

## Allentown Symphony Association Budgets

<u>Earned and Investment Revenues</u>	<u>2022-2023 Budget</u>	<u>2021-2022 Unaudited Actuals</u>
Tickets and Subscriptions	\$ 685,777	\$ 642,766
Venue Rentals	\$ 122,019	\$ 124,915
Concession Sales/Catering Rev	\$ 41,454	\$ 28,530
Trust and Investment Income	\$ 583,432	\$ 566,890
<b>Total Earned and Investment Revenues</b>	<b>\$ 1,432,682</b>	<b>\$ 1,363,100</b>
<u>Contributed Revenues</u>		
Individual Contributions	\$ 655,000	\$ 756,960
Foundation Grants	\$ 640,000	\$ 506,445
Government Grants*	\$ 372,500	\$ 1,135,668
Corporate Grants	\$ 237,500	\$ 146,060
Special Events	\$ 215,000	\$ -
<b>Total Contributed Revenues</b>	<b>\$ 2,120,000</b>	<b>\$ 2,545,133</b>
<b>TOTAL REVENUES</b>	<b>\$ 3,552,682</b>	<b>\$ 3,908,233</b>
<u>Expenses</u>		
Personnel	\$ 2,359,981	\$ 2,096,261
Publicity/Marketing	\$ 280,000	\$ 279,913
Food & Beverage (Concessions, Events)	\$ 72,960	\$ 32,374
Utilities	\$ 121,400	\$ 80,769
Maintenance	\$ 93,188	\$ 96,915
Production & Guest Artist Expenses	\$ 178,100	\$ 135,092
Interest Expense	\$ -	\$ 685
Awards & Scholarships	\$ 3,000	\$ 15,800
Overhead	\$ 443,615	\$ 421,514
<b>TOTAL EXPENSES</b>	<b>\$ 3,552,244</b>	<b>\$ 3,159,323</b>
<b>SURPLUS(DEFICIT)</b>	<b>\$ 438</b>	<b>\$ 748,910</b>

\*Includes realization of COVID-related stimulus funding.