		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 8/31/24	2022, 2023 ytd., 2024 bud. Total
Contributions							
	Underwriting					7,500	-
	Foundations	279,500	296,100	243,500	300,000	413,808	839,600
	Board Minimum	53,750	64,050	67,000	85,000	37,500	216,050
	Board Beyond Min	168,498	89,951	168,499	225,000	156,965	483,450
	Individuals	125,759	199,279	158,562	300,000	269,829	657,841
	Prizes	125,650	0	27,000	140,000	104,500	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	26,150	45,910
	In-Kind	37,688	17,257	14,010	37,688		68,955
	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**	**810,331**	**1,255,268**	**1,168,818**	**2,837,409**
Other Income							
	Camp Income	0	0	61,967	-		61,967
	Gala Income	479,543	334,325	396,995	575,000	588,736	1,306,320
	NY Debut Packages						-
	Sponsorships	29,000	60,000	25,000	40,000	25,000	125,000
	Application Fees	0	47773	52,205			99,978
	Box Office	134,328	47,386	28,921	150,000	44,380	226,307
	Arts Connect	17,649	6,260	8,300	17,649	4,525	32,209
	Concerts and Events	0	0		1,000		1,000
	Management Fee	0	300	1,835		300	2,135
	Miscellaneous	856	1498	507	1,000	1,400	3,005
	Retail Sales	0	0			791	-
	Virtualoso box office	0	0				-
Total Other Income		**661,376**	**497,542**	**575,730**	**784,649**	**665,132**	**1,857,921**
Total Income		**1,697,716**	**1,269,352**	**1,386,061**	**2,039,917**	**1,833,950**	**4,695,330**

	2021 Actual	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 8/31/24	2022, 2023 est., 2024 bud. Total
Expense						
Virtualoso Costs	0	0				
CIPC Production Costs						
Artist Development					6,412	
Audio & Video services	66,464			55,000	45,654	55,000
Guest Artists						-
Contestant Costs	19,000			30,000	13,767	30,000
Institute Housing						-
In Kind expense	23,388		14,010	23,388		37,398
Jury Costs	61,508		1,608	110,000	76,798	111,608
Opening Ceremonies	16,739			-	19,369	-
Orchestra/Conductor	194,714			240,000	186,344	240,000
Finals Streaming	105,672			100,000	85,039	100,000
Other Competition Prod. Costs	14,934			17,000	12,111	17,000
Practice Space	0				2,000	-
Prizes, Cash	190,444		(888)	190,444	161,500	189,556
ARTIST DEVELOPMENT						-
Quartet/Chamber	16,064			9,000		9,000
Selection Process	0			13,600	13,216	13,600
Social Competiton Events	14,119			20,000	32,562	20,000
Ticket Expense	81,300			81,300	158	81,300
Transcriptions				8,000	3,000	8,000
Venue & Valet Costs	28,724			30,000	50,302	30,000
Winners Expense	8298		-	8,000	10,000	8,000
Paris				7,500	4,676	7,500
Total CIPC Production Costs	**841,368**	**4,603**	**14,730**	**943,232**	**722,908**	**957,962**

	2021 Actua	2022 Actua	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 8/31/24	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	28,588	126,585
Equipment & Supplies	29,347	29,468	25,238	30,000	23,034	84,706
Insurance	5,801	5,798	7,424	9,400	6,998	22,622
Federation & Other Dues	6,645	6,835	8,138	8,000	5,000	22,973
Credit Card Fees	6,540	14,195	17,703	9,000	5,382	40,898
Interest on PNC LOC	0	0	-	-		-
Bank Fees	3,828	1,636	2,227	4,000	1,901	7,863
Miscellaneous	0			-		-
Parking	157	39	213	200	841	452
Depreciation Expense	5572	10801	-	6,000		16,801
Total Office Costs	**91,912**	**110,992**	**100,808**	**111,100**	**71,744**	**322,900**
Payroll & Professional Fees						
Administrative Salaries & Wages	392,997	396,154	452,317	536,000	356,084	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	27,048	14,715
Accounting	19,269	20,406	26,576	24,000	19,550	70,982
Payroll Taxes	27,062	28,043	30,482	36,000	27,595	94,525
Benefits	13,917	4,925		-	2,655	4,925
Health Insurance	3,601	7,447	11,870	15,000	14,870	34,317
Payroll Service Fees	2,598	1,853	2,787	2,000	1,679	6,640
Legal Fees	0	400	22,128	-	72	22,528
Staff Education	0	10751	280	2,500	3,950	13,531
Total Payroll & Professional Fees	**490,843**	**488,371**	**552,780**	**623,500**	**453,503**	**1,664,651**
Promotional						
Advertising	28,789	21,912	30,656	80,000	51,746	132,568
Print & Design	70,462	81,455	73,165	85,000	96,859	239,620
Web Related	22,092	17,715	27,488	35,000	16,378	80,203
Postage	7,133	3,637	4,030	8,000	4,102	15,667
Travel	1,450	8,191	6,862	8,000	10,391	23,053
Hospitality	7,587	8,472	9,947	8,000	9,389	26,419
Other Promotional	0	400	-			400
Total Promotional	**137,513**	**141,782**	**152,148**	**224,000**	**188,865**	**517,930**

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 8/31/24	2022, 2023 est., 2024 bud. Total
Non-Competition Expenses							
	Camp Costs	0	0	-			-
	Fundraising costs		0	14,478	5,000	23,353	19,478
	Festival	0	120,154				120,154
	Gala Costs	118,385	127,112	98,366	115,000	163,448	340,478
	Education	14,609	41,121	53,318	45,000	67,197	139,439
	Concerts & Events	20,902	54,707	35,896	35,000	32,309	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	-	20,829
	Strrategic Planning		0	36,500			36,500
Total Non-Competition Expenses		**158,704**	**392,655**	**245,406**	**205,000**	**286,307**	**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**	**1,392,519**	**2,106,832**	**1,723,327**	**4,633,151**
Net Income		**-22,624**	**130,949**	**(6,458)**	**(66,915)**	**110,623**	**62,179**
	Bonus pool based on 3-yr net				22,500		
New net income after bonus							**39,679**