

KOTO RADIO
P & L Total PY Comparison
 January through October 2016

	<u>Jan - Oct 16</u>	<u>Jan - Oct 15</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4000 · SPECIAL EVENTS INCOME				
4001 · Ticket Sales	12,357	14,911	(2,554)	(17)%
4010 · Beer & Liquor Sales				
4010.1 · Beer Sales	93,068	66,307	26,761	40%
4010.2 · Liquor Sales	42,212	6,475	35,737	552%
4010.3 · Beer Tips	18,008	1,287	16,721	1,299%
4010.4 · Liquor Tips	3,774		3,774	100%
Total 4010 · Beer & Liquor Sales	<u>157,062</u>	<u>74,069</u>	<u>82,993</u>	<u>112%</u>
4020 · Ski Swap				
4020.5 · SS Sales Tax Collected		(75)	75	100%
4020.55 · SS Sales Tax Paid		(89)	89	100%
Total 4020 · Ski Swap		<u>(164)</u>	<u>164</u>	<u>100%</u>
4040 · Event Adv/Sponsors	9,950	2,610	7,340	281%
4085 · Duck Race	7,296	6,440	856	13%
4086 · Ride Fest		23,650	(23,650)	(100)%
Total 4000 · SPECIAL EVENTS INCOME	<u>186,666</u>	<u>121,517</u>	<u>65,149</u>	<u>54%</u>
4100 · FUNDRAISING CAMPAIGN INCO...				
4030 · Raffle Income	6,717	200	6,517	3,259%
4116 · TBG Donation	8,500	9,330	(830)	(9)%
4135 · BG/Car Donations	8,000		8,000	100%
4110 · Donor Pledges	108,701	86,936	21,765	25%
4115 · Jar Donations	167	535	(368)	(69)%
4125 · Trustee Donations		5,000	(5,000)	(100)%
4160 · Donated Seviles	1,800		1,800	100%
4420 · Auction Income	13,065		13,065	100%
Total 4100 · FUNDRAISING CAMPAIGN I...	<u>146,950</u>	<u>102,000</u>	<u>44,950</u>	<u>44%</u>
4200 · GRANTS INCOME				
4210 · Town of Telluride	25,000	15,000	10,000	67%
4220 · CPB Grant	27,572	28,574	(1,002)	(4)%
4260 · Private Grants				
4260.1 · Release of Resticted Funds		4,778	(4,778)	(100)%
4260 · Private Grants - Other	2,177	(6,500)	8,677	134%
Total 4260 · Private Grants	<u>2,177</u>	<u>(1,722)</u>	<u>3,900</u>	<u>226%</u>
Total 4200 · GRANTS INCOME	<u>54,749</u>	<u>41,852</u>	<u>12,898</u>	<u>31%</u>
4300 · MERCHANDISE				
4301 · Merchandise Sales	7,565	2,996	4,569	153%
Total 4300 · MERCHANDISE	<u>7,565</u>	<u>2,996</u>	<u>4,569</u>	<u>153%</u>
4400 · OTHER INCOME				
4430 · Miscellaneous Income	328		328	100%
4410 · Tower Lease Income	6,232	9,832	(3,600)	(37)%
Total 4400 · OTHER INCOME	<u>6,559</u>	<u>9,832</u>	<u>(3,272)</u>	<u>(33)%</u>
Total Income	<u>402,489</u>	<u>278,196</u>	<u>124,294</u>	<u>45%</u>

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Cost of Goods Sold				
5000 · SPECIAL EVENTS COSTS				
5010 · Advertising	635	506	129	26%
5015 · Event Lodging	605	98	507	516%
5030 · Contracted Labor				
5030.01 · Boxoffice	75		75	100%
5030.04 · Clean-up	50		50	100%
5030.06 · Front of house staff	125		125	100%
5030.10 · Security	475	650	(175)	(27)%
5030.11 · Sound/Lights	1,400	450	950	211%
5030.13 · Stage hands	339		339	100%
5030.14 · Trash -Recycling		218	(218)	(100)%
Total 5030 · Contracted Labor	<u>2,464</u>	<u>1,318</u>	<u>1,147</u>	<u>87%</u>
5040 · Credit Card Fees on Sales		563	(563)	(100)%
5050 · Event Equipment Rental				
5050.01 · Chairs/Tables/Fencing	351	25	326	1,303%
5050.03 · Port-a-johns	260	260		
5050.05 · Tents/Staging/Trailer		26	(26)	(100)%
5050 · Event Equipment Rental - Other		400	(400)	(100)%
Total 5050 · Event Equipment Rental	<u>611</u>	<u>711</u>	<u>(100)</u>	<u>(14)%</u>
5060 · Event Insurance				
5062 · Event Gen Liab Ins	840	2,714	(1,874)	(69)%
5061 · Event Liq Liab Ins		2,285	(2,285)	(100)%
Total 5060 · Event Insurance	<u>840</u>	<u>4,999</u>	<u>(4,159)</u>	<u>(83)%</u>
5065 · Event Licenses & Tax	350	75	275	367%
5070 · Event Supplies & Expenses	460	720	(260)	(36)%
5071 · Volunteer Food	146	225	(80)	(35)%
5080 · Beer/Liquor Costs				
5080.01 · Beer/Liquor Costs	62,962	59,221	3,741	6%
5080.11 · Cups Purchased		87	(87)	(100)%
Total 5080 · Beer/Liquor Costs	<u>62,962</u>	<u>59,308</u>	<u>3,653</u>	<u>6%</u>
5090 · Ski Swap Goods Cost		316	(316)	(100)%
5095 · Damage Deposit	500	(288)	788	274%
5100 · Talent	10,100	4,250	5,850	138%
5101 · Prize Money	750	1,500	(750)	(50)%
5105 · Production Fee	69,600	527	69,073	13,106%
5110 · Venue/Booth Rental	2,450	1,600	850	53%
5130 · Volgistics-Volunteer database		524	(524)	(100)%
5188 · Accounting-Event	45	828	(783)	(95)%
5189 · Event Coordinator		1,750	(1,750)	(100)%
5190 · Event Bank	(8,960)		(8,960)	(100)%
Total 5000 · SPECIAL EVENTS COSTS	<u>143,557</u>	<u>79,532</u>	<u>64,026</u>	<u>81%</u>
5300 · MERCHANDISE SALES COSTS				
5310 · Cost of Merchandise Purchased	1,085	2,475	(1,391)	(56)%
Total 5300 · MERCHANDISE SALES COSTS	<u>1,085</u>	<u>2,475</u>	<u>(1,391)</u>	<u>(56)%</u>
Total COGS	<u>144,642</u>	<u>82,007</u>	<u>62,635</u>	<u>76%</u>

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Gross Profit	257,847	196,189	61,659	31%
Expense				
6000 · PAYROLL SALARIES & WAGES				
6055 · Commissions	6,911		6,911	100%
6010 · Executive Director				
6010.5 · ED Grant Commission		4,910	(4,910)	(100)%
6010 · Executive Director - Other		22,917	(22,917)	(100)%
Total 6010 · Executive Director		27,827	(27,827)	(100)%
6011 · Station Manager	35,000	35,000		
6013 · Music Director	28,333	24,583	3,750	15%
6014 · News Director	28,813	28,813		
6015 · News Reporter	14,110	12,144	1,966	16%
6016 · Developmental Director	26,500		26,500	100%
6050 · Year-end Bonuses	5,000		5,000	100%
6000 · PAYROLL SALARIES & WAGES ...		1,471	(1,471)	(100)%
Total 6000 · PAYROLL SALARIES & WA...	144,667	129,838	14,829	11%
6100 · PAYROLL TAXES & BENEFITS				
6110 · Fica/Med	10,890	9,836	1,054	11%
6120 · State Unemployment Ins	1,759	1,823	(65)	(4)%
6130 · Health Insurance	15,700	20,970	(5,270)	(25)%
6140 · Retirement 403(b)(7)	500	750	(250)	(33)%
Total 6100 · PAYROLL TAXES & BENEFI...	28,848	33,379	(4,531)	(14)%
6200 · PROGRAMMING				
6210 · NPR	20,822	32,175	(11,353)	(35)%
6211 · TJ Hour	600	150	450	300%
6215 · PRI	3,089	3,938	(849)	(22)%
6225 · Bluegrass Broadcast		96	(96)	(100)%
6230 · New Dimensions	780	260	520	200%
6240 · Counterspin	250		250	100%
6260 · NFCB-Dues		(3,175)	3,175	100%
6270 · Rocky Mountain Community Radio		2,211	(2,211)	(100)%
Total 6200 · PROGRAMMING	25,541	35,656	(10,115)	(28)%
6280 · PROGRAMMING - INTERNET SVC				
6285 · Web Radio Streaming	94	302	(209)	(69)%
6290 · Web Development		298	(298)	(100)%
6292 · Spinitron Chartiing	250	388	(138)	(36)%
Total 6280 · PROGRAMMING - INTERNE...	344	988	(644)	(65)%
6350 · BUILDING COSTS				
6370 · Mortgage Interest	9,814	10,040	(226)	(2)%
Total 6350 · BUILDING COSTS	9,814	10,040	(226)	(2)%
6400 · STORAGE UNIT RENTAL				
6420 · Illium Storage	1,190	2,600	(1,410)	(54)%
6430 · Telluride Self Storage	950	950		
Total 6400 · STORAGE UNIT RENTAL	2,140	3,550	(1,410)	(40)%
6450 · REPAIR & MAINT	3,530	2,273	1,257	55%

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6470 · INSURANCE				
6470.8 · Work Comp	392	1,263	(871)	(69)%
6470.2 · Gen Liab Insurance	4,930	3,457	1,472	43%
6470.3 · Catastrophe/Flood Insurance	597	4,779	(4,182)	(88)%
6470.4 · D&O Insurance	442	442		
Total 6470 · INSURANCE	<u>6,361</u>	<u>9,941</u>	<u>(3,580)</u>	<u>(36)%</u>
6500 · OFFICE EXPENSES				
6510 · Fundraising Expenses	7,253	4,590	2,663	58%
6511 · Fundraising Commission	200	2,786	(2,586)	(93)%
6515 · Membership Database	2,030	2,008	22	1%
6520 · Supplies	2,538	1,870	669	36%
6525 · Postage	703	803	(100)	(12)%
6530 · Color Copier Lease		225	(225)	(100)%
6535 · Copier Expenses	88	274	(186)	(68)%
6545 · Printing	461		461	100%
6550 · Subscriptions & Education	1,104	150	954	636%
6560 · Equipment & Software	2,743	981	1,761	180%
6570 · Bank & CC Fees				
6502 · Credit Card Fees	2,000	1,627	372	23%
6501 · Bank Fees	36	4	32	719%
6570 · Bank & CC Fees - Other	49		49	100%
Total 6570 · Bank & CC Fees	<u>2,085</u>	<u>1,632</u>	<u>454</u>	<u>28%</u>
6575 · Water-Office	240	216	24	11%
Total 6500 · OFFICE EXPENSES	<u>19,445</u>	<u>15,535</u>	<u>3,910</u>	<u>25%</u>
6600 · TELEPHONE				
6625 · Tower Phone	272	168	104	62%
6610 · Office phone	5,542	5,468	74	1%
6623 · Dina's Cell		475	(475)	(100)%
Total 6600 · TELEPHONE	<u>5,814</u>	<u>6,111</u>	<u>(297)</u>	<u>(5)%</u>
6640 · UTILITIES				
6650 · Office Electricity	3,337	3,637	(300)	(8)%
6655 · Water-Sewer-Trash-Recycling	1,337	853	484	57%
6671 · Last Dollar electricity	207	180	27	15%
6672 · Norwood translator electricity	637	802	(165)	(21)%
6673 · Placerville 105.5	243	230	13	6%
Total 6640 · UTILITIES	<u>5,761</u>	<u>5,702</u>	<u>59</u>	<u>1%</u>
6695 · BAD DEBT EXP (plgs-do not use)		300	(300)	(100)%
6700 · LEGAL & PROFESSIONAL				
6710 · Accounting	13,208	14,190	(982)	(7)%
6715 · Annual Audit	9,000	9,222	(222)	(2)%
6720 · Legal	113	2,274	(2,161)	(95)%
6740 · Exempt Prop Tax Filing Fee		87	(87)	(100)%
Total 6700 · LEGAL & PROFESSIONAL	<u>22,320</u>	<u>25,772</u>	<u>(3,452)</u>	<u>(13)%</u>
6750 · CONTRACT LABOR				
6775 · Industry Consultant		2,000	(2,000)	(100)%
6760 · Computer Consultants	1,270	125	1,145	916%
6770 · Engineering	1,669	3,399	(1,730)	(51)%

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Accrual Basis

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6750 · CONTRACT LABOR - Other		415	(415)	(100)%
Total 6750 · CONTRACT LABOR	2,939	5,939	(3,000)	(51)%
6800 · MEETINGS & CONFERENCES				
6810 · Meeting Expenses	410	277	133	48%
6840 · Travel	843	18	825	4,572%
Total 6800 · MEETINGS & CONFERENCES	1,253	295	958	324%
Total Expense	278,777	285,319	(6,542)	(2)%
Net Ordinary Income	(20,929)	(89,130)	68,201	77%
Other Income/Expense				
Other Income				
8001 · INTEREST INCOME				
8001.1 · Interest Income	11	5	5	105%
Total 8001 · INTEREST INCOME	11	5	5	105%
8010 · SALE OF ASSETS	160	100	60	60%
Total Other Income	171	105	65	62%
Other Expense				
8301 · OTHER EXPENSES				
8335 · Charitable Contributions	793		793	100%
8305 · Late Fees/Finance Charges	167	194	(27)	(14)%
8320 · Interest Expense	430	1,638	(1,208)	(74)%
Total 8301 · OTHER EXPENSES	1,390	1,832	(442)	(24)%
Total Other Expense	1,390	1,832	(442)	(24)%
Net Other Income	(1,219)	(1,727)	508	29%
Net Income	<u>(22,149)</u>	<u>(90,857)</u>	<u>68,709</u>	<u>76%</u>