

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

	<u>Jan - Nov 16</u>	<u>Jan - Nov 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	12,372.00	14,911.00
Total 4001 · Ticket Sales	<u>12,372.00</u>	<u>14,911.00</u>
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	18,008.36	1,287.00
4010.4 · Liquor Tips	3,774.00	0.00
Total 4010 · Beer & Liquor Sales	<u>157,062.23</u>	<u>74,069.27</u>
4020 · Ski Swap		
4020.1 · Ski Swap Ticket Sales	0.00	3,379.93
4020.2 · Ski Swap Sales	118,503.59	140,726.14
4020.5 · SS Sales Tax Collected	0.00	-75.00
4020.55 · SS Sales Tax Paid	0.00	-88.78
Total 4020 · Ski Swap	<u>118,503.59</u>	<u>143,942.29</u>
4040 · Event Adv/Sponsors	9,950.00	2,174.80
4085 · Duck Race	7,296.48	6,440.00
4086 · Ride Fest	0.00	23,650.08
Total 4000 · SPECIAL EVENTS INCOME	<u>305,184.30</u>	<u>265,187.44</u>
4100 · FUNDRAISING CAMPAIGN INCO...		
4030 · Raffle Income	6,717.00	3,320.00
4116 · TBG Donation	8,500.00	9,329.75
4135 · BG/Car Donations	8,000.00	0.00
4110 · Donor Pledges	114,475.42	94,877.68
4115 · Jar Donations	167.26	662.31
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...	<u>152,724.68</u>	<u>113,189.74</u>
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	<u>2,177.17</u>	<u>-1,722.42</u>
Total 4200 · GRANTS INCOME	<u>54,749.17</u>	<u>41,851.58</u>
4300 · MERCHANDISE		
4301 · Merchandise Sales	7,565.14	3,066.77
Total 4300 · MERCHANDISE	<u>7,565.14</u>	<u>3,066.77</u>
4400 · OTHER INCOME		

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4430 · Miscellaneous Income	327.62	0.00
4410 · Tower Lease Income	6,842.07	10,577.18
Total 4400 · OTHER INCOME	7,169.69	10,577.18
Total Income	527,392.98	433,872.71
Cost of Goods Sold		
5000 · SPECIAL EVENTS COSTS		
5010 · Advertising	634.64	1,210.40
5015 · Event Lodging	604.74	256.61
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	650.00
5030.11 · Sound/Lights	1,400.00	450.00
5030.13 · Stage hands	339.41	0.00
5030.14 · Trash -Recycling	0.00	217.56
5030.15 · Volunteer Coordinator	0.00	408.75
Total 5030 · Contracted Labor	2,464.41	1,726.31
5040 · Credit Card Fees on Sales	0.00	563.39
5050 · Event Equipment Rental		
5050.01 · Chairs/Tables/Fencing	403.70	305.00
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	663.70	991.00
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	111.00
5070 · Event Supplies & Expenses	460.29	790.47
5071 · Volunteer Food	145.68	399.63
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
5090 · Ski Swap Goods Cost	92,427.49	116,010.20
5095 · Damage Deposit	500.00	-287.50
5100 · Talent	10,100.00	4,250.00
5101 · Prize Money	750.00	2,650.00
5105 · Production Fee	72,651.00	3,843.32
5110 · Venue/Booth Rental	2,450.00	1,600.00
5130 · Volgistics-Volunteer database	50.00	524.00
5188 · Accounting-Event	45.00	1,902.75
5189 · Event Coordinator	4,995.00	6,250.00
5190 · Event Bank	-8,960.00	0.00

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Total 5000 · SPECIAL EVENTS COSTS	244,133.52	207,099.24
5300 · MERCHANDISE SALES COSTS		
5310 · Cost of Merchandise Purchased	1,084.84	2,475.35
Total 5300 · MERCHANDISE SALES COSTS	1,084.84	2,475.35
Total COGS	245,218.36	209,574.59
Gross Profit	282,174.62	224,298.12
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	38,500.00	38,500.00
6013 · Music Director	31,166.63	27,041.63
6014 · News Director	31,694.63	31,694.63
6015 · News Reporter	15,697.77	13,563.02
6016 · Developmental Director	29,500.00	0.00
6050 · Year-end Bonuses	5,000.00	830.00
6000 · PAYROLL SALARIES & WAGES ...	0.00	2,834.12
Total 6000 · PAYROLL SALARIES & WA...	158,469.55	142,290.05
6100 · PAYROLL TAXES & BENEFITS		
6110 · Fica/Med	11,941.11	10,722.42
6120 · State Unemployment Ins	1,824.53	1,823.10
6130 · Health Insurance	17,298.84	25,192.08
6140 · Retirement 403(b)(7)	550.00	800.00
6150 · Refunds, Penalties, Etc	0.00	0.00
Total 6100 · PAYROLL TAXES & BENEFI...	31,614.48	38,537.60
6200 · PROGRAMMING		
6210 · NPR	21,562.61	32,194.64
6211 · TJ Hour	600.00	150.00
6215 · PRI	3,089.00	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	1,695.00	2,211.00
Total 6200 · PROGRAMMING	27,976.61	35,675.73
6280 · PROGRAMMING - INTERNET SVC		
6285 · Web Radio Streaming	340.80	331.00
6290 · Web Development	0.00	297.97
6292 · Spinitron Charting	275.00	413.00
Total 6280 · PROGRAMMING - INTERNE...	615.80	1,041.97
6350 · BUILDING COSTS		

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6370 · Mortgage Interest	10,746.57	11,067.17
Total 6350 · BUILDING COSTS	10,746.57	11,067.17
6400 · STORAGE UNIT RENTAL		
6420 · Ilium Storage	1,450.00	2,860.00
6430 · Telluride Self Storage	950.00	950.00
Total 6400 · STORAGE UNIT RENTAL	2,400.00	3,810.00
6450 · REPAIR & MAINT	3,530.45	2,273.32
6470 · INSURANCE		
6470.8 · Work Comp	392.00	1,263.00
6470.2 · Gen Liab Insurance	4,929.56	2,530.14
6470.3 · Catastrophe/Flood Insurance	597.40	4,779.06
6470.4 · D&O Insurance	663.00	663.00
Total 6470 · INSURANCE	6,581.96	9,235.20
6500 · OFFICE EXPENSES		
6510 · Fundraising Expenses	7,252.73	4,678.99
6511 · Fundraising Commission	200.00	4,386.00
6515 · Membership Database	2,198.95	2,197.30
6520 · Supplies	2,846.52	2,076.97
6525 · Postage	1,311.38	802.80
6530 · Color Copier Lease	0.00	329.00
6535 · Copier Expenses	247.34	423.35
6545 · Printing	588.97	125.00
6550 · Subscriptions & Education	1,103.60	150.00
6560 · Equipment & Software	10,482.72	1,289.59
6570 · Bank & CC Fees		
6502 · Credit Card Fees	2,220.36	1,748.31
6501 · Bank Fees	36.34	8.89
6570 · Bank & CC Fees - Other	49.24	0.00
Total 6570 · Bank & CC Fees	2,305.94	1,757.20
6575 · Water-Office	265.50	240.00
Total 6500 · OFFICE EXPENSES	28,803.65	18,456.20
6600 · TELEPHONE		
6625 · Tower Phone	325.50	193.24
6610 · Office phone	6,095.67	6,015.60
6623 · Dina's Cell	0.00	475.00
Total 6600 · TELEPHONE	6,421.17	6,683.84
6640 · UTILITIES		
6650 · Office Electricity	3,999.00	4,114.25
6655 · Water-Sewer-Trash-Recycling	1,693.84	1,182.23
6671 · Last Dollar electricity	243.00	198.00
6672 · Norwood translator electricity	706.00	874.00
6673 · Placerville 105.5	289.00	253.00
Total 6640 · UTILITIES	6,930.84	6,621.48
6695 · BAD DEBT EXP (plgs-do not use)	0.00	3,843.70
6700 · LEGAL & PROFESSIONAL		
6710 · Accounting	14,669.15	15,426.25

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6715 · Annual Audit	9,000.00	9,273.15
6720 · Legal	112.50	2,383.50
6740 · Exempt Prop Tax Filing Fee	0.00	87.45
Total 6700 · LEGAL & PROFESSIONAL	23,781.65	27,170.35
6750 · CONTRACT LABOR		
6775 · Industry Consultant	0.00	2,000.00
6760 · Computer Consultants	1,507.50	125.00
6770 · Engineering	1,668.87	3,398.66
6750 · CONTRACT LABOR - Other	0.00	415.00
Total 6750 · CONTRACT LABOR	3,176.37	5,938.66
6800 · MEETINGS & CONFERENCES		
6810 · Meeting Expenses	410.19	277.34
6820 · Conference Fees	100.00	0.00
6840 · Travel	1,436.70	18.04
6800 · MEETINGS & CONFERENCES - ...	0.00	117.07
Total 6800 · MEETINGS & CONFERENCES	1,946.89	412.45
Total Expense	312,995.99	313,057.72
Net Ordinary Income	-30,821.37	-88,759.60
Other Income/Expense		
Other Income		
8001 · INTEREST INCOME		
8001.1 · Interest Income	11.91	5.69
Total 8001 · INTEREST INCOME	11.91	5.69
8010 · SALE OF ASSETS	160.00	100.00
Total Other Income	171.91	105.69
Other Expense		
8301 · OTHER EXPENSES		
8335 · Charitable Contributions	792.72	700.00
8305 · Late Fees/Finance Charges	166.83	214.00
8310 · Pledges Uncollectable	0.00	412.95
8320 · Interest Expense	430.33	1,786.53
Total 8301 · OTHER EXPENSES	1,389.88	3,113.48
8400 · SUSPENSE	0.00	0.00
Total Other Expense	1,389.88	3,113.48
Net Other Income	-1,217.97	-3,007.79
Net Income	-32,039.34	-91,767.39