



ARIZONA

THE FIRST ECONOMIC RESEARCH STUDY OF THE INDEPENDENT LIVE SECTOR

WHAT IS

INDEPENDENT LIVE?

Independent live entertainment stages are independently owned and operated, meaning they are not controlled by a multinational corporation or a publicly traded company, and their primary mission is to present live performances to the public. This includes venues, promoters, festivals and more.

OVERVIEW IN

ARIZONA

Arizona's independent live entertainment industry drives \$1.3 billion in state GDP, \$2.4 billion in economic output, and \$104.6 million in tax revenue, supporting 16,673 jobs and \$685.3 million in wages. With \$228.9 million in off-site tourism spending, the sector is both a cultural anchor and a major economic force.

ECONOMIC IMPACT



\$2.4 BILLION
TOTAL ECONOMIC OUTPUT



\$1.3 BILLION
CONTRIBUTION TO STATE GDP



STATE AND LOCAL
\$104.6 MILLION



7,427
TOTAL EMPLOYEES



4,612,362 MILLION
FANS SERVED



\$685.3 MILLION
WAGES AND BENEFITS PAID



16,673
JOBS SUPPORTED

TOURISM BREAKDOWN



\$228.9 MILLION
OFF-SITE TOURISM SPENDING

In 2024 alone, fans attending independent shows generated \$228.9 million in off-site spending — filling hotel rooms, crowding local restaurants, supporting shops, and tipping drivers.



\$196.2 MILLION
SPENT ON LODGING



\$17.4 MILLION
SPENT AT
RESTAURANTS
AND BARS



\$8.6 MILLION
SPENT ON SHOPPING



\$4.7 MILLION
SPENT ON GAS,
PARKING AND
TRANSPORT



\$1.7 MILLION
SPENT ON OTHER
ENTERTAINMENT AND REC



IMPACT TABLE

Impact Type	Employment	Labor Income	Value Added	Output	Local/County Tax Revenue	State Tax Revenue	Federal Tax Revenue
Direct Effect	7,427	\$193.60	\$417.70	\$929.00	\$11.30	\$16.80	\$50.80
Indirect Effect	6,703	\$334.00	\$582.50	\$1,025.10	\$19.50	\$27.80	\$79.60
Induced Effect	2,463	\$153.50	\$294.70	\$475.60	\$11.90	\$16.30	\$38.10
Total Effect	16,593	\$681.10	\$1,294.90	\$2,429.70	\$42.70	\$60.90	\$168.40
Multiplier	2.23	3.52	3.1	2.62			

This table shows the full economic ripple effect of Arizona's independent live entertainment sector, including the jobs, income, business activity, and tax revenues (in millions of dollars) generated directly by venues and festivals, through their in-state suppliers, and from the additional local spending of workers in those jobs. For the full methodology, see the national report at stateoflive.org

NATIONAL OVERVIEW INDUSTRY OPERATIONS SNAPSHOT

41%
OF STAGES HAVE SHOWS AT LEAST 4 NIGHTS PER WEEK

94%
OF STAGES SELL TICKETS OR CHARGE A COVER TO SHOWS

91%
OF VENUES OPERATE YEAR-ROUND

THE AVERAGE VENUE HAS SHOWS **143** DAYS A YEAR



ACROSS ALL STAGES, THE TOP OPERATIONAL CHALLENGES RANKED BY FREQUENCY INCLUDE

1. MARKETING & BRINGING IN AN AUDIENCE
2. ARTIST COSTS RISING DRIVING HIGHER ARTIST FEES
3. STAFFING COSTS
4. INFLATION
5. MONOPOLIES
6. RISING INSURANCE COSTS
7. SCALPERS & PREDATORY RESALE PLATFORMS
8. COST OF RENT AND MORTGAGE
9. UNCAPPED, UNLIMITED PERFORMING RIGHTS ORGANIZATION FEES
10. DECREASING ALCOHOL SALES

64%
OF STAGES WERE NOT PROFITABLE IN 2024