

Pennsylvania Sinfonia Orchestra
Profit & Loss Budget Performance
 June 2021 through May 2022

	<u>Jun '21 - May 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
Public Support			
Government Support			
County of Lehigh	5,000.00	5,000.00	0.00
PCA Grant	13,000.00	13,000.00	0.00
Total Government Support	<u>18,000.00</u>	<u>18,000.00</u>	<u>0.00</u>
Private Support			
Foundations & trusts	16,065.00	18,000.00	-1,935.00
Corporate Support	814.00	2,250.00	-1,436.00
Individual Support	24,661.70	24,000.00	661.70
Board Member Support	9,950.00	12,000.00	-2,050.00
Chair Sponsorship	1,500.00	5,500.00	-4,000.00
Fundraising Events			
Art Auction	8,345.00	5,000.00	3,345.00
Simply Sinfonia	0.00	1,000.00	-1,000.00
Plant Sale	7,870.00	8,000.00	-130.00
Total Fundraising Events	<u>16,215.00</u>	<u>14,000.00</u>	<u>2,215.00</u>
Total Private Support	<u>69,205.70</u>	<u>75,750.00</u>	<u>-6,544.30</u>
Total Public Support	<u>87,205.70</u>	<u>93,750.00</u>	<u>-6,544.30</u>
Earned Revenue			
Contracted Musician Svcs	8,674.63	0.00	8,674.63
Subscription Sales	6,418.00	3,500.00	2,918.00
Single Ticket Sales	17,123.66	12,000.00	5,123.66
Program advertising sales	670.00	1,000.00	-330.00
Miscellaneous Income			
Credit Card Handling Fees	247.00	75.00	172.00
Interest - Savings Acct	1,314.94	5.00	1,309.94
Miscellaneous Income - Other	97.52	0.00	97.52
Total Miscellaneous Income	<u>1,659.46</u>	<u>80.00</u>	<u>1,579.46</u>
Total Earned Revenue	<u>34,545.75</u>	<u>16,580.00</u>	<u>17,965.75</u>
Total Income	<u>121,751.45</u>	<u>110,330.00</u>	<u>11,421.45</u>
Gross Profit	121,751.45	110,330.00	11,421.45

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Expense	Jun '21 - May 22	Budget	\$ Over Budget
Concert & Performance			
Musicians' fees			
Guest artist fees	5,470.00	2,700.00	2,770.00
Orchestra Members	28,988.63	30,750.00	-1,761.37
Musicians' Travel	1,962.98	2,200.00	-237.02
Orchestra Manager	450.00	1,350.00	-900.00
Contracted services & fees	5,250.00	0.00	5,250.00
Total Musicians' fees	42,121.61	37,000.00	5,121.61
Performance venue rental			
Instrument Rental	4,556.60	1,800.00	2,756.60
Technicians	3,250.00	625.00	2,625.00
Per-ticket charges	341.35	175.00	166.35
Performance venue rental - Other	2,430.00	4,800.00	-2,370.00
Total Performance venue rental	10,577.95	7,400.00	3,177.95
Marketing			
Ads/Newsletters			
Newsletter/Postcard Printing	2,742.31	1,900.00	842.31
Newsletter/Postcard Postage	1,849.96	1,800.00	49.96
Ads/Newsletters - Other	3,782.92	3,500.00	282.92
Total Ads/Newsletters	8,375.19	7,200.00	1,175.19
Brochure			
Brochure Printing	0.00	500.00	-500.00
Brochure Postage	0.00	500.00	-500.00
Total Brochure	0.00	1,000.00	-1,000.00
Memberships & Fees	100.00	550.00	-450.00
Marketing - Other	1,090.00	2,000.00	-910.00
Total Marketing	9,565.19	10,750.00	-1,184.81
Musical licensure	251.43	600.00	-348.57
Music & mailing	330.00	400.00	-70.00
Program, ticket printing	1,885.28	2,000.00	-114.72
Credit card fees	328.18	300.00	28.18
Misc. expenses	249.99	150.00	99.99
Total Concert & Performance	65,309.63	58,600.00	6,709.63

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Administrative Expenses			
Payroll - Admin. staff	38,541.75	43,000.00	-4,458.25
Total Payroll - Admin. staff	38,541.75	43,000.00	-4,458.25
Audit	4,000.00	3,500.00	500.00
Payroll Taxes	3,012.08	3,390.00	-377.92
Insurance	2,785.00	2,800.00	-15.00
Bank service charges	30.54	0.00	30.54
Office expense/supplies	167.92	800.00	-632.08
Postage	688.51	800.00	-111.49
Telephone/internet	1,543.34	1,400.00	143.34
Equipment rental/maint	0.00	800.00	-800.00
Misc. Admin Expense	149.90	0.00	149.90
Administrative Expenses - Other	63.83	0.00	63.83
Total Administrative Expenses	50,982.87	56,490.00	-5,507.13
Fundraising event costs			
Art Auction Costs	500.00	1,500.00	-1,000.00
Simply Sinfonia	4,457.73	4,100.00	357.73
Total Fundraising event costs	4,957.73	5,600.00	-642.27
Facilities			
Office rental	7,200.00	7,200.00	0.00
Total Facilities	7,200.00	7,200.00	0.00
Total Expense	128,450.23	127,890.00	560.23
Net Ordinary Income	-6,698.78	-17,560.00	10,861.22
Net Income	-6,698.78	-17,560.00	10,861.22