

**Piano International Association of Northern Ohio**  
**Profit & Loss**  
**January 2022 through December 2024**

	Jan - Dec 22	Jan - Dec 23	Jan - Dec 24	TOTAL
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Contributions</b>				
Underwriting	0	0	6,500	6,500
Foundations	296,100	243,500	147,500	687,100
Board Giving				
Board Minimum	64,050	67,000	7,500	138,550
Board Beyond	89,951	167,249	2,000	259,200
<b>Total Board Giving</b>	154,001	234,249	9,500	397,750
<b>Individuals</b>	199,279	154,762	19,670	373,711
<b>Prizes</b>	0	27,000	75,000	102,000
<b>Government Sources</b>	55,555	75,420	0	130,975
Covid-related	16,550	0	0	16,550
Corporation	12,150	18,280	0	30,430
In-Kind	17,257	0	0	17,257
Endowment Dist. Unrestricted	20,918	21,440	21,824	64,182
Endowment Dist. Prizes	0	0	57,011	57,011
Endowment Dist. Young Artists	0	18,020	0	18,020
<b>Total Contributions</b>	771,809	792,671	337,005	1,901,486
<b>Other Income</b>				
Camp Income	0	61,967	0	61,967
Gala Income	334,325	403,795	30,000	768,120
Sponsorships	60,000	25,000	0	85,000
Application Fees	47,773	52,205	0	99,977
Box Office	47,386	28,921	0	76,307
ArtsConnect	6,260	8,300	450	15,010
Management Fee	300	1,835	3,300	5,435
Advertising revenue	0	35	0	35
Miscellaneous	1,498	473	0	1,970
<b>Total Other Income</b>	497,541	582,530	33,750	1,113,822
<b>Total Income</b>	1,269,351	1,375,201	370,755	3,015,307
<b>Gross Profit</b>	1,269,351	1,375,201	370,755	3,015,307

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02/08/24

Accrual Basis

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<b>Expense</b>				
<b>Competition Production Costs</b>				
Jury Room Board & Fees	0	1,608	4,275	5,883
Orchestra & Conductor	0	0	185,000	185,000
Finals Streaming	0	0	72,069	72,069
Other Competition Prod. Costs	(75)	0	0	(75)
Prizes, cash	0	(888)	0	(888)
Selection Process	0	0	9,350	9,350
Ticket Expense	928	0	0	928
Venue	0	0	45,661	45,661
Winners Expense	3,750	0	0	3,750
<b>Total Competition Production Costs</b>	<b>4,603</b>	<b>720</b>	<b>316,354</b>	<b>321,677</b>
<b>Office Costs</b>				
Operating Lease Expense	36,530	0	0	36,530
Office Rental, Utilities	5,690	39,865	3,418	48,973
Equipment & Supplies	29,468	25,125	784	55,377
Insurance	5,798	7,424	0	13,222
Federation & Other Dues	6,835	8,138	0	14,973
Credit Card Fees	14,195	17,703	235	32,132
Bank Fees	1,636	2,227	17	3,880
Miscellaneous	0	80	0	80
Parking	39	135	0	173
Depreciation Expense	10,801	0	0	10,801
<b>Total Office Costs</b>	<b>110,993</b>	<b>100,696</b>	<b>4,454</b>	<b>216,142</b>
<b>Payroll &amp; Professional Fees</b>				
Administrative Salaries & Wages	401,154	452,317	43,454	896,925
ArtsConnect Artist Fee	13,017	0	0	13,017
Independent Contractors	375	6,340	750	7,465
Accounting	20,406	26,576	0	46,983
Payroll Taxes	28,043	30,482	3,670	62,195
Benefits	4,925	0	0	4,925
Health Insurance	7,447	11,870	3,283	22,600
Payroll Service Fees	1,853	2,787	162	4,801
Legal Fees	400	22,128	0	22,528
Staff Education	10,751	280	0	11,031
<b>Total Payroll &amp; Professional Fees</b>	<b>488,371</b>	<b>552,781</b>	<b>51,318</b>	<b>1,092,470</b>

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## Profit &amp; Loss

January 2022 through December 2024

	Jan - Dec 22	Jan - Dec 23	Jan - Dec 24	TOTAL
<b>Promotional</b>				
Advertising	21,912	30,656	11,249	63,817
Print & Design	81,455	73,165	247	154,867
Web-related	17,715	27,488	195	45,398
Postage	3,637	4,030	0	7,667
Travel	8,191	6,862	4,337	19,390
Hospitality	8,472	9,947	670	19,089
Promotional Video	400	0	0	400
<b>Total Promotional</b>	<b>141,783</b>	<b>152,148</b>	<b>16,698</b>	<b>310,628</b>
<b>Non-Competition Expenses</b>				
Festival	120,154	0	0	120,154
Fundraising	0	14,478	12,965	27,442
Gala Costs	127,112	98,366	36,500	261,978
Education/Outreach	41,121	53,318	900	95,338
Concerts and Events	54,707	35,896	0	90,603
PianoFlicks	0	0	0	0
NY Debut	40,580	0	0	40,580
Social Events	8,981	6,848	0	15,829
Strategic Planning	0	36,500	0	36,500
<b>Total Non-Competition Expenses</b>	<b>392,655</b>	<b>245,406</b>	<b>50,365</b>	<b>688,425</b>
<b>Youth Competition and Institute</b>				
Audio and Video	0	53,166	0	53,166
Chamber	0	8,350	0	8,350
Contestant costs	0	15,583	0	15,583
Guest Artists	0	10,000	0	10,000
Institute Housing	0	51,419	0	51,419
Jury Costs	0	70,424	0	70,424
Orchestra/Conductor	0	55,300	0	55,300
Prizes expense	0	32,000	0	32,000
Selection Process	0	5,000	0	5,000
Social Events	0	4,268	0	4,268
Ticket expense	0	4,300	0	4,300
Transcriptions	0	2,377	0	2,377
Tuning and Medals	0	86	0	86
Venue and Valet	0	14,374	0	14,374
<b>Total Youth Competition and Institute</b>	<b>0</b>	<b>326,646</b>	<b>0</b>	<b>326,646</b>
<b>Total Expense</b>	<b>1,138,404</b>	<b>1,378,396</b>	<b>439,189</b>	<b>2,955,989</b>
<b>Net Ordinary Income</b>	<b>130,947</b>	<b>(3,195)</b>	<b>(68,434)</b>	<b>59,318</b>

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	Jan - Dec 22	Jan - Dec 23	Jan - Dec 24	TOTAL
Other Income/Expense				
Other Income				
Endowment Fund Activity				
Distribution Prizes	0	0	(57,011)	(57,011)
Distribution Unrestricted	(20,918)	(21,440)	(21,824)	(64,182)
Distribution Young Artists	0	(18,020)	0	(18,020)
Endowment Gifts	1,000	0	0	1,000
Endowment Management Fees	(6,856)	(7,446)	0	(14,302)
Interest/Dividend Income	38,462	34,809	0	73,271
Investment Gains & Losses	(226,042)	124,516	0	(101,526)
Total Endowment Fund Activity	(214,354)	112,419	(78,835)	(180,771)
Total Other Income	(214,354)	112,419	(78,835)	(180,771)
Net Other Income	(214,354)	112,419	(78,835)	(180,771)
Net Income	<b>(83,407)</b>	<b>109,224</b>	<b>(147,269)</b>	<b>(121,452)</b>