

**KOTO RADIO**  
**Profit & Loss Budget Overview**  
 January through December 2013

	<b>Jan - Dec 13</b>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>4000 · SPECIAL EVENTS INCOME</b>	
<b>4001 · Ticket Sales</b>	
4001.2 · Event Backer	0.00
4001 · Ticket Sales - Other	139,190.00
<b>Total 4001 · Ticket Sales</b>	139,190.00
<b>4002 · Guest DJ Day Pledges</b>	0.00
<b>4010 · Beer &amp; Liquor Sales</b>	
4010.1 · Beer Sales	80,000.00
4010.2 · Liquor Sales	21,807.00
4010.3 · Beer Tips	22,029.00
4010.4 · Liquor Tips	0.00
4010.8 · Cups	0.00
<b>Total 4010 · Beer &amp; Liquor Sales</b>	123,836.00
4015 · Vendor Fee	615.00
<b>4020 · Ski Swap Sales</b>	
4020.5 · Ski Swap Ticket Sales	20.00
4020 · Ski Swap Sales - Other	149,703.00
<b>Total 4020 · Ski Swap Sales</b>	149,723.00
4040 · Event Adv/Sponsors	1,625.00
4050 · Concessions	0.00
4060 · Camping	0.00
4080 · Coat Check	0.00
4085 · Duck Race	5,000.00
4090 · Building Managements	0.00
<b>Total 4000 · SPECIAL EVENTS INCOME</b>	419,989.00
<b>4100 · DONATION INCOME</b>	
4110 · Donor Pledges	130,000.00
4120 · Uncollectable Pledges	-8,000.00
4125 · Trustee Donations	30,000.00
4130 · Jars	200.00
4150.5 · Bluegrass Donation	10,000.00
4160 · Donated Sevicees	0.00
4100 · DONATION INCOME - Other	0.00
<b>Total 4100 · DONATION INCOME</b>	162,200.00
<b>4200 · GRANTS INCOME</b>	
4205 · New Belgium Brewing	0.00
4210 · Town of Telluride	15,000.00
4220 · CPB - Community Service Grant	88,000.00
4225 · CPB - Financial Stabilization	22,000.00
4260 · Private Grants	20,000.00
4270 · Foundation Grants	8,000.00
4200 · GRANTS INCOME - Other	0.00
<b>Total 4200 · GRANTS INCOME</b>	153,000.00

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<b>4300 · MERCHANDISE Sales</b>	
4320 · Non-event memorabilia	0.00
4300 · MERCHANDISE Sales - Other	3,280.00
	3,280.00
<b>Total 4300 · MERCHANDISE Sales</b>	<b>3,280.00</b>
<b>4400 · OTHER INCOME</b>	
4410 · Tower Lease Income	0.00
4413 · Margin Profits Income	0.00
4400 · OTHER INCOME - Other	0.00
	0.00
<b>Total 4400 · OTHER INCOME</b>	<b>0.00</b>
<b>Total Income</b>	<b>738,469.00</b>
<b>Cost of Goods Sold</b>	
<b>5000 · SPECIAL EVENTS COSTS</b>	
5010 · Advertising	10,994.00
5015 · Event Lodging	2,000.00
5020 · Concessions	0.00
5025 · Event Meals/Travel Expenses	0.00
5030 · Contracted Labor	
5030.01 · Boxoffice	400.00
5030.02 · Campground	0.00
5030.03 · Catering	400.00
5030.04 · Clean-up	2,338.00
5030.05 · Electrician	0.00
5030.06 · Front of house staff	200.00
5030.07 · Medical	0.00
5030.08 · Parking	0.00
5030.09 · Production Assistant	2,795.00
5030.10 · Security	330.00
5030.11 · Sound/Lights	11,880.00
5030.12 · Shuttle Drivers	75.00
5030.13 · Stage hands	550.00
5030.14 · Trash -Recycling	900.00
5030.15 · Volunteer Coordinator	0.00
5030.16 · Back Stage Staff	0.00
5030.18 · Event Meetings	0.00
5030 · Contracted Labor - Other	0.00
	19,868.00
<b>Total 5030 · Contracted Labor</b>	<b>19,868.00</b>
5035 · Event Hospitality	4,000.00
5036 · Event Transportation	173.00
5040 · Credit Card Fees on Sales	335.00
5045 · Paypal Fees on Sales	440.00

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<b>5050 · Event Equipment Rental</b>	
5050.01 · Chairs/Tables/Fencing	5,972.00
5050.02 · Phones	300.00
5050.03 · Port-a-johns	1,470.00
5050.04 · Radios	0.00
5050.05 · Tents/Staging/Trailer	1,925.00
5050.06 · Back line	0.00
5050.07 · Heating	58.00
5050 · Event Equipment Rental - Other	0.00
<b>Total 5050 · Event Equipment Rental</b>	<b>9,725.00</b>
<b>5060 · Event Insurance</b>	0.00
<b>5065 · Event Licenses &amp; Tax</b>	6,760.00
<b>5070 · Event Supplies &amp; Expenses</b>	8,618.00
<b>5071 · Volunteer Food</b>	736.00
<b>5080 · Beer/Liquor Costs</b>	
5080.01 · Beer Costs	20,000.00
5080.02 · Liquor Costs	7,321.00
5080.03 · Cups Purchased	0.00
5080.04 · Beer/Liquor Expense-Rotary	0.00
5080.05 · Elks Refund	0.00
5080.06 · Rotary Refund	0.00
5080.07 · Beer / Liquor expense (Elks)	0.00
5080.09 · Sales/Excise Tax Paid Out	9,062.00
5080.10 · Ice Costs	0.00
<b>Total 5080 · Beer/Liquor Costs</b>	<b>36,383.00</b>
<b>5090 · Sski Swap Goods Cost</b>	107,424.00
<b>5091 · Ski Swap Sales Tax</b>	13,009.00
<b>5095 · DAMAGE DEPOSIT</b>	0.00
<b>5100 · Talent</b>	45,000.00
<b>5101 · Prize Money</b>	500.00
<b>5105 · Production Fee</b>	0.00
<b>5110 · Venue/Booth Rental</b>	1,270.00
<b>5120 · Parking</b>	0.00
<b>5130 · Volgistics-Volunteer database</b>	220.00
<b>5180 · Sponsorship</b>	0.00
<b>5185 · Event Liquour Liab Insurance</b>	7,500.00
<b>5188 · Accounting-Event</b>	0.00
<b>5190 · Event Bank</b>	0.00
<b>5000 · SPECIAL EVENTS COSTS - Other</b>	0.00
<b>Total 5000 · SPECIAL EVENTS COSTS</b>	<b>274,955.00</b>
<b>5300 · MERCHANDISE SALES COSTS</b>	
5310 · Cost of Merchandise Sold	0.00
5320 · Operations	150.00
5330 · Sales Tax Merch	503.00
5350 · Merch cc fees	0.00
5300 · MERCHANDISE SALES COSTS - ...	0.00
<b>Total 5300 · MERCHANDISE SALES COSTS</b>	<b>653.00</b>

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<b>5500 · PO BOX DIRECTORY-publishing</b>	0.00
<b>Total COGS</b>	275,608.00
<b>Gross Profit</b>	462,861.00
<b>Expense</b>	
<b>6000 · PAYROLL SALARIES &amp; WAGES</b>	
6010 · Executive Director	55,000.00
6011 · Station Manager	42,000.00
6012 · Event Coordinator	
5199 · EC Overtime and Incentive	18,800.00
6012 · Event Coordinator - Other	27,000.00
<b>Total 6012 · Event Coordinator</b>	45,800.00
6013 · Music Director	37,000.00
6014 · News Director	37,000.00
6015 · News Reporter	17,500.00
6020 · Donated Services - DJ	0.00
6050 · Year-end Bonuses	3,000.00
6000 · PAYROLL SALARIES & WAGES - ...	0.00
<b>Total 6000 · PAYROLL SALARIES &amp; WAGES</b>	237,300.00
<b>6100 · PAYROLL TAXES &amp; BENEFITS</b>	
6110 · Fica/Med	18,153.00
6120 · State Unemployment Ins	400.00
6125 · Workman's Comp	2,500.00
6130 · Health Insurance	36,000.00
6131 · Co Pay Deductible Reimbursement	0.00
6140 · Retirement 403(b)(7)	2,200.00
6150 · Refunds, Penalties, Etc	0.00
6190 · Ski Passes	795.00
6100 · PAYROLL TAXES & BENEFITS - ...	0.00
<b>Total 6100 · PAYROLL TAXES &amp; BENEFITS</b>	60,048.00
<b>6200 · PROGRAMMING</b>	
6210 · NPR	14,200.00
6215 · PRI	12,250.00
6217 · AMERICAN PUBLIC MEDIA	1,650.00
6220 · Blues & Brews	0.00
6225 · Bluegrass Broadcast	400.00
6230 · New Dimensions	260.00
6235 · E-Town	0.00
6240 · Counterspin	0.00
6245 · Democracy Now	0.00
6250 · High Country Radio	0.00
6255 · Stardate	0.00
6260 · DUES NFCB	6,250.00
6270 · Rocky Mountain Community Radio	0.00
6275 · Undercurrents	150.00
6200 · PROGRAMMING - Other	0.00
<b>Total 6200 · PROGRAMMING</b>	35,160.00

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	<b>Jan - Dec 13</b>
<b>6280 · PROGRAMMING - INTERNET SVC</b>	
6285 · Web Radio Streaming	1,000.00
6290 · Web Development	4,000.00
6291 · Internet Consulting	0.00
6292 · Spintron Charting	500.00
6280 · PROGRAMMING - INTERNET SV...	0.00
<b>Total 6280 · PROGRAMMING - INTERNET ...</b>	<b>5,500.00</b>
<b>6300 · LAST DOLLAR TOWER RENT</b>	<b>0.00</b>
<b>6350 · BUILDING COSTS</b>	
6360 · Building Remodel	0.00
6370 · Mortgage Interest	14,430.00
6350 · BUILDING COSTS - Other	0.00
<b>Total 6350 · BUILDING COSTS</b>	<b>14,430.00</b>
<b>6400 · STORAGE UNIT RENTAL</b>	
6420 · Illium Storage	2,550.00
6430 · Telluride Self Storage	1,140.00
6400 · STORAGE UNIT RENTAL - Other	0.00
<b>Total 6400 · STORAGE UNIT RENTAL</b>	<b>3,690.00</b>
<b>6450 · REPAIR &amp; MAINT</b>	<b>11,000.00</b>
<b>6470 · INSURANCE</b>	
6470.2 · Gen Liab Insurance	6,100.00
6470.3 · Flood Insurance	0.00
6470.4 · NDO Insurance	0.00
6470 · INSURANCE - Other	0.00
<b>Total 6470 · INSURANCE</b>	<b>6,100.00</b>
<b>6500 · OFFICE EXPENSES</b>	
6510 · Fundraising Expenses	6,000.00
6520 · Supplies	6,000.00
6525 · Postage	2,000.00
6530 · Color Copier Lease	0.00
6535 · Copier Expenses	1,200.00
6540 · Newsletter	0.00
6545 · Printing	500.00
6545.1 · PRINTING-old	0.00
6550 · Subscriptions & Education	1,200.00
6555 · Record Media	600.00
6558 · Music Acquis	1,300.00
6560 · Equipment & Software	6,000.00
6570 · Bank Charges	600.00
6570.1 · Bank Charges Temp Restricted	0.00
6575 · Bottled Water	360.00
6580 · Flagging Service	0.00
6598 · Amazon - sell old music	0.00
6599 · Void Checks	0.00
6500 · OFFICE EXPENSES - Other	0.00
<b>Total 6500 · OFFICE EXPENSES</b>	<b>25,760.00</b>

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	<b>Jan - Dec 13</b>
<b>6600 · TELEPHONE</b>	
6605 · Coonskin Cell	0.00
6610 · Office phone	6,000.00
6615 · Wireless - Last Dollar	600.00
6621 · Janice Cell	1,200.00
6623 · Dina's Cell	0.00
6600 · TELEPHONE - Other	0.00
	7,800.00
<b>6640 · UTILITIES</b>	
6650 · Office Electricity	4,800.00
6655 · Water-Sewer-Trash-Recycling	1,200.00
6660 · DSL Internet	0.00
6665 · SKYBEAM (Montrose Internet)	0.00
6670 · Coonskin Electricity	0.00
6671 · Last Dollar electricity	0.00
6672 · Norwood translator electricity	240.00
6673 · Placerville 105.5	240.00
6674 · Nitrogen Tank Rental	0.00
6640 · UTILITIES - Other	0.00
	6,480.00
<b>66900 · Reconciliation Discrepancies</b>	0.00
<b>6700 · LEGAL &amp; PROFESSIONAL</b>	
6710 · Accounting	12,160.00
6715 · Annual Audit	7,000.00
6720 · Legal	0.00
6740 · Exempt Prop Tax Filing Fee	0.00
6700 · LEGAL & PROFESSIONAL - Other	0.00
	19,160.00
<b>6750 · CONTRACT LABOR</b>	
6755 · Cleaning Services	0.00
6760 · Computers Consultants	4,000.00
6770 · Engineering	8,000.00
6780 · Minutes Taker	0.00
6785 · News Stringer	0.00
6790 · Retreat Facilitator	0.00
6795 · Development Director	0.00
6750 · CONTRACT LABOR - Other	0.00
	12,000.00
<b>6800 · MEETINGS &amp; CONFERENCES</b>	
6810 · Meeting Expenses	2,500.00
6820 · Conference Fees	0.00
6840 · Travel	0.00
6800 · MEETINGS & CONFERENCES - O...	0.00
	2,500.00
<b>Total 6800 · MEETINGS &amp; CONFERENCES</b>	<b>2,500.00</b>

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	<b>Jan - Dec 13</b>
9999 · Ask Janice	0.00
<b>Total Expense</b>	<b>446,928.00</b>
<b>Net Ordinary Income</b>	<b>15,933.00</b>
<b>Other Income/Expense</b>	
<b>Other Income</b>	
<b>8001 · INTEREST</b>	
8001.1 · Interest	0.00
8001 · INTEREST - Other	0.00
<b>Total 8001 · INTEREST</b>	<b>0.00</b>
<b>8010 · SALE OF ASSETS</b>	<b>0.00</b>
<b>8020 · CAPITAL CAMPAIGN INCOME</b>	
8020.3 · Capital Campaign Contributions	0.00
8020 · CAPITAL CAMPAIGN INCOME - Ot...	0.00
<b>Total 8020 · CAPITAL CAMPAIGN INCOME</b>	<b>0.00</b>
<b>8070 · CAPITAL INCOME</b>	
8070.1 · CPB - Digital Conversion	0.00
8070.3 · PTFP Grant Income	0.00
8070.4 · Telluride Foundation Grant	0.00
8070 · CAPITAL INCOME - Other	0.00
<b>Total 8070 · CAPITAL INCOME</b>	<b>0.00</b>
<b>Total Other Income</b>	<b>0.00</b>
<b>Other Expense</b>	
<b>8100 · CAPITAL CAMPAIGN EXPENSE</b>	
8110 · Postage	0.00
8115 · Campaign Coordinator	0.00
8120 · Office Equipment	0.00
8125 · Office Expenses	0.00
8130 · Office Rent	0.00
8135 · Second Signal	0.00
8140 · Telephone Capital Campaign	0.00
8100 · CAPITAL CAMPAIGN EXPENSE - O...	0.00
<b>Total 8100 · CAPITAL CAMPAIGN EXPENSE</b>	<b>0.00</b>
<b>8200 · CAPITAL EXPENDITURES</b>	
8202 · FCC FULL POWER	0.00
8210 · PTFP Grant Expenditures	0.00
8220 · New Transmitter 91.7	0.00
8225 · Digital Equipment Fm CPB Grant	0.00
8230 · Digital Ibiquity 1 Time Lic Fee	0.00
8235 · New Computers	0.00
8240 · Studio Equip to Depreciate	0.00
8250 · Land Purchase	0.00
8260 · Stand-by Power Generators	0.00
8300 · Depreciation Expense	0.00
8200 · CAPITAL EXPENDITURES - Other	0.00
<b>Total 8200 · CAPITAL EXPENDITURES</b>	<b>0.00</b>

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8301 · Amortization Expense	0.00
8305 · Late Fees/Finance Charges	0.00
8310 · Pledges Uncollectable	0.00
8320 · INTEREST EXPENSE	0.00
8400 · Suspense	0.00
<b>Total Other Expense</b>	<u>0.00</u>
<b>Net Other Income</b>	<u>0.00</u>
<b>Net Income</b>	<u><u>15,933.00</u></u>