

Allentown Symphony Association- Annual Operating Budgets

Allentown Symphony Association 2021-2022 Budget

2020-2021 Actuals (Unaudited)

Earned and Investment Revenues

| | |
|---|---------------------|
| Tickets and Subscriptions | \$ 578,545 |
| Venue Rentals | \$ 91,300 |
| Concession Sales/Catering Rev | \$ 7,070 |
| Trust and Investment Income | \$ 515,950 |
| Total Earned and Investment Revenues | \$ 1,192,865 |

Contributed Revenues

| | |
|-----------------------------------|---------------------|
| Individual Contributions | \$ 623,000 |
| Foundation Grants | \$ 520,000 |
| Government Grants* | \$ 1,142,637 |
| Corporate Grants | \$ 237,135 |
| Special Events | \$ 150,000 |
| Total Contributed Revenues | \$ 2,672,772 |

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|-----------------------|---------------------|
| TOTAL REVENUES | \$ 3,865,637 |
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Expenses

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|---------------------------------------|--------------|
| Personnel | \$ 2,219,836 |
| Publicity/Marketing | \$ 257,500 |
| Food & Beverage (Concessions, Events) | \$ 74,769 |
| Utilities | \$ 116,367 |
| Maintenance | \$ 104,174 |
| Production & Guest Artist Expenses | \$ 126,960 |
| Interest Expense | \$ 16,059 |
| Awards & Scholarships | \$ 22,100 |
| Overhead | \$ 374,527 |

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| TOTAL EXPENSES | \$ 3,312,292 |
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|-------------------------|-------------------|
| SURPLUS(DEFICIT) | \$ 553,345 |
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*Includes realization of COVID-related stimulus funding.

Earned and Investment Revenues

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|-------------------------------|------------|
| Tickets and Subscriptions | \$ 17,566 |
| Venue Rentals | \$ 11,481 |
| Concession Sales/Catering Rev | \$ - |
| Trust and Investment Income | \$ 262,198 |

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|---|-------------------|
| Total Earned and Investment Revenues | \$ 291,245 |
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Contributed Revenues*

| | |
|--------------------------|------------|
| Individual Contributions | \$ 609,236 |
| Foundation Grants | \$ 587,200 |
| Government Grants | \$ 278,500 |
| Corporate Grants | \$ 125,022 |
| Special Events | \$ 162,120 |

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|-----------------------------------|---------------------|
| Total Contributed Revenues | \$ 1,762,078 |
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|-----------------------|---------------------|
| TOTAL REVENUES | \$ 2,053,323 |
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Expenses

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|---------------------------------------|--------------|
| Personnel | \$ 1,357,914 |
| Publicity/Marketing | \$ 55,853 |
| Outside Services | \$ 101,282 |
| Food & Beverage (Concessions, Events) | \$ 22,164 |
| Utilities | \$ 54,492 |
| Maintenance | \$ 74,536 |
| Production & Guest Artist Expenses | \$ 58,547 |
| Insurance | \$ 58,181 |
| Interest Expense | \$ 5,767 |
| Dues & Subscriptions | \$ 8,686 |
| Awards & Scholarships | \$ 600 |
| Office Expenses | \$ 40,557 |
| Miscellaneous | \$ 7,150 |
| Bank/Ticketing Fees | \$ 41,884 |
| Postage | \$ 3,024 |

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|-----------------------|---------------------|
| TOTAL EXPENSES | \$ 1,890,636 |
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