

# ARTSQUEST™

## Internal Operating Statement 2022 BUDGET SUMMARY

	2022 Bud
Operating	
<b>Programs</b>	
<b>Visual Arts</b>	
Visual Arts	
Visual Arts Revenue	472,231
Visual Arts Expense	463,109
Total Visual Arts	9,122
Glass	
Glass Revenue	238,491
Glass Expense	220,299
Total Glass	18,192
<b>Total Visual Arts</b>	<b>27,314</b>
<b>ArtsQuest Center - Musikfest Cafe</b>	
ArtsQuest Center - Musikfest Cafe Revenue	1,112,498
ArtsQuest Center - Musikfest Cafe Expenses	1,087,064
<b>Total ArtsQuest Center - Musikfest Cafe</b>	<b>25,434</b>
<b>ArtsQuest Center Cinema</b>	
ArtsQuest Center Cinema Revenue	390,102
ArtsQuest Center Cinema Expense	316,489
<b>Total ArtsQuest Center Cinema</b>	<b>73,613</b>
<b>ArtsQuest Center- Comedy</b>	
ArtsQuest Center Comedy Revenue	74,650
ArtsQuest Center Comedy Expense	109,878
<b>Total ArtsQuest Center- Comedy</b>	<b>(35,228)</b>
<b>Commons/Square Entertainment</b>	
Creativity Commons/ Town Square Revenue	188,833
Creativity Commons/ Town Square Expense	125,205
<b>Total Commons/Square Entertainment</b>	<b>63,628</b>
<b>Experiential Programs</b>	
<b>Step Outdoors (Suspended for 2022)</b>	
Step Outdoors Revenue	0
Step Outdoors Expense	0
Total Step Outdoors	0
<b>Cars &amp; Coffee</b>	
Cars & Coffee Revenue	49,500
Cars & Coffee Expense	25,749
<b>Total Cars &amp; Coffee</b>	<b>23,751</b>
<b>Soccerfest</b>	
Soccerfest Revenue	20,000
Soccerfest Expense	19,859
<b>Total Soccerfest</b>	<b>141</b>
<b>Sangriafest SteelStacks (Suspended for 2022)</b>	
Sangriafest SS Revenue	0
Sangriafest SS Expense	0
<b>Total Sangriafest</b>	<b>0</b>
Sangriafest Macungie	
Sangriafest Macungie - Revenue	81,550
Sangriafest Macungie - Expense	76,931
Total Sangriafest Macungie	4,619
<b>SteelStacks Grand Prix (Suspended for 2022)</b>	
SteelStacks Grand Prix Revenue	0
SteelStacks Grand Prix Expense	0

	<b>2022 Bud</b>
Total SteelStacks Grand Prix	0
<b>Sports &amp; Cultural</b>	
Sports & Cultural Revenue	115,000
Sports & Cultural Expense	160,179
<b>Total Sports &amp; Cultural</b>	<b>(45,179)</b>
<b>F&amp;B Events</b>	
Food & Bev Events Revenue	119,000
Food & Bev Events Expense	106,879
<b>Total F&amp;B Events</b>	<b>12,121</b>
<b>Total Experiential Programming</b>	<b>(4,549)</b>
<b>Education &amp; Outreach</b>	
Education & Outreach - Revenue	313,300
Education & Outreach - Expense	239,861
Total	73,439
<b>Total Education &amp; Outreach</b>	<b>73,439</b>
<b>Total Programs</b>	<b>223,651</b>
<b>Festivals</b>	
<b>Musikfest</b>	
Musikfest Revenue	
Musikfest Operations Revenue	4,564,050
Musikfest Performing Arts Revenue	2,750,000
Musikfest Visual Arts Revenue	35,000
Musikfest Merchandise Revenue	395,000
Musikfest Development Revenue	1,461,750
Musikfest Hospitality Revenue	295,000
Total Musikfest Revenue	9,500,800
Musikfest Expense	
Musikfest Operations Expense	3,890,632
Musikfest Performing Arts Expense	3,980,097
Musikfest Visual Arts Expense	23,496
Musikfest Marketing Expense	292,261
Musikfest Merchandise Expense	128,968
Musikfest Development Expense	207,631
Musikfest Hospitality Expense	218,184
Total Musikfest Expense	8,741,270
<b>Total Musikfest</b>	<b>759,530</b>
<b>Christkindlmarkt</b>	
Christkindlmarkt Revenue	1,985,500
Christkindlmarkt Expense	902,629
<b>Total Christkindlmarkt</b>	<b>1,082,871</b>
<b>Oktoberfest</b>	
Oktoberfest Revenue	578,200
Oktoberfest Expense	492,704
<b>Total Oktoberfest</b>	<b>85,496</b>
<b>Sabor Latin Festival</b>	
Sabor Latin Festival Revenue	27,500
Sabor Latin Festival Expense	34,880
<b>Total Sabor Latin Festival</b>	<b>(7,380)</b>
<b>Peepsfest</b>	
Peepsfest Revenue	57,050
Peepsfest Expense	64,125
<b>Total Peepsfest</b>	<b>(7,075)</b>
<b>Blast Furnace Blues Festival</b>	
Blast Furnace Blues Revenue	22,000
Blast Furnace Blues Expense	10,291
Total	11,709
<b>Total BFB Festival</b>	<b>11,709</b>
<b>South Side Arts &amp; Music Festival</b>	
SSAMF Revenue	11,780
SSAMF Expense	23,957

	<b>2022 Bud</b>
Total	(12,177)
<b>Total SSAMF</b>	<b>(12,177)</b>
<b>Total Festivals</b>	<b>1,912,974</b>
<b>Other Programs</b>	
<b>Patriotic Holidays</b>	
Patriotic Holidays Revenue	52,500
Patriotic Holidays Expense	39,193
<b>Total Patriotic Holidays</b>	<b>13,307</b>
<b>Total Events, Markets, Other Programs</b>	<b>13,307</b>
<b>Properties</b>	
<b>Banana Factory</b>	
Banana Factory Revenue	219,846
Banana Factory Expense	303,945
<b>Total Banana Factory</b>	<b>(84,099)</b>
<b>ArtsQuest Center</b>	
ArtsQuest Center Revenue	4,485,910
ArtsQuest Center Expense	3,617,837
<b>Total ArtsQuest Center</b>	<b>868,073</b>
<b>Concert Pavilion Property</b>	
Concert Pavilion Property Revenue	527,750
Concert Pavilion Property Expense	574,839
Total	(47,089)
<b>Total Concert Pavilion Property</b>	<b>(47,089)</b>
<b>Visitor Center</b>	
Visitor Center Revenue	43,225
Visitor Center Expense	170,213
Total	(126,988)
<b>Total Visitor Center</b>	<b>(126,988)</b>
<b>Total Properties</b>	<b>609,897</b>
<b>Support Activities</b>	
<b>Box Office</b>	
Box Office Revenue	757,850
Box Office Expense	332,368
<b>Total Box Office</b>	<b>425,483</b>
<b>Retail Services</b>	
Retail Operations	
Retail Operations Revenue	117,750
Retail Operations Expense	83,873
<b>Total Retail Operations</b>	<b>33,877</b>
On-Line Store	
On-Line Store Revenue	23,750
On-Line Store Expense	12,239
<b>Total On-Line Store</b>	<b>11,511</b>
<b>Total Retail Services</b>	<b>45,388</b>
<b>Organizational Development</b>	
Organizational Development Revenue	1,616,862
Organizational Development Expense	217,606
<b>Total Organizational Development</b>	<b>1,399,257</b>
<b>Total Support Activities</b>	<b>1,870,127</b>
<b>General &amp; Administrative</b>	
General & Administrative Revenue	255,348
General & Administrative Expenses	4,268,487
<b>Total General &amp; Administrative</b>	<b>(4,013,139)</b>
<b>Total Operating Profit/(Loss)</b>	<b>616,816</b>
<b>REVENUES (Total)</b>	\$ 23,458,776
<b>EXPENSES (Total)</b>	22,841,959
<b>NET OPERATING SURPLUS</b>	<b>\$ 616,816</b>