

**KOTO RADIO**  
**KOTO Budget v Actual Expanded**

January through October 2016

	Jan - Oct 16	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000 · SPECIAL EVENTS INCOME</b>				
4001 · Ticket Sales				
4001.2 · Event Backer	0.00			
4001 · Ticket Sales - Other	12,357.00	6,500.00	5,857.00	190.1%
<b>Total 4001 · Ticket Sales</b>	12,357.00	6,500.00	5,857.00	190.1%
4010 · Beer & Liquor Sales				
4010.1 · Beer Sales	93,067.87	28,000.00	65,067.87	332.4%
4010.2 · Liquor Sales	42,212.00			
4010.3 · Beer Tips	18,008.36	500.00	17,508.36	3,601.7%
4010.4 · Liquor Tips	3,774.00			
<b>Total 4010 · Beer &amp; Liquor Sales</b>	157,062.23	28,500.00	128,562.23	551.1%
4020 · Ski Swap				
4020.1 · Ski Swap Ticket Sales	0.00	3,500.00	-3,500.00	0.0%
4020.2 · Ski Swap Sales	0.00	135,000.00	-135,000.00	0.0%
<b>Total 4020 · Ski Swap</b>	0.00	138,500.00	-138,500.00	0.0%
4040 · Event Adv/Sponsors	9,950.00	2,000.00	7,950.00	497.5%
4085 · Duck Race	7,296.48	6,500.00	796.48	112.3%
<b>Total 4000 · SPECIAL EVENTS INCOME</b>	186,665.71	182,000.00	4,665.71	102.6%
<b>4100 · FUNDRAISING CAMPAIGN INCO...</b>				
4030 · Raffle Income	6,717.00			
4116 · TBG Donation	8,500.00	9,500.00	-1,000.00	89.5%
4135 · BG/Car Donations	8,000.00			
4110 · Donor Pledges	108,700.62	100,000.00	8,700.62	108.7%
4115 · Jar Donations	167.26			
4125 · Trustee Donations	0.00	10,000.00	-10,000.00	0.0%
4160 · Donated Seives	1,800.00			
4420 · Auction Income	13,065.00			
<b>Total 4100 · FUNDRAISING CAMPAIGN I...</b>	146,949.88	119,500.00	27,449.88	123.0%
<b>4200 · GRANTS INCOME</b>				
4210 · Town of Telluride	25,000.00	25,000.00	0.00	100.0%
4220 · CPB Grant	27,572.00	115,000.00	-87,428.00	24.0%
4260 · Private Grants	2,177.17	10,000.00	-7,822.83	21.8%
4270 · Telluride Foundation Grant	0.00	25,000.00	-25,000.00	0.0%
<b>Total 4200 · GRANTS INCOME</b>	54,749.17	175,000.00	-120,250.83	31.3%
<b>4300 · MERCHANDISE</b>				
4301 · Merchandise Sales	7,565.14	2,500.00	5,065.14	302.6%
<b>Total 4300 · MERCHANDISE</b>	7,565.14	2,500.00	5,065.14	302.6%
<b>4400 · OTHER INCOME</b>				
4430 · Miscellaneous Income	327.62			
4410 · Tower Lease Income	6,231.84	9,000.00	-2,768.16	69.2%
<b>Total 4400 · OTHER INCOME</b>	6,559.46	9,000.00	-2,440.54	72.9%
<b>Total Income</b>	402,489.36	488,000.00	-85,510.64	82.5%
<b>Cost of Goods Sold</b>				
<b>5000 · SPECIAL EVENTS COSTS</b>				
5010 · Advertising	634.64	500.00	134.64	126.9%
5015 · Event Lodging	604.74			
5025 · Event Meals/Travel Expenses	0.00	100.00	-100.00	0.0%
5030 · Contracted Labor				
5030.01 · Boxoffice	75.00			
5030.04 · Clean-up	50.00	500.00	-450.00	10.0%
5030.06 · Front of house staff	125.00			
5030.10 · Security	475.00	1,025.00	-550.00	46.3%
5030.11 · Sound/Lights	1,400.00	950.00	450.00	147.4%
5030.13 · Stage hands	339.41			
5030.14 · Trash -Recycling	0.00	250.00	-250.00	0.0%
5030.15 · Volunteer Coordinator	0.00	400.00	-400.00	0.0%
<b>Total 5030 · Contracted Labor</b>	2,464.41	3,125.00	-660.59	78.9%
5040 · Credit Card Fees on Sales	0.00	300.00	-300.00	0.0%
5050 · Event Equipment Rental				
5050.01 · Chairs/Tables/Fencing	350.75	450.00	-99.25	77.9%
5050.03 · Port-a-johns	260.00	275.00	-15.00	94.5%
5050.05 · Tents/Staging/Trailer	0.00	25.00	-25.00	0.0%
<b>Total 5050 · Event Equipment Rental</b>	610.75	750.00	-139.25	81.4%
5060 · Event Insurance				

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5062 · Event Gen Liab Ins	840.00			
<b>Total 5060 · Event Insurance</b>	<b>840.00</b>			
5065 · Event Licenses & Tax	350.00	500.00	-150.00	70.0%
5070 · Event Supplies & Expenses	460.29	5,000.00	-4,539.71	9.2%
5071 · Volunteer Food	145.68	1,000.00	-854.32	14.6%
5080 · Beer/Liquor Costs				
5080.01 · Beer/Liquor Costs	62,961.57			
<b>Total 5080 · Beer/Liquor Costs</b>	<b>62,961.57</b>			
5090 · Ski Swap Goods Cost	0.00	108,000.00	-108,000.00	0.0%
5095 · Damage Deposit	500.00			
5100 · Talent	10,100.00	1,500.00	8,600.00	673.3%
5101 · Prize Money	750.00	1,000.00	-250.00	75.0%
5105 · Production Fee	69,600.00			
5110 · Venue/Booth Rental	2,450.00	900.00	1,550.00	272.2%
5130 · Volgistics-Volunteer database	0.00	300.00	-300.00	0.0%
5188 · Accounting-Event	45.00	2,000.00	-1,955.00	2.3%
5189 · Event Coordinator	0.00	4,500.00	-4,500.00	0.0%
5190 · Event Bank	-8,960.00			
<b>Total 5000 · SPECIAL EVENTS COSTS</b>	<b>143,557.08</b>	<b>129,475.00</b>	<b>14,082.08</b>	<b>110.9%</b>
5300 · MERCHANDISE SALES COSTS				
5310 · Cost of Merchandise Purchased	1,084.84	1,500.00	-415.16	72.3%
<b>Total 5300 · MERCHANDISE SALES COS...</b>	<b>1,084.84</b>	<b>1,500.00</b>	<b>-415.16</b>	<b>72.3%</b>
<b>Total COGS</b>	<b>144,641.92</b>	<b>130,975.00</b>	<b>13,666.92</b>	<b>110.4%</b>
<b>Gross Profit</b>	<b>257,847.44</b>	<b>357,025.00</b>	<b>-99,177.56</b>	<b>72.2%</b>
<b>Expense</b>				
6000 · PAYROLL SALARIES & WAGES				
6055 · Commissions	6,910.52			
6010 · Executive Director	0.00	13,000.00	-13,000.00	0.0%
6011 · Station Manager	35,000.00	42,000.00	-7,000.00	83.3%
6013 · Music Director	28,333.30	34,000.00	-5,666.70	83.3%
6014 · News Director	28,813.30	34,076.00	-5,262.70	84.6%
6015 · News Reporter	14,109.64	16,750.00	-2,640.36	84.2%
6016 · Developmental Director	26,500.00	24,000.00	2,500.00	110.4%
6050 · Year-end Bonuses	5,000.00	800.00	4,200.00	625.0%
6000 · PAYROLL SALARIES & WAGES...	0.00			
<b>Total 6000 · PAYROLL SALARIES &amp; WA...</b>	<b>144,666.76</b>	<b>164,626.00</b>	<b>-19,959.24</b>	<b>87.9%</b>
6100 · PAYROLL TAXES & BENEFITS				
6110 · Fica/Med	10,889.93	12,000.00	-1,110.07	90.7%
6120 · State Unemployment Ins	1,758.53	3,500.00	-1,741.47	50.2%
6130 · Health Insurance	15,699.76	27,450.00	-11,750.24	57.2%
6140 · Retirement 403(b)(7)	500.00	900.00	-400.00	55.6%
6150 · Refunds, Penalties, Etc	0.00			
<b>Total 6100 · PAYROLL TAXES &amp; BENEFI...</b>	<b>28,848.22</b>	<b>43,850.00</b>	<b>-15,001.78</b>	<b>65.8%</b>
6200 · PROGRAMMING				
6210 · NPR	20,822.18	14,000.00	6,822.18	148.7%
6211 · T.J Hour	600.00	560.00	40.00	107.1%
6215 · PRI	3,089.00	4,400.00	-1,311.00	70.2%
6225 · Bluegrass Broadcast	0.00	100.00	-100.00	0.0%
6230 · New Dimensions	780.00	520.00	260.00	150.0%
6240 · Counterspin	250.00			
6260 · NFCB-Dues	0.00	500.00	-500.00	0.0%
6270 · Rocky Mountain Community Radio	0.00	4,500.00	-4,500.00	0.0%
<b>Total 6200 · PROGRAMMING</b>	<b>25,541.18</b>	<b>24,580.00</b>	<b>961.18</b>	<b>103.9%</b>
6280 · PROGRAMMING - INTERNET SVC				
6285 · Web Radio Streaming	93.50	500.00	-406.50	18.7%
6290 · Web Development	0.00	500.00	-500.00	0.0%
6292 · Spinitron Charting	250.00	300.00	-50.00	83.3%
<b>Total 6280 · PROGRAMMING - INTERNE...</b>	<b>343.50</b>	<b>1,300.00</b>	<b>-956.50</b>	<b>26.4%</b>
6350 · BUILDING COSTS				
6370 · Mortgage Interest	9,814.10	13,500.00	-3,685.90	72.7%
<b>Total 6350 · BUILDING COSTS</b>	<b>9,814.10</b>	<b>13,500.00</b>	<b>-3,685.90</b>	<b>72.7%</b>
6400 · STORAGE UNIT RENTAL				
6420 · Ilium Storage	1,190.00	1,680.00	-490.00	70.8%
6430 · Telluride Self Storage	950.00	1,140.00	-190.00	83.3%
<b>Total 6400 · STORAGE UNIT RENTAL</b>	<b>2,140.00</b>	<b>2,820.00</b>	<b>-680.00</b>	<b>75.9%</b>

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6450 · REPAIR & MAINT	3,530.45	4,000.00	-469.55	88.3%
6470 · INSURANCE				
6470.8 · Work Comp	392.00	1,800.00	-1,408.00	21.8%
6470.2 · Gen Liab Insurance	4,929.56	6,000.00	-1,070.44	82.2%
6470.3 · Catastrophe/Flood Insurance	597.40	600.00	-2.60	99.6%
6470.4 · D&O Insurance	442.00	900.00	-458.00	49.1%
<b>Total 6470 · INSURANCE</b>	<b>6,360.96</b>	<b>9,300.00</b>	<b>-2,939.04</b>	<b>68.4%</b>
6500 · OFFICE EXPENSES				
6510 · Fundraising Expenses	7,252.73	4,000.00	3,252.73	181.3%
6511 · Fundraising Commission	200.00	9,000.00	-8,800.00	2.2%
6515 · Membership Database	2,029.80	2,500.00	-470.20	81.2%
6520 · Supplies	2,538.38	2,500.00	38.38	101.5%
6525 · Postage	703.16	1,500.00	-796.84	46.9%
6535 · Copier Expenses	88.00	1,500.00	-1,412.00	5.9%
6545 · Printing	460.79			
6550 · Subscriptions & Education	1,103.60	500.00	603.60	220.7%
6560 · Equipment & Software	2,742.93	5,000.00	-2,257.07	54.9%
6570 · Bank & CC Fees				
6502 · Credit Card Fees	1,999.54			
6501 · Bank Fees	36.34			
6570 · Bank & CC Fees - Other	49.24	2,400.00	-2,350.76	2.1%
<b>Total 6570 · Bank &amp; CC Fees</b>	<b>2,085.12</b>	<b>2,400.00</b>	<b>-314.88</b>	<b>86.9%</b>
6575 · Water-Office	240.00	300.00	-60.00	80.0%
<b>Total 6500 · OFFICE EXPENSES</b>	<b>19,444.51</b>	<b>29,200.00</b>	<b>-9,755.49</b>	<b>66.6%</b>
6600 · TELEPHONE				
6625 · Tower Phone	271.96	360.00	-88.04	75.5%
6610 · Office phone	5,542.14	6,300.00	-757.86	88.0%
<b>Total 6600 · TELEPHONE</b>	<b>5,814.10</b>	<b>6,660.00</b>	<b>-845.90</b>	<b>87.3%</b>
6640 · UTILITIES				
6650 · Office Electricity	3,337.00	4,200.00	-863.00	79.5%
6655 · Water-Sewer-Trash-Recycling	1,336.91	1,200.00	136.91	111.4%
6671 · Last Dollar electricity	207.00	200.00	7.00	103.5%
6672 · Norwood translator electricity	637.00	800.00	-163.00	79.6%
6673 · Placerville 105.5	243.00	300.00	-57.00	81.0%
<b>Total 6640 · UTILITIES</b>	<b>5,760.91</b>	<b>6,700.00</b>	<b>-939.09</b>	<b>86.0%</b>
6695 · BAD DEBT EXP (plgs-do not use)	0.00	10,000.00	-10,000.00	0.0%
6700 · LEGAL & PROFESSIONAL				
6710 · Accounting	13,207.90	15,000.00	-1,792.10	88.1%
6715 · Annual Audit	9,000.00	8,000.00	1,000.00	112.5%
6720 · Legal	112.50	2,000.00	-1,887.50	5.6%
6740 · Exempt Prop Tax Filing Fee	0.00	90.00	-90.00	0.0%
<b>Total 6700 · LEGAL &amp; PROFESSIONAL</b>	<b>22,320.40</b>	<b>25,090.00</b>	<b>-2,769.60</b>	<b>89.0%</b>
6750 · CONTRACT LABOR				
6775 · Industry Consultant	0.00	2,000.00	-2,000.00	0.0%
6760 · Computer Consultants	1,270.00	2,000.00	-730.00	63.5%
6770 · Engineering	1,668.87	8,400.00	-6,731.13	19.9%
<b>Total 6750 · CONTRACT LABOR</b>	<b>2,938.87</b>	<b>12,400.00</b>	<b>-9,461.13</b>	<b>23.7%</b>
6800 · MEETINGS & CONFERENCES				
6810 · Meeting Expenses	410.19	750.00	-339.81	54.7%
6840 · Travel	842.74			
<b>Total 6800 · MEETINGS &amp; CONFERENCES</b>	<b>1,252.93</b>	<b>750.00</b>	<b>502.93</b>	<b>167.1%</b>
<b>Total Expense</b>	<b>278,776.89</b>	<b>354,776.00</b>	<b>-75,999.11</b>	<b>78.6%</b>
<b>Net Ordinary Income</b>	<b>-20,929.45</b>	<b>2,249.00</b>	<b>-23,178.45</b>	<b>-930.6%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
8001 · INTEREST INCOME				
8001.1 · Interest Income	10.64			
<b>Total 8001 · INTEREST INCOME</b>	<b>10.64</b>			
8010 · SALE OF ASSETS	160.00			
<b>Total Other Income</b>	<b>170.64</b>			
<b>Other Expense</b>				
8301 · OTHER EXPENSES				
8335 · Charitable Contributions	792.72			
8305 · Late Fees/Finance Charges	166.83	200.00	-33.17	83.4%
8320 · Interest Expense	430.33	1,500.00	-1,069.67	28.7%

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Accrual Basis

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8330 · High School Scholarship	0.00	500.00	-500.00	0.0%
Total 8301 · OTHER EXPENSES	1,389.88	2,200.00	-810.12	63.2%
8400 · SUSPENSE	0.00			
Total Other Expense	1,389.88	2,200.00	-810.12	63.2%
Net Other Income	-1,219.24	-2,200.00	980.76	55.4%
Net Income	<u>-22,148.69</u>	<u>49.00</u>	<u>-22,197.69</u>	<u>-45,201.4%</u>