

Allentown Symphony Association
Annual Organizational Budget
June 1, 2018-May 31, 2019

<u>Earned Revenues</u>	<u>2018-2019 Budget</u>	<u>2018-2019 Actuals</u>
Tickets and Subscriptions	\$ 634,000	\$ 655,309
Venue Rentals	\$ 292,000	\$ 311,886
Schadt Trust Income	\$ 219,000	\$ 239,155
Concession Sales/Catering Rev	\$ 48,500	\$ 74,194
Other Earned Revenues	\$ -	\$ 2,763
Total Earned Revenues	\$ 1,193,500	\$ 1,283,307
<u>Contributed Revenues</u>		
Annual Fund	\$ 575,000	\$ 455,466
Foundation Grants	\$ 600,000	\$ 679,860
Government Grants	\$ 40,000	\$ 535,828
Education/EITC Grants	\$ 260,000	\$ 226,696
Special Events	\$ 160,000	\$ 148,396
Sponsorships	\$ 101,200	\$ 95,481
Debt Reduction Fund	\$ 168,000	\$ -
Total Contributed Revenues	\$ 1,904,200	\$ 2,141,727
TOTAL REVENUES	\$ 3,097,700	\$ 3,425,034
Personnel	\$ 1,861,437	\$ 1,818,730
Publicity/Marketing	\$ 190,400	\$ 197,132
Outside Services	\$ 66,380	\$ 95,654
Food & Beverage (Concessions, Events)	\$ 80,290	\$ 97,617
Utilities	\$ 137,300	\$ 97,177
Maintenance	\$ 122,520	\$ 118,357
Production & Guest Artist Expenses	\$ 240,830	\$ 287,554
Insurance	\$ 66,000	\$ 72,400
Interest Expense	\$ 30,000	\$ 53,164
Dues & Subscriptions	\$ 17,645	\$ 8,557
Awards & Scholarships	\$ 3,500	\$ -
Office Expenses	\$ 34,527	\$ 41,628
Miscellaneous	\$ 8,850	\$ 5,075
Credit Card Processing Fees	\$ 45,600	\$ 55,321
Postage	\$ 8,300	\$ 6,778
TOTAL EXPENSES	\$ 2,913,579	\$ 2,955,143
SURPLUS(DEFICIT)	\$ 184,121	\$ 469,891

2019-2020 Budget

\$ 665,935
\$ 222,800
\$ 220,000
\$ 48,500
\$ -

\$ 1,157,235

\$ 525,000
\$ 695,000
\$ 40,808
\$ 258,000
\$ 152,500
\$ 120,000
\$ 150,000

\$ 1,941,308

\$ 3,098,543

\$ 1,980,534
\$ 239,449
\$ 78,900
\$ 70,400
\$ 128,900
\$ 105,815
\$ 228,900
\$ 68,500
\$ 51,000
\$ 20,850
\$ 17,800
\$ 41,596
\$ 5,150
\$ 43,000
\$ 10,530

\$ 3,091,324

\$ 7,219