

*APPENDIX SUPPLEMENT FOR:*

*The Dollars and Sense of Cultural Economic Development:  
Summary Report of Michigan's Cultural Capacity*

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## **Appendices**

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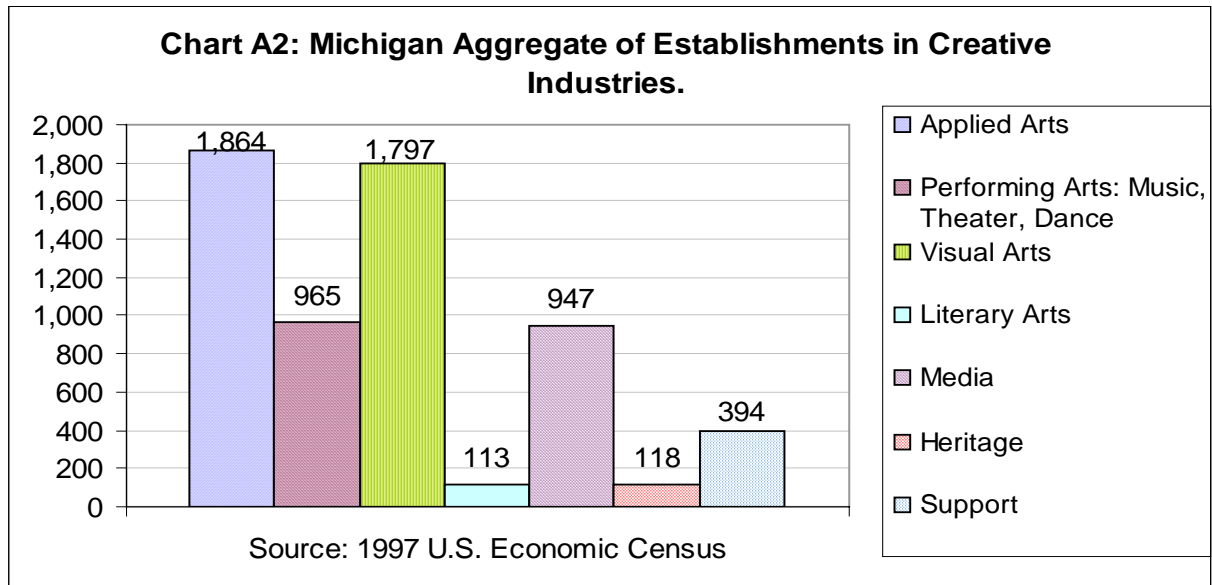
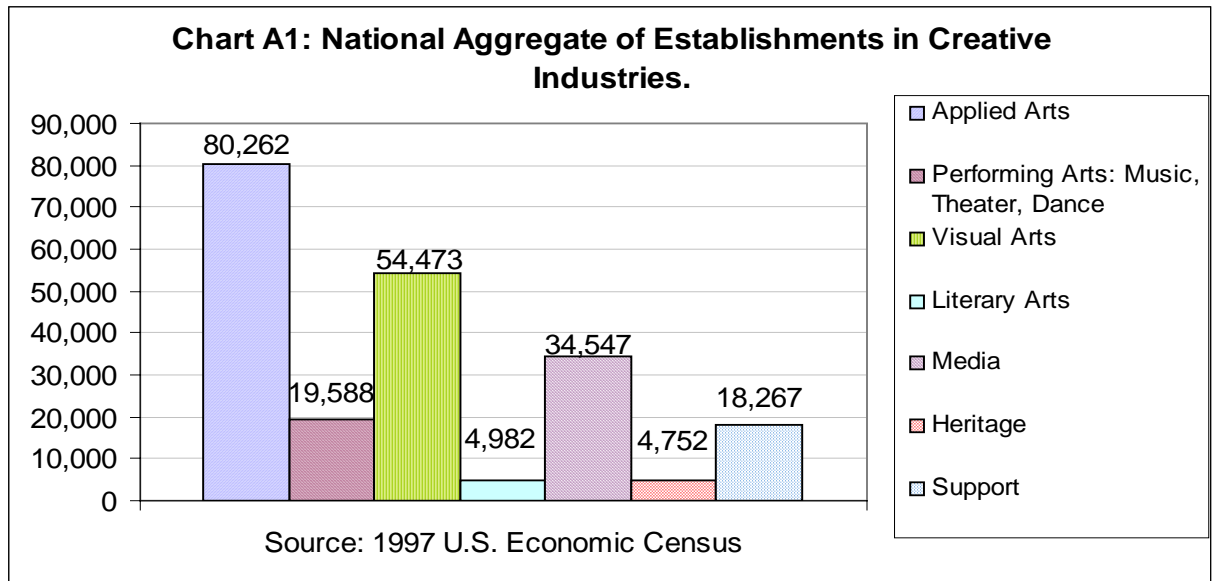
## Appendix A: Establishments in Creative Industries

Table A1: Establishments in Creative Industries	1997 U.S. Data		1997 Michigan Data	
	Establishments	%	Establishments	%
<b>Applied Arts</b>	<b>80,262</b>	<b>37.01%</b>	<b>1,864</b>	<b>33.02%</b>
Architectural Services	20,602	9.50%	378	6.70%
Interior Design Services	9,612	4.43%	178	3.15%
Industrial Design Services	1,322	0.61%	34	0.60%
Graphic Design Services	14,631	6.75%	463	8.20%
Other Specialized Design Services	871	0.40%	4	0.07%
Advertising agencies	13,390	6.17%	315	5.58%
Display Advertising	2,261	1.04%	66	1.17%
Photographic Services	17,573	8.10%	426	7.55%
<b>Performing Arts: Music, Theater, Dance</b>	<b>19,588</b>	<b>9.03%</b>	<b>412</b>	<b>7.30%</b>
Performing Arts Companies	9,119	4.20%	156	2.76%
Dance Companies	530	0.24%	6	0.11%
Musical Groups and Artists	4,580	2.11%	78	1.38%
Other Performing Arts Companies	842	0.39%	14	0.25%
Musical Instrument Manufacturing	576	0.27%	23	0.41%
Promoters of Performing Arts Events	3,941	1.82%	135	2.39%
<b>Visual Arts</b>	<b>54,473</b>	<b>25.12%</b>	<b>1,797</b>	<b>31.83%</b>
Art Dealers	5,698	2.63%	179	3.17%
Camera and Photographic Supplies stores	2,843	1.31%	73	1.29%
Photographic film, paper, plate, and chemical Mfg.	311	0.14%	6	0.11%
Agents and managers for Artists	2,532	1.17%	46	0.81%
Lead pencil and art good manufacturing	173	0.08%	5	0.09%
Printing and related support activities	42,916	19.79%	1,488	26.36%
<b>Literary Arts</b>	<b>4,982</b>	<b>2.30%</b>	<b>113</b>	<b>2.00%</b>
Libraries and Archives	2,298	1.06%	51	0.90%
Book Publishers	2,684	1.24%	62	1.10%
<b>Media</b>	<b>34,547</b>	<b>15.93%</b>	<b>947</b>	<b>16.78%</b>
Cable and other program distribution	4,185	1.93%	147	2.60%
Motion picture and sound recording industries	22,204	10.24%	491	8.70%
Prerecorded Compact Disk, Tape and Record Reproducing	8,158	3.76%	309	5.47%
<b>Heritage</b>	<b>4,752</b>	<b>2.19%</b>	<b>118</b>	<b>2.09%</b>
Museums	3,860	1.78%	93	1.65%
Historical Sites	892	0.41%	25	0.44%
<b>Support</b>	<b>18,267</b>	<b>8.42%</b>	<b>394</b>	<b>6.98%</b>
Fine Arts Schools	7,254	3.34%	221	3.91%
Independent artists, writers and performers	11,013	5.08%	173	3.06%
<b>Total Creative Cluster Employment</b>	<b>216,871</b>	<b>100%</b>	<b>5,645</b>	<b>100%</b>
<p><b>Table A1:</b> Above data details the number of establishments in the "creative cluster production line." The table also provides comparisons between national and state level data.</p> <p style="text-align: right;">Source: 1997 U.S. Economic Census.</p>				

<b>Table A2:</b> Establishments in Cultural Industries compared to total Establishments in all Industries.	<b>U.S.</b>	<b>Michigan</b>	<b>Michigan % of U.S.</b>
Total Creative Cluster Establishments	216,871	6,198	3%
Total National and State Establishments	6,417,035	218,698	3%
Creative Cluster as % of National & State Establishments	3.4%	2.8%	84%

**Table A2:** This table shows comparisons of the number of establishments in the creative industry and all establishments at both the national and state level.

Source: 1997 U.S. Economic Census.



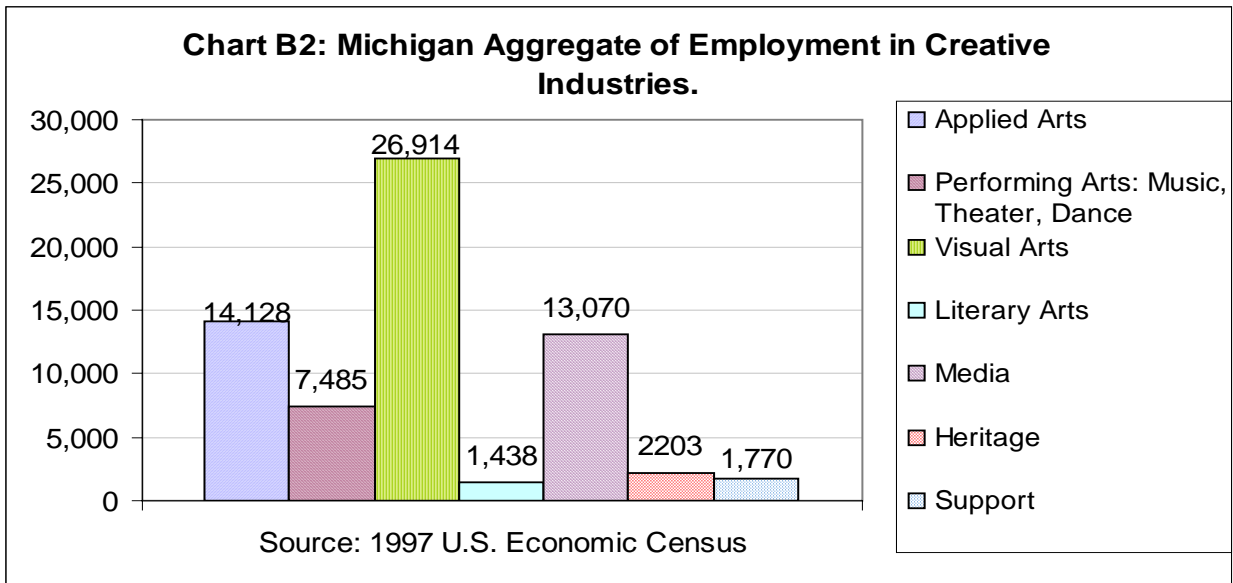
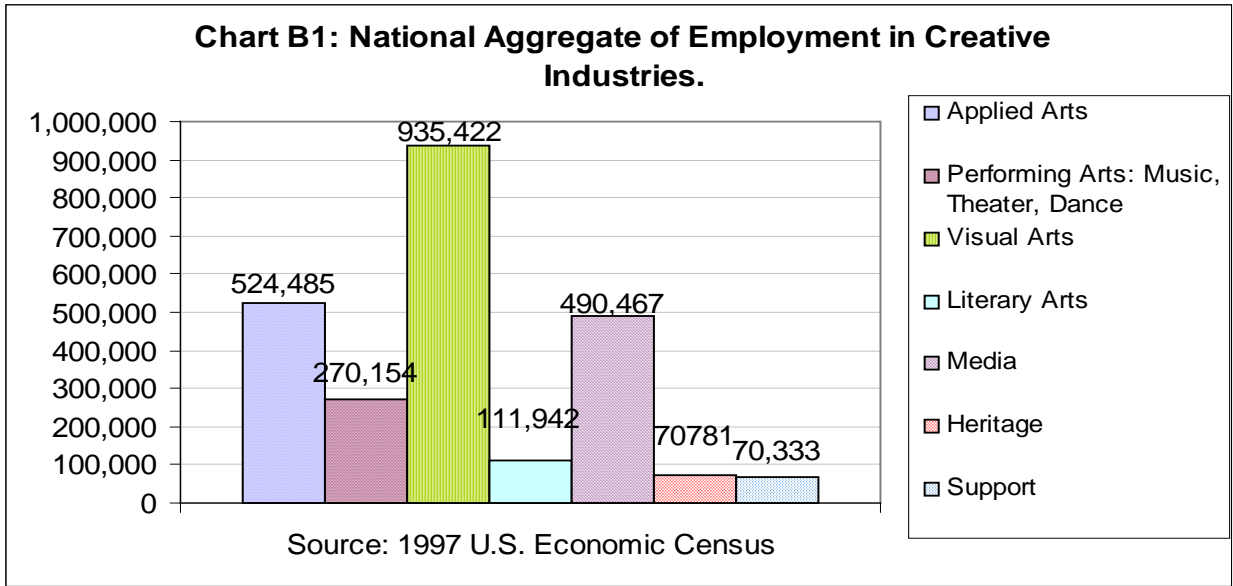
## Appendix B: Employment in Creative Industries

Table B1: Employment in Creative Industries	1997 U.S. Data		1997 Michigan Data	
	Paid Employees	%	Paid Employees	%
<b>Applied Arts</b>	<b>524,485</b>	<b>21.20%</b>	<b>14,128</b>	<b>21.08%</b>
Architectural Services	146,702	5.93%	3,701	5.52%
Interior Design Services	33,915	1.37%	562	0.84%
Industrial Design Services	13,607	0.55%	237	0.35%
Graphic Design Services	61,622	2.49%	2,020	3.01%
Other Specialized Design Services	3,891	0.16%	10	0.01%
Advertising agencies	139,486	5.64%	3,745	5.59%
Display Advertising	41,357	1.67%	699	1.04%
Photographic Services	83,905	3.39%	3,154	4.71%
<b>Performing Arts: Music, Theater, Dance</b>	<b>270,154</b>	<b>10.92%</b>	<b>7,485</b>	<b>11.17%</b>
Performing Arts Companies	122,003	4.93%	1959	2.92%
Dance Companies	9170	0.37%	70	0.10%
Musical Groups and Artists	46112	1.86%	1356	2.02%
Other Performing Arts Companies	7417	0.30%	108	0.16%
Musical Instrument Manufacturing	13411	0.54%	446	0.67%
Promoters of Performing Arts Events	72041	2.91%	3546	5.29%
<b>Visual Arts</b>	<b>935,422</b>	<b>37.82%</b>	<b>26,914</b>	<b>40.17%</b>
Art Dealers	19,510	0.79%	683	1.02%
Camera and Photographic Supplies stores	17,508	0.71%	401	0.60%
Photographic Film, paper, plate, and Chemical Mfg.	38,935	1.57%	164	0.24%
Agents and managers for Artists	13,239	0.54%	170	0.25%
Lead pencil and art good manufacturing	7,990	0.32%	162	0.24%
Printing and related support activities	838,240	33.89%	25,334	37.81%
<b>Literary Arts</b>	<b>111,942</b>	<b>4.53%</b>	<b>1,438</b>	<b>2.15%</b>
Libraries and Archives	22,044	0.89%	298	0.44%
Book Publishers	89,898	3.63%	1,140	1.70%
<b>Media</b>	<b>490,467</b>	<b>19.83%</b>	<b>13,070</b>	<b>19.51%</b>
Cable and other program distribution	147,863	5.98%	4,412	6.58%
Motion picture and sound recording industries	275,981	11.16%	6,184	9.23%
Prerecorded Compact Disk, Tape and Record Reproducing	66,623	2.69%	2,474	3.69%
<b>Heritage</b>	<b>70781</b>	<b>2.86%</b>	<b>2203</b>	<b>3.29%</b>
Museums	63097	2.55%	2044	3.05%
Historical Sites	7684	0.31%	159	0.24%
<b>Support</b>	<b>70,333</b>	<b>2.84%</b>	<b>1,770</b>	<b>2.64%</b>
Fine Arts Schools	43252	1.75%	1086	1.62%
Independent artists, writers and performers	27,081	1.09%	684	1.02%
<b>Total Creative Cluster Employment</b>	<b>2,473,584</b>	<b>100%</b>	<b>67,008</b>	<b>100%</b>
<p><b>Table B1:</b> This table shows employment # in the creative cluster production line for both the nation and state. The data also shows what % each industry represents in creative production line employment.</p> <p style="text-align: right;">Source: 1997 U.S. Economic Census.</p>				

<b>Table B2:</b> Creative Industry Employment compared to all Industries Employment.	<b>U.S.</b>	<b>Michigan</b>	<b>Michigan % of US</b>
Total Creative Industry Establishments	2,473,584	67,008	3%
Total National and State Establishments	101,372,992	3,766,858	4%
Creative Cluster as % of National & State Establishments	2.4%	1.8%	73%

**Table B2:** This table shows employment comparisons between creative industry establishments and all establishments at both the national and state level.

Source: 1997 U.S. Economic Census.



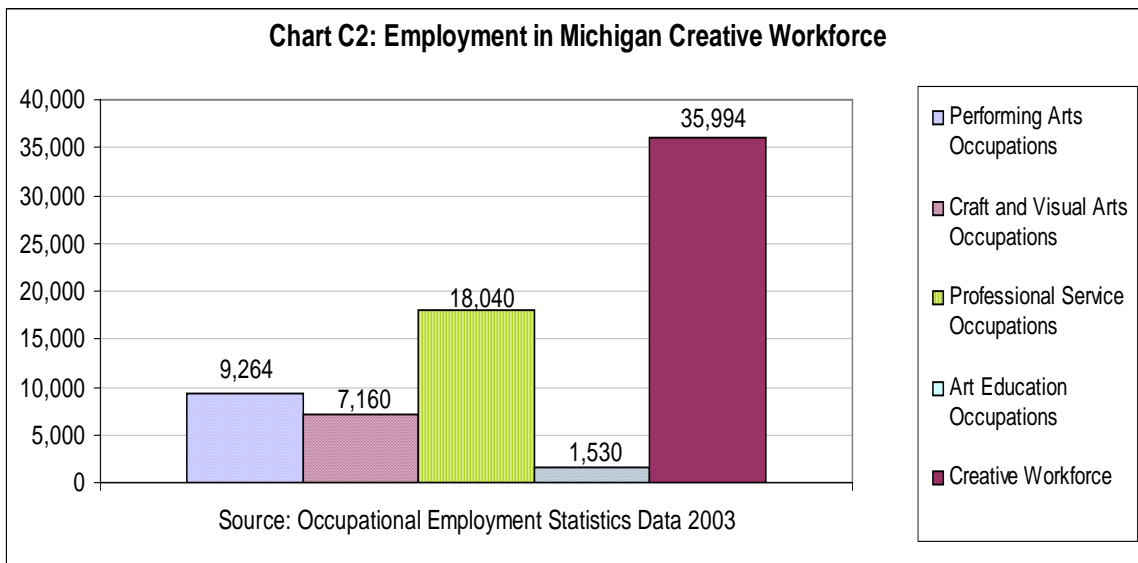
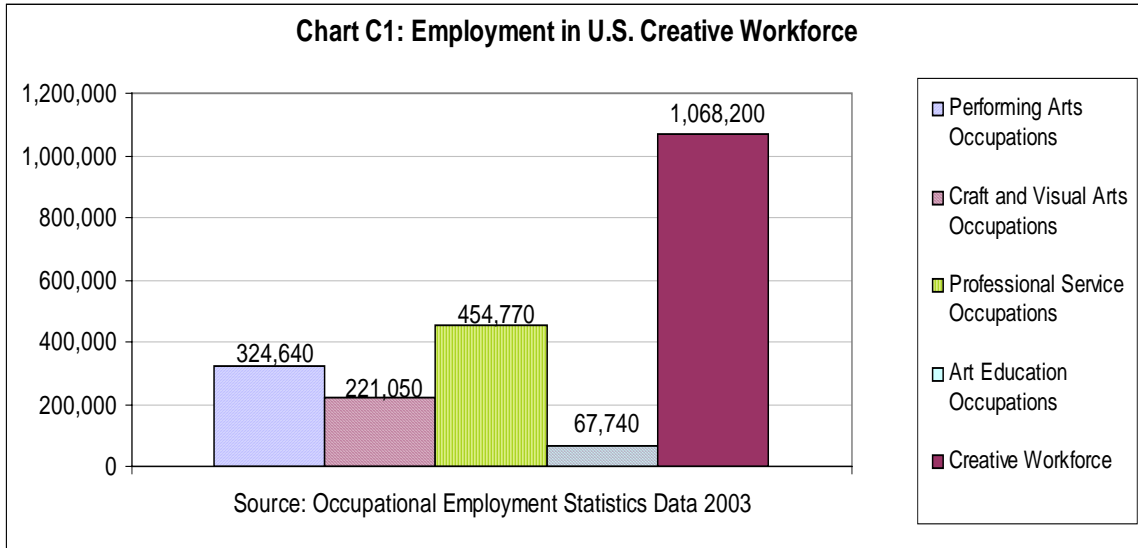
## Appendix C: Employment in Creative Occupations

<b>Table C1: Occupational Structure of Michigan's Creative Workforce</b>	<b>National Data 2003</b>		<b>Michigan Data 2003</b>	
	<b># of Employees</b>	<b>%</b>	<b># of Employees</b>	<b>%</b>
<b>PERFORMING ARTIST OCCUPATIONS</b>	<b>324,640</b>	<b>30.0%</b>	<b>9,264</b>	<b>26.0 %</b>
Art Director	24,790	2.3	830	2.3
Actor	57,580	5.4	114*	0.3
Producers and Directors	59,460	5.6	1,370	3.8
Announcers	48,760	4.6	1,850	5.1
Authors	44,380	4.2	1,580	4.4
Musical Directors and Composers	9,550	0.9	280	0.8
Musicians and Singers	50,750	4.8	2,400	6.7
Dancers	14,230	1.3	340	0.9
Choreographers	15,140	1.4	500	1.4
<b>CRAFT AND VISUAL ARTS OCCUPATIONS</b>	<b>221,050</b>	<b>21.0%</b>	<b>7,160</b>	<b>20.0 %</b>
Painting, Coating, and Decorating Workers	28,980	2.7	1,350	3.8
Fine Artists, Including Painters, Sculptors, and Illustrators	9,370	0.9	470	1.3
Photographers	56,210	5.3	1,710	4.8
Cabinetmakers and Bench Carpenters	126,490	11.8	3,630	10.1
<b>PROFESSIONAL SERVICE OCCUPATIONS</b>	<b>454,770</b>	<b>43.0%</b>	<b>18,040</b>	<b>50.0 %</b>
Architects	91,830	8.6	2,410	6.7
Archivists, Curators, and Museum Technicians	22,080	2.1	650	1.8
Commercial and Industrial Designers	32,940	3.1	5,740	15.9
Exhibit and Set Designers	8,610	0.8	130	0.4
Fashion Designers	11,090	1.0	70	0.2
Floral Designers	67,460	6.3	2,200	6.1
Graphic Designers	156,220	14.6	4,710	13.1
Interior Designers	45,810	4.3	1,750	4.9
Landscape Architects	18,730	1.8	380	1.1
<b>ART EDUCATION OCCUPATIONS</b>	<b>67,740</b>	<b>6.3%</b>	<b>1,530</b>	<b>4.3 %</b>
Secondary Art drama and Music teachers	62,010	5.8	1,310	3.6
Architecture Teachers, Postsecondary	5,730	0.5	220	0.6
<b>CREATIVE WORKFORCE TOTAL</b>	<b>1,068,200</b>	<b>100%</b>	<b>35,994</b>	<b>100%</b>
<p><b>Table C1:</b> The above data shows the number of individuals employed in the creative workforce along four occupational categories: Performing art, Craft and Visual art, Professional services and Art Education. The data also shows the percentage of total Michigan workforce that each occupation represents as well as what percentage the creative workforce is in comparison to all industries.</p> <p>* 2003 MI employment estimate for Actors not available; estimated assuming equivalent share of MI total creative workforce as in 2000.</p> <p style="text-align: right;">Source: Occupational Employment Statistics Data 2003</p>				

<b>Table C2: Creative Workforce Employment Compared to Total Workforce.</b>	<b>National 03'</b>	<b>Michigan 03'</b>
Creative Workforce	1,068,200	35,994
All Industries Total Workforce	127,420,170	4,310,420
<b>Creative Workforce as % of All Industries</b>	<b>0.84%</b>	<b>0.84%</b>

**Table C2:** The above data is a comparison of total creative workforce data and data from all industries at both the U.S. and Michigan level.

Source: Occupational Employment Statistical Data 2003.



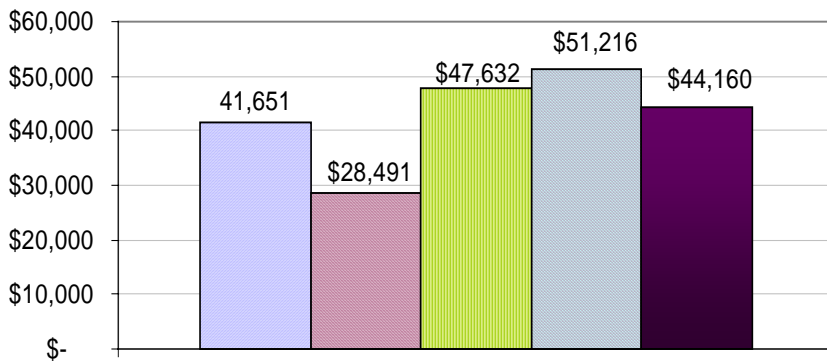


## Appendix D: Earnings in Creative Occupations

<b>Table D1: Annual Mean Wage Estimates for Michigan's Creative Workforce</b>	<b>National Data 2003</b>	<b>Michigan Data 2003</b>
	<b>Mean Annual Wage</b>	<b>Mean Annual Wage</b>
<b>PERFORMING ARTIST OCCUPATIONS</b>	<b>\$ 51,239</b>	<b>\$ 47,579</b>
Art Director	\$ 71,530	\$ 73,050
Actor	\$ 47,650	\$ 19,000
Producers and Directors	\$ 73,030	\$ 62,800
Announcers	\$ 30,110	\$ 37,060
Authors	\$ 53,020	\$ 47,370
Musical Directors and Composers	\$ 42,960	\$ 38,920
Musicians and Singers	\$ 51,450	\$ 48,980
Dancers	\$ 26,480	\$ 19,340
Choreographers	\$ 36,700	\$ 27,020
<b>CRAFT AND VISUAL ARTS OCCUPATIONS</b>	<b>\$ 27,873</b>	<b>\$ 32,030</b>
Painting, Coating, and Decorating Workers	\$ 24,620	\$ 28,540
Fine Artists, Including Painters, Sculptors, and Illustrators	\$ 42,610	\$ 46,120
Photographers	\$ 30,430	\$ 36,920
Cabinetmakers and Bench Carpenters	\$ 26,390	\$ 29,200
<b>PROFESSIONAL SERVICE OCCUPATIONS</b>	<b>\$ 45,685</b>	<b>\$ 53,293</b>
Architects	\$ 65,120	\$ 66,990
Archivists, Curators, and Museum Technicians	\$ 40,360	\$ 38,180
Commercial and Industrial Designers	\$ 56,110	\$ 71,390
Exhibit and Set Designers	\$ 39,430	\$ 37,000
Fashion Designers	\$ 64,030	\$ 41,160
Floral Designers	\$ 21,260	\$ 20,990
Graphic Designers	\$ 41,620	\$ 45,220
Interior Designers	\$ 44,550	\$ 44,070
Landscape Architects	\$ 55,010	\$ 56,280
<b>ART EDUCATION OCCUPATIONS</b>	<b>\$ 53,265</b>	<b>\$ 53,724</b>
Secondary Art drama and Music teachers	\$ 52,210	\$ 52,510
Architecture Teachers, Postsecondary	\$ 64,680	\$ 60,950
<b>CREATIVE WORKFORCE TOTAL</b>	<b>\$ 44,168</b>	<b>\$ 47,611</b>
<p><b>Table D1:</b> The above data details annual wage estimates for occupational categories in the Creative Workforce. They show annual wage data from 2003 to compare between National and State level data. The wage estimates also help us compare the annual wage of the creative workforce to all industries at both state and national level.</p> <p style="text-align: right;">Source: Occupational Employment Statistics Data 2003</p>		

<b>Table D2: Creative Workforce Annual Mean Wage Compared to Total Workforce</b>	<b>National 03'</b>	<b>Michigan 03'</b>
Creative Workforce	\$ 44,168	\$ 47,611
All Industries Total Workforce	\$ 36,520	\$ 38,620
<b>Creative Workforce as % of All Industries</b>	<b>120.9%</b>	<b>123.3%</b>
<p><b>Table D2:</b> The above data is a comparison of total creative workforce data and data from all industries at both the U.S. and Michigan level.</p> <p style="text-align: right;">Source: Occupational Employment Statistical Data 2003.</p>		

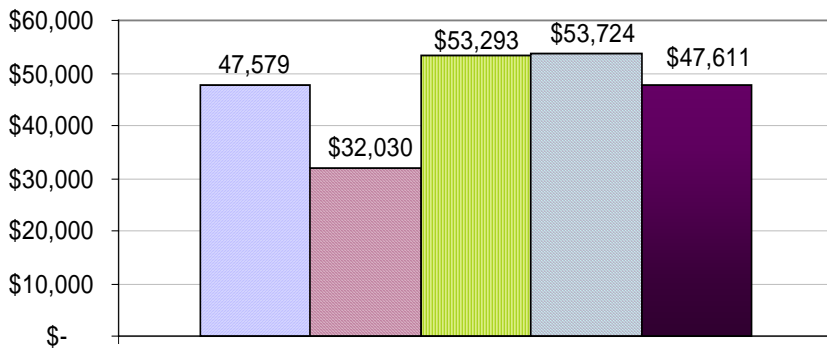
**Chart D1: Mean Wage of National Creative Workforce: 2003**



Source: Occupational Employment Statistics Data 2003

- Performing Arts Occupations
- Craft and Visual Arts Occupations
- Professional Service Occupations
- Art Education Occupations
- Creative Workforce

**Chart D2: Mean Wage of Michigan Creative Workforce: 2003**



Source: Occupational Employment Statistics Data 2003

- Performing Arts Occupations
- Craft and Visual Arts Occupations
- Professional Service Occupations
- Art Education Occupations
- Creative Workforce

<b>Table D3</b> Annual Median Wage Estimates for Michigan's Creative Workforce	<b>National Data 2003</b>	<b>Michigan Data 2003</b>
	<b>Median Annual Wage</b>	<b>Median Annual Wage</b>
<b>PERFORMING ARTIST OCCUPATIONS</b>	<b>\$ 37,277</b>	<b>\$ 39,222</b>
Art Director	\$ 63,170	\$ 53,240
Actor	\$ 25,330	\$ 16,770
Producers and Directors	\$ 51,870	\$ 57,520
Announcers	\$ 21,490	\$ 26,010
Authors	\$ 43,340	\$ 40,970
Musical Directors and Composers	\$ 33,430	\$ 35,030
Musicians and Singers	\$ 38,150	\$ 47,070
Dancers	\$ 19,740	\$ 14,360
Choreographers	\$ 32,060	\$ 23,950
<b>CRAFT AND VISUAL ARTS OCCUPATIONS</b>	<b>\$ 25,353</b>	<b>\$ 29,980</b>
Painting, Coating, and Decorating Workers	\$ 22,310	\$ 25,370
Fine Artists, Including Painters, Sculptors, and Illustrators	\$ 37,030	\$ 45,210
Photographers	\$ 25,950	\$ 34,380
Cabinetmakers and Bench Carpenters	\$ 24,920	\$ 27,650
<b>PROFESSIONAL SERVICE OCCUPATIONS</b>	<b>\$ 41,202</b>	<b>\$ 51,762</b>
Architects	\$ 58,630	\$ 66,530
Archivists, Curators, and Museum Technicians	\$ 36,160	\$ 34,650
Commercial and Industrial Designers	\$ 52,080	\$ 72,240
Exhibit and Set Designers	\$ 35,710	\$ 34,090
Fashion Designers	\$ 54,530	\$ 39,160
Floral Designers	\$ 20,090	\$ 21,490
Graphic Designers	\$ 36,930	\$ 39,050
Interior Designers	\$ 40,420	\$ 44,570
Landscape Architects	\$ 50,780	\$ 52,350
<b>ART EDUCATION OCCUPATIONS</b>	<b>\$ 49,078</b>	<b>\$ 51,484</b>
Art drama and Music Teachers, Postsecondary	\$ 48,150	\$ 50,680
Architecture Teachers, Postsecondary	\$ 59,120	\$ 56,270
<b>CREATIVE WORKFORCE TOTAL</b>	<b>\$ 37,229</b>	<b>\$ 43,934</b>
<p><b>Table D3:</b> The above data details annual wage estimates for occupational categories in the Creative Workforce. They show annual wage data from 2003 to compare between National and State level data. The wage estimates also help us compare the annual wage of the creative workforce to all industries at both state and national level.</p> <p style="text-align: right;">Source: Occupational Employment Statistics Data 2003</p>		

<b>Table D4:</b> Creative Workforce Annual Median Wage Compared to Total Workforce	<b>National 03'</b>	<b>Michigan 03'</b>
Creative Workforce	\$ 37,229	\$ 45,934
All Industries Total Workforce	\$ 28,400	\$ 30,680
<b>Creative Workforce as % of All Industries</b>	<b>131.1 %</b>	<b>149.7%</b>
<p><b>Table D5:</b> The above data is a comparison of total creative workforce data and data from all industries at both the U.S. and Michigan level.</p> <p style="text-align: right;">Source: Occupational Employment Statistical Data 2003.</p>		

## Appendix E: Profiles of Selected Michigan Occupations

<b>Table E1: Commercial and Industrial Designers</b>			
<b>States with highest concentration of Industrial designers:</b>	<b># employed</b>	<b>Annual Wage</b>	<b>% of State</b>
<u>Michigan</u>	5,740	\$71,390	0.13%
<u>Massachusetts</u>	1,980	\$57,520	0.06%
<u>Rhode Island</u>	260	\$49,460	0.05%
<u>Wisconsin</u>	1,050	\$49,180	0.04%
<u>Colorado</u>	770	\$49,830	0.04%
<b>Top paying States for Industrial Designers:</b>	<b># employed</b>	<b>Annual Wage</b>	<b>% of State</b>
<u>Michigan</u>	5,740	\$71,390	0.13%
<u>Connecticut</u>	440	\$70,720	0.03%
<u>New York</u>	1,970	\$67,810	0.02%
<u>Louisiana</u>	440	\$61,970	0.02%
<b>Industries with highest number of Industrial Designers:</b>	<b># employed</b>	<b>Annual Wage</b>	
<u>Architectural and engineering services</u>	4,510	\$65,940	
<u>Other miscellaneous manufacturing</u>	2,990	\$44,060	
<u>Specialized design services</u>	2,650	\$64,390	
<u>Employment services</u>	1,480	\$64,660	
<u>Management of companies and enterprises</u>	1,230	\$60,130	
<b>Top paying industries for this occupation:</b>	<b># employed</b>	<b>Annual Wage</b>	
<u>Computer and peripheral equipment mfg.</u>	290	\$80,280	
<u>Architectural and engineering services</u>	4,510	\$65,940	
<b>Table E1:</b> The above table details ranked data comparing Michigan Industrial Designers to the rest of the nation and provides industries where they are most likely employed and best paid.			
Source: Occupational Employment Statistical Data 2003			

<b>Table E2: Painters, coaters and decorators (PCD)</b>			
<b>States with highest concentration of workers in PCD:</b>	<b># employed</b>	<b>Annual Wage</b>	<b>% of State</b>
<u>Nebraska</u>	360	\$23,720	0.04%
<u>Wisconsin</u>	1,050	\$26,280	0.04%
<u>New Mexico</u>	240	\$19,100	0.03%
<u>Indiana</u>	900	\$22,180	0.03%
<u>Michigan</u>	1,350	\$28,540	0.03%
<b>Top paying States for PCD:</b>	<b># employed</b>	<b>Annual Wage</b>	<b>% of State</b>
<u>Nevada</u>	200	\$31,480	0.02%
<u>Michigan</u>	1,350	\$28,540	0.03%
<u>Massachusetts</u>	600	\$27,770	0.02%
<b>Industries with the highest number of PCD's:</b>	<b># employed</b>	<b>Annual Wage</b>	
<u>Independent artists, writers, and performers</u>	2,520	\$44,390	
<u>Newspaper, book, and directory publishers</u>	1,330	\$46,860	
<u>Advertising and related services</u>	580	\$49,370	
<u>Printing and related support activities</u>	420	\$32,070	
<u>Specialized design services</u>	360	\$45,010	
<b>Table E2:</b> The above table details ranked data comparing Michigan Painters, Coaters and Decorators to the rest of the nation and provides industries where they are most likely employed and best paid.			
Source: Occupational Employment Statistical Data 2003			

<b>Table E3: Photographers</b>			
<b>Top paying States for this occupation:</b>	<b># employed</b>	<b>Annual Wage</b>	<b>% of State</b>
<u>North Carolina</u>	1,460	\$40,430	0.04%
<u>Connecticut</u>	1,010	\$38,390	0.06%
<u>Minnesota</u>	1,130	\$37,640	0.04%
<u>Michigan</u>	1,710	\$36,920	0.04%
<b>Industries with highest employment for photography:</b>	<b># employed</b>	<b>Annual Wage</b>	
<u>Other professional and technical services</u>	37,240	\$28,110	
<p><b>Table E3:</b> The above table details raked data comparing Michigan Photographers to the rest of the nation and provides industries where they are most likely employed and best paid.</p> <p style="text-align: right;">Source: Occupational Employment Statistical Data 2003</p>			

## Appendix F: Technical Notes

### ***The North American Industry Classification System (NAICS)***

The NAICS was developed by US, Canadian and Mexican to create a unified system for classifying economic entities in North America. Although data is only collected every five years, and disseminated 3 years after collection, our research team felt that the previous economic census data was still the best measure of the cultural industries in Michigan at this time.

### ***Occupational Employment Statistics (OES).***

A collaborative program between the Bureau of Labour Statistics and the State Employment Security Agencies (SESA's) OES data provides wage and employment estimates for 750 occupations. Our research team used OES data to describe the Creative Workforce. Even with its extensive scope the OES is limited to only paid workers in an incorporated establishment, which does not take into account self-employed.

### ***County Business Patterns (CBP)***

Initially used to produce trend data for Michigan's Cultural Industries, the CBP trends were later adapted to predict missing industry employment numbers within the Cultural Industries data. The CBP data was used to create trends for the following industries: Other Performing Arts Companies, taxable music groups and artists, tax exempt dance companies, taxable museums and taxable heritage sites.

### ***Definition of the Creative Industries.***

Since this document is a partial duplication of the New England Council Report of June 2000 the definition for the Creative Industries was an adaptation of the definition of Creative Cluster, which was borrowed from the previously mentioned document. Our research team felt comfortable with this decision because of the extensive research that had already gone into producing this methodology.

### ***Definition of the Creative Occupations.***

Adapted from the New England Council Report, we primarily used definitions that were adapted from the National Endowment for the Arts 1996 study entitled *Artists in the Workforce* which includes in its definition eleven occupational categories: actors & directors, announcers, architects, art, drama & music teachers, authors, dancers, designers, musicians & composers, painters, sculptors, & craft artists, photographers, and artists & performers, we also added the three additional categories that were used in the New England Study: cabinet makers, bench carpenter, and painters coaters and decorators. .