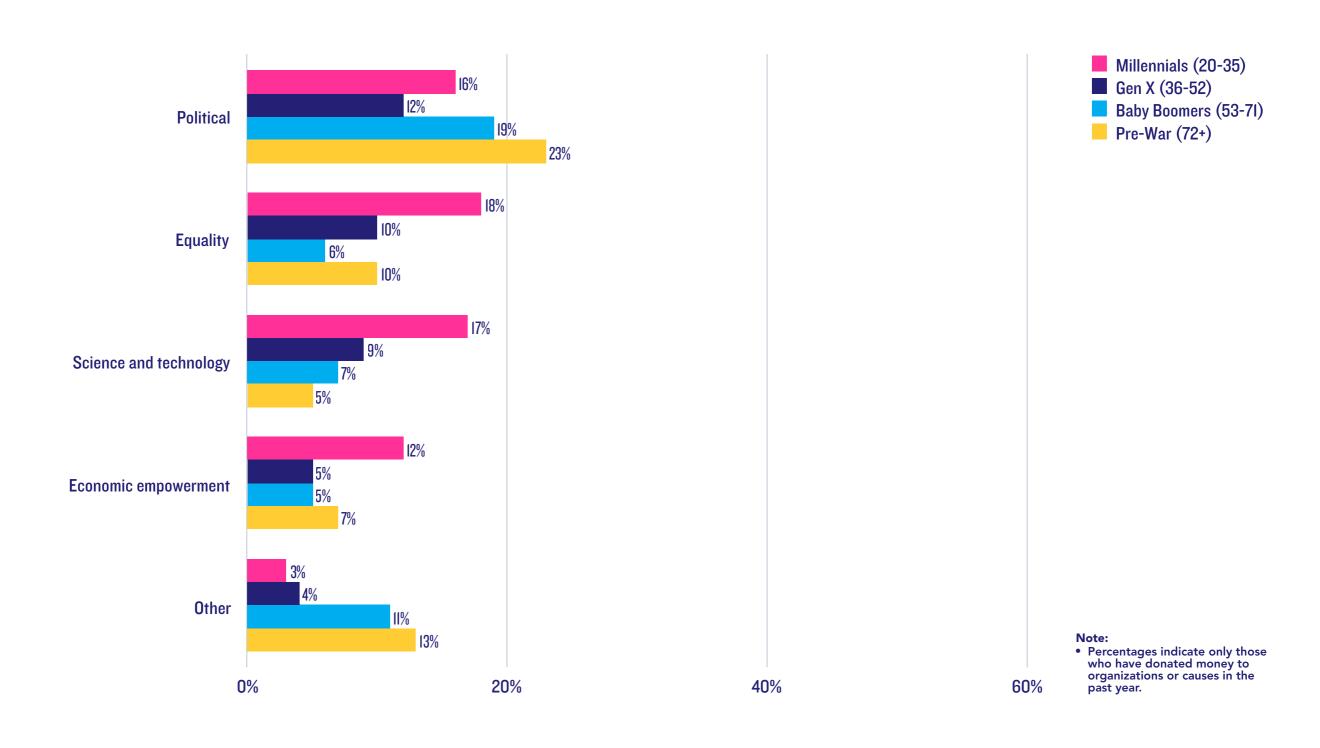
## Causes or types of organizations donated to By generation



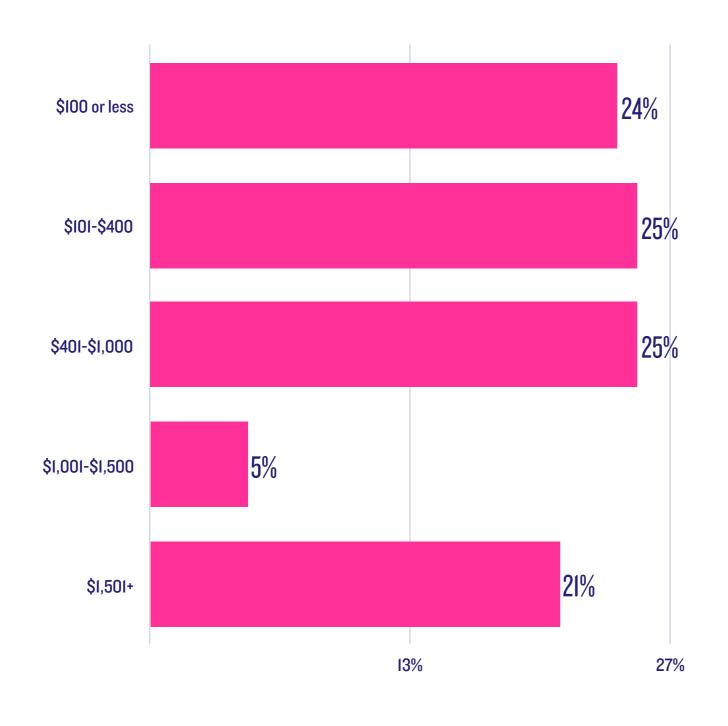
## Causes or types of organizations donated to continued By generation



# Causes or types of organizations donated to continued By generation



## Amount of money donated to organizations or causes



### Notes:

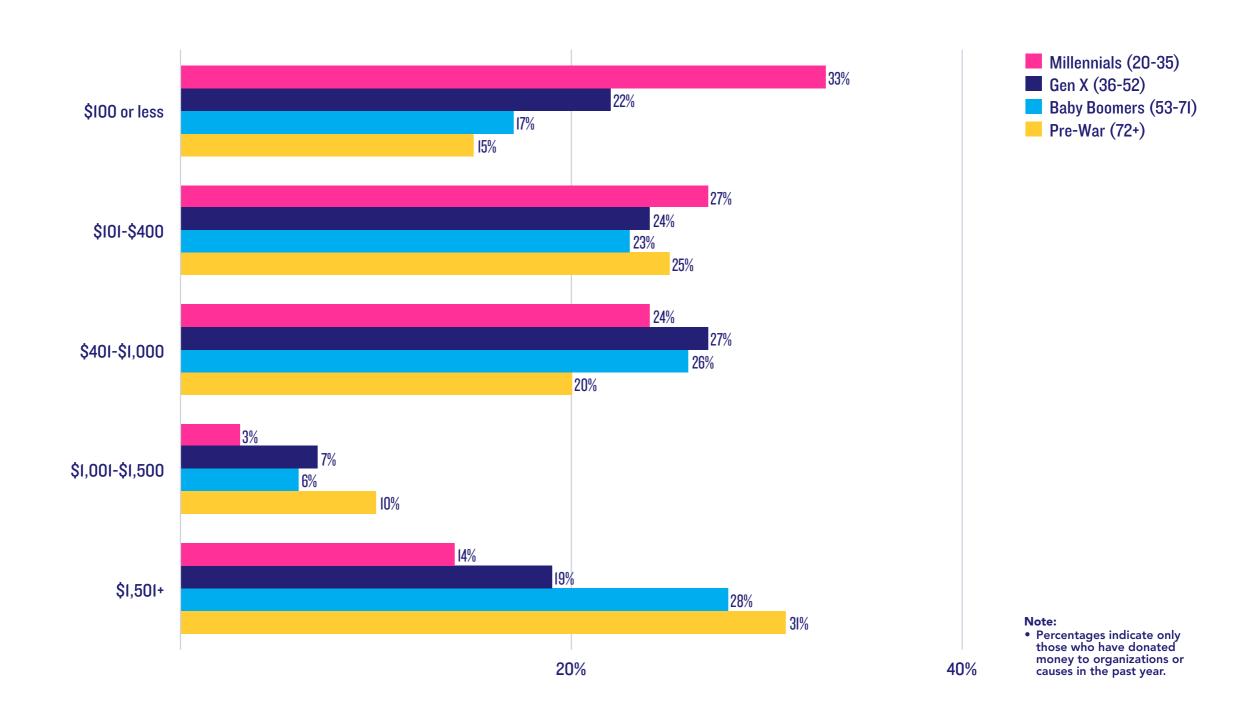
40%

- Percentages indicate only those who have donated money to organizations or causes in the past year.

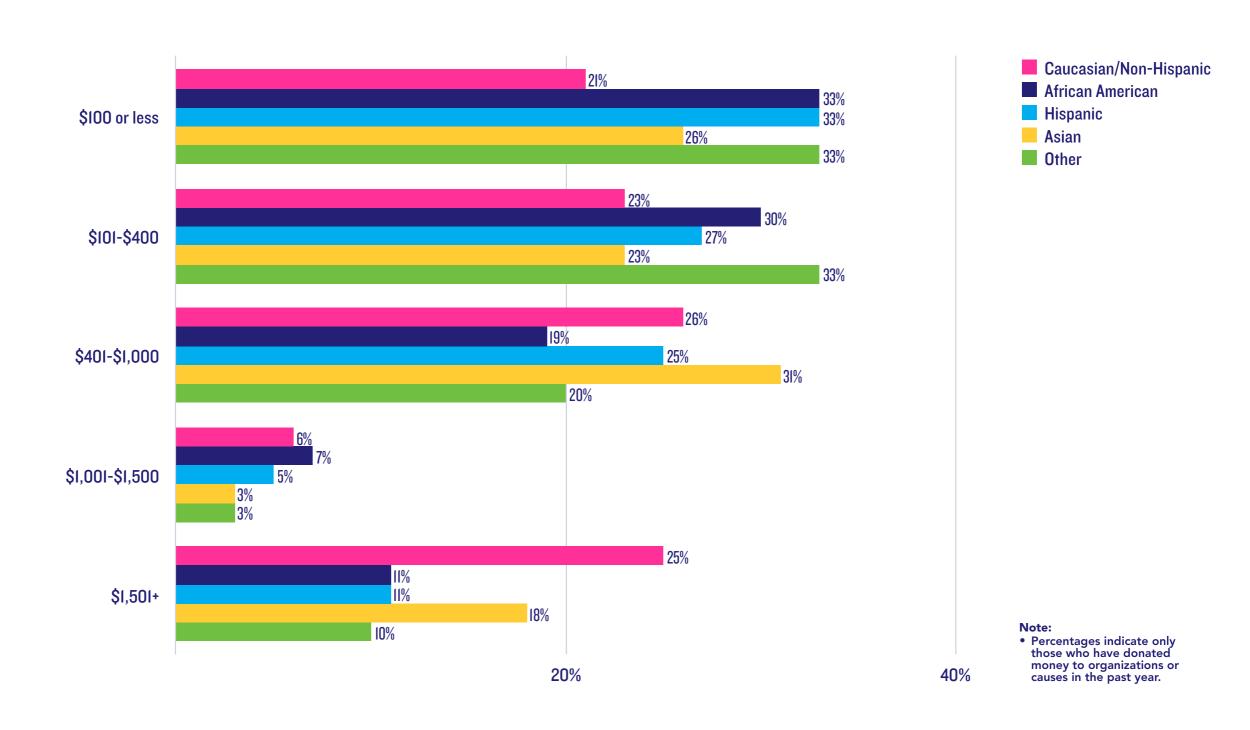
  • Mean = \$1,361

**Culture Track '17** 200 LaPlaca Cohen | Kelton 2017

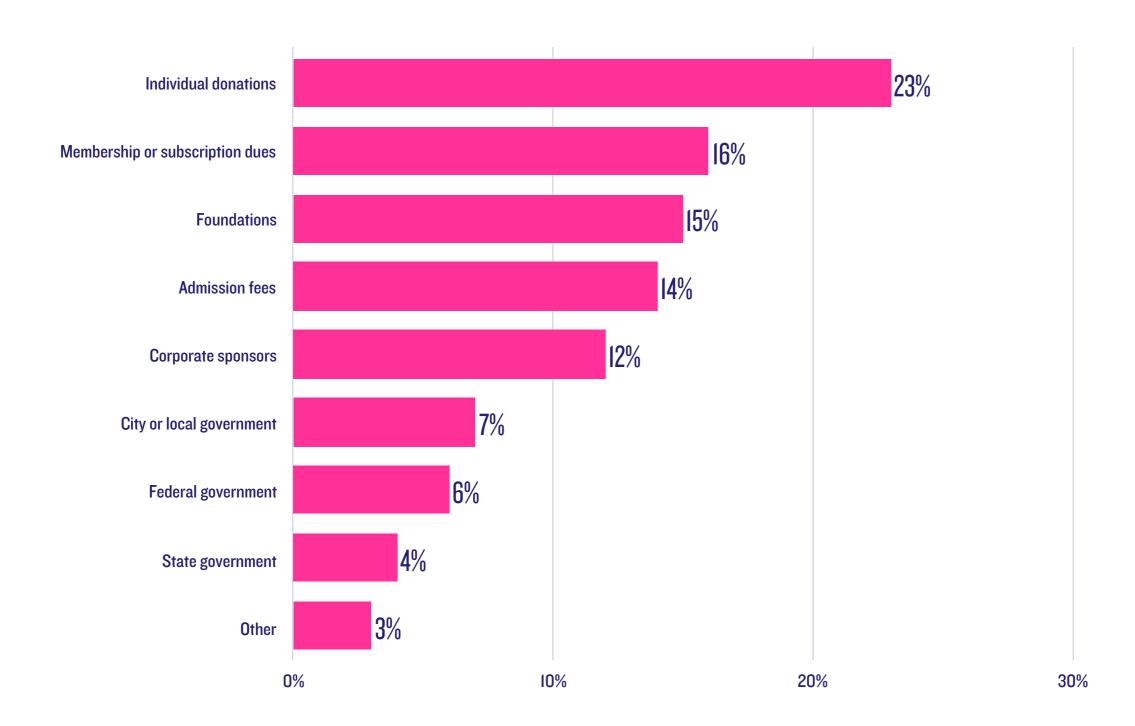
## Amount of money donated to organizations or causes By generation



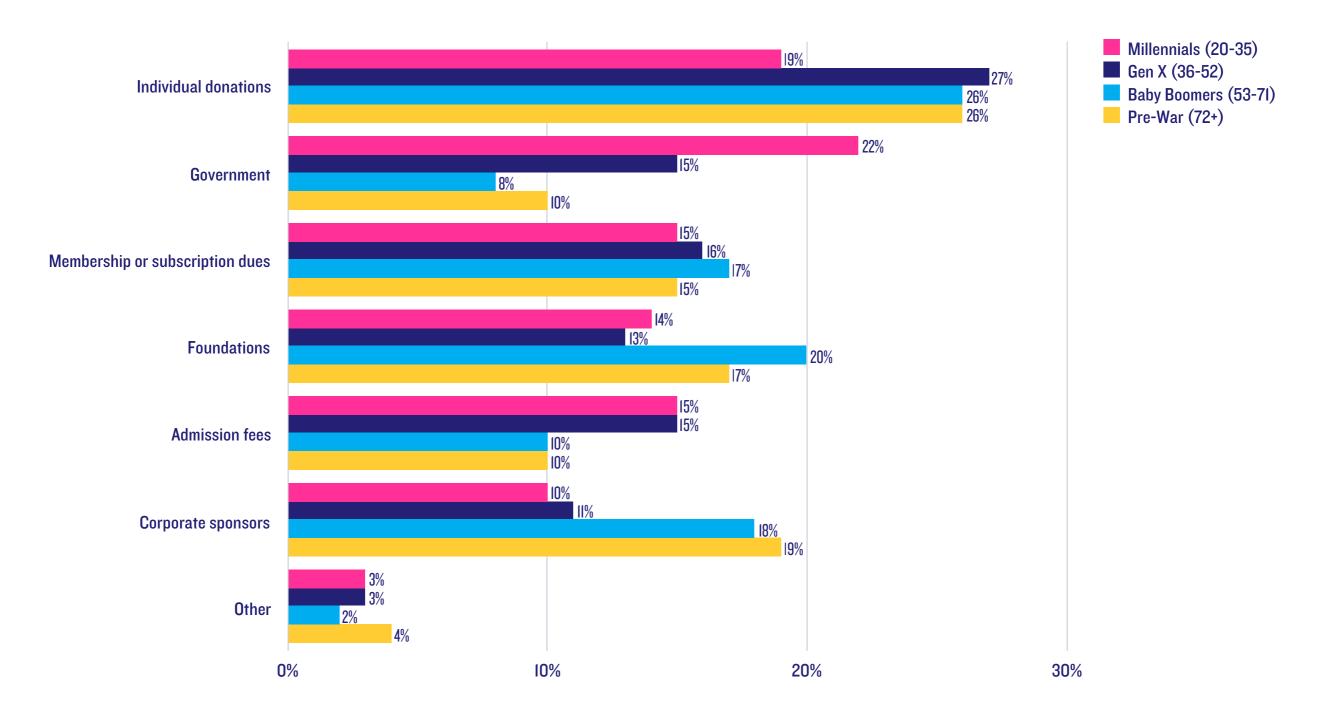
## Amount of money donated to organizations By race/ethnicity



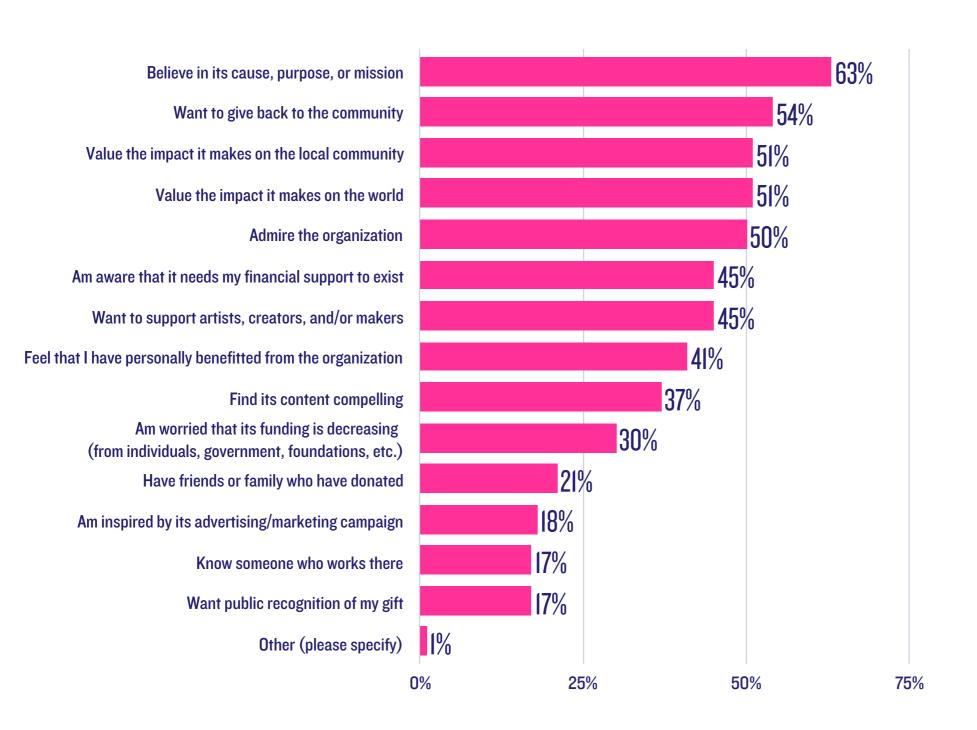
# Perception of greatest source of financial support for cultural organizations



# Perception of greatest source of financial support for cultural organizations By generation



### Motivators for donating to a cultural organization

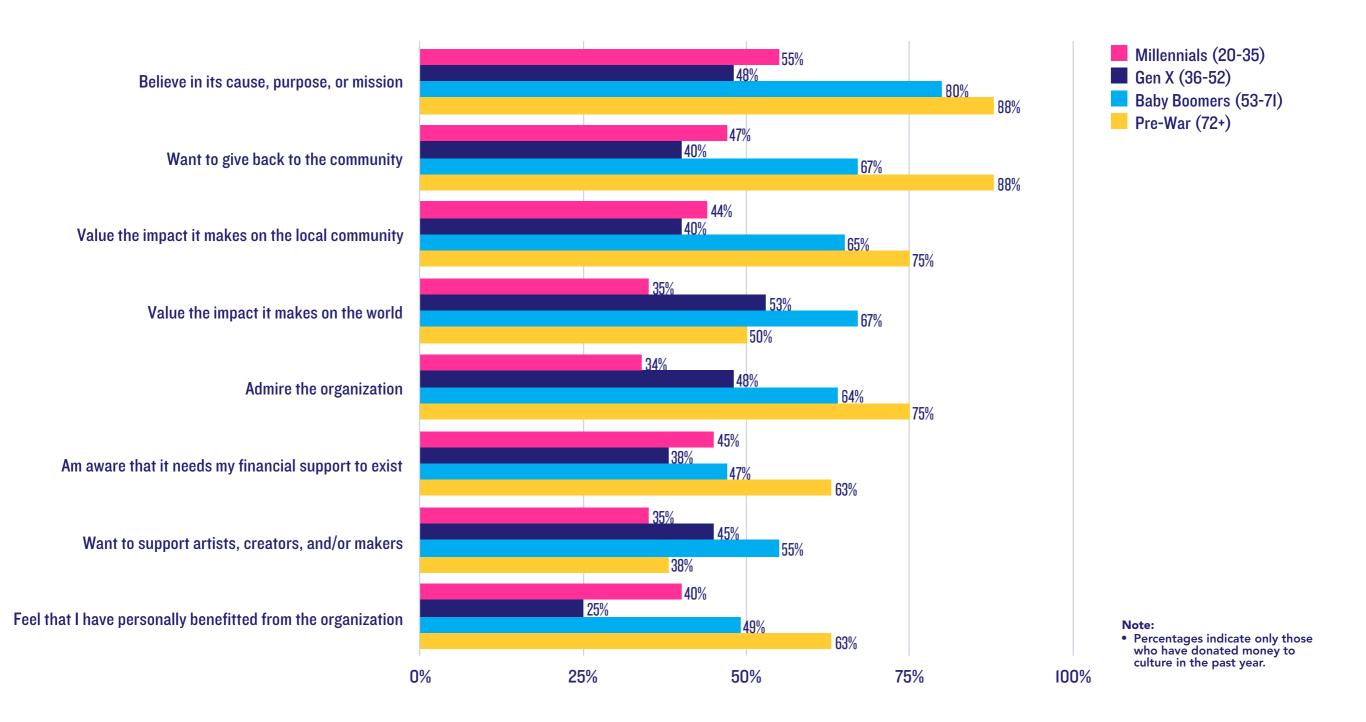


### Note:

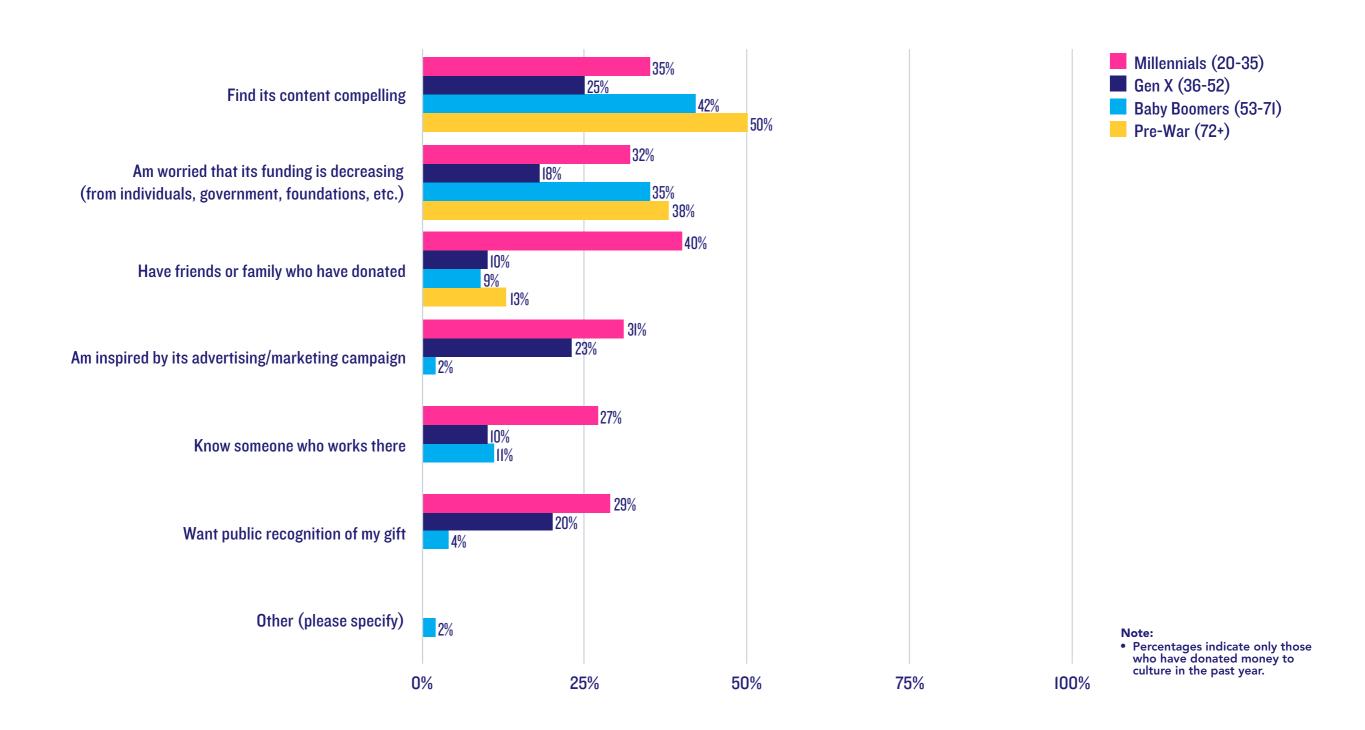
100%

 Percentages indicate only those who have donated money to culture in the past year.

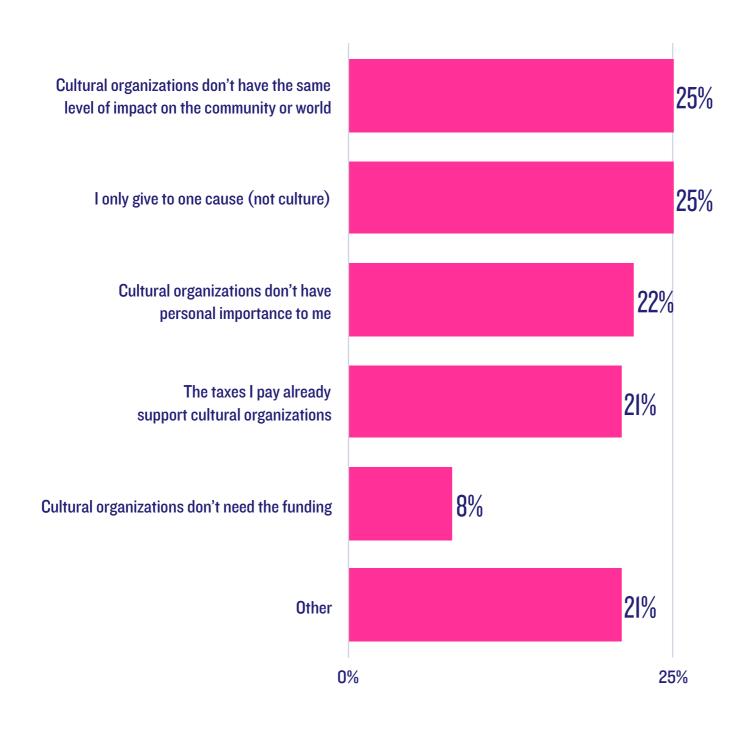
## Motivators for donating to a cultural organization By generation



## Motivators for donating to a cultural organization continued By generation



## Reasons for donating to causes other than culture

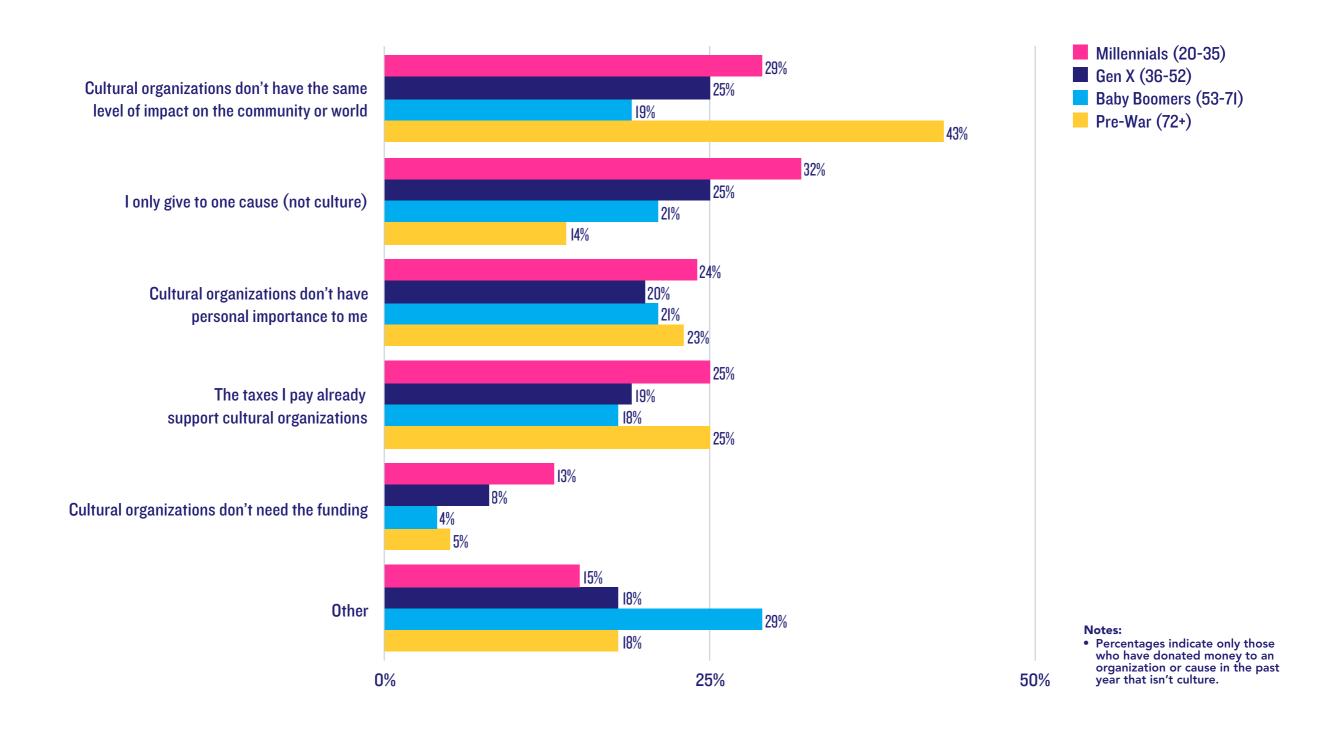


### Note:

50%

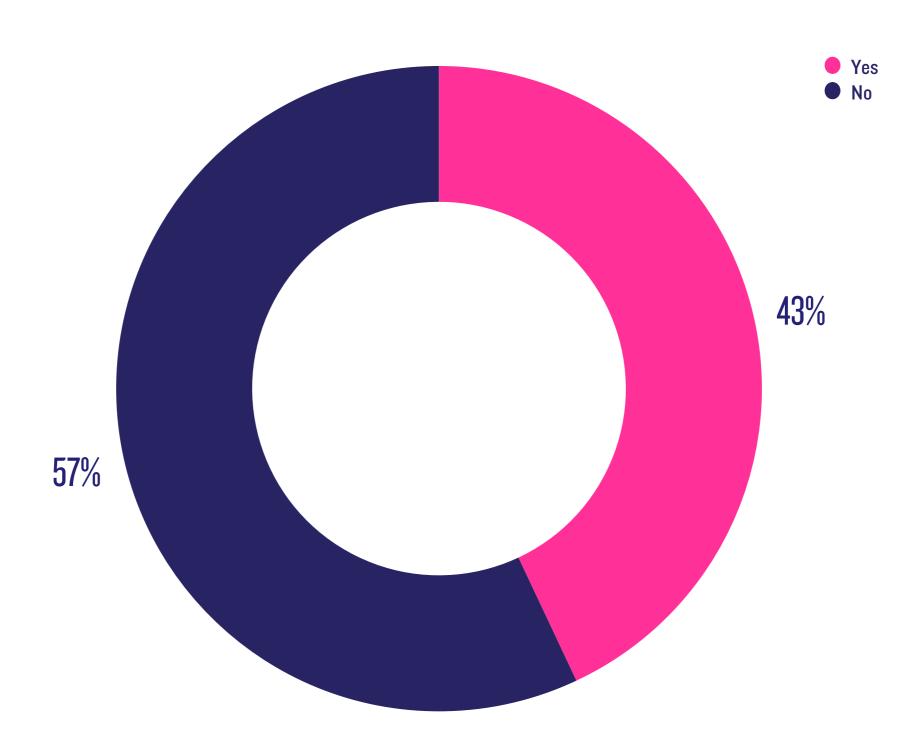
 Percentages indicate only those who have donated money to an organization or cause in the past year that isn't culture.

## Reasons for donating to causes other than culture By generation

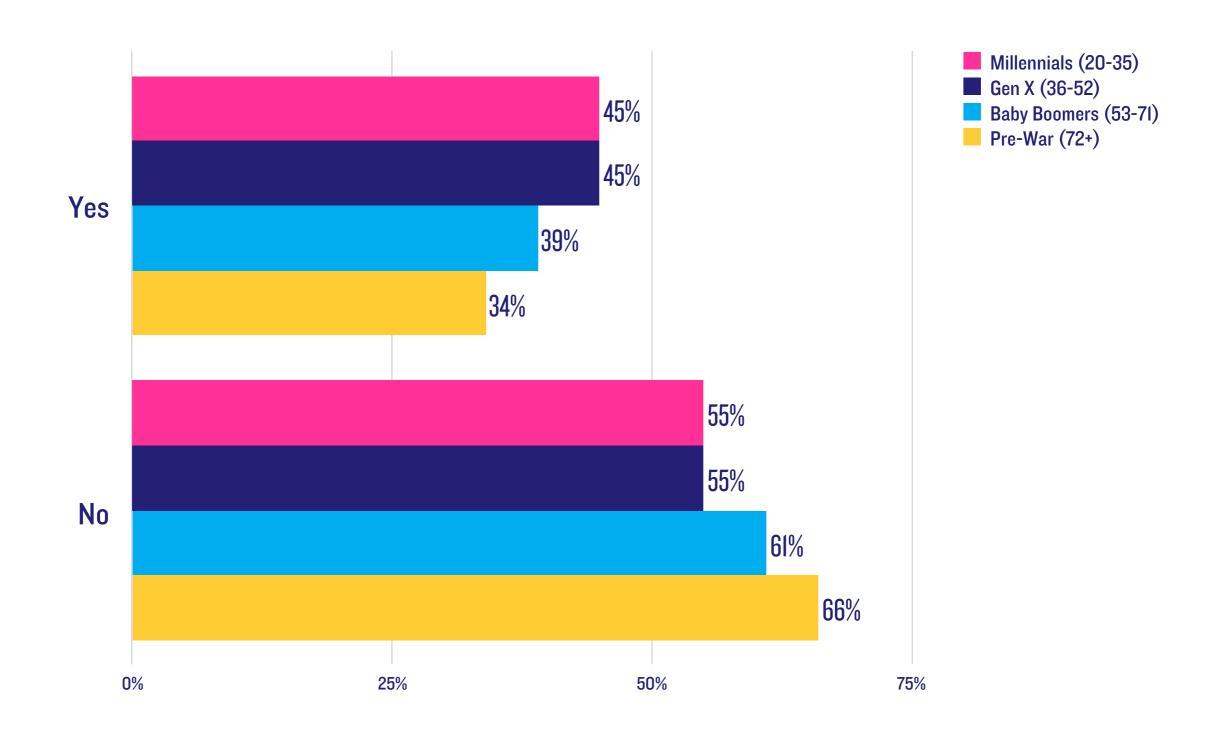


## **Corporate Sponsorship**

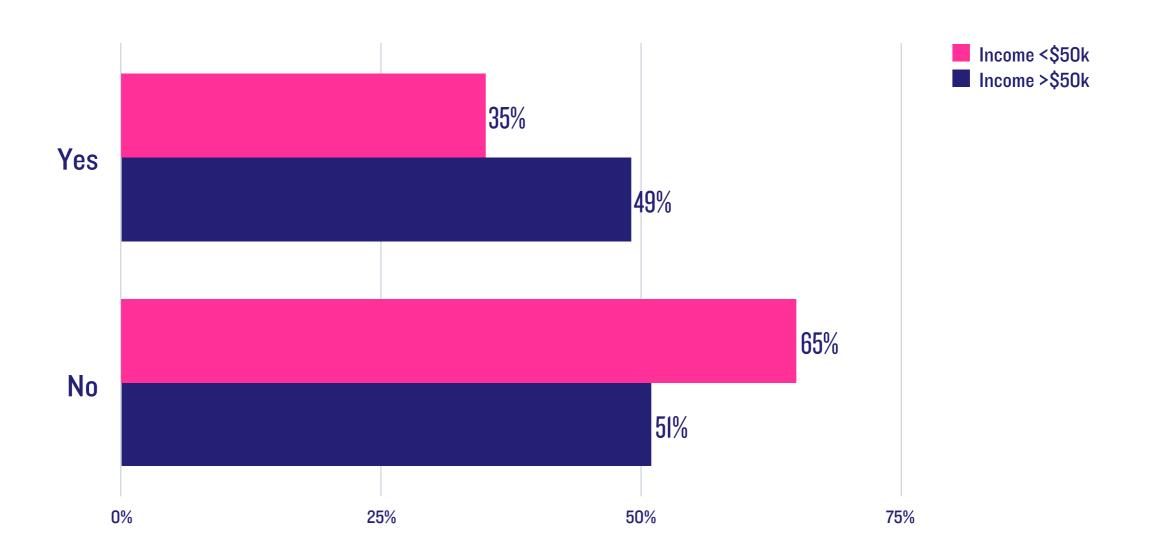
## Awareness of corporate sponsorships in cultural activities



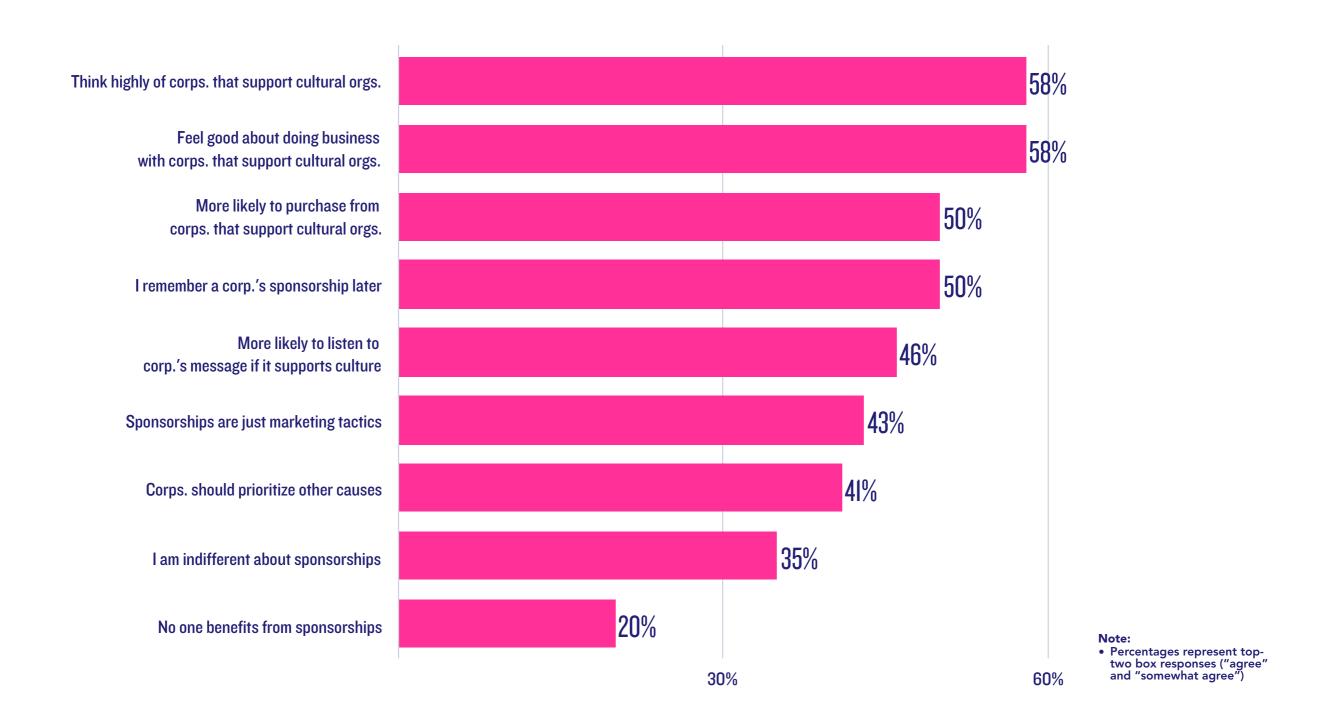
## Awareness of corporate sponsorships in cultural activities By generation



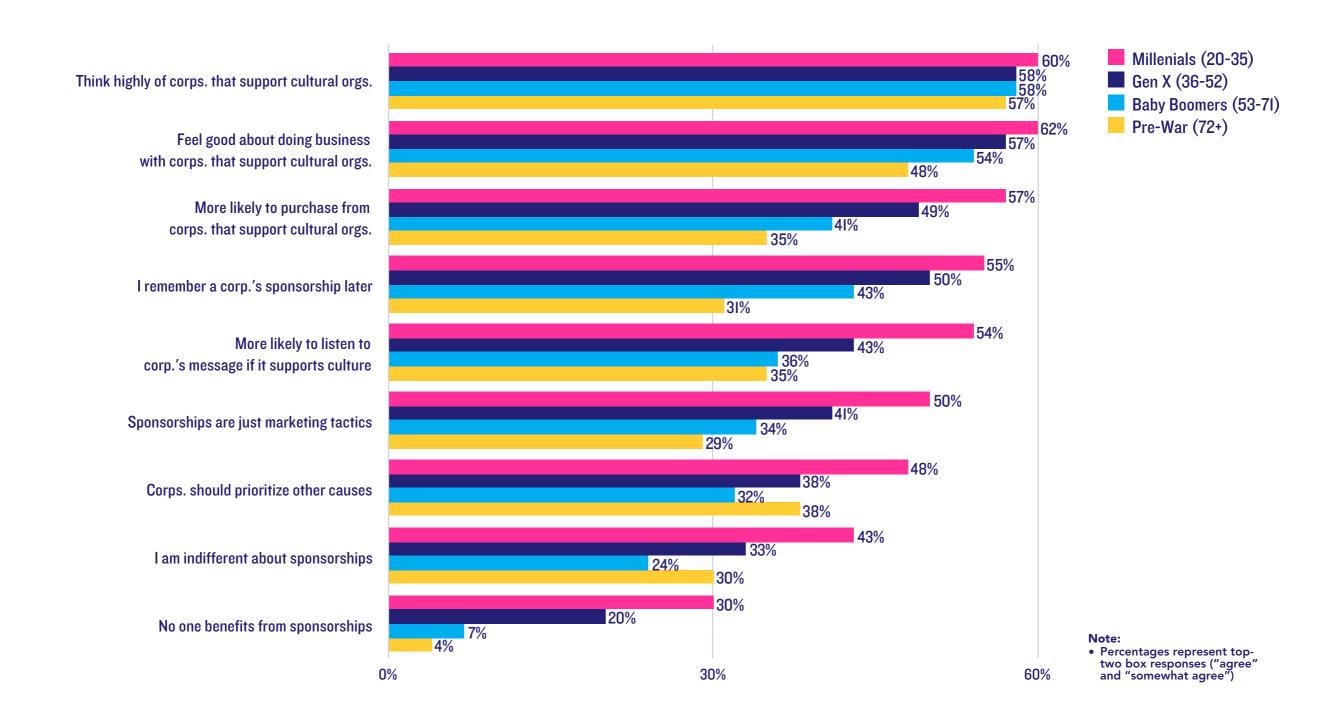
## Awareness of corporate sponsorships in cultural activities By income level



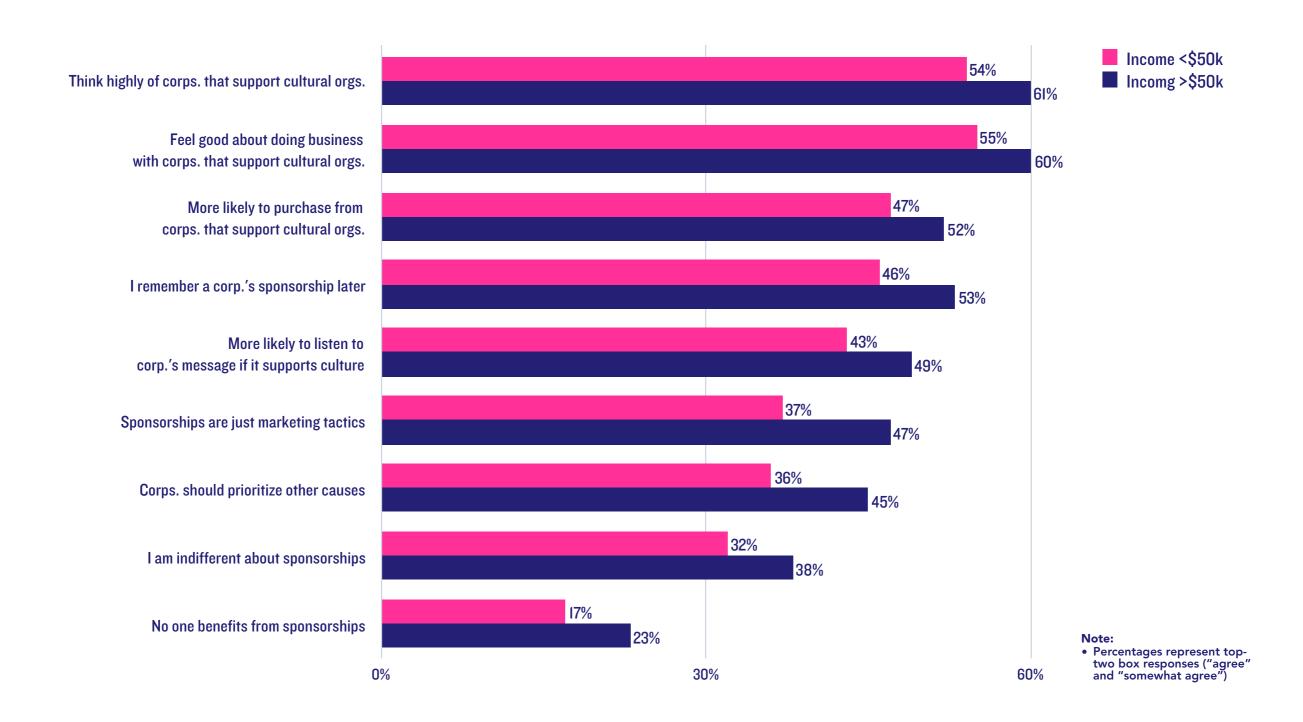
## Perceptions of corporate sponsorships of cultural activities



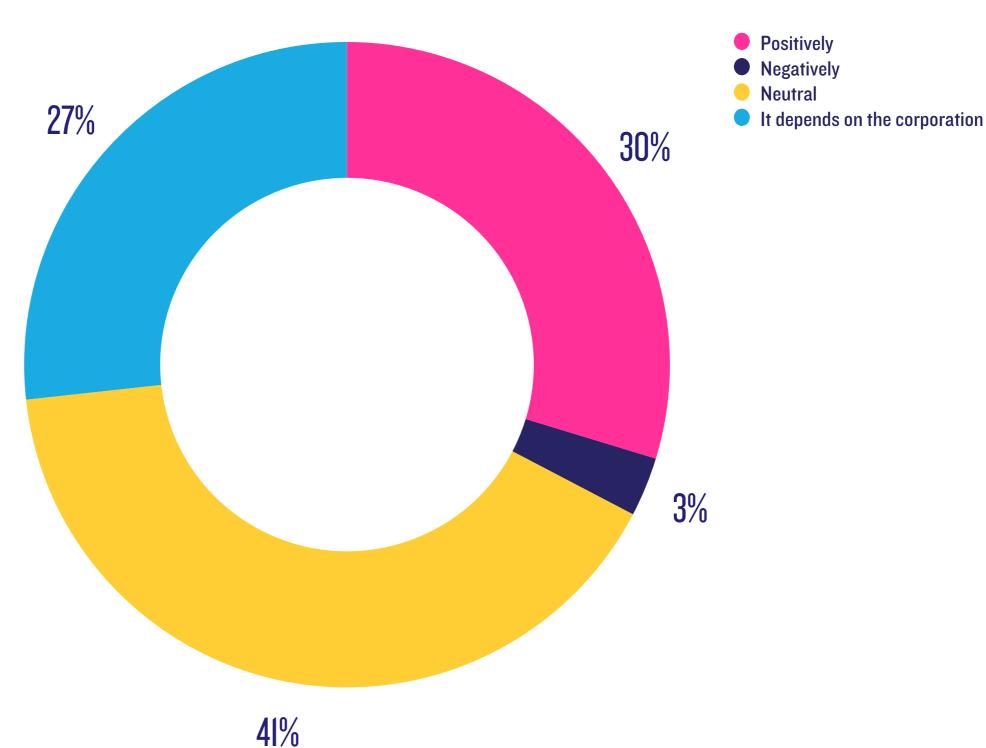
### Perceptions of corporate sponsorships of cultural activities By generation



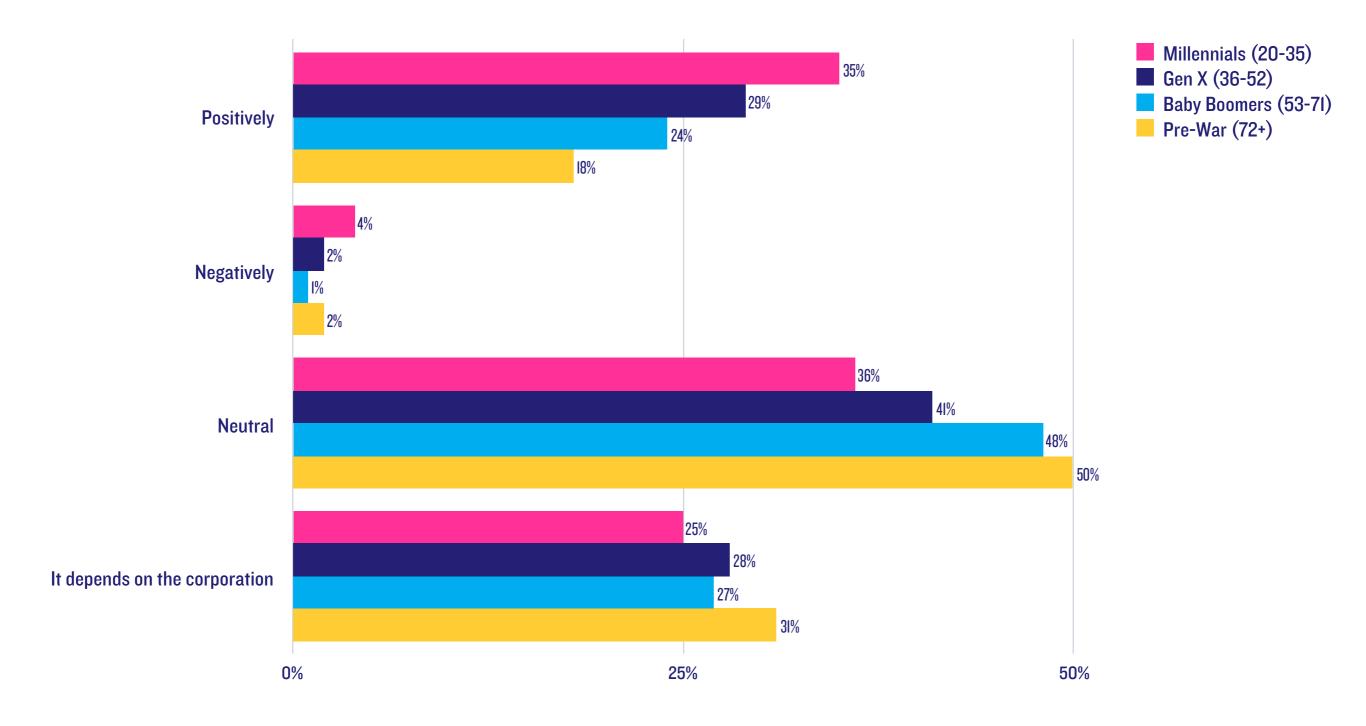
## Perceptions of corporate sponsorships of cultural activities By income level



# Effect of corporate sponsorships or partnerships on decision to participate in cultural activities

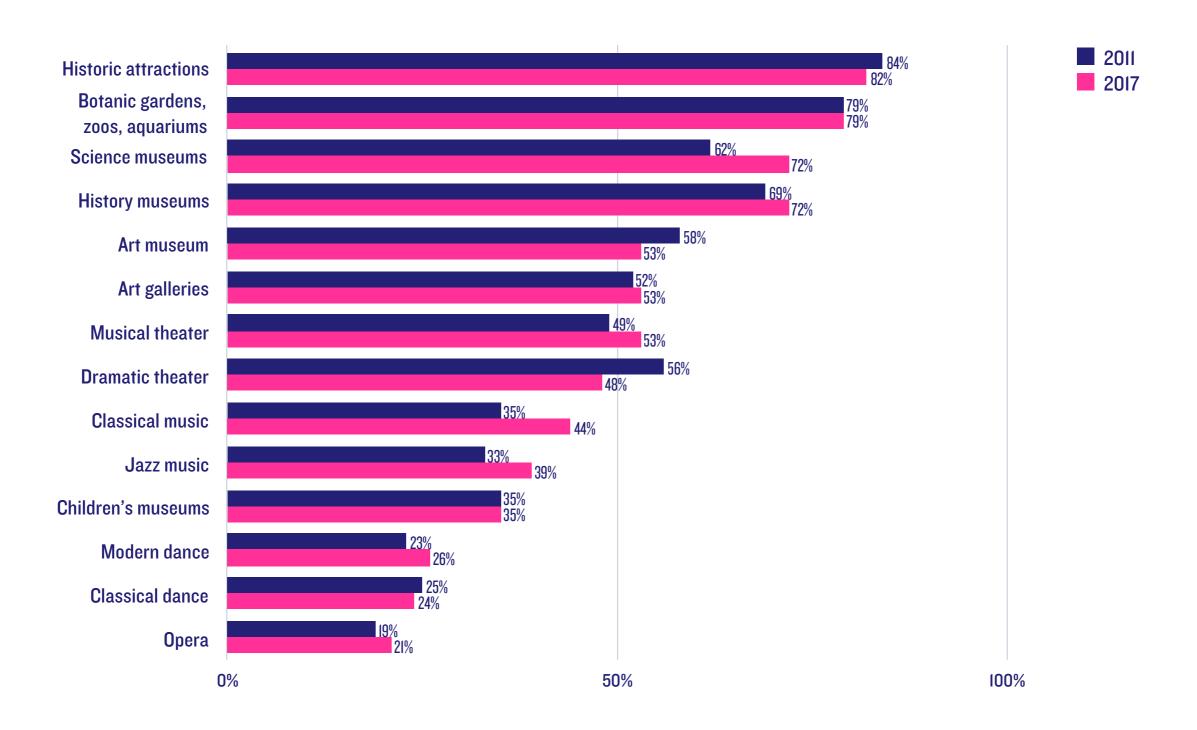


# Effect of corporate sponsorships or partnerships on decision to participate in cultural activities

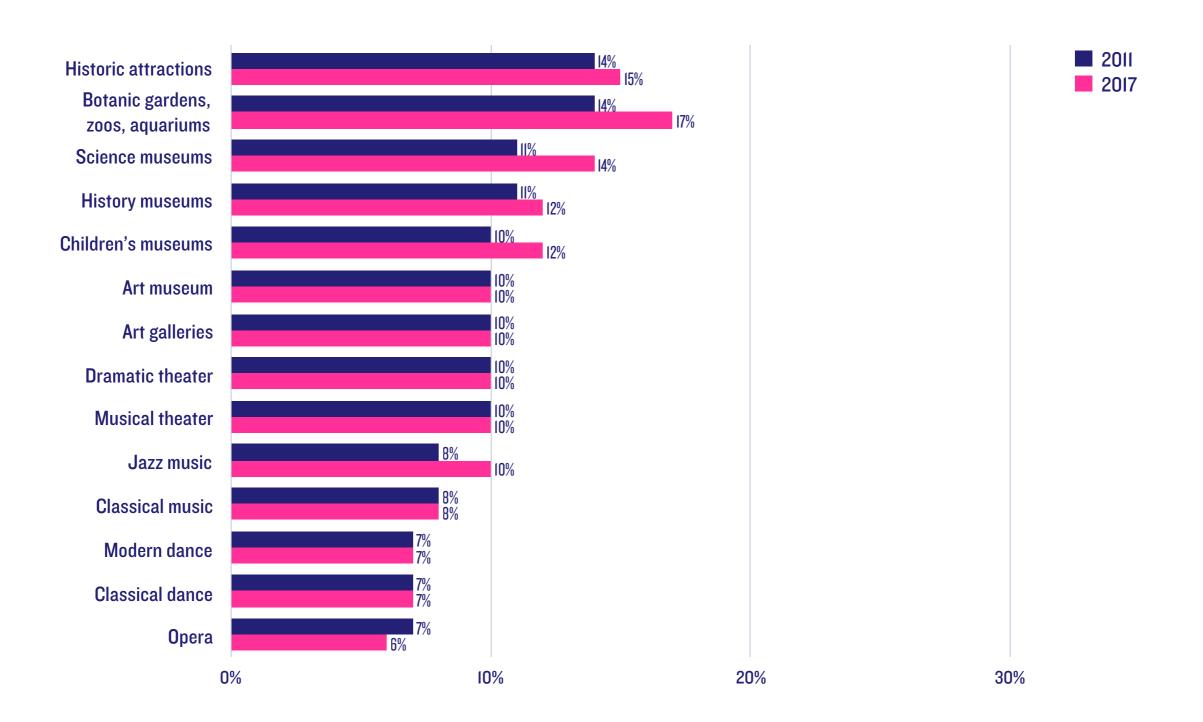


## **Tracking Questions**

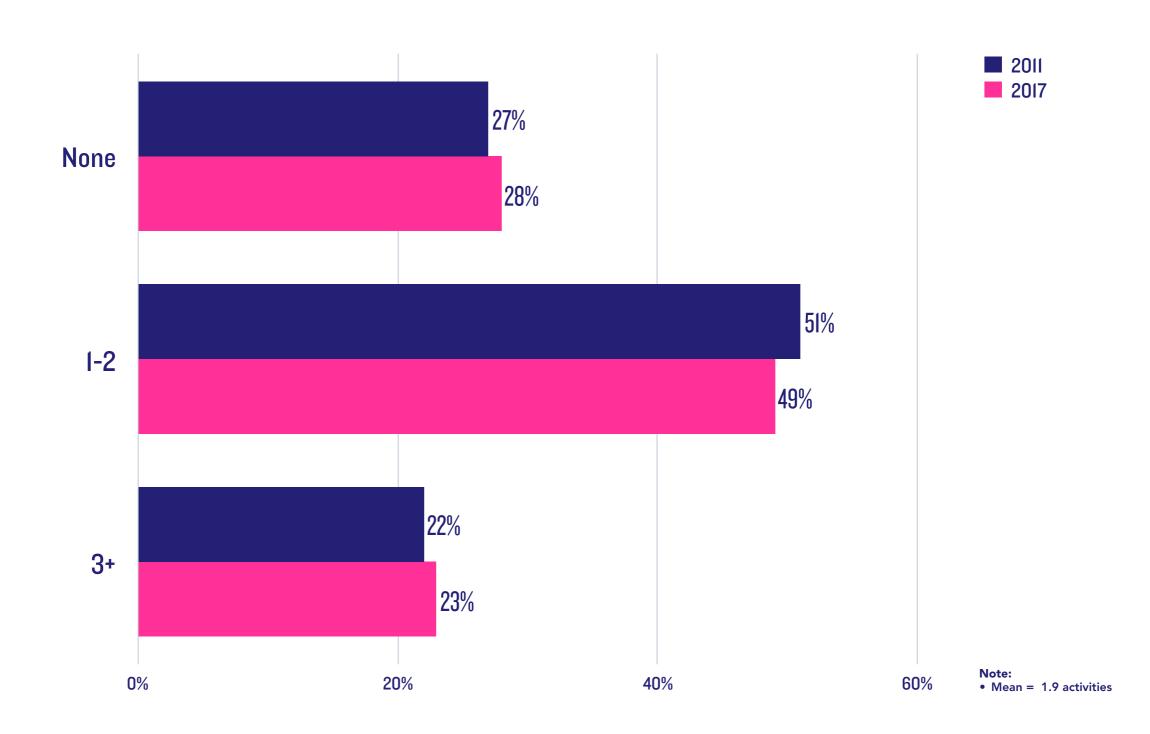
#### Participation at least once in past year



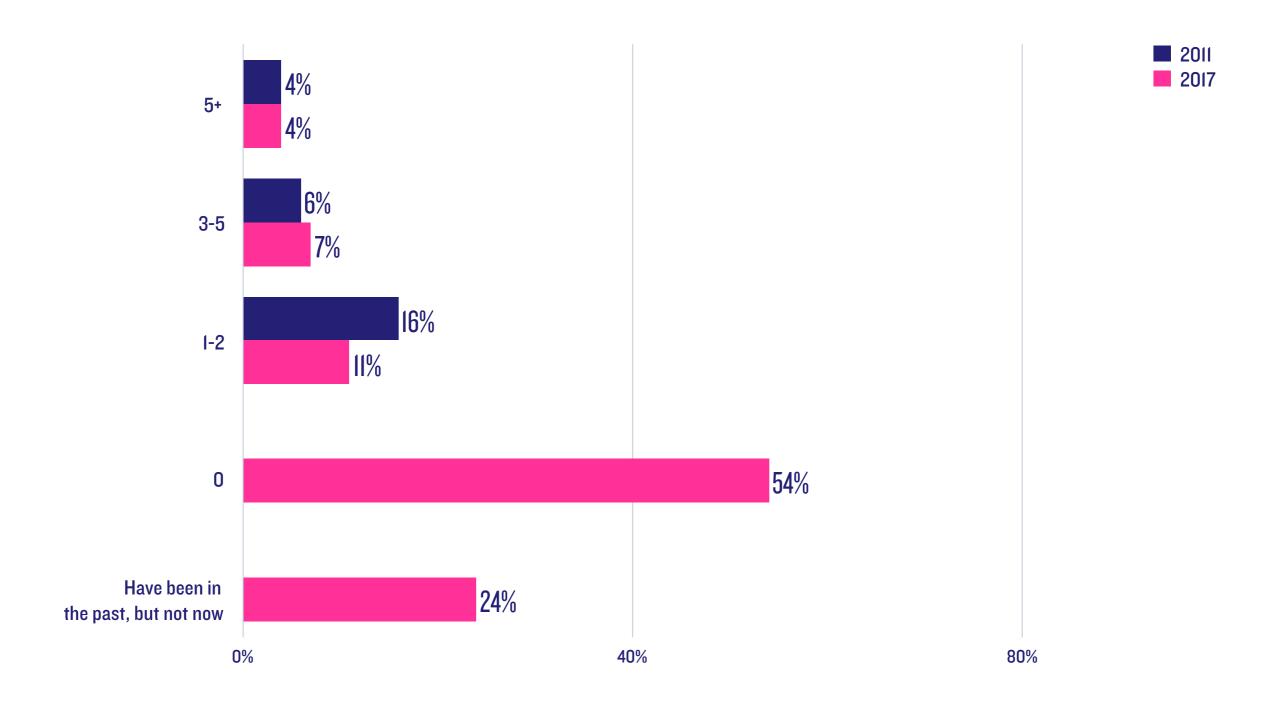
### More frequent participation compared to last year



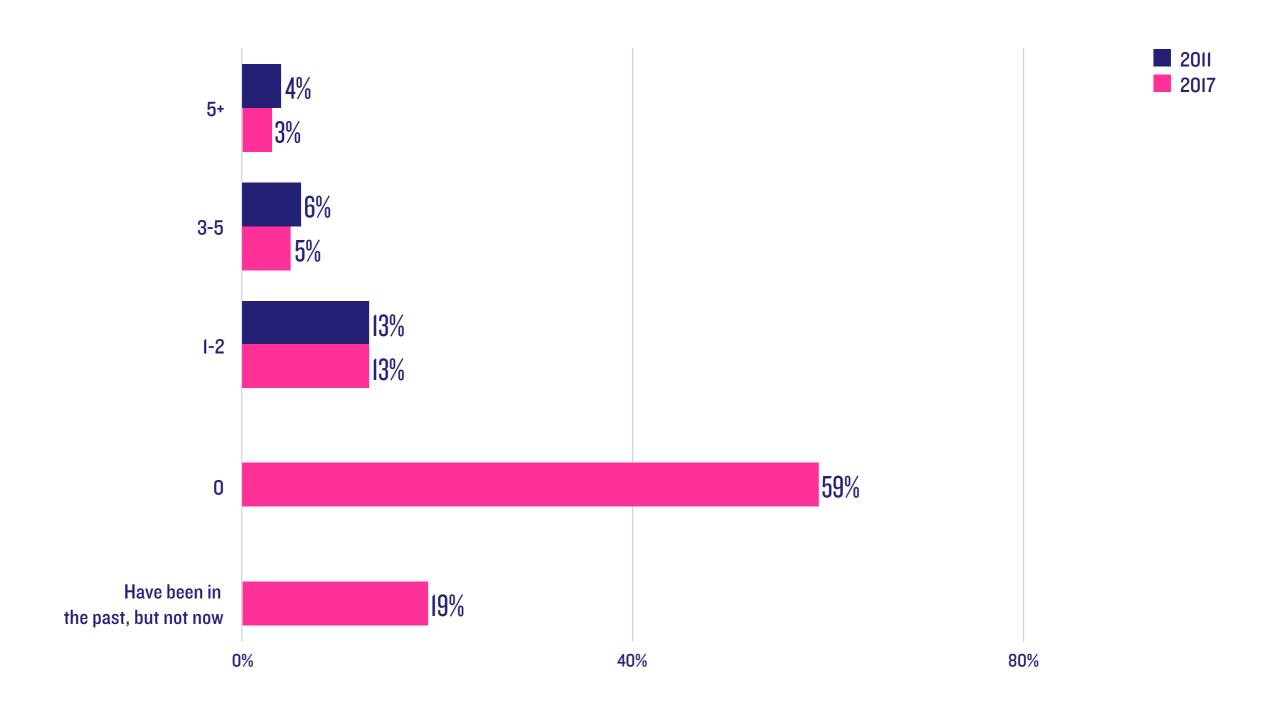
## Number of cultural activities attended per month



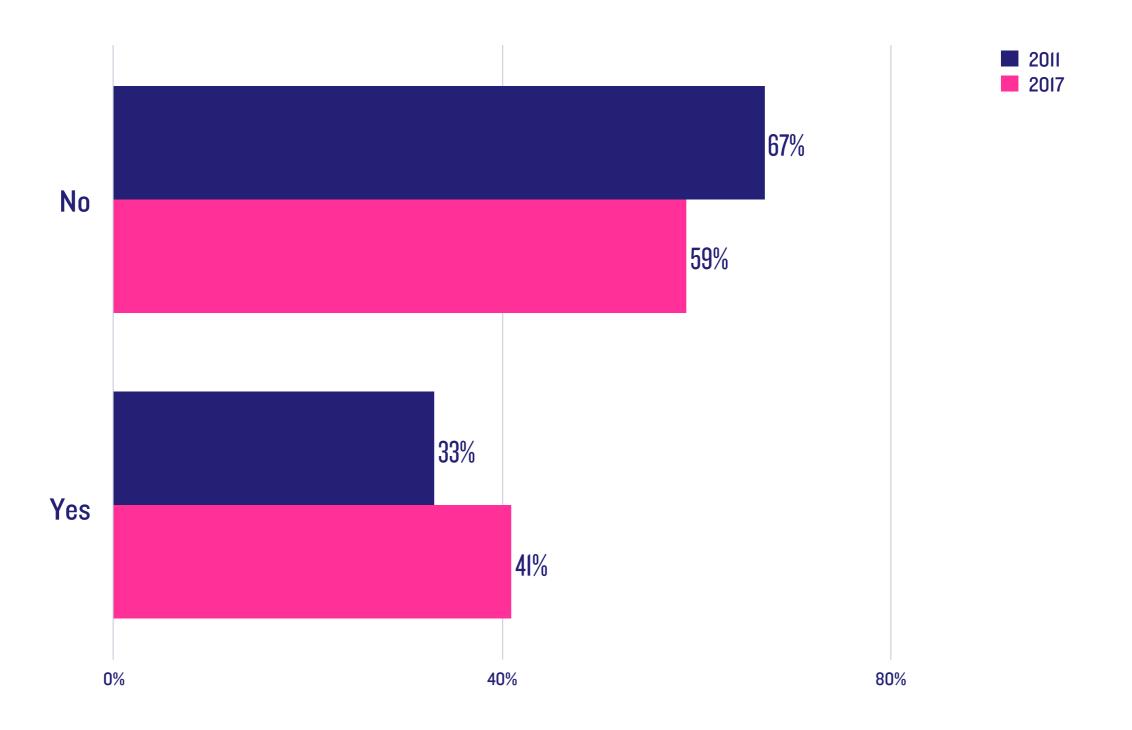
#### Membership to art museums or other visual arts organizations



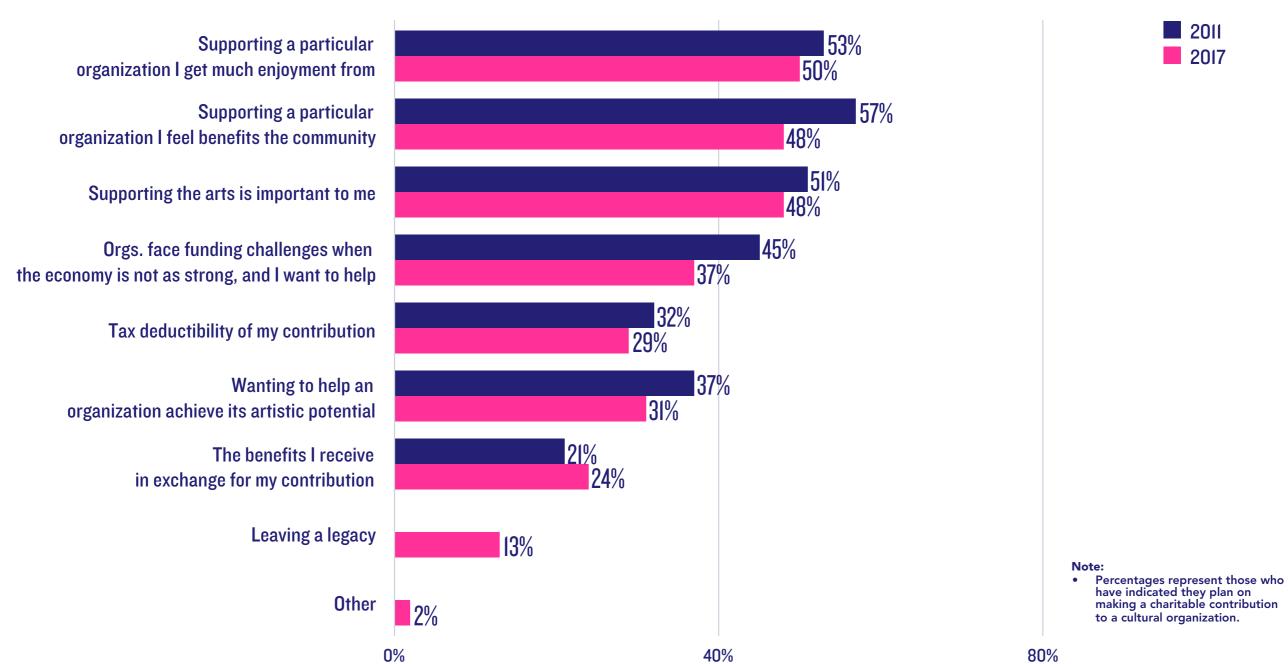
### Subscriptions to performing arts organizations



#### Plan to donate to cultural organizations in the next year



#### Motivators for donating to cultural organizations



**Culture Track '17** 226 LaPlaca Cohen | Kelton 2017

## Acknowledgements

#### LaPlaca Cohen

Arthur Cohen CEO

Maggie Hartnick Managing Director

Hil Moss Associate Director, Strategy

Alex Rearick Associate Creative Director

Ryoichi Yamazaki Art Director

Carla Kessler Strategist

Michael Esteras Associate Strategist

Phillip Cox Associate Strategist

Sam Linden Strategy and Research Consultant

#### **Kelton Global**

Danielle Sherman Vice President, Communications & Media Practice

Matt Paladino Vice President, Research & Strategy

Cara Josephson Senior Analyst, Communications & Media Practice

#### **Culture Track '17 Advisory Committee**

Brad Baer Director of Strategy, Bluecadet

Jane Beachy Founder and Artistic Director, Salonathon

Ginger White Brunetti Deputy Director, Denver Arts & Venues

Juan Devis Chief Creative Officer, KCET

Allison Channing Jones Strategist, Landor

Leslie Koch Former President, The Trust for Governor's Island

Tom O'Connor Independent Consultant

Josephine Ramirez
Former Portfolio Director, The James Irvine Foundation

Victoria Rogers Former Director of Arts, Kickstarter

Scott Stulen
Director/CEO, Philbrook Museum of Art

Patrick Willingham
Executive Director, The Public Theater





All rights, title and interest, including copyright interests, patents, and any other intellectual property rights, in and to any and all reports, summary level data, analyses or materials contained herein are owned wholly and exclusively by LaPlaca Cohen Advertising Inc. Culture Track is a registered trademark of LaPlaca Cohen Advertising Inc.