## Piano International Association of Northern Ohio Profit & Loss

Other Income         Camp Income         0         61,967         0           Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           ArtsConnect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Expense           Competition Production Costs         0         0         1,091           Jury Room Board & Fees         0         0         1,091           Jury Room Board & Fees         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0         0           Finals Stre		Jan - Dec 22	Jan - Dec 23	Jan - Feb 24
Contributions         0         0         7,500           Foundations         296,100         243,500         172,500           Board Minimum         64,050         67,000         10,000           Board Beyond         89,951         168,499         9,923           Total Board Giving         154,001         235,499         19,923           Individuals         199,279         159,062         31,040           Prizes         0         27,000         85,000           Government Sources         55,555         75,420         58,031           Covid-related         16,550         0         0         0           Government Sources         55,555         75,420         58,031           Covid-related         16,550         0         0         0           Government Sources         55,555         75,420         58,031           Covid-related         10,550         0         0         0           Government Sources         55,555         75,420         68,031           Covid-related         10,550         0         0         0           Government Sources         55,555         75,420         0         0           Endowment Di	•			
Underwriting				
Poundations   296,100   243,500   172,500   10,000   10				
Board Giving Board Minimum Board Giving         64,050 89,951         67,000 168,499         10,000 9,923           Total Board Giving         154,001         235,499         19,923           Individuals         199,279         159,062         31,040           Prizes         0         27,000         55,000           Government Sources         55,555         75,420         58,031           Covid-related         16,550         0         0         0           Corporation         12,150         18,880         14,150           In-Kind         17,257         0         0         0           Endowment Dist. Unrestricted         20,918         21,440         21,824           Endowment Dist. Young Artists         0         18,020         0           Total Contributions         771,809         796,821         466,10           Other Income         0         61,967         0           Camp Income         0         61,967         0           Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Arts-Connect <td>•</td> <td></td> <td></td> <td></td>	•			
Board Minimum Board Beyond         64,050 89,951         67,000 168,499         10,000 9,923           Total Board Giving         154,001         235,499         19,923           Individuals         199,279         159,062         31,040           Prizes         0         27,000         85,000           Government Sources         55,555         75,420         58,031           Covid-related         16,550         0         0         0           Corporation         12,150         16,880         14,150         16,880         14,150           In-Kind         17,257         0         0         0         0         0           Endowment Dist. Unrestricted         20,918         21,440         21,824<		296,100	243,500	172,500
Board Beyond         89,951         168,499         9,923           Total Board Giving         154,001         235,499         19,923           Individuals         199,279         159,062         31,040           Prizes         0         27,000         85,000           Government Sources         55,555         75,420         58,031           Covid-related         16,550         0         0         0           Corporation         12,150         16,880         14,150         16,880         14,150           In-Kind         17,257         0         0         0         0         0           Endowment Dist. Unrestricted         20,918         21,440         21,824         21,824         21,824         21,824         21,824         21,824         21,822	•			
Total Board Giving         154,001         235,499         19,923           Individuals         199,279         159,062         31,040           Prizes         0         27,000         85,000           Government Sources         55,555         75,420         58,031           Covid-related         16,550         0         0         0           Corporation         12,150         16,880         14,150           In-Kind         17,257         0         0         57,011           Endowment Dist. Unrestricted         20,918         21,440         21,824           Endowment Dist. Voung Arrists         0         0         0         57,011           Complication For         0         0         0         66,000         25,000         0           Application For         47,773         52,205         0         0         0           Application Fees         47,773         52,205         0				*
Individuals	Board Beyond	<u>89,951</u>	168,499	9,923
Prizes         0         27,000         85,000           Government Sources         55,555         75,420         58,031           Covid-related         16,550         0         0           Corporation         12,150         16,880         14,150           In-Kind         17,257         0         0         0           Endowment Dist. Unrestricted         20,918         21,440         21,824           Endowment Dist. Prizes         0         0         0         57,011           Endowment Dist. Young Artists         0         18,020         0           Total Contributions         771,809         796,821         466,30           Other Income         0         61,967         0           Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           Arts Connect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0 <td>Total Board Giving</td> <td>154,001</td> <td>235,499</td> <td>19,923</td>	Total Board Giving	154,001	235,499	19,923
Government Sources         55,555         75,420         58,031           Covid-related         16,550         0         0           Corporation         12,150         16,880         14,150           In-Kind         17,257         0         0         22,24           Endowment Dist. Unrestricted         20,918         21,440         21,824           Endowment Dist. Prizes         0         0         57,011           Endowment Dist. Young Artists         0         18,020         0           Other Income         0         61,967         0           Camp Income         0         61,967         0           Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,733         52,205         0           Box Office         47,386         28,921         0           Arts Connect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400	Individuals	199,279	159,062	31,040
Covid-related Corporation         16,550         0         0           Corporation         12,150         16,880         14,150           In-Kind         17,257         0         0           Endowment Dist. Unrestricted         20,918         21,440         21,824           Endowment Dist. Prizes         0         0         57,011           Endowment Dist. Young Artists         0         18,020         0           Total Contributions         771,809         796,821         466,3           Other Income         0         61,967         0           Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           Arts Connect         6,280         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,	Prizes	0	27,000	85,000
Corporation In-Kind         12,150         16,880         14,150 In-Kind In-Kind         17,257         0         0         21,824 224         21,824 24,40         21,824 2	Government Sources	55,555	75,420	58,031
In-Kind	Covid-related	16,550	0	0
In-Kind	Corporation	12,150	16,880	14,150
Endowment Dist. Unrestricted Endowment Dist. Prizes         20,918         21,440         21,824 Endowment Dist. Prizes         0         57,011           Endowment Dist. Young Artists         0         18,020         0           Total Contributions         771,809         796,821         466,1           Other Income         0         61,967         0           Camp Income         0         61,967         0           Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           Arts Connect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Other Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expe			0	0
Endowment Dist. Prizes         0         0         57,011           Endowment Dist. Young Artists         0         18,020         57,011           Total Contributions         771,809         796,821         466,8           Other Income         30         61,967         0           Camp Income         0         61,967         0           Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           Arts Connect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Expense         Competition Production Costs         30         0         1,091           Audio and Video Services         0         0         1,			21.440	21.824
Endowment Dist. Young Artists         0         18,020         0           Total Contributions         771,809         796,821         466,1           Other Income         0         61,967         0           Gamp Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           Arts Connect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense         0         0         1,091           Audio and Video Services         0         0         1,091           Audio and Video Services         0         0         1,091           <				-
Other Income         Camp Income         0         61,967         0           Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           ArtsConnect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense         Competition Production Costs         0         0         1,091           Audio and Video Services         0         0         1,891           Audio and Video Services         0         0         185,000           Finals Streaming         0         0         185,000           Finals Streaming         0         0			_	
Camp Income Gala Income         0         61,967         0           Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           ArtsConnect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         497,541         575,730         32,           Foress Profit         1,269,351         1,372,551         499,           Expense         Competition Production Costs         0         0         1,091           Audio and Video Services         0         0         1,608         7,336           Orchestra & Conductor         0         0         185,000           Finals Streaming         0         0         12,069           Other Competition Prod. Costs         (75)	Total Contributions	771,809	796,821	466,979
Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           Arts Connect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense         Competition Production Costs         0         0         1,091           Audio and Video Services         0         0         1,091           Jury Room Board & Fees         0         1,608         7,336           Orchestra & Conductor         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0	Other Income			
Gala Income         334,325         396,995         30,000           Sponsorships         60,000         25,000         0           Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           Arts Connect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense         Competition Production Costs         0         0         1,091           Audio and Video Services         0         0         1,091           Jury Room Board & Fees         0         1,608         7,336           Orchestra & Conductor         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0	Camp Income	0	61,967	0
Application Fees         47,773         52,205         0           Box Office         47,336         28,921         0           Arts Connect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense         Competition Production Costs         0         0         1,091           Jury Room Board & Fees         0         0         1,091           Jury Room Board & Fees         0         0         1,508         7,336           Orchestra & Conductor         0         0         185,000           Finals Streaming         0         0         0         72,069           Other Competition Prod. Costs         (75)         0         0         0           Prizes, cash         0         0         0         12,586	•	334,325	· ·	30,000
Application Fees         47,773         52,205         0           Box Office         47,386         28,921         0           ArtsConnect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense           Competition Production Costs         0         0         1,091           Jury Room Board & Fees         0         0         1,091           Jury Room Board & Fees         0         0         185,000           Finals Streaming         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0         0           Priz	Sponsorships	60,000	25,000	0
Box Office         47,386         28,921         0           ArtsConnect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense           Competition Production Costs         0         0         1,091           Audio and Video Services         0         0         1,091           Jury Room Board & Fees         0         1,608         7,336           Orchestra & Conductor         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0         0           Prizes, cash         0         (888)         0           Selection Process         0         0         0           Ticket Expense		47.773		
ArtsConnect         6,260         8,300         775           Management Fee         300         1,835         0           Advertising revenue         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Expense         Competition Production Costs         400,000         1,091         <				0
Management Fee Advertising revenue Miscellaneous         300         1,835         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense         Competition Production Costs         Value of the Competition Production Costs         0         0         1,091           Jury Room Board & Fees         0         0         0         1,091           Jury Room Board & Fees         0         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0         0           Prizes, cash         0         (888)         0           Selection Process         0         0         12,586           Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000				
Advertising revenue Miscellaneous         0         35         0           Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense         Competition Production Costs         Value         0         0         1,091         1,091         1,091         1,091         1,608         7,336         7,336         7,336         0         0         1,608         7,336         0         1,608         7,336         0         1,608         7,336         0         1,608         7,336         0         1,608         7,336         0         1,608         7,336         0         1,608         7,336         0         1,608         7,336         0         1,608         7,336         0         0         1,608         7,336         0         0         1,608         7,336         0         0         1,608         7,336         0         0         0         0         0         0         0         0         0         0         0         0         0<				
Miscellaneous         1,498         473         1,400           Total Other Income         497,541         575,730         32,           Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense         Competition Production Costs         3,00         0         1,091           Audio and Video Services         0         0         1,091           Jury Room Board & Fees         0         1,608         7,336           Orchestra & Conductor         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0         0           Prizes, cash         0         (888)         0           Selection Process         0         0         12,586           Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000				
Total Income         1,269,351         1,372,551         499,           Gross Profit         1,269,351         1,372,551         499,           Expense         Competition Production Costs           Audio and Video Services         0         0         1,091           Jury Room Board & Fees         0         1,608         7,336           Orchestra & Conductor         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0         0           Prizes, cash         0         (888)         0           Selection Process         0         0         12,586           Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000	<u> </u>			-
Gross Profit         1,269,351         1,372,551         499,           Expense         Competition Production Costs           Audio and Video Services         0         0         1,091           Jury Room Board & Fees         0         1,608         7,336           Orchestra & Conductor         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0         0           Prizes, cash         0         (888)         0           Selection Process         0         0         12,586           Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000	Total Other Income	497,541	575,730	32,175
Expense         Competition Production Costs         Audio and Video Services       0       0       1,091         Jury Room Board & Fees       0       1,608       7,336         Orchestra & Conductor       0       0       185,000         Finals Streaming       0       0       72,069         Other Competition Prod. Costs       (75)       0       0         Prizes, cash       0       (888)       0         Selection Process       0       0       12,586         Ticket Expense       928       0       0         Venue       0       0       45,661         Winners Expense       3,750       0       5,000	Total Income	1,269,351	1,372,551	499,154
Competition Production Costs           Audio and Video Services         0         0         1,091           Jury Room Board & Fees         0         1,608         7,336           Orchestra & Conductor         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0         0           Prizes, cash         0         (888)         0           Selection Process         0         0         12,586           Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000	Gross Profit	1,269,351	1,372,551	499,154
Audio and Video Services       0       0       1,091         Jury Room Board & Fees       0       1,608       7,336         Orchestra & Conductor       0       0       185,000         Finals Streaming       0       0       72,069         Other Competition Prod. Costs       (75)       0       0         Prizes, cash       0       (888)       0         Selection Process       0       0       12,586         Ticket Expense       928       0       0         Venue       0       0       45,661         Winners Expense       3,750       0       5,000	Expense			
Audio and Video Services       0       0       1,091         Jury Room Board & Fees       0       1,608       7,336         Orchestra & Conductor       0       0       185,000         Finals Streaming       0       0       72,069         Other Competition Prod. Costs       (75)       0       0         Prizes, cash       0       (888)       0         Selection Process       0       0       12,586         Ticket Expense       928       0       0         Venue       0       0       45,661         Winners Expense       3,750       0       5,000	Competition Production Costs			
Jury Room Board & Fees       0       1,608       7,336         Orchestra & Conductor       0       0       185,000         Finals Streaming       0       0       72,069         Other Competition Prod. Costs       (75)       0       0         Prizes, cash       0       (888)       0         Selection Process       0       0       12,586         Ticket Expense       928       0       0         Venue       0       0       45,661         Winners Expense       3,750       0       5,000	•	0	0	1,091
Orchestra & Conductor         0         0         185,000           Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0         0           Prizes, cash         0         (888)         0           Selection Process         0         0         12,586           Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000	Jury Room Board & Fees		1,608	
Finals Streaming         0         0         72,069           Other Competition Prod. Costs         (75)         0         0           Prizes, cash         0         (888)         0           Selection Process         0         0         12,586           Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000		0	0	
Other Competition Prod. Costs         (75)         0         0           Prizes, cash         0         (888)         0           Selection Process         0         0         12,586           Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000		0	0	
Prizes, cash         0         (888)         0           Selection Process         0         0         12,586           Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000				·
Selection Process         0         0         12,586           Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000				
Ticket Expense         928         0         0           Venue         0         0         45,661           Winners Expense         3,750         0         5,000	· · · · · · · · · · · · · · · · · · ·		• 2	
Venue         0         0         45,661           Winners Expense         3,750         0         5,000			•	
Winners Expense         3,750         0         5,000	•			
· — — — — — — — — — — — — — — — — — — —				
	Total Competition Production Costs	4,603		328,743

# Piano International Association of Northern Ohio Profit & Loss

	Jan - Dec 22	Jan - Dec 23	Jan - Feb 24
Office Coats	<del></del>		
Office Costs	20 520	0	0
Operating Lease Expense	36,530	0	0
Office Rental, Utilities	5,690	39,865	6,935
Equipment & Supplies	29,468	25,238	2,737
Insurance	5,798	7,424	0
Federation & Other Dues	6,835	8,138	3,362
Credit Card Fees	14,195	17,703	360
Bank Fees	1,636	2,227	34
Miscellaneous	0	80	0
Parking	39	135	0
Depreciation Expense	10,801		0
Total Office Costs	110,993	100,808	13,428
Payroll & Professional Fees			
Administrative Salaries & Wages	401,154	452,317	86,920
ArtsConnect Artist Fee	13,017	0	0
Independent Contractors	375	6,340	750
Accounting	20,406	26,576	0
	28,043	30,482	7,124
Payroll Taxes Benefits	· · · · · · · · · · · · · · · · · · ·		·
Benefits Health Insurance	4,925	11.070	4 039
	7,447	11,870	4,938
Payroll Service Fees	1,853	2,787	529
Legal Fees	400	22,128	72
Staff Education	10,751		0
Total Payroll & Professional Fees	488,371	552,781	100,334
Promotional			
Advertising	21,912	30,656	12,119
Print & Design	81,455	73,165	4,594
Web-related	17,715	27,488	390
Postage	3,637	4,030	259
Travel	8,191	6,862	6,327
Hospitality	8,472	9,947	2,891
Promotional Video	400	0	0
Total Promotional	141,783	152,148	26,579
Non-Competition Expenses			
Festival	120,154	0	0
Fundraising	0	14,478	13,883
Gala Costs	127,112	98,366	36,500
Education/Outreach	41,121	53,318	23,783
Concerts and Events	54,707	35,896	270
PianoFlicks	0	0	0
NY Debut	40,580	0	Õ
Social Events	8,981	6,848	0
Stratetic Planning	0	36,500	0
Total Non-Competition Expenses	392,655	245,406	74,435
Youth Competition and Institute			
Audio and Video	0	53,166	0
Chamber	Ö	8,350	ő
	0	15,583	0
Contestant costs Guest Artists	0	10,000	0
	0	51,419	0
Institute Housing			
Jury Costs	0	70,424	0
Orchestra/Conductor	0	55,300	0
Prizes expense	0	32,000	0
Selection Process	0	5,000	0
Social Events	0	4,268	0
Ticket expense	0	4,300	0
Transcriptions	0	2,377	0

6:49 PM 03/06/24 Accrual Basis

# Piano International Association of Northern Ohio Profit & Loss

	Jan - Dec 22	Jan - Dec 23	Jan - Feb 24
Tuning and Medals Venue and Valet	0	86 14,374	0
venue and valet		14,374	
Total Youth Competition and Institute	0	326,646	0
Total Expense	1,138,404	1,378,509	543,520
Net Ordinary Income	130,947	(5,957)	(44,366)
Other Income/Expense Other Income Endowment Fund Activity			
Distribution Prizes	0	0	(57,011)
Distribution Unrestricted	(20,918)	(21,440)	(21,824)
Distribution Young Artists	Ó	(18,020)	Ó
Endowment Gifts	1,000	Ó	0
Endowment Management Fees	(6,856)	(7,446)	(3,388)
Interest/Dividend Income	38,462	34,809	2,111
Investment Gains & Losses	(226,042)	124,562	39,507
Total Endowment Fund Activity	(214,354)	112,465	(40,605)
Total Other Income	(214,354)	112,465	(40,605)
Net Other Income	(214,354)	112,465	(40,605)
Net Income	(83,407)	106,508	(84,971)

**Accrual Basis** 

# Piano International Association of Northern Ohio Profit & Loss

	TOTAL
Ordinary Income/Expense	
Income	
Contributions Underwriting	7,500
Foundations	712,100
Board Giving	
Board Minimum	141,050
Board Beyond	268,373
Total Board Giving	409,423
Individuals	389,381
Prizes	112,000
Government Sources	189,006
Covid-related	16,550
Corporation	43,180
In-Kind	17,257
Endowment Dist. Unrestricted	64,182
Endowment Dist. Prizes Endowment Dist. Young Artists	57,011 18,020
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Total Contributions	2,035,609
Other Income	
Camp Income	61,967
Gala Income	761,320
Sponsorships	85,000
Application Fees	99,977
Box Office	76,307
ArtsConnect	15,335
Management Fee	2,135
Advertising revenue	35
Miscellaneous	3,370
Total Other Income	1,105,447
Total Income	3,141,056
Gross Profit	3,141,056
Expense	
Competition Production Costs	
Audio and Video Services	1,091
Jury Room Board & Fees	8,944
Orchestra & Conductor	185,000
Finals Streaming	72,069
Other Competition Prod. Costs Prizes, cash	(75)
Selection Process	(888) 12,586
Ticket Expense	928
Venue	45,661
Winners Expense	8,750
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Total Competition Production Costs	334,066

# Piano International Association of Northern Ohio Profit & Loss

	TOTAL
Office Costs	
Operating Lease Expense	36,530
Office Rental, Utilities	52,490
Equipment & Supplies	57,442
Insurance	13,222
Federation & Other Dues	18,335
Credit Card Fees	32,257
Bank Fees	3,897
Miscellaneous	80
Parking	173
Depreciation Expense	10,801
Total Office Costs	225,228
Payroll & Professional Fees	
Administrative Salaries & Wages	940,392
ArtsConnect Artist Fee	13,017
Independent Contractors	7,465
Accounting	46,983
Payroll Taxes	65,649
Benefits	4,925
Health Insurance	24.255
Payroll Service Fees	5,169
Legal Fees	22,600
Staff Education	11,031
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Total Payroll & Professional Fees  Promotional	1,141,486
Advertising	64,687
<u> </u>	159,215
Print & Design Web-related	45,593
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Postage Travel	21,380
Hospitality	21,310
Promotional Video	400
Total Promotional	320,510
Non-Competition Expenses	
Festival	120,154
Fundraising	28,361
Gala Costs	261,978
Education/Outreach	118,221
Concerts and Events	90,873
PianoFlicks	0
NY Debut	40,580
Social Events	15,829
Stratetic Planning	36,500
Total Non-Competition Expenses	712,496
Youth Competition and Institute	, .00
Audio and Video	53,166
Chamber	8,350
Contestant costs	15,583
Guest Artists	10,000
Institute Housing	51,419
Jury Costs	70,424
Orchestra/Conductor	55,300
	32,000
Prizes expense Selection Process	
	5,000 4,268
Social Events	
Ticket expense	4,300
Transcriptions	2,377

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# Piano International Association of Northern Ohio Profit & Loss

	TOTAL
Tuning and Medals Venue and Valet	86 14,374
Total Youth Competition and Institute	326,646
Total Expense	3,060,432
Net Ordinary Income	80,624
Other Income/Expense Other Income Endowment Fund Activity Distribution Prizes Distribution Unrestricted Distribution Young Artists Endowment Gifts Endowment Management Fees Interest/Dividend Income Investment Gains & Losses	(57,011) (64,182) (18,020) 1,000 (17,689) 75,382 (61,974)
Total Endowment Fund Activity	(142,494)
Total Other Income	(142,494)
Net Other Income	(142,494)
Net Income	(61,871)