### Allentown Symphony Association 2023-2024 Budget

**Organization Budget**

#### Earned and Investment Revenues

<table>
<thead>
<tr>
<th>Revenue Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tickets and Subscriptions</td>
<td>$756,909</td>
</tr>
<tr>
<td>Venue Rentals</td>
<td>$183,082</td>
</tr>
<tr>
<td>Concession Sales/Catering Rev</td>
<td>$49,289</td>
</tr>
<tr>
<td>Trust and Investment Income</td>
<td>$561,409</td>
</tr>
<tr>
<td><strong>Total Earned and Investment R</strong></td>
<td><strong>$1,550,689</strong></td>
</tr>
</tbody>
</table>

#### Contributed Revenues

<table>
<thead>
<tr>
<th>Revenue Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Contributions</td>
<td>$782,550</td>
</tr>
<tr>
<td>Foundation Grants</td>
<td>$525,050</td>
</tr>
<tr>
<td>Government Grants</td>
<td>$595,500</td>
</tr>
<tr>
<td>Corporate Grants</td>
<td>$229,990</td>
</tr>
<tr>
<td>Special Events</td>
<td>$200,000</td>
</tr>
<tr>
<td><strong>Total Contributed Revenues</strong></td>
<td><strong>$2,333,090</strong></td>
</tr>
</tbody>
</table>

**TOTAL REVENUES** $3,883,779

#### Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dpt. Exp. Capital</td>
<td>$12,385.00</td>
</tr>
<tr>
<td>Personnel</td>
<td>$2,626,298</td>
</tr>
<tr>
<td>Publicity/Marketing</td>
<td>$277,389</td>
</tr>
<tr>
<td>Food &amp; Beverage (Concessions,</td>
<td>$61,098</td>
</tr>
<tr>
<td>Utilities</td>
<td>$105,681</td>
</tr>
<tr>
<td>Maintenance</td>
<td>$99,077</td>
</tr>
<tr>
<td>Production &amp; Guest Artist Expns</td>
<td>$159,290</td>
</tr>
<tr>
<td>Awards &amp; Scholarships</td>
<td>$18,200</td>
</tr>
<tr>
<td>Overhead</td>
<td>$522,299</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$3,881,717</strong></td>
</tr>
</tbody>
</table>

**SURPLUS(DEFICIT)** $2,062

*Includes realization of COVID-related stimulus funding.*