		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 3/31/24	2022, 2023 ytd., 2024 bud. Total
Contributions							
	Underwriting					7,500	-
	Foundations	279,500	296,100	243,500	300,000	202,500	839,600
	Board Minimum	53,750	64,050	67,000	85,000	12,500	216,050
	Board Beyond Min	168,498	89,951	168,499	225,000	92,544	483,450
	Individuals	125,759	199,279	159,062	300,000	77,789	658,341
	Prizes	125,650	0	27,000	140,000	85,000	167,000
	Artist Development						
	Government Sources	56,170	55,555	75,420	72,700	58,031	203,675
	Covid-related	122,755	16,550				16,550
	Corporation	0	12150	16,880	16,880	14,150	45,910
	In-Kind	37,688	17,257		37,688		54,945
	Endowment Dist'n Unrestricted	17,600	20,918	21,440	21,500	21,824	63,858
	Endowment Dist'n Prizes	48,970	0		56,500	72,711	56,500
	Endowment Dist'n Young Artists +			18,020			18,020
	Virtualoso Sponsorship	0	0		-		-
	Virtualoso Prizes	0	0		-		-
	Virtualoso Donations	0	0		-		-
	Virtualoso In-Kind	0	0		-		-
Total Contributions		**1,036,340**	**771,810**	**796,821**	**1,255,268**	**644,549**	**2,823,899**
Other Income							
	Camp Income	0	0	61,967	-		61,967
	Gala Income	479,543	334,325	396,995	575,000	69,500	1,306,320
	NY Debut Packages						-
	Sponsorships	29,000	60,000	25,000	40,000		125,000
	Application Fees	0	47773	52,205			99,978
	Box Office	134,328	47,386	28,921	150,000		226,307
	Arts Connect	17,649	6,260	8,300	17,649	775	32,209
	Concerts and Events	0	0		1,000		1,000
	Management Fee	0	300	1,835		-	2,135
	Miscellaneous	856	1498	507	1,000	1,400	3,005
	Retail Sales	0	0				-
	Virtualoso box office	0	0				-
Total Other Income		**661,376**	**497,542**	**575,730**	**784,649**	**71,675**	**1,857,921**
Total Income		**1,697,716**	**1,269,352**	**1,372,551**	**2,039,917**	**716,224**	**4,681,820**

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 3/15/24	2022, 2023 est., 2024 bud. Total
Expense							
Virtualoso Costs		0	0				
CIPC Production Costs							
	Artist Development					1,091	
	Audio & Video services	66,464			55,000	5,000	55,000
	Guest Artists						-
	Contestant Costs	19,000			30,000		30,000
	Institute Housing						-
	In Kind expense	23,388			23,388		23,388
	Jury Costs	61,508		1,608	110,000	18,706	111,608
	Opening Ceremonies	16,739			-		-
	Orchestra/Conductor	194,714			240,000	185,000	240,000
	Finals Streaming	105,672			100,000	72,069	100,000
	Other Competition Prod. Costs	14,934			17,000	500	17,000
	Practice Space	0					-
	Prizes, Cash	190,444		(888)	190,444		189,556
	ARTIST DEVELOPMENT						-
	Quartet	16,064			9,000		9,000
	Selection Process	0			13,600	12,586	13,600
	Social Competiton Events	14,119			20,000		20,000
	Ticket Expense	81,300			81,300		81,300
	Transcriptions				8,000	3,000	8,000
	Venue & Valet Costs	28,724			30,000	45,661	30,000
	Winners Expense	8298		-	8,000	5,000	8,000
	Paris				7,500	1,664	7,500
Total CIPC Production Costs		**841,368**	**4,603**	**720**	**943,232**	**350,277**	**943,952**

		2021 Actua	2022 Actua	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 3/15/24	2022, 2023 est., 2024 bud. Total
Office Costs							
	Interest expense - Capital Lease	9		-			-
	Bad Debt Expense	1,450		-	-		-
	Office Rental, Utilities	32,563	42,220	39,865	44,500	10,563	126,585
	Equipment & Supplies	29,347	29,468	25,238	30,000	8,875	84,706
	Insurance	5,801	5,798	7,424	9,400	1,040	22,622
	Federation & Other Dues	6,645	6,835	8,138	8,000	3,378	22,973
	Credit Card Fees	6,540	14,195	17,703	9,000	667	40,898
	Interest on PNC LOC	0	0	-	-		-
	Bank Fees	3,828	1,636	2,227	4,000	51	7,863
	Miscellaneous	0			-		-
	Parking	157	39	213	200	4	452
	Depreciation Expense	5572	10801	-	6,000		16,801
Total Office Costs		**91,912**	**110,992**	**100,808**	**111,100**	**24,578**	**322,900**
Payroll & Professional Fees							
	Administrative Salaries & Wages	392,997	396,154	452,317	536,000	131,085	1,384,471
	Bonuses		5,000	-			5,000
	ArtsConnect Artist Fee	18,249	13,017	-	-	-	13,017
	Independent Contractors	13,150	375	6,340	8,000	750	14,715
	Accounting	19,269	20,406	26,576	24,000	1,500	70,982
	Payroll Taxes	27,062	28,043	30,482	36,000	10,536	94,525
	Benefits	13,917	4,925		-		4,925
	Health Insurance	3,601	7,447	11,870	15,000	6,593	34,317
	Payroll Service Fees	2,598	1,853	2,787	2,000	724	6,640
	Legal Fees	0	400	22,128	-	72	22,528
	Staff Education	0	10751	280	2,500		13,531
Total Payroll & Professional Fees		**490,843**	**488,371**	**552,780**	**623,500**	**151,260**	**1,664,651**
Promotional							
	Advertising	28,789	21,912	30,656	80,000	15,134	132,568
	Print & Design	70,462	81,455	73,165	85,000	16,251	239,620
	Web Related	22,092	17,715	27,488	35,000	3,585	80,203
	Postage	7,133	3,637	4,030	8,000	882	15,667
	Travel	1,450	8,191	6,862	8,000	6,624	23,053
	Hospitality	7,587	8,472	9,947	8,000	4,406	26,419
	Other Promotional	0	400	-			400
Total Promotional		**137,513**	**141,782**	**152,148**	**224,000**	**46,882**	**517,930**

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 3/15/24	2022, 2023 est., 2024 bud. Total
Non-Competition Expenses							
	Camp Costs	0	0	-			-
	Fundraising costs		0	14,478	5,000	19,802	19,478
	Festival	0	120,154				120,154
	Gala Costs	118,385	127,112	98,366	115,000	36,500	340,478
	Education	14,609	41,121	53,318	45,000	34,053	139,439
	Concerts & Events	20,902	54,707	35,896	35,000	561	125,603
	Piano Flicks	4,808	0				-
	Non-Competition InKind	0	0				-
	NY Debut	0	40580				40,580
	Venue & Valet Costs	0	0				-
	Retail for Resale	0	0				-
	Social Events		8981	6,848	5,000	7,800	20,829
	Strrategic Planning		0	36,500			36,500
Total Non-Competition Expenses		**158,704**	**392,655**	**245,406**	**205,000**	**98,716**	**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**	**-**	**-**	**326,647**
Total Expense		**1,720,340**	**1,138,403**	**1,378,509**	**2,106,832**	**671,713**	**4,619,141**
Net Income		**-22,624**	**130,949**	**(5,958)**	**(66,915)**	**44,511**	**62,679**
	Bonus pool based on 3-yr net				22,500		
New net income after bonus							**40,179**