

**Pennsylvania Sinfonia Orchestra**  
**Profit & Loss Budget Performance**  
 June 2022 through May 2023

	<u>Jun '22 - May 23</u>	<u>Budget</u>	<u>\$ Over/Under\ Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Public Support</b>			
<b>Government Support</b>			
County of Lehigh	4,500.00	5,000.00	-500.00
PCA Grant	13,000.00	26,000.00	-13,000.00
<b>Total Government Support</b>	<u>17,500.00</u>	<u>31,000.00</u>	<u>-13,500.00</u>
<b>Private Support</b>			
Foundations & trusts	16,045.00	20,000.00	-3,955.00
Corporate Support	250.00	7,500.00	-7,250.00
Individual Support	33,777.86	34,000.00	-222.14
Board Member Support	20,545.00	19,000.00	1,545.00
Chair Sponsorship	5,000.00	6,000.00	-1,000.00
<b>Fundraising Events</b>			
Art Auction	0.00	9,000.00	-9,000.00
Plant Sale	8,164.00	8,500.00	-336.00
40th Anniversary	24,544.00	0.00	24,544.00
<b>Total Fundraising Events</b>	<u>32,708.00</u>	<u>17,500.00</u>	<u>15,208.00</u>
<b>Total Private Support</b>	<u>108,325.86</u>	<u>104,000.00</u>	<u>4,325.86</u>
<b>Total Public Support</b>	<u>125,825.86</u>	<u>135,000.00</u>	<u>-9,174.14</u>
<b>Earned Revenue</b>			
Contracted Musician Svcs	9,531.27	11,000.00	-1,468.73
Subscription Sales	6,230.00	10,000.00	-3,770.00
Single Ticket Sales	23,174.08	25,000.00	-1,825.92
Program advertising sales	0.00	1,000.00	-1,000.00
<b>Miscellaneous Income</b>			
Credit Card Handling Fees	442.09	200.00	242.09
Interest - Savings Acct	1,806.70	1,500.00	306.70
Miscellaneous Income - Other	662.00	0.00	662.00
<b>Total Miscellaneous Income</b>	<u>2,910.79</u>	<u>1,700.00</u>	<u>1,210.79</u>
<b>Total Earned Revenue</b>	<u>41,846.14</u>	<u>48,700.00</u>	<u>-6,853.86</u>
<b>Total Income</b>	<u>167,672.00</u>	<u>183,700.00</u>	<u>-16,028.00</u>
<b>Gross Profit</b>	167,672.00	183,700.00	-16,028.00

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Expense	<u>Jun '22 - May 23</u>	<u>Budget</u>	<u>\$ Over/Under\ Budget</u>
<b>Concert &amp; Performance</b>			
<b>Musicians' fees</b>			
Guest artist fees	5,810.00	4,750.00	1,060.00
Orchestra Members	49,710.00	52,300.00	-2,590.00
Music Director Salary	4,000.00	0.00	4,000.00
Musicians' Travel	4,450.00	5,000.00	-550.00
Orchestra Manager	5,600.00	3,000.00	2,600.00
Contracted services & fees	6,031.28	11,000.00	-4,968.72
<b>Total Musicians' fees</b>	<b>75,601.28</b>	<b>76,050.00</b>	<b>-448.72</b>
<b>Performance venue rental</b>			
Instrument Rental	2,707.45	2,700.00	7.45
Technicians	600.00	625.00	-25.00
Per-ticket charges	0.00	400.00	-400.00
Performance venue rental - Other	5,300.00	6,100.00	-800.00
<b>Total Performance venue rental</b>	<b>8,607.45</b>	<b>9,825.00</b>	<b>-1,217.55</b>
<b>Marketing</b>			
<b>Ads/Newsletters</b>			
Newsletter/Postcard Printing	3,856.56	3,000.00	856.56
Newsletter/Postcard Postage	2,777.51	5,000.00	-2,222.49
Ads/Newsletters - Other	5,203.62	1,800.00	3,403.62
<b>Total Ads/Newsletters</b>	<b>11,837.69</b>	<b>9,800.00</b>	<b>2,037.69</b>
<b>Brochure</b>			
Brochure Printing	0.00	1,200.00	-1,200.00
Brochure Postage	0.00	600.00	-600.00
<b>Total Brochure</b>	<b>0.00</b>	<b>1,800.00</b>	<b>-1,800.00</b>
Memberships & Fees	0.00	500.00	-500.00
Marketing - Other	844.42	5,000.00	-4,155.58
<b>Total Marketing</b>	<b>12,682.11</b>	<b>17,100.00</b>	<b>-4,417.89</b>
Musical licensure	582.86	500.00	82.86
Music & mailing	2,738.69	2,000.00	738.69
Program, ticket printing	2,822.63	2,700.00	122.63
Credit card fees	604.60	200.00	404.60
Misc. expenses	0.00	200.00	-200.00
<b>Total Concert &amp; Performance</b>	<b>103,639.62</b>	<b>108,575.00</b>	<b>-4,935.38</b>

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	<u>Jun '22 - May 23</u>	<u>Budget</u>	<u>\$ Over/Under\ Budget</u>
<b>Administrative Expenses</b>			
<b>Payroll - Admin. staff</b>			
Current Yr Payroll	34,754.18	44,500.00	-9,745.82
<b>Total Payroll - Admin. staff</b>	34,754.18	44,500.00	-9,745.82
<b>Administrative Fundraising</b>	18,750.00	18,750.00	0.00
<b>Audit</b>	0.00	4,000.00	-4,000.00
<b>Payroll Taxes</b>	2,994.96	4,400.00	-1,405.04
<b>Insurance</b>	3,016.00	2,800.00	216.00
<b>Office expense/supplies</b>	317.57	800.00	-482.43
<b>Postage</b>	489.08	800.00	-310.92
<b>Telephone/internet</b>	2,063.23	1,400.00	663.23
<b>Equipment rental/maint</b>	0.00	800.00	-800.00
<b>Misc. Admin Expense</b>	736.48	0.00	736.48
<b>Administrative Expenses - Other</b>	287.22	0.00	287.22
<b>Total Administrative Expenses</b>	63,408.72	78,250.00	-14,841.28
<b>Fundraising event costs</b>			
Art Auction Costs	0.00	4,000.00	-4,000.00
Plant Sale	3,985.00	4,100.00	-115.00
40th Anniversary	11,317.40	0.00	11,317.40
Fundraising event costs - Other	494.95		494.95
<b>Total Fundraising event costs</b>	15,797.35	8,100.00	7,697.35
<b>Facilities</b>			
Office rental	7,200.00	7,200.00	0.00
<b>Total Facilities</b>	7,200.00	7,200.00	0.00
<b>Total Expense</b>	190,045.69	202,125.00	-12,079.31
<b>Net Ordinary Income</b>	-22,373.69	-18,425.00	-3,948.69
<b>Net Income</b>	<b>-22,373.69</b>	<b>-18,425.00</b>	<b>-3,948.69</b>

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**Ordinary Income/Expense**

**Income**

**Public Support**

**Government Support**

County of Lehigh

PCA Grant

**Total Government Support**

**Private Support**

Foundations & trusts

Corporate Support

Individual Support

Board Member Support

Chair Sponsorship

Fundraising Events

Art Auction

Plant Sale

40th Anniversary

**Total Fundraising Events**

**Total Private Support**

**Total Public Support**

**Earned Revenue**

Contracted Musician Svcs

Subscription Sales

Single Ticket Sales

Program advertising sales

Miscellaneous Income

Credit Card Handling Fees

Interest - Savings Acct

Miscellaneous Income - Other

**Total Miscellaneous Income**

**Total Earned Revenue**

**Total Income**

**Gross Profit**

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**Expense**

**Concert & Performance**

**Musicians' fees**

- Guest artist fees
- Orchestra Members
- Music Director Salary
- Musicians' Travel
- Orchestra Manager
- Contracted services & fees

**Total Musicians' fees**

**Performance venue rental**

- Instrument Rental
- Technicians
- Per-ticket charges
- Performance venue rental - Other

**Total Performance venue rental**

**Marketing**

**Ads/Newsletters**

- Newsletter/Postcard Printing
- Newsletter/Postcard Postage
- Ads/Newsletters - Other

**Total Ads/Newsletters**

**Brochure**

- Brochure Printing
- Brochure Postage

**Total Brochure**

**Memberships & Fees**

**Marketing - Other**

**Total Marketing**

**Musical licensure**

**Music & mailing**

**Program, ticket printing**

**Credit card fees**

**Misc. expenses**

**Total Concert & Performance**

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**Administrative Expenses**  
    **Payroll - Admin. staff**  
        **Current Yr Payroll**  
    **Total Payroll - Admin. staff**  
    **Administrative Fundraising**  
    **Audit**  
    **Payroll Taxes**  
    **Insurance**  
    **Office expense/supplies**  
    **Postage**  
    **Telephone/internet**  
    **Equipment rental/maint**  
    **Misc. Admin Expense**  
    **Administrative Expenses - Other**  
**Total Administrative Expenses**  
**Fundraising event costs**  
    **Art Auction Costs**  
    **Plant Sale**  
    **40th Anniversary**  
    **Fundraising event costs - Other**  
**Total Fundraising event costs**  
**Facilities**  
    **Office rental**  
**Total Facilities**  
**Total Expense**  
**Net Ordinary Income**  
**Net Income**