## ArtsQuest Internal Operating Statement
### 2023 BUDGET SUMMARY

#### Operating

<table>
<thead>
<tr>
<th>Programs</th>
<th>2023 Budget</th>
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<tbody>
<tr>
<td><strong>Visual Arts</strong></td>
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</tr>
<tr>
<td>Visual Arts Revenue</td>
<td>314,234</td>
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<tr>
<td>Visual Arts Expense</td>
<td>401,842</td>
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<tr>
<td><strong>Total Visual Arts</strong></td>
<td>(87,608)</td>
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<tr>
<td>Glass</td>
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<tr>
<td>Glass Revenue</td>
<td>255,959</td>
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<td>Glass Expense</td>
<td>236,940</td>
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<tr>
<td><strong>Total Glass</strong></td>
<td>19,019</td>
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<tr>
<td><strong>Total Visual Arts</strong></td>
<td>(68,589)</td>
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<tr>
<td><strong>ArtsQuest Center - Musikfest Cafe</strong></td>
<td></td>
</tr>
<tr>
<td>ArtsQuest Center - Musikfest Cafe Revenue</td>
<td>1,072,500</td>
</tr>
<tr>
<td>ArtsQuest Center - Musikfest Cafe Expenses</td>
<td>1,025,042</td>
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<td><strong>47,458</strong></td>
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<td>ArtsQuest Center Cinema Revenue</td>
<td>222,600</td>
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<td><strong>ArtsQuest Center- Comedy</strong></td>
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<td>ArtsQuest Center Comedy Revenue</td>
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<td><strong>Commons/Square Entertainment</strong></td>
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<td>Creativity Commons/ Town Square Revenue</td>
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<td><strong>Step Outdoors</strong></td>
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<td><strong>Cars &amp; Coffee</strong></td>
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<td>Event/Program</td>
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<td>Border Brawl</td>
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<td>Border Brawl Expense</td>
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<td>F&amp;B Events</td>
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<td>Harvest Lights</td>
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<td>Festivals</td>
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<tr>
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<td>Musikfest Operations Revenue</td>
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<td>Musikfest Performing Arts</td>
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<td>Musikfest Visual Arts</td>
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<td>Musikfest Merchandise</td>
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<tr>
<td>Musikfest Development</td>
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<tr>
<td>Musikfest Hospitality</td>
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<td>Total Musikfest Revenue</td>
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<td>Musikfest Expense</td>
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<td>Christkindlmarkt</td>
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<td>Christkindlmarkt Expense</td>
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<td>Total Christkindlmarkt</td>
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<tr>
<td>Oktoberfest</td>
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</tr>
<tr>
<td>Event</td>
<td>Revenue</td>
</tr>
<tr>
<td>------------------------------</td>
<td>---------</td>
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<tr>
<td>Oktoberfest</td>
<td>680,750</td>
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<tr>
<td>Sabor Latin Festival</td>
<td>28,700</td>
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<tr>
<td>Peepsfest</td>
<td>55,700</td>
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<tr>
<td>Blast Furnace Blues Festival</td>
<td>31,725</td>
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<td>South Side Arts &amp; Music Festival/Block Party</td>
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<tr>
<td>Patriotic Holidays</td>
<td>54,445</td>
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<td>Banana Factory</td>
<td>184,214</td>
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<tr>
<td>ArtsQuest Center</td>
<td>5,324,571</td>
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<tr>
<td>Concert Pavilion Property</td>
<td>295,827</td>
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<tr>
<td>Visitor Center</td>
<td>55,886</td>
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<tr>
<td>Box Office</td>
<td>762,535</td>
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<td><strong>Total Festivals</strong></td>
<td>2,195,300</td>
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<td>Other Programs</td>
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<tr>
<td>Properties</td>
<td>10,214</td>
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<tr>
<td>Banana Factory</td>
<td>184,214</td>
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<tr>
<td>ArtsQuest Center</td>
<td>5,324,571</td>
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<tr>
<td>Concert Pavilion Property</td>
<td>295,827</td>
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<tr>
<td>Visitor Center</td>
<td>55,886</td>
</tr>
<tr>
<td>Box Office</td>
<td>762,535</td>
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<tr>
<td><strong>Total Properties</strong></td>
<td>882,401</td>
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<tr>
<td>Support Activities</td>
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<tr>
<td>Box Office</td>
<td>762,535</td>
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## 2023 Bud

### Total Box Office
404,751

### Retail Services

<table>
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<tr>
<th>Service</th>
<th>Revenue</th>
<th>Expense</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>Retail Operations</td>
<td>82,250</td>
<td>66,078</td>
<td>16,172</td>
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<tr>
<td>On-Line Store</td>
<td>16,650</td>
<td>8,625</td>
<td>8,025</td>
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<tr>
<td>Total Retail Services</td>
<td>98,900</td>
<td>74,703</td>
<td>24,197</td>
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### Organizational Development

<table>
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<th>Development</th>
<th>Revenue</th>
<th>Expense</th>
<th>Total</th>
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<tbody>
<tr>
<td>Organizational Development</td>
<td>1,792,920</td>
<td>368,494</td>
<td>1,424,426</td>
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### General & Administrative

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<tr>
<th>Administrative</th>
<th>Revenue</th>
<th>Expense</th>
<th>Total</th>
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<tr>
<td>General &amp; Administrative</td>
<td>479,755</td>
<td>4,869,043</td>
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### On-Line Store Revenue
16,650

### On-Line Store Expense
8,625

### Total On-Line Store
8,025

### Total Retail Services
24,197

### Total Retail Services Revenue
82,250

### Total Retail Services Expense
66,078

### Total Retail Services
16,172

### Total Support Activities
1,853,374

### Total Support Activities Revenue

### Total Support Activities Expense

### General & Administrative Revenue
479,755

### General & Administrative Expense
4,869,043

### Total General & Administrative
(4,389,288)

### Total Operating Profit/(Loss)
683,514

### RE-IMAGINE CAMPAIGN

#### Re-Imagine Campaign - AQCCC

<table>
<thead>
<tr>
<th>Campaign</th>
<th>Revenue</th>
<th>Expense</th>
<th>Total</th>
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<td>Re-Imagine Revenue - AQCCC</td>
<td>1,664,000</td>
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<td>Re-Imagine Expense - AQCCC</td>
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<td>Total Re-Imagine Campaign - AQCCC</td>
<td>458,804</td>
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<tr>
<td>Re-Imagine - Turn and Grind</td>
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<tr>
<td>Re-Imagine Revenue - Turn &amp; Grind</td>
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<td>Re-Imagine Expenses - Turn &amp; Grind</td>
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<tr>
<td>Total Re-Imagine - Turn and Grind</td>
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### Capital Projects

<table>
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<th>Project</th>
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<td>NPP Expense</td>
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### Total Capital Projects
(500,000)

### NET SURPLUS/(DEFICIT)

<table>
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<th></th>
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<th>Expense</th>
<th>Total</th>
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<tbody>
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<td>Revenues</td>
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<td>Expenses</td>
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<tr>
<td>Net</td>
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