

ArtsQuest

Internal Operating Statement - AQ AND PAC ONLY

For the Year Ended December 31, 2020

	2020	2020
	ACTUAL	BUD
Operating		
Programs		
Visual Arts		
Visual Arts		
Visual Arts Revenue	99,854	377,563
Visual Arts Expense	145,628	370,941
Total Visual Arts	(45,773)	6,622
Glass		
Glass Revenue	90,459	323,511
Glass Expense	110,257	294,959
Total Glass	(19,798)	28,552
Total Visual Arts	(65,572)	35,174
ArtsQuest Center - Musikfest Cafe		
ArtsQuest Center - Musikfest Cafe Revenue	420,808	1,133,300
ArtsQuest Center - Musikfest Cafe Expenses	356,410	1,024,721
Total ArtsQuest Center - Musikfest Cafe	64,398	108,579
ArtsQuest Center Cinema		
ArtsQuest Center Cinema Revenue	113,297	461,851
ArtsQuest Center Cinema Expense	134,035	349,299
Total ArtsQuest Center Cinema	(20,739)	112,552
ArtsQuest Center- Comedy		
ArtsQuest Center Comedy Revenue	57,360	122,735
ArtsQuest Center Comedy Expense	85,339	152,529
Total ArtsQuest Center- Comedy	(27,979)	(29,794)
Commons/Square Entertainment		
Creativity Commons/ Town Square Revenue	287,165	185,500
Creativity Commons/ Town Square Expense	119,695	109,640
Total Commons/Square Entertainment	167,470	75,860
Experiential Programs		
Step Outdoors		
Step Outdoors Revenue	21,748	62,850
Step Outdoors Expense	16,347	37,963
Total Step Outdoors	5,400	24,887
Cars & Coffee		
Cars & Coffee Revenue	1,250	43,500
Cars & Coffee Expense	7,888	21,827
Total Cars & Coffee	(6,638)	21,673
Soccerfest		
Soccerfest Revenue	-	-
Soccerfest Expense	-	-
Total Soccerfest	-	-
Sangriafest SteelStacks		
Sangriafest SS Revenue	125	105,231
Sangriafest SS Expense	9,233	76,768
Total Sangriafest	(9,108)	28,463
Sangriafest Macungie		
Sangriafest Macungie - Revenue	125	72,750
Sangriafest Macungie - Expense	9,209	62,174
Total Sangriafest Macungie	(9,084)	10,576
Border Brawl		
Border Brawl Revenue	-	-
Border Brawl Expense	-	-
Total Border Brawl	-	-
SteelStacks Grand Prix		
SteelStacks Grand Prix Revenue	(400)	91,500

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SteelStacks Grand Prix Expense	15,312	76,747
Total SteelStacks Grand Prix	(15,712)	14,753
Sports & Cultural		
Sports & Cultural Revenue	44,110	187,644
Sports & Cultural Expense	6,271	183,207
Total Sports & Cultural	37,839	4,437
F&B Events		
Food & Bev Events Revenue	17,410	106,646
Food & Bev Events Expense	14,245	76,749
Total F&B Events	3,165	29,898
Total Experiential Programming	5,862	134,687
Education & Outreach		
Education & Outreach - Revenue	129,569	229,800
Education & Outreach - Expense	83,455	113,595
Total	46,114	116,205
Total Education & Outreach	46,114	116,205
Total Programs	169,554	553,262
Festivals		
Musikfest		
Musikfest Revenue		
Musikfest Operations Revenue	90,727	4,237,890
Musikfest Performing Arts Revenue	18,175	2,700,000
Musikfest Visual Arts Revenue	3,405	37,000
Musikfest Merchandise Revenue	36,810	477,500
Musikfest Development Revenue	699,153	1,475,000
Musikfest Hospitality Revenue	-	226,000
Total Musikfest Revenue	848,270	9,153,390
Musikfest Expense		
Musikfest Operations Expense	275,141	3,580,341
Musikfest Performing Arts Expense	134,535	3,928,309
Musikfest Visual Arts Expense	5,030	12,914
Musikfest Marketing Expense	166,448	317,047
Musikfest Merchandise Expense	17,005	156,163
Musikfest Development Expense	118,951	200,442
Musikfest Hospitality Expense	20,172	200,116
Total Musikfest Expense	737,283	8,395,332
Total Musikfest	110,987	758,058
Christkindlmarkt		
Christkindlmarkt Revenue	680,628	1,750,700
Christkindlmarkt Expense	344,128	754,824
Total Christkindlmarkt	336,500	995,876
Oktoberfest		
Oktoberfest Revenue	59,715	438,900
Oktoberfest Expense	76,542	397,351
Total Oktoberfest	(16,826)	41,549
Sabor Latin Festival		
Sabor Latin Festival Revenue	-	23,125
Sabor Latin Festival Expense	14,216	35,582
Total Sabor Latin Festival	(14,216)	(12,457)
Peepsfest		
Peepsfest Revenue	19,060	86,000
Peepsfest Expense	17,283	69,216
Total Peepsfest	1,777	16,784
Blast Furnace Blues Festival		
Blast Furnace Blues Revenue	3,400	8,500

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Blast Furnace Blues Expense	4,800	15,987
Total	(1,400)	(7,487)
Total BFB Festival	(1,400)	(7,487)
South Side Arts & Music Festival		
SSAMF Revenue	4,175	6,225
SSAMF Expense	10,335	36,065
Total	(6,160)	(29,840)
Total SSAMF	(6,160)	(29,840)
General - Non Specific		
7031-01-02-00-06	-	-
Tents, Platforms, etc. - PNC F	-	-
Total General - Non Specific	-	-
Total Festivals	410,663	1,762,483
Other Programs		
Patriotic Holidays		
Patriotic Holidays Revenue	50,127	50,000
Patriotic Holidays Expense	15,156	26,553
Total Patriotic Holidays	34,971	23,447
Total Events, Markets, Other Programs	34,971	23,447
Properties		
Banana Factory		
Banana Factory Revenue	178,571	231,980
Banana Factory Expense	238,968	314,564
Total Banana Factory	(60,397)	(82,584)
ArtsQuest Center		
ArtsQuest Center Revenue	150,081	4,869,710
ArtsQuest Center Expense	994,705	3,915,527
Total ArtsQuest Center	(844,624)	954,183
Concert Pavilion Property		
Concert Pavilion Property Revenue	(1,109)	218,920
Concert Pavilion Property Expense	61,719	313,696
Total	(62,828)	(94,776)
Total Concert Pavilion Property	(62,828)	(94,776)
Visitor Center		
Visitor Center Revenue	55,543	81,025
Visitor Center Expense	84,830	151,082
Total	(29,288)	(70,057)
Total Visitor Center	(29,288)	(70,057)
Total Properties	(997,137)	706,766
Support Activities		
Box Office		
Box Office Revenue	116,142	491,113
Box Office Expense	107,212	227,874
Total Box Office	8,929	263,239
Retail Services		
Retail Operations		
Retail Operations Revenue	29,902	133,750
Retail Operations Expense	35,707	114,996
Total Retail Operations	(5,805)	18,754
On-Line Store		
On-Line Store Revenue	36,430	28,350
On-Line Store Expense	17,471	13,300
Total On-Line Store	18,959	15,050
Total Retail Services	13,154	33,804
Organizational Development		
Organizational Development Revenue	3,228,540	1,515,814

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Organizational Development Expense	128,864	247,932
Total Organizational Development	3,099,676	1,267,882
Total Support Activities	3,121,760	1,564,925
General & Administrative		
General & Administrative Revenue	302,419	428,285
General & Administrative Expenses	3,200,722	4,429,662
Total General & Administrative	(2,898,303)	(4,001,377)
Total Operating Profit/(Loss)	(158,493)	609,507
RE-IMAGINE CAMPAIGN		
Re-Imagine Campaign		
Re-Imagine Revenue - AQCCC	389,400	2,024,296
Re-Imagine Expense - AQCCC	30,181	837,230
Total Re-Imagine Campaign	359,218	1,187,066
Re-Imagine - Turn and Grind		
Re-Imagine Revenue - Turn & Grind	2,247	155,363
Total Re-Imagine - Turn and Grind	2,247	155,363
Re-Imagine - AQCFL1		
Re-Imagine Expenses - AQCFL1	895,808	-
Total	(895,808)	-
Total Re-Imagine	(534,343)	1,342,429
Total	(534,343)	1,342,429
Capital Projects		
Capital Expenses	91,445	215,000
NPP Expense	-	-
Total Capital Projects	(91,445)	(215,000)
	(625,789)	1,127,429
NET SURPLUS/(DEFICIT)	(784,282)	1,736,936