

**Profit & Loss**

January 2022 through February 2024

	Jan - Dec 22	Jan - Dec 23	Jan - Feb 24
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Contributions</b>			
Underwriting	0	0	7,500
Foundations	296,100	243,500	172,500
Board Giving			
Board Minimum	64,050	67,000	10,000
Board Beyond	89,951	168,499	9,923
<b>Total Board Giving</b>	154,001	235,499	19,923
<b>Individuals</b>	199,279	159,062	31,040
<b>Prizes</b>	0	27,000	85,000
<b>Government Sources</b>	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
Endowment Dist. Unrestricted	20,918	21,440	21,824
Endowment Dist. Prizes	0	0	57,011
Endowment Dist. Young Artists	0	18,020	0
<b>Total Contributions</b>	771,809	796,821	466,979
<b>Other Income</b>			
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
<b>Total Other Income</b>	497,541	575,730	32,175
<b>Total Income</b>	1,269,351	1,372,551	499,154
<b>Gross Profit</b>	1,269,351	1,372,551	499,154
<b>Expense</b>			
<b>Competition Production Costs</b>			
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
<b>Total Competition Production Costs</b>	4,603	720	328,743

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	Jan - Dec 22	Jan - Dec 23	Jan - Feb 24
<b>Office Costs</b>			
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	0
<b>Total Office Costs</b>	<b>110,993</b>	<b>100,808</b>	<b>13,428</b>
<b>Payroll &amp; Professional Fees</b>			
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
Payroll Taxes	28,043	30,482	7,124
Benefits	4,925	0	0
Health Insurance	7,447	11,870	4,938
Payroll Service Fees	1,853	2,787	529
Legal Fees	400	22,128	72
Staff Education	10,751	280	0
<b>Total Payroll &amp; Professional Fees</b>	<b>488,371</b>	<b>552,781</b>	<b>100,334</b>
<b>Promotional</b>			
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
<b>Total Promotional</b>	<b>141,783</b>	<b>152,148</b>	<b>26,579</b>
<b>Non-Competition Expenses</b>			
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	0
Social Events	8,981	6,848	0
Strategic Planning	0	36,500	0
<b>Total Non-Competition Expenses</b>	<b>392,655</b>	<b>245,406</b>	<b>74,435</b>
<b>Youth Competition and Institute</b>			
Audio and Video	0	53,166	0
Chamber	0	8,350	0
Contestant costs	0	15,583	0
Guest Artists	0	10,000	0
Institute Housing	0	51,419	0
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

**Profit & Loss**

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	Jan - Dec 22	Jan - Dec 23	Jan - Feb 24
Tuning and Medals	0	86	0
Venue and Valet	0	14,374	0
<b>Total Youth Competition and Institute</b>	<b>0</b>	<b>326,646</b>	<b>0</b>
<b>Total Expense</b>	<b>1,138,404</b>	<b>1,378,509</b>	<b>543,520</b>
<b>Net Ordinary Income</b>	<b>130,947</b>	<b>(5,957)</b>	<b>(44,366)</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>Endowment Fund Activity</b>			
Distribution Prizes	0	0	(57,011)
Distribution Unrestricted	(20,918)	(21,440)	(21,824)
Distribution Young Artists	0	(18,020)	0
Endowment Gifts	1,000	0	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
<b>Total Endowment Fund Activity</b>	<b>(214,354)</b>	<b>112,465</b>	<b>(40,605)</b>
<b>Total Other Income</b>	<b>(214,354)</b>	<b>112,465</b>	<b>(40,605)</b>
<b>Net Other Income</b>	<b>(214,354)</b>	<b>112,465</b>	<b>(40,605)</b>
<b>Net Income</b>	<b>(83,407)</b>	<b>106,508</b>	<b>(84,971)</b>

**Profit & Loss**

January 2022 through February 2024

	<b>TOTAL</b>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Contributions</b>	
Underwriting	7,500
Foundations	712,100
Board Giving	
Board Minimum	141,050
Board Beyond	268,373
<b>Total Board Giving</b>	409,423
<b>Individuals</b>	389,381
<b>Prizes</b>	112,000
<b>Government Sources</b>	189,006
Covid-related	16,550
Corporation	43,180
In-Kind	17,257
Endowment Dist. Unrestricted	64,182
Endowment Dist. Prizes	57,011
Endowment Dist. Young Artists	18,020
<b>Total Contributions</b>	2,035,609
<b>Other Income</b>	
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
<b>Total Other Income</b>	1,105,447
<b>Total Income</b>	3,141,056
<b>Gross Profit</b>	3,141,056
<b>Expense</b>	
<b>Competition Production Costs</b>	
Audio and Video Services	1,091
Jury Room Board & Fees	8,944
Orchestra & Conductor	185,000
Finals Streaming	72,069
Other Competition Prod. Costs	(75)
Prizes, cash	(888)
Selection Process	12,586
Ticket Expense	928
Venue	45,661
Winners Expense	8,750
<b>Total Competition Production Costs</b>	334,066

**Profit & Loss**

January 2022 through February 2024

	<b>TOTAL</b>
<b>Office Costs</b>	
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
<b>Total Office Costs</b>	<b>225,228</b>
<b>Payroll &amp; Professional Fees</b>	
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
<b>Total Payroll &amp; Professional Fees</b>	<b>1,141,486</b>
<b>Promotional</b>	
Advertising	64,687
Print & Design	159,215
Web-related	45,593
Postage	7,926
Travel	21,380
Hospitality	21,310
Promotional Video	400
<b>Total Promotional</b>	<b>320,510</b>
<b>Non-Competition Expenses</b>	
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
Strategic Planning	36,500
<b>Total Non-Competition Expenses</b>	<b>712,496</b>
<b>Youth Competition and Institute</b>	
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
Prizes expense	32,000
Selection Process	5,000
Social Events	4,268
Ticket expense	4,300
Transcriptions	2,377

**Profit & Loss**

January 2022 through February 2024

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