

ArtsQuest
Internal Operating Statement - AQ AND PAC ONLY
2021 BUDGET SUMMARY-MID

| | 2021 Bud |
|--|-----------------|
| Operating | |
| Programs | |
| Visual Arts | |
| Visual Arts | |
| Visual Arts Revenue | \$ 100,428 |
| Visual Arts Expense | 55,511 |
| Total Visual Arts | 44,917 |
| Glass | |
| Glass Revenue | 129,748 |
| Glass Expense | 67,136 |
| Total Glass | 62,612 |
| Total Visual Arts | 107,529 |
| ArtsQuest Center - Musikfest Cafe | |
| ArtsQuest Center - Musikfest Cafe Revenue | 203,600 |
| ArtsQuest Center - Musikfest Cafe Expenses | 204,100 |
| Total ArtsQuest Center - Musikfest Cafe | (500) |
| ArtsQuest Center Cinema | |
| ArtsQuest Center Cinema Revenue | 219,250 |
| ArtsQuest Center Cinema Expense | 118,923 |
| Total ArtsQuest Center Cinema | 100,327 |
| ArtsQuest Center- Comedy | |
| ArtsQuest Center Comedy Revenue | 41,625 |
| ArtsQuest Center Comedy Expense | 31,730 |
| Total ArtsQuest Center- Comedy | 9,895 |
| Commons/Square Entertainment | |
| Creativity Commons/ Town Square Revenue | 90,000 |
| Creativity Commons/ Town Square Expense | 142,700 |
| Total Commons/Square Entertainment | (52,700) |
| Experiential Programs | |
| Step Outdoors | |
| Step Outdoors Revenue | - |
| Step Outdoors Expense | - |
| Total Step Outdoors | - |
| Cars & Coffee | |
| Cars & Coffee Revenue | - |
| Cars & Coffee Expense | - |
| Total Cars & Coffee | - |
| Soccerfest | |
| Soccerfest Revenue | - |
| Soccerfest Expense | - |
| Total Soccerfest | - |
| Sangriafest SteelStacks | |
| Sangriafest SS Revenue | - |

| | |
|---------------------------------------|----------------|
| Sangriafest SS Expense | - |
| Total Sangriafest | - |
| Sangriafest Macungie | |
| Sangriafest Macungie - Revenue | - |
| Sangriafest Macungie - Expense | - |
| Total Sangriafest Macungie | - |
| Border Brawl | |
| Border Brawl Revenue | - |
| Border Brawl Expense | - |
| Total Border Brawl | - |
| SteelStacks Grand Prix | |
| SteelStacks Grand Prix Revenue | - |
| SteelStacks Grand Prix Expense | - |
| Total SteelStacks Grand Prix | - |
| Sports & Cultural | |
| Sports & Cultural Revenue | 10,000 |
| Sports & Cultural Expense | 15,000 |
| Total Sports & Cultural | (5,000) |
| F&B Events | |
| Food & Bev Events Revenue | - |
| Food & Bev Events Expense | - |
| Total F&B Events | - |
| Total Experiential Programming | (5,000) |
| Education & Outreach | |
| Education & Outreach - Revenue | 100,408 |
| Education & Outreach - Expense | 54,680 |
| Total | 45,728 |
| Total Education & Outreach | 45,728 |
| Total Programs | 205,279 |
| Festivals | |
| Musikfest | |
| Musikfest Revenue | |
| Musikfest Operations Revenue | 74,250 |
| Musikfest Performing Arts Revenue | 50,000 |
| Musikfest Visual Arts Revenue | 800 |
| Musikfest Merchandise Revenue | 33,000 |
| Musikfest Development Revenue | - |
| Musikfest Hospitality Revenue | - |
| Total Musikfest Revenue | 158,050 |
| Musikfest Expense | |
| Musikfest Operations Expense | 174,325 |
| Musikfest Performing Arts Expense | 37,954 |
| Musikfest Visual Arts Expense | - |
| Musikfest Marketing Expense | 25,000 |
| Musikfest Merchandise Expense | 14,500 |
| Musikfest Development Expense | 15,000 |
| Musikfest Hospitality Expense | - |
| Total Musikfest Expense | 266,779 |

| | | | |
|--|------------------------------------|--|------------------|
| Total Musikfest | | | (108,729) |
| Christkindlmarkt | | | |
| Christkindlmarkt Revenue | | | 1,279,020 |
| Christkindlmarkt Expense | | | 478,400 |
| Total Christkindlmarkt | | | 800,620 |
| Oktoberfest | | | |
| Oktoberfest Revenue | | | 5,800 |
| Oktoberfest Expense | | | 10,450 |
| Total Oktoberfest | | | (4,650) |
| Sabor Latin Festival | | | |
| Sabor Latin Festival Revenue | | | - |
| Sabor Latin Festival Expense | | | - |
| Total Sabor Latin Festival | | | - |
| Peepsfest | | | |
| Peepsfest Revenue | | | 3,000 |
| Peepsfest Expense | | | 11,750 |
| Total Peepsfest | | | (8,750) |
| Blast Furnace Blues Festival | | | |
| Blast Furnace Blues Revenue | | | - |
| Blast Furnace Blues Expense | | | - |
| Total | | | - |
| Total BFB Festival | | | - |
| South Side Arts & Music Festival | | | |
| SSAMF Revenue | | | - |
| SSAMF Expense | | | - |
| Total | | | - |
| Total SSAMF | | | - |
| General - Non Specific | | | |
| 7031-01-02-00-06 | Tents, Platforms, etc. - PNC Plaza | | - |
| Total General - Non Specific | | | - |
| Total Festivals | | | 678,491 |
| Other Programs | | | |
| Patriotic Holidays | | | |
| Patriotic Holidays Revenue | | | - |
| Patriotic Holidays Expense | | | - |
| Total Patriotic Holidays | | | - |
| Total Events, Markets, Other Programs | | | - |
| Properties | | | |
| Banana Factory | | | |
| Banana Factory Revenue | | | 182,022 |
| Banana Factory Expense | | | 186,569 |
| Total Banana Factory | | | (4,547) |
| ArtsQuest Center | | | |
| ArtsQuest Center Revenue | | | 773,230 |
| ArtsQuest Center Expense | | | 1,158,392 |

| | | |
|---|-----------------------|-----------------------|
| Total ArtsQuest Center | | (385,162) |
| Concert Pavilion Property | | |
| Concert Pavilion Property Revenue | - | |
| Concert Pavilion Property Expense | 35,283 | |
| Total | (35,283) | |
| Total Concert Pavilion Property | | (35,283) |
| Visitor Center | | |
| Visitor Center Revenue | 60,100 | |
| Visitor Center Expense | 100,811 | |
| Total | (40,711) | |
| Total Visitor Center | | (40,711) |
| Total Properties | | (465,703) |
| Support Activities | | |
| Box Office | | |
| Box Office Revenue | 66,309 | |
| Box Office Expense | 96,361 | |
| Total Box Office | | (30,052) |
| Retail Services | | |
| Retail Operations | | |
| Retail Operations Revenue | 41,000 | |
| Retail Operations Expense | 26,581 | |
| Total Retail Operations | | 14,419 |
| On-Line Store | | |
| On-Line Store Revenue | 10,000 | |
| On-Line Store Expense | 7,750 | |
| Total On-Line Store | | 2,250 |
| Total Retail Services | | 16,669 |
| Organizational Development | | |
| Organizational Development Revenue | 1,192,621 | |
| Organizational Development Expense | 26,925 | |
| Total Organizational Development | | 1,165,696 |
| Total Support Activities | | 1,152,313 |
| General & Administrative | | |
| General & Administrative Revenue | 1,173,500 | |
| General & Administrative Expenses | 4,785,398 | |
| Total General & Administrative | | (3,611,898) |
| Total Operating Surplus/(Deficit) | | \$ (2,041,517) |
| Total Operating Revenue | \$ 5,839,711 | |
| <i>PPP2, SVOG (SBA Grant)</i> | <i>Unknown</i> | |
| Total Operating Revenue | 5,839,710.91 | |
| Total Operating Expenses | (7,881,227.90) | |
| Total Operating Surplus/(Deficit) | \$ (2,041,517) | |