

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 YTD @ 12/31/24	2022, 2023 ytd., 2024 YTD Total		
Contributions								
	Underwriting				7,500	7,500		
	Foundations	279,500	296,100	243,500	472,808	1,012,408		
	Board Minimum	53,750	64,050	67,000	75,000	206,050		
	Board Beyond Min	168,498	89,951	168,499	186,398	444,848		
	Individuals	125,759	199,279	159,753	494,685	853,717		
	Prizes	125,650	0	27,000	105,500	132,500		
	Artist Development					-		
	Government Sources	56,170	55,555	75,420	71,950	202,925		
	Covid-related	122,755	16,550			16,550		
	Corporation	0	12150	16,880	26,150	55,180		
	In-Kind	37,688	17,257	14,010		31,267		
	Endowment Dist'n Unrestricted	17,600	20,918	21,440	21,824	64,182		
	Endowment Dist'n Prizes	48,970	0		72,711	72,711		
	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	811,522	1,534,526	3,117,858		
Other Income								
	Interest Income				2,859	2,859		
	Camp Income	0	0	61,967		61,967		
	Gala Income	479,543	334,325	396,995	741,227	1,472,547		
	NY Debut Packages					-		
	Sponsorships	29,000	60,000	25,000	25,000	110,000		
	Application Fees	0	47773	52,205		99,978		
	Box Office	134,328	47,386	28,921	131,800	208,107		
	Arts Connect	17,649	6,260	8,300	5,775	20,335		
	Concerts and Events	0	0			-		
	Management Fee	0	300	1,835	300	2,435		
	Miscellaneous	856	1498	6,360	1,424	9,282		
	Retail Sales	0	0		791	791		
	Advertizing revenue	0	0	35		35		
Total Other Income		661,376	497,542	581,618	909,176	1,988,336		
Total Income		1,697,716	1,269,352	1,393,140	2,443,702	5,106,194		

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 YTD @ 12/31/24	2022, 2023 ytd., 2024 YTD Total		
Expense								
Virtualoso Costs		0	0					
CIPC Production Costs								
	Artist Development				6,412	6,412		
	Audio & Video services	66,464			73,309	73,309		
	Guest Artists					-		
	Contestant Costs	19,000			32,877	32,877		
	Institute Housing					-		
	In Kind expense	23,388		-		-		
	Jury Costs	61,508		1,608	105,092	106,700		
	Opening Ceremonies	16,739			36,498	36,498		
	Orchestra/Conductor	194,714			187,329	187,329		
	Finals Streaming	105,672			85,039	85,039		
	Other Competition Prod. Costs	14,934	-75		12,155	12,080		
	Practice Space	0			2,000	2,000		
	Prizes, Cash	190,444		(888)	162,500	161,612		
	ARTIST DEVELOPMENT					-		
	Quartet/Chamber	16,064			7,887	7,887		
	Selection Process	0			13,216	13,216		
	Social Competiton Events	14,119			35,716	35,716		
	Ticket Expense	81,300	928		158	1,086		
	Transcriptions				3,000	3,000		
	Venue & Valet Costs	28,724			118,761	118,761		
	Winners Expense	8298	3750	-	10,000	13,750		
	Paris				4,780	4,780		
Total CIPC Production Costs		841,368	4,603	720	896,729	902,052		

		2021 Actual	2022 Actual	2023 Actual @ 12/31/23	2024 YTD @ 12/31/24	2022, 2023 ytd., 2024 YTD Total		
Office Costs								
	Interest expense - Capital Lease	9		-		-		
	Bad Debt Expense	1,450		-		-		
	Office Rental, Utilities+ Op Lease Exp	32,563	42,220	40,225	43,539	125,984		
	Equipment & Supplies	29,347	29,468	25,238	40,546	95,252		
	Insurance	5,801	5,798	7,424	8,735	21,957		
	Federation & Other Dues	6,645	6,835	8,138	7,239	22,212		
	Credit Card Fees	6,540	14,195	17,703	11,126	43,024		
	Interest on PNC LOC	0	0	-		-		
	Bank Fees	3,828	1,636	2,227	3,939	7,802		
	Miscellaneous	0		80		80		
	Parking	157	39	135	1,140	1,314		
	Depreciation Expense	5572	10801	13,341		24,142		
Total Office Costs		91,912	110,992	114,511	116,264	341,767		
Payroll & Professional Fees								
	Administrative Salaries & Wages	392,997	396,154	451,927	535,040	1,383,121		
	Bonuses		5,000	-		5,000		
	ArtsConnect Artist Fee	18,249	13,017	-	200	13,217		
	Independent Contractors	13,150	375	6,340	37,768	44,483		
	Accounting	19,269	20,406	26,576	24,599	71,581		
	Payroll Taxes	27,062	28,043	30,872	41,228	100,143		
	Benefits	13,917	4,925		8,065	12,990		
	Health Insurance	3,601	7,447	11,870	21,457	40,774		
	Payroll Service Fees	2,598	1,853	2,787	2,444	7,084		
	Legal Fees	0	400	22,128	216	22,744		
	Staff Education	0	10751	280	4,115	15,146		
Total Payroll & Professional Fees		490,843	488,371	552,780	675,132	1,716,283		
Promotional								
	Advertising	28,789	21,912	36,281	53,422	111,615		
	Print & Design	70,462	81,455	73,165	118,289	272,909		
	Web Related	22,092	17,715	27,488	20,746	65,949		
	Postage	7,133	3,637	4,030	5,075	12,742		
	Travel	1,450	8,191	6,862	11,315	26,368		
	Hospitality	7,587	8,472	9,947	21,777	40,196		
	Other Promotional	0	400	-		400		
Total Promotional		137,513	141,782	157,773	230,624	530,179		

		2021 Actuals	2022 Actual	2023 Actual @ 12/31/23	2024 YTD @ 12/31/24	2022, 2023 ytd., 2024 YTD Total		
Non-Competition Expenses								
	Camp Costs	0	0	-		-		
	Fundraising costs		0	14,478	23,353	37,831		
	Festival	0	120,154			120,154		
	Gala Costs	118,385	127,112	98,366	154,311	379,789		
	Education	14,609	41,121	53,318	87,397	181,836		
	Concerts & Events	20,902	54,707	35,896	34,909	125,512		
	Piano Flicks	4,808	0			-		
	Non-Competition InKind	0	0			-		
	NY Debut	0	40580			40,580		
	Catering				1,602	1,602		
	Venue & Valet Costs	0	0			-		
	Retail for Resale	0	0			-		
	Social Events		8981	6,848	5,700	21,529		
	Strategic Planning		0	36,500		36,500		
Total Non-Competition Expenses		158,704	392,655	245,406	307,272	945,333		
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		
	In-Kind Expense			14,010		14,010		
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	340,657	-	340,657		
Total Expense		1,720,340	1,138,403	1,411,847	2,226,021	4,776,271		
Net Income		-22,624	130,949	(18,707)	217,681	329,923		329,923
	Bonus pool estimate based on 3-yr net					207,700		
New net income after bonuses						122,223		