		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2022, 2023 ytd., 2024 bud. Total
Contributions						
	Foundations	279,500	296,100	243,500	300,000	839,600
	Board Minimum	53,750	64,050	67,000	85,000	216,050
	Board Beyond Min	168,498	89,951	167,249	225,000	482,200
	Individuals	125,759	199,279	154,762	300,000	654,041
	Prizes	125,650	0	27,000	140,000	167,000
	Artist Development					
	Government Sources	56,170	55,555	75,420	56,170	187,145
	Covid-related	122,755	16,550			16,550
	Corporation	0	12150	18,280	16880	47,310
	In-Kind	37,688	17,257		37,688	54,945
	Endowment Dist'n Unrestricted	17,600	20,918	21,440	21,500	63,858
	Endowment Dist'n Prizes	48,970	0		56,500	56,500
	Endowment Dist'n Young Artists +			18,020		18,020
	Virtualoso Sponsorship	0	0		0	0
	Virtualoso Prizes	0	0		0	0
	Virtualoso Donations	0	0		0	0
	Virtualoso In-Kind	0	0		0	0
Total Contributions		**1,036,340**	**771,810**	**792,671**	**1,238,738**	**2,803,219**
Other Income						
	Camp Income	0	0	61,967	0	61,967
	Gala Income	479,543	334,325	403,795	575000	1,313,120
	NY Debut Packages					0
	Sponsorships	29,000	60,000	25,000	40000	125,000
	Application Fees	0	47773	52,205		99,978
	Box Office	134,328	47,386	28,921	150000	226,307
	Arts Connect	17,649	6,260	8,300	17,649	32,209
	Concerts and Events	0	0		1000	1,000
	Management Fee	0	300	1,835		2,135
	Miscellaneous	856	1498	507	1000	3,005
	Retail Sales	0	0			0
	Virtualoso box office	0	0			0
Total Other Income		**661,376**	**497,542**	**582,530**	**784649**	**1,864,721**
Total Income		**1,697,716**	**1,269,352**	**1,375,201**	**2,023,387**	**4,667,940**

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2022, 2023 est., 2024 bud. Total
Expense						
Virtualoso Costs		0	0			
CIPC Production Costs						
	Audio & Video services	66,464			55,000	55,000
	Guest Artists					0
	Contestant Costs	19,000			30,000	30,000
	Institute Housing					0
	In Kind expense	23,388			23,388	23,388
	Jury Costs	61,508		1,608	110,000	111,608
	Opening Ceremonies	16,739			0	0
	Orchestra/Conductor	194,714			240,000	240,000
	Finals Streaming	105,672			100,000	100,000
	Other Competition Prod. Costs	14,934			17,000	17,000
	Practice Space	0				0
	Prizes, Cash	190,444		(888)	190,444	189,556
	ARTIST DEVELOPMENT					0
	Quartet	16,064			9,000	9,000
	Selection Process	0			13600	13,600
	Social Competiton Events	14,119			20,000	20,000
	Ticket Expense	81,300			81,300	81,300
	Transcriptions				8000	8,000
	Venue & Valet Costs	28,724			30,000	30,000
	Winners Expense	8298		-	8000	8,000
	Paris?				7500	7,500
Total CIPC Production Costs		**841,368**	**4,603**	**720**	**943,232**	**943,952**

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2022, 2023 est., 2024 bud. Total
Office Costs						
	Interest expense - Capital Lease	9		-		0
	Bad Debt Expense	1,450		-	0	0
	Office Rental, Utilities	32,563	42,220	39,865	44500	126,585
	Equipment & Supplies	29,347	29,468	25,125	30000	84,593
	Insurance	5,801	5,798	7,424	9400	22,622
	Federation & Other Dues	6,645	6,835	8,138	8000	22,973
	Credit Card Fees	6,540	14,195	17,703	9000	40,898
	Interest on PNC LOC	0	0	-	0	0
	Bank Fees	3,828	1,636	2,227	4000	7,863
	Miscellaneous	0			0	0
	Parking	157	39	214	200	453
	Depreciation Expense	5572	10801	-	6000	16,801
Total Office Costs		**91,912**	**110,992**	**100,696**	**111,100**	**322,788**
Payroll & Professional Fees						
	Administrative Salaries & Wages	392,997	396,154	452,317	536,000	1,384,471
	Bonuses		5,000	-		5,000
	ArtsConnect Artist Fee	18,249	13,017	-	0	13,017
	Independent Contractors	13,150	375	6,340	8000	14,715
	Accounting	19,269	20,406	26,576	24000	70,982
	Payroll Taxes	27,062	28,043	30,482	36000	94,525
	Benefits	13,917	4,925		0	4,925
	Health Insurance	3,601	7,447	11,870	15000	34,317
	Payroll Service Fees	2,598	1,853	2,787	2000	6,640
	Legal Fees	0	400	22,128	0	22,528
	Staff Education	0	10751	280	2500	13,531
Total Payroll & Professional Fees		**490,843**	**488,371**	**552,780**	**623,500**	**1,664,651**
Promotional						
	Advertising	28,789	21,912	30,656	80000	132,568
	Print & Design	70,462	81,455	73,165	85000	239,620
	Web Related	22,092	17,715	27,488	35000	80,203
	Postage	7,133	3,637	4,030	8000	15,667
	Travel	1,450	8,191	6,862	8000	23,053
	Hospitality	7,587	8,472	9,947	8000	26,419
	Other Promotional	0	400	-		400
Total Promotional		**137,513**	**141,782**	**152,148**	**224000**	**517930**

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2022, 2023 est., 2024 bud. Total
Non-Competition Expenses						
	Camp Costs	0	0	-		0
	Fundraising costs ?		0	14,478	5000	19,478
	Festival	0	120,154			120,154
	Gala Costs	118,385	127,112	98,366	115,000	340,478
	Education	14,609	41,121	53,318	45000	139,439
	Concerts & Events	20,902	54,707	35,896	35000	125,603
	Piano Flicks	4,808	0			0
	Non-Competition InKind	0	0			0
	NY Debut	0	40580			40,580
	Venue & Valet Costs	0	0			0
	Retail for Resale	0	0			0
	Social Events		8981	6,848	5000	20,829
	Strrategic Planning		0	36,500		36,500
Total Non-Competition Expenses		**158,704**	**392,655**	**245,406**	**205,000**	**843,061**
Young Artists CIPC Production Costs						
1	Audio & Video Services			53,166		53,166
2	Chamber			8,350		8,350
3	Contestant Costs			15,583		15,583
4	Guest Artists			10,000		10,000
5	Institute Housing			51,419		51,419
6	Jury Costs			70,424		70,424
7	Orchestra/Conductor			55,300		55,300
8	Prizes expense			32,000		32,000
9	Selection Process			5,000		5,000
10	Social Competition Events			4,268		4,268
11	Ticket Expense			4,300		4,300
12	Transcriptions			2,377		2,377
13	Tuning and Medals			86		86
14	Venue & Valet Costs			14,374		14,374
Total Young Artists CIPC Production Costs		**0**	**0**	**326,647**	**0**	**326,647**
Total Expense		**1,720,340**	**1,138,403**	**1,378,397**	**2,106,832**	**4,619,029**
Net Income		**-22,624**	**130,949**	**(3,196)**	**-83,445**	**48,911**
	Bonus pool based on 3-yr net				22500	
New net income after bonus						**26,411**