

ArtsQuest
Internal Operating Statement - AQ AND PAC ONLY
For Years Ended December 31
 Budget Summary - 2019, 2020
 Actuals - 2019

	2020 Bud	2019 ACT *	2019 Bud
Operating			
Programs			
Visual Arts			
Visual Arts			
Visual Arts Revenue	377,563	332,977	349,750
Visual Arts Expense	370,941	354,070	367,003
Total Visual Arts	6,622	(21,094)	(17,253)
Glass			
Glass Revenue	323,511	355,734	300,550
Glass Expense	294,959	334,886	278,871
Total Glass	28,552	20,848	21,679
Total Visual Arts	35,174	(246)	4,426
ArtsQuest Center - Musikfest Cafe			
ArtsQuest Center - Musikfest Cafe Revenue	1,133,300	1,089,037	1,089,000
ArtsQuest Center - Musikfest Cafe Expenses	1,024,721	1,114,878	1,109,750
Total ArtsQuest Center - Musikfest Cafe	108,579	(25,841)	(20,750)
ArtsQuest Center Cinema			
ArtsQuest Center Cinema Revenue	461,851	418,632	440,204
ArtsQuest Center Cinema Expense	349,299	357,207	356,728
Total ArtsQuest Center Cinema	112,552	61,425	83,477
ArtsQuest Center- Comedy			
ArtsQuest Center Comedy Revenue	122,735	113,907	112,500
ArtsQuest Center Comedy Expense	152,529	139,091	141,118
Total ArtsQuest Center- Comedy	(29,794)	(25,184)	(28,618)
Commons/Square Entertainment			
Creativity Commons/ Town Square Revenue	185,500	191,033	177,000
Creativity Commons/ Town Square Expense	109,640	70,468	117,750
Total Commons/Square Entertainment	75,860	120,565	59,250
Experiential Programs			
Step Outdoors			
Step Outdoors Revenue	62,850	44,441	31,175
Step Outdoors Expense	37,963	33,305	31,264
Total Step Outdoors	24,887	11,136	(89)
Cars & Coffee			
Cars & Coffee Revenue	43,500	40,479	43,415
Cars & Coffee Expense	21,827	25,622	21,760
Total Cars & Coffee	21,673	14,856	21,655
Soccerfest			
Soccerfest Revenue	0	26,923	27,500
Soccerfest Expense	0	45,909	41,030
Total Soccerfest	0	(18,986)	(13,530)
Sangriafest SteelStacks			
Sangriafest SS Revenue	105,231	23,607	109,726
Sangriafest SS Expense	76,768	60,096	90,348
Total Sangriafest	28,463	(36,489)	19,378

Sangriafest Macungie			
Sangriafest Macungie - Revenue	72,750	29,869	0
Sangriafest Macungie - Expense	62,174	43,978	0
Total Sangriafest Macungie	10,576	(14,109)	0
Border Brawl			
Border Brawl Revenue	0	0	0
Border Brawl Expense	0	0	0
Total Border Brawl	0	0	0
SteelStacks Grand Prix			
SteelStacks Grand Prix Revenue	91,500	68,232	108,460
SteelStacks Grand Prix Expense	76,747	70,384	92,207
Total SteelStacks Grand Prix	14,753	(2,152)	16,253
Sports & Cultural			
Sports & Cultural Revenue	187,644	2,135	2,775
Sports & Cultural Expense	183,207	5,846	8,416
Total Sports & Cultural	4,437	(3,711)	(5,641)
F&B Events			
Food & Bev Events Revenue	106,646	88,651	93,127
Food & Bev Events Expense	76,749	71,798	94,375
Total F&B Events	29,898	16,853	(1,248)
Total Experiential Programming	134,687	(32,602)	36,778
Education & Outreach			
Education & Outreach - Revenue	229,800	228,178	216,449
Education & Outreach - Expense	113,595	151,899	128,815
Total	116,205	76,280	87,634
Total Education & Outreach	116,205	76,280	87,634
Total Programs	553,262	174,397	222,198
Festivals			
Musikfest			
Musikfest Revenue			
Musikfest Operations Revenue	4,237,890	4,667,346	4,034,958
Musikfest Performing Arts Revenue	2,700,000	2,972,729	2,750,000
Musikfest Visual Arts Revenue	37,000	34,080	32,000
Musikfest Merchandise Revenue	477,500	443,967	443,500
Musikfest Development Revenue	1,475,000	1,405,018	1,400,000
Musikfest Hospitality Revenue	226,000	223,120	225,000
Total Musikfest Revenue	9,153,390	9,746,259	8,885,458
Musikfest Expense			
Musikfest Operations Expense	3,580,341	3,804,289	3,508,737
Musikfest Performing Arts Expense	3,928,309	4,408,357	3,790,298
Musikfest Visual Arts Expense	12,914	14,088	10,180
Musikfest Marketing Expense	317,047	299,766	302,391
Musikfest Merchandise Expense	156,163	162,724	196,957
Musikfest Development Expense	200,442	181,367	161,263
Musikfest Hospitality Expense	200,116	216,644	196,246
Total Musikfest Expense	8,395,332	9,087,236	8,166,072
Total Musikfest	758,058	659,023	719,386
Christkindlmarkt			
Christkindlmarkt Revenue	1,750,700	1,840,490	1,522,000
Christkindlmarkt Expense	754,824	758,932	680,438
Total Christkindlmarkt	995,876	1,081,558	841,562

Oktoberfest			
Oktoberfest Revenue	438,900	420,527	376,475
Oktoberfest Expense	397,351	386,573	340,253
Total Oktoberfest	41,549	33,954	36,222
Sabor Latin Festival			
Sabor Latin Festival Revenue	23,125	19,832	31,000
Sabor Latin Festival Expense	35,582	37,162	33,235
Total Sabor Latin Festival	(12,457)	(17,329)	(2,235)
Peepsfest			
Peepsfest Revenue	86,000	70,614	82,900
Peepsfest Expense	69,216	62,918	63,707
Total Peepsfest	16,784	7,696	19,193
Blast Furnace Blues Festival			
Blast Furnace Blues Revenue	8,500	7,194	16,500
Blast Furnace Blues Expense	15,987	25,493	31,153
Total	(7,487)	(18,299)	(14,653)
Total BFB Festival	(7,487)	(18,299)	(14,653)
South Side Arts & Music Festival			
SSAMF Revenue	6,225	6,737	8,210
SSAMF Expense	36,065	32,385	36,147
Total	(29,840)	(25,648)	(27,937)
Total SSAMF	(29,840)	(25,648)	(27,937)
General - Non Specific			
7031-01-02-00-06	Tents, Platforms, etc. - PNC Plaza	0	0
Total General - Non Specific		0	0
Total Festivals	1,762,483	1,720,955	1,571,537
Other Programs			
Patriotic Holidays			
Patriotic Holidays Revenue	50,000	52,168	52,895
Patriotic Holidays Expense	26,553	29,630	40,089
Total Patriotic Holidays	23,447	22,538	12,807
Total Events, Markets, Other Programs	23,447	22,538	12,807
Properties			
Banana Factory			
Banana Factory Revenue	231,980	197,473	216,045
Banana Factory Expense	314,564	271,300	278,755
Total Banana Factory	(82,584)	(73,827)	(62,710)
ArtsQuest Center			
ArtsQuest Center Revenue	4,869,710	4,713,781	4,485,750
ArtsQuest Center Expense	3,915,527	3,810,578	3,394,414
Total ArtsQuest Center	954,183	903,202	1,091,336
Concert Pavilion Property			
Concert Pavilion Property Revenue	218,920	131,760	389,741
Concert Pavilion Property Expense	313,696	204,798	387,699
Total	(94,776)	(73,038)	2,042
Total Concert Pavilion Property	(94,776)	(73,038)	2,042
Visitor Center			

Visitor Center Revenue	81,025	83,559	84,715
Visitor Center Expense	151,082	147,560	166,956
Total	(70,057)	(64,001)	(82,241)
Total Visitor Center	(70,057)	(64,001)	(82,241)
Total Properties	706,766	692,336	948,426
Support Activities			
Box Office			
Box Office Revenue	491,113	516,773	603,460
Box Office Expense	227,874	226,310	306,849
Total Box Office	263,239	290,463	296,612
Retail Services			
Retail Operations			
Retail Operations Revenue	133,750	204,248	165,500
Retail Operations Expense	114,996	188,192	115,510
Total Retail Operations	18,754	16,056	49,990
On-Line Store			
On-Line Store Revenue	28,350	22,318	21,120
On-Line Store Expense	13,300	15,581	10,670
Total On-Line Store	15,050	6,737	10,450
Total Retail Services	33,804	22,793	60,440
Organizational Development			
Organizational Development Revenue	1,515,814	1,518,909	1,571,583
Organizational Development Expense	247,932	198,785	281,576
Total Organizational Development	1,267,882	1,320,124	1,290,007
Total Support Activities	1,564,925	1,633,380	1,647,059
General & Administrative			
General & Administrative Revenue	428,285	364,066	234,000
General & Administrative Expenses	4,429,662	3,904,772	4,025,053
Total General & Administrative	(4,001,377)	(3,540,706)	(3,791,053)
Total Operating Profit/(Loss)	609,507	702,901	610,974
TOTAL REVENUES	23,020,168	22,970,545	21,848,983
TOTAL EXPENSES	(22,410,661)	(22,267,643)	(21,238,009)
Total Operating Profit/(Loss)	609,507	702,901	610,974

* 2019 Operating results reflect the unaudited income statement that is not presented in accordance with GAAP. Audited Financials are expected to be completed by May 31, 2020 and would reflect all GAAP adjustments included non-cash items and long-term pledge revenues.