		2022 Actual	2023 Actual @ 12/31/23	2024 Bud.	2024 YTD @ 9/30/24	2025 Budget	2022, 2023 ytd., 2024 bud. Total
Contributions							
	Underwriting				7,500		-
	Foundations	296,100	243,500	300,000	433,808	300,000	839,600
	Board Minimum	64,050	67,000	85,000	38,500	72000	216,050
	Board Beyond Min	89,951	168,499	225,000	156,965	160000	483,450
	Individuals	199,279	158,562	300,000	350,293	250,000	657,841
	Prizes	0	27,000	140,000	103,500		167,000
	Artist Development						
	Government Sources	55,555	75,420	72,700	58,031	69000	203,675
	Covid-related	16,550					16,550
	Corporation	12150	16,880	16,880	26,150	14150	45,910
	In-Kind	17,257	14,010	37,688		14,000	68,955
	Endowment Dist'n Unrestricted	20,918	21,440	21,500	21,824	22319	63,858
	Endowment Dist'n Prizes	0		56,500	72,711		56,500
	Endowment Dist'n Young Artists +		18,020				18,020
	Virtualoso Sponsorship	0		-			-
	Virtualoso Prizes	0		-			-
	Virtualoso Donations	0		-			-
	Virtualoso In-Kind	0		-			-
Total	**Contributions**	**771,810**	**810,331**	**1,255,268**	**1,269,282**	**901,469**	**2,837,409**
Other Income							
	Camp Income	0	61,967	-			61,967
	Gala Income	334,325	396,995	575,000	657,817	450000	1,306,320
	NY Debut Packages						-
	Sponsorships	60,000	25,000	40,000	25,000	20000	125,000

	Application Fees	47773	52,205			55000	99,978
	Box Office	47,386	28,921	150,000	131,800	75000	226,307
	Arts Connect	6,260	8,300	17,649	4,795		32,209
	Concerts and Events	0		1,000			1,000
	Management Fee	300	1,835		300	5000	2,135
	Miscellaneous	1498	507	1,000	1,452		3,005
	Retail Sales	0			791		-
	Virtualoso box office	0					-
	Interest Income					12000	
Total Other Income		**497,542**	**575,730**	**784,649**	**821,955**	**617,000**	**1,857,921**
Total Income		**1,269,352**	**1,386,061**	**2,039,917**	**2,091,237**	**1,518,469**	**4,695,330**
Expense							
Virtualoso Costs		0					
CIPC Production Costs							
	Artist Development				6,412		
	Audio & Video services			55,000	73,309		55,000
	Guest Artists						-
	Contestant Costs			30,000	14,317		30,000
	Institute Housing						-
	In Kind expense		14,010	23,388			37,398
	Jury Costs		1,608	110,000	105,092		111,608
	Opening Ceremonies			-	36,498		-
	Orchestra/Conductor			240,000	187,329		240,000
	Finals Streaming			100,000	85,039		100,000
	Other Competition Prod. Costs			17,000	12,155		17,000
	Practice Space				2,000		-

	Prizes, Cash		(888)	190,444	162,500		189,556
	ARTIST DEVELOPMENT						-
	Quartet/Chamber			9,000	7,887		9,000
	Selection Process			13,600	13,216		13,600
	Social Competiton Events			20,000	35,716		20,000
	Ticket Expense			81,300	158		81,300
	Transcriptions			8,000	3,000		8,000
	Venue & Valet Costs			30,000	118,761		30,000
	Winners Expense		-	8,000	10,000	1,500	8,000
	Paris			7,500	4,676		7,500
Total	**CIPC Production Costs**	**4,603**	**14,730**	**943,232**	**878,065**	**1,500**	**957,962**
Office Costs							
	Interest expense - Capital Lease		-				-
	Bad Debt Expense		-	-			-
	Office Rental, Utilities	42,220	39,865	44,500	32,214	46000	126,585
	Equipment & Supplies	29,468	25,238	30,000	28,648	30000	84,706
	Insurance	5,798	7,424	9,400	8,665	9600	22,622
	Federation & Other Dues	6,835	8,138	8,000	5,200	7000	22,973
	Credit Card Fees	14,195	17,703	9,000	10,129	14500	40,898
	Interest on PNC LOC	0	-	-		0	-
	Bank Fees	1,636	2,227	4,000	2,794	3000	7,863
	Miscellaneous			-			-
	Parking	39	213	200	1,140	500	452
	Depreciation Expense	10801	-	6,000		14000	16,801
Total	**Office Costs**	**110,992**	**100,808**	**111,100**	**88,790**	**124,600**	**322,900**

Payroll & Professional Fees						
Administrative Salaries & Wages	396,154	452,317	536,000	401,095	610,000	1,384,471
Bonuses	5,000	-				5,000
ArtsConnect Artist Fee	13,017	-	-	-		13,017
Independent Contractors	375	6,340	8,000	28,898	3000	14,715
Accounting	20,406	26,576	24,000	20,850	25000	70,982
Payroll Taxes	28,043	30,482	36,000	31,039	42000	94,525
Benefits	4,925		-	4,008	18300	4,925
Health Insurance	7,447	11,870	15,000	16,526	19872	34,317
Payroll Service Fees	1,853	2,787	2,000	1,806	2400	6,640
Legal Fees	400	22,128	-	144	500	22,528
Staff Education	10751	280	2,500	3,950	10000	13,531
Total Payroll & Professional Fees	**488,371**	**552,780**	**623,500**	**508,316**	**731,072**	**1,664,651**
Promotional						
Advertising	21,912	30,656	80,000	54,096	100000	132,568
Print & Design	81,455	73,165	85,000	109,580	80000	239,620
Web Related	17,715	27,488	35,000	18,573	20000	80,203
Postage	3,637	4,030	8,000	4,102	3700	15,667
Travel	8,191	6,862	8,000	10,774	10000	23,053
Hospitality	8,472	9,947	8,000	11,747	9000	26,419
Other Promotional	400	-			0	400
Total Promotional	**141,782**	**152,148**	**224,000**	**208,872**	**222,700**	**517,930**
Non-Competition Expenses						
Camp Costs	0	-				-
Fundraising costs	0	14,478	5,000	23,353	13000	19,478
Festival	120,154				120000	120,154
Gala Costs	127,112	98,366	115,000	154,285	150000	340,478
Education	41,121	53,318	45,000	69,687	75000	139,439
Concerts & Events	54,707	35,896	35,000	32,504	17,000	125,603

	Piano Flicks	0					-
	Non-Competition InKind	0					-
	NY Debut	40580				45000	40,580
	Venue & Valet Costs	0					-
	Retail for Resale	0					-
	Social Events	8981	6,848	5,000	5,700	10000	20,829
	Strrategic Planning	0	36,500				36,500
Total Non-Competition Expenses		**392,655**	**245,406**	**205,000**	**285,529**	**430,000**	**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**	**326,647**	**-**	**-**		**326,647**
Total Expense		**1,138,403**	**1,392,519**	**2,106,832**	**1,969,572**	**1,509,872**	**4,633,151**
Net Income		**130,949**	**(6,458)**	**(66,915)**	**121,665**	**8,597**	**62,179**
	Bonus pool based on 3-yr net			22,500			

New net income after bonus							**39,679**