Allentown Symphony Association- Annual Operating Budgets

| Allentown Symphony Association 2021-2022 Budget | | | 2020-2021 Actuals (Unaudited) | | |
|--|-------------------------------|---|--|-----------------------------|--|
| Earned and Investment Revenues | | | Earned and Investment Revenues | | |
| Tickets and Subscriptions | \$ | 578,545 | Tickets and Subscriptions | \$ | 17,566 |
| Venue Rentals | \$ | 91,300 | Venue Rentals | \$ | 11,481 |
| Concession Sales/Catering Rev | \$ | 7,070 | Concession Sales/Catering Rev | \$ | - |
| Trust and Investment Income | \$ | 515,950 | Trust and Investment Income | \$ | 262,198 |
| Total Earned and Investment Revenues | \$ | 1,192,865 | | | |
| | | | Total Earned and Investment Revenues | \$ | 291,245 |
| Contributed Revenues | | | | | |
| Individual Contributions | \$ | 623,000 | Contributed Revenues* | | |
| Foundation Grants | \$ | 520,000 | Individual Contributions | \$ | 609,236 |
| Government Grants* | \$ | 1,142,637 | Foundation Grants | \$ | 587,200 |
| Corporate Grants | \$ | 237,135 | Government Grants | \$ | 278,500 |
| Special Events | \$ | 150,000 | Corporate Grants | \$ | 125,022 |
| Total Contributed Revenues | \$ | 2,672,772 | Special Events | \$ | 162,120 |
| TOTAL REVENUES | \$ | 3,865,637 | | | |
| | | <u>-</u> | Total Contributed Revenues | \$ | 1,762,078 |
| | | _ | | | |
| Evnances | | | TOTAL REVENUES | \$ | 2,053,323 |
| <u>Expenses</u> | | | TOTAL NEVEROLS | Ψ | 2,000,020 |
| Personnel | \$ | 2,219,836 | | Ψ | 2,000,020 |
| Personnel Publicity/Marketing | \$ \$ | 257,500 | <u>Expenses</u> | | |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) | \$ \$ | 257,500 74,769 | <u>Expenses</u> Personnel | | 1,357,914 |
| Personnel Publicity/Marketing | \$ \$ \$ | 257,500 74,769 116,367 | Expenses Personnel Publicity/Marketing | \$ \$ | 1,357,914 55,853 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance | \$ \$ \$ | 257,500 74,769 116,367 104,174 | Expenses Personnel Publicity/Marketing Outside Services | \$ \$ \$ | 1,357,914 55,853 101,282 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities | \$ \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) | \$ \$ \$ | 1,357,914 55,853 101,282 22,164 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Interest Expense | \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 16,059 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) Utilities | \$ \$ \$ \$ \$ \$ | 1,357,914 55,853 101,282 22,164 54,492 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses | \$ \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) | \$ \$ \$ \$ \$ | 1,357,914 55,853 101,282 22,164 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Interest Expense | \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 16,059 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) Utilities | \$ \$ \$ \$ \$ \$ | 1,357,914 55,853 101,282 22,164 54,492 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Interest Expense Awards & Scholarships | \$ \$ \$ \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 16,059 22,100 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) Utilities Maintenance | \$ \$ \$ \$ \$ | 1,357,914 55,853 101,282 22,164 54,492 74,536 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Interest Expense Awards & Scholarships Overhead | \$ \$ \$ \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 16,059 22,100 374,527 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses | \$ \$ \$ \$ \$ \$ | 1,357,914 55,853 101,282 22,164 54,492 74,536 58,547 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Interest Expense Awards & Scholarships Overhead | \$ \$ \$ \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 16,059 22,100 374,527 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Insurance | \$ \$ \$ \$ \$ \$ \$ | 1,357,914 55,853 101,282 22,164 54,492 74,536 58,547 58,181 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Interest Expense Awards & Scholarships Overhead TOTAL EXPENSES | \$ \$ \$ \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 16,059 22,100 374,527 3,312,292 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Insurance Interest Expense | \$ \$ \$ \$ \$ \$ \$ \$ | 1,357,914 55,853 101,282 22,164 54,492 74,536 58,547 58,181 5,767 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Interest Expense Awards & Scholarships Overhead TOTAL EXPENSES | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 16,059 22,100 374,527 3,312,292 553,345 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Insurance Interest Expense Dues & Subscriptions | \$\$\$\$\$\$\$\$\$\$ | 1,357,914 55,853 101,282 22,164 54,492 74,536 58,547 58,181 5,767 8,686 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Interest Expense Awards & Scholarships Overhead TOTAL EXPENSES SURPLUS(DEFICIT) | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 16,059 22,100 374,527 3,312,292 553,345 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Insurance Interest Expense Dues & Subscriptions Awards & Scholarships | **** | 1,357,914 55,853 101,282 22,164 54,492 74,536 58,547 58,181 5,767 8,686 600 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Interest Expense Awards & Scholarships Overhead TOTAL EXPENSES SURPLUS(DEFICIT) | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 16,059 22,100 374,527 3,312,292 553,345 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Insurance Interest Expense Dues & Subscriptions Awards & Scholarships Office Expenses | *** | 1,357,914 55,853 101,282 22,164 54,492 74,536 58,547 58,181 5,767 8,686 600 40,557 |
| Personnel Publicity/Marketing Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Interest Expense Awards & Scholarships Overhead TOTAL EXPENSES SURPLUS(DEFICIT) | \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ | 257,500 74,769 116,367 104,174 126,960 16,059 22,100 374,527 3,312,292 553,345 | Expenses Personnel Publicity/Marketing Outside Services Food & Beverage (Concessions, Events) Utilities Maintenance Production & Guest Artist Expenses Insurance Interest Expense Dues & Subscriptions Awards & Scholarships Office Expenses Miscellaneous | * * * * * * * * * * * * * * | 1,357,914 55,853 101,282 22,164 54,492 74,536 58,547 58,181 5,767 8,686 600 40,557 7,150 |