

KOTO RADIO
Profit & Loss Prev Year Comparison
 January through September 2016

	<u>Jan - Sep 16</u>	<u>Jan - Sep 15</u>
Ordinary Income/Expense		
Income		
4000 · SPECIAL EVENTS INCOME		
4001 · Ticket Sales		
4001.2 · Event Backer	0.00	0.00
4001 · Ticket Sales - Other	8,080.00	9,480.00
Total 4001 · Ticket Sales	8,080.00	9,480.00
4010 · Beer & Liquor Sales		
4010.1 · Beer Sales	93,067.87	66,306.86
4010.2 · Liquor Sales	42,212.00	6,475.41
4010.3 · Beer Tips	26,508.36	1,287.00
4010.4 · Liquor Tips	3,774.00	0.00
Total 4010 · Beer & Liquor Sales	165,562.23	74,069.27
4020 · Ski Swap		
4020.5 · SS Sales Tax Collected	0.00	-75.00
4020.55 · SS Sales Tax Paid	0.00	-88.78
Total 4020 · Ski Swap	0.00	-163.78
4040 · Event Adv/Sponsors	9,950.00	2,610.00
4085 · Duck Race	7,296.48	6,440.00
4086 · Ride Fest	0.00	23,650.08
Total 4000 · SPECIAL EVENTS INCOME	190,888.71	116,085.57
4100 · FUNDRAISING CAMPAIGN INCO...		
4030 · Raffle Income	6,717.00	0.00
4116 · TBG Donation	0.00	9,329.75
4135 · BG/Car Donations	8,000.00	0.00
4110 · Donor Pledges	99,663.12	69,734.58
4115 · Jar Donations	146.62	534.76
4125 · Trustee Donations	0.00	5,000.00
4160 · Donated Sevicees	1,800.00	0.00
4420 · Auction Income	13,065.00	0.00
Total 4100 · FUNDRAISING CAMPAIGN I...	129,391.74	84,599.09
4200 · GRANTS INCOME		
4210 · Town of Telluride	25,000.00	15,000.00
4220 · CPB Grant	27,572.00	28,574.00
4260 · Private Grants		
4260.1 · Release of Resticted Funds	0.00	4,777.58
4260 · Private Grants - Other	2,177.17	-6,500.00
Total 4260 · Private Grants	2,177.17	-1,722.42
Total 4200 · GRANTS INCOME	54,749.17	41,851.58

KOTO RADIO
Profit & Loss Prev Year Comparison
 January through September 2016

	<u>Jan - Sep 16</u>	<u>Jan - Sep 15</u>
4300 · MERCHANDISE		
4301 · Merchandise Sales	7,565.14	2,737.44
Total 4300 · MERCHANDISE	7,565.14	2,737.44
4400 · OTHER INCOME		
4430 · Miscellaneous Income	327.62	0.00
4410 · Tower Lease Income	6,231.84	9,086.48
Total 4400 · OTHER INCOME	6,559.46	9,086.48
Total Income	389,154.22	254,360.16
Cost of Goods Sold		
5000 · SPECIAL EVENTS COSTS		
5010 · Advertising	634.64	186.00
5015 · Event Lodging	604.74	0.00
5025 · Event Meals/Travel Expenses	0.00	0.00
5030 · Contracted Labor		
5030.01 · Boxoffice	75.00	0.00
5030.04 · Clean-up	50.00	0.00
5030.06 · Front of house staff	125.00	0.00
5030.10 · Security	475.00	550.00
5030.11 · Sound/Lights	1,400.00	150.00
5030.13 · Stage hands	339.41	0.00
5030.14 · Trash -Recycling	0.00	217.56
Total 5030 · Contracted Labor	2,464.41	917.56
5040 · Credit Card Fees on Sales	0.00	210.39
5050 · Event Equipment Rental		
5050.01 · Chairs/Tables/Fencing	350.75	25.00
5050.03 · Port-a-johns	260.00	260.00
5050.05 · Tents/Staging/Trailer	0.00	26.00
5050 · Event Equipment Rental - Other	0.00	400.00
Total 5050 · Event Equipment Rental	610.75	711.00
5060 · Event Insurance		
5062 · Event Gen Liab Ins	840.00	2,714.48
5061 · Event Liq Liab Ins	0.00	2,285.00
Total 5060 · Event Insurance	840.00	4,999.48
5065 · Event Licenses & Tax	350.00	75.00
5070 · Event Supplies & Expenses	460.29	452.90
5071 · Volunteer Food	145.68	225.44
5080 · Beer/Liquor Costs		
5080.01 · Beer/Liquor Costs	62,961.57	59,220.80
5080.11 · Cups Purchased	0.00	87.38
Total 5080 · Beer/Liquor Costs	62,961.57	59,308.18

KOTO RADIO
Profit & Loss Prev Year Comparison
 January through September 2016

	<u>Jan - Sep 16</u>	<u>Jan - Sep 15</u>
5090 · Ski Swap Goods Cost	0.00	316.00
5095 · Damage Deposit	250.00	-375.00
5100 · Talent	7,850.00	0.00
5101 · Prize Money	750.00	1,000.00
5105 · Production Fee	69,600.00	0.00
5110 · Venue/Booth Rental	2,450.00	500.00
5130 · Volgistics-Volunteer database	0.00	484.00
5188 · Accounting-Event	45.00	677.25
5189 · Event Coordinator	0.00	1,000.00
5190 · Event Bank	-8,960.00	0.00
Total 5000 · SPECIAL EVENTS COSTS	141,057.08	70,688.20
5300 · MERCHANDISE SALES COSTS		
5310 · Cost of Merchandise Purchased	617.42	2,475.35
Total 5300 · MERCHANDISE SALES COSTS	617.42	2,475.35
Total COGS	141,674.50	73,163.55
Gross Profit	247,479.72	181,196.61
Expense		
6000 · PAYROLL SALARIES & WAGES		
6055 · Commissions	6,910.52	0.00
6010 · Executive Director		
6010.5 · ED Grant Commission	0.00	4,910.00
6010 · Executive Director - Other	0.00	22,916.65
Total 6010 · Executive Director	0.00	27,826.65
6011 · Station Manager	31,500.00	31,500.00
6013 · Music Director	25,499.97	22,124.97
6014 · News Director	25,931.97	25,931.97
6015 · News Reporter	12,554.51	10,708.52
6016 · Developmental Director	23,500.00	0.00
6050 · Year-end Bonuses	5,000.00	0.00
6000 · PAYROLL SALARIES & WAGES ...	0.00	-529.38
Total 6000 · PAYROLL SALARIES & WA...	130,896.97	117,562.73
6100 · PAYROLL TAXES & BENEFITS		
6110 · Fica/Med	9,841.28	8,901.71
6120 · State Unemployment Ins	1,692.53	1,799.57
6130 · Health Insurance	14,100.68	19,192.70
6140 · Retirement 403(b)(7)	450.00	700.00
6150 · Refunds, Penalties, Etc	0.00	0.00
Total 6100 · PAYROLL TAXES & BENEFL...	26,084.49	30,593.98

KOTO RADIO
Profit & Loss Prev Year Comparison
 January through September 2016

	<u>Jan - Sep 16</u>	<u>Jan - Sep 15</u>
6200 · PROGRAMMING		
6210 · NPR	12,154.10	19,422.62
6211 · TJ Hour	600.00	0.00
6215 · PRI	2,058.50	3,938.36
6225 · Bluegrass Broadcast	0.00	96.26
6230 · New Dimensions	780.00	260.00
6240 · Counterspin	250.00	0.00
6260 · NFCB-Dues	0.00	-3,174.53
6270 · Rocky Mountain Community Radio	0.00	2,211.00
Total 6200 · PROGRAMMING	<u>15,842.60</u>	<u>22,753.71</u>
6280 · PROGRAMMING - INTERNET SVC		
6285 · Web Radio Streaming	93.50	273.00
6290 · Web Development	0.00	297.97
6292 · Spinitron Charting	225.00	363.00
Total 6280 · PROGRAMMING - INTERNE...	<u>318.50</u>	<u>933.97</u>
6350 · BUILDING COSTS		
6370 · Mortgage Interest	8,847.15	9,043.21
Total 6350 · BUILDING COSTS	<u>8,847.15</u>	<u>9,043.21</u>
6400 · STORAGE UNIT RENTAL		
6420 · Illium Storage	1,060.00	2,600.00
6430 · Telluride Self Storage	760.00	760.00
Total 6400 · STORAGE UNIT RENTAL	<u>1,820.00</u>	<u>3,360.00</u>
6450 · REPAIR & MAINT	947.95	2,273.32
6470 · INSURANCE		
6470.8 · Work Comp	392.00	1,263.00
6470.2 · Gen Liab Insurance	4,929.56	3,457.14
6470.3 · Catastrophe/Flood Insurance	597.40	6,216.66
6470.4 · D&O Insurance	442.00	442.00
Total 6470 · INSURANCE	<u>6,360.96</u>	<u>11,378.80</u>
6500 · OFFICE EXPENSES		
6510 · Fundraising Expenses	5,036.69	4,292.42
6511 · Fundraising Commission	200.00	1,000.00
6515 · Membership Database	1,860.65	1,839.05
6520 · Supplies	2,334.04	1,801.57
6525 · Postage	583.87	643.84
6530 · Color Copier Lease	0.00	225.00
6535 · Copier Expenses	88.00	111.00
6545 · Printing	368.79	0.00
6550 · Subscriptions & Education	1,103.60	150.00
6560 · Equipment & Software	2,331.13	980.53

KOTO RADIO
Profit & Loss Prev Year Comparison
 January through September 2016

	<u>Jan - Sep 16</u>	<u>Jan - Sep 15</u>
6570 · Bank & CC Fees		
6502 · Credit Card Fees	1,848.93	1,393.18
6501 · Bank Fees	36.34	0.00
6570 · Bank & CC Fees - Other	49.24	0.00
Total 6570 · Bank & CC Fees	<u>1,934.51</u>	<u>1,393.18</u>
6575 · Water-Office	223.00	200.00
Total 6500 · OFFICE EXPENSES	<u>16,064.28</u>	<u>12,636.59</u>
6600 · TELEPHONE		
6625 · Tower Phone	245.19	141.48
6610 · Office phone	4,988.59	4,920.20
6623 · Dina's Cell	0.00	475.00
Total 6600 · TELEPHONE	<u>5,233.78</u>	<u>5,536.68</u>
6640 · UTILITIES		
6650 · Office Electricity	3,060.00	3,351.25
6655 · Water-Sewer-Trash-Recycling	1,336.91	852.69
6671 · Last Dollar electricity	189.00	162.00
6672 · Norwood translator electricity	570.00	751.00
6673 · Placerville 105.5	220.00	207.00
Total 6640 · UTILITIES	<u>5,375.91</u>	<u>5,323.94</u>
6695 · BAD DEBT EXP (plgs-do not use)	0.00	300.00
6700 · LEGAL & PROFESSIONAL		
6710 · Accounting	12,192.90	12,792.50
6715 · Annual Audit	9,000.00	9,161.14
6720 · Legal	112.50	2,273.50
6740 · Exempt Prop Tax Filing Fee	0.00	87.45
Total 6700 · LEGAL & PROFESSIONAL	<u>21,305.40</u>	<u>24,314.59</u>
6750 · CONTRACT LABOR		
6775 · Industry Consultant	0.00	2,000.00
6760 · Computer Consultants	1,270.00	125.00
6770 · Engineering	1,668.87	2,968.72
6750 · CONTRACT LABOR - Other	0.00	415.00
Total 6750 · CONTRACT LABOR	<u>2,938.87</u>	<u>5,508.72</u>
6800 · MEETINGS & CONFERENCES		
6810 · Meeting Expenses	346.47	162.58
6840 · Travel	842.74	18.04
Total 6800 · MEETINGS & CONFERENCES	<u>1,189.21</u>	<u>180.62</u>
Total Expense	<u>243,226.07</u>	<u>251,700.86</u>
Net Ordinary Income	4,253.65	-70,504.25

KOTO RADIO
Profit & Loss Prev Year Comparison
 January through September 2016

	<u>Jan - Sep 16</u>	<u>Jan - Sep 15</u>
Other Income/Expense		
Other Income		
8001 · INTEREST INCOME		
8001.1 · Interest Income	9.40	4.71
Total 8001 · INTEREST INCOME	9.40	4.71
8010 · SALE OF ASSETS	160.00	100.00
Total Other Income	169.40	104.71
Other Expense		
8301 · OTHER EXPENSES		
8335 · Charitable Contributions	792.72	0.00
8305 · Late Fees/Finance Charges	166.83	194.00
8320 · Interest Expense	429.79	1,473.13
Total 8301 · OTHER EXPENSES	1,389.34	1,667.13
8400 · SUSPENSE	0.00	0.00
Total Other Expense	1,389.34	1,667.13
Net Other Income	-1,219.94	-1,562.42
Net Income	3,033.71	-72,066.67