

KOTO RADIO
KOTO Budget v Actual Expanded
 January through September 2017

	<u>Jan - Sep ...</u>	<u>Budget</u>	<u>\$ Over B...</u>	<u>% of Bud...</u>
Ordinary Income/Expense				
Income				
4000 · SPECIAL EVENTS INCOME				
4001 · Ticket Sales				
4001.2 · Event Backer	0.00	0.00	0.00	0.0%
4001 · Ticket Sales - Other	6,630.00	10,000.00	-3,370.00	66.3%
Total 4001 · Ticket Sales	6,630.00	10,000.00	-3,370.00	66.3%
4010 · Beer & Liquor Sales				
4010.1 · Beer Sales	83,098.58	92,000.00	-8,901.42	90.3%
4010.2 · Liquor Sales	36,568.16	42,000.00	-5,431.84	87.1%
4010.3 · Beer Tips	10,037.85	18,000.00	-7,962.15	55.8%
4010.4 · Liquor Tips	4,188.00	3,500.00	688.00	119.7%
Total 4010 · Beer & Liquor Sales	133,892.59	155,500.00	-21,607.41	86.1%
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	115,000.00	-115,000.00	0.0%
Total 4020 · Ski Swap	0.00	118,500.00	-118,500.00	0.0%
4040 · Event Adv/Sponsors	3,251.00	10,000.00	-6,749.00	32.5%
4085 · Duck Race	7,115.00	8,000.00	-885.00	88.9%
Total 4000 · SPECIAL EVENTS INCOME	150,888.59	302,000.00	-151,111.41	50.0%
4100 · FUNDRAISING CAMPAIGN INCO...				
4030 · Raffle Income	6,930.00	5,000.00	1,930.00	138.6%
4116 · TBG Donation	0.00	0.00	0.00	0.0%
4135 · BG/Car Donations	3,000.00	0.00	3,000.00	100.0%
4110 · Donor Pledges	146,459.53	100,000.00	46,459.53	146.5%
4115 · Jar Donations	229.46	500.00	-270.54	45.9%
4120 · Uncollectable Pledges	0.00	0.00	0.00	0.0%
4125 · Trustee Donations	0.00	5,000.00	-5,000.00	0.0%
4420 · Auction Income	14,950.00	5,000.00	9,950.00	299.0%
Total 4100 · FUNDRAISING CAMPAIGN ...	171,568.99	115,500.00	56,068.99	148.5%
4200 · GRANTS INCOME				
4221 · CPB Grant CSGRU	26,555.00			
4210 · Town of Telluride				
4210.1 · Town of Telluride Equipment	0.00	15,000.00	-15,000.00	0.0%
4210 · Town of Telluride - Other	0.00	25,000.00	-25,000.00	0.0%
Total 4210 · Town of Telluride	0.00	40,000.00	-40,000.00	0.0%
4220 · CPB Grant CSGRR	0.00	115,000.00	-115,000.00	0.0%
4260 · Private Grants	5,000.00	5,000.00	0.00	100.0%
4270 · Telluride Foundation Grant	16,875.00	25,000.00	-8,125.00	67.5%
Total 4200 · GRANTS INCOME	48,430.00	185,000.00	-136,570.00	26.2%
4300 · MERCHANDISE				
4301 · Merchandise Sales	6,320.35	5,000.00	1,320.35	126.4%
Total 4300 · MERCHANDISE	6,320.35	5,000.00	1,320.35	126.4%
4400 · OTHER INCOME				
4440 · KOTO GO Contributions	1,260.00			

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4430 · Miscellaneous Income	7,448.94	0.00	7,448.94	100.0%
4410 · Tower Lease Income	7,418.19	7,500.00	-81.81	98.9%
Total 4400 · OTHER INCOME	<u>16,127.13</u>	<u>7,500.00</u>	<u>8,627.13</u>	<u>215.0%</u>
Total Income	393,335.06	615,000.00	-221,664.94	64.0%
Cost of Goods Sold				
5000 · SPECIAL EVENTS COSTS				
5010 · Advertising	1,832.64	635.00	1,197.64	288.6%
5015 · Event Lodging	240.19	605.00	-364.81	39.7%
5025 · Event Meals/Travel Expenses	0.00	0.00	0.00	0.0%
5030 · Contracted Labor				
5030.01 · Boxoffice	0.00	75.00	-75.00	0.0%
5030.02 · Campground	0.00	0.00	0.00	0.0%
5030.03 · Catering	0.00	0.00	0.00	0.0%
5030.04 · Clean-up	50.00	50.00	0.00	100.0%
5030.05 · Electrician	0.00	0.00	0.00	0.0%
5030.06 · Front of house staff	0.00	125.00	-125.00	0.0%
5030.07 · Medical	0.00	0.00	0.00	0.0%
5030.08 · Parking	0.00	0.00	0.00	0.0%
5030.09 · Production Assistant	300.00	0.00	300.00	100.0%
5030.10 · Security	200.00	475.00	-275.00	42.1%
5030.11 · Sound/Lights	2,955.00	1,400.00	1,555.00	211.1%
5030.12 · Shuttle Drivers	0.00	0.00	0.00	0.0%
5030.13 · Stage hands	500.00	340.00	160.00	147.1%
5030.14 · Trash -Recycling	0.00	0.00	0.00	0.0%
5030.15 · Volunteer Coordinator	0.00	0.00	0.00	0.0%
5030.16 · Back Stage Staff	0.00	0.00	0.00	0.0%
5030.18 · Event Meetings	0.00	0.00	0.00	0.0%
Total 5030 · Contracted Labor	<u>4,005.00</u>	<u>2,465.00</u>	<u>1,540.00</u>	<u>162.5%</u>
5035 · Event Hospitality	190.90			
5040 · Credit Card Fees on Sales	0.00	300.00	-300.00	0.0%
5050 · Event Equipment Rental				
5050.01 · Chairs/Tables/Fencing	235.08	450.00	-214.92	52.2%
5050.03 · Port-a-johns	300.00	275.00	25.00	109.1%
5050.05 · Tents/Staging/Trailer	0.00	25.00	-25.00	0.0%
5050.07 · Heating	620.19			
Total 5050 · Event Equipment Rental	<u>1,155.27</u>	<u>750.00</u>	<u>405.27</u>	<u>154.0%</u>
5060 · Event Insurance				
5062 · Event Gen Liab Ins	0.00	1,000.00	-1,000.00	0.0%
Total 5060 · Event Insurance	<u>0.00</u>	<u>1,000.00</u>	<u>-1,000.00</u>	<u>0.0%</u>
5065 · Event Licenses & Tax	800.00	500.00	300.00	160.0%
5070 · Event Supplies & Expenses	418.06	500.00	-81.94	83.6%
5071 · Volunteer Food	40.42	500.00	-459.58	8.1%
5080 · Beer/Liquor Costs				
5080.01 · Beer/Liquor Costs	34,336.09	60,000.00	-25,663.91	57.2%
Total 5080 · Beer/Liquor Costs	<u>34,336.09</u>	<u>60,000.00</u>	<u>-25,663.91</u>	<u>57.2%</u>
5090 · Ski Swap Goods Cost	0.00	92,000.00	-92,000.00	0.0%
5095 · Damage Deposit	500.00	500.00	0.00	100.0%

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5100 · Talent	3,262.32	7,000.00	-3,737.68	46.6%
5101 · Prize Money	800.00	1,000.00	-200.00	80.0%
5105 · Production Fee	66,465.85	66,500.00	-34.15	99.9%
5110 · Venue/Booth Rental	950.00	2,000.00	-1,050.00	47.5%
5130 · Volgistics-Volunteer database	0.00	200.00	-200.00	0.0%
5188 · Accounting-Event	0.00	250.00	-250.00	0.0%
5189 · Event Coordinator	0.00	4,500.00	-4,500.00	0.0%
5190 · Event Bank	0.00	0.00	0.00	0.0%
Total 5000 · SPECIAL EVENTS COSTS	114,996.74	241,205.00	-126,208.26	47.7%
5300 · MERCHANDISE SALES COSTS				
5310 · Cost of Merchandise Purchased	0.00	2,500.00	-2,500.00	0.0%
Total 5300 · MERCHANDISE SALES COS...	0.00	2,500.00	-2,500.00	0.0%
Total COGS	114,996.74	243,705.00	-128,708.26	47.2%
Gross Profit	278,338.32	371,295.00	-92,956.68	75.0%
Expense				
6000 · PAYROLL SALARIES & WAGES				
6010 · Executive Director				
6010.5 · ED Grant Commission	0.00	0.00	0.00	0.0%
6010 · Executive Director - Other	0.00	0.00	0.00	0.0%
Total 6010 · Executive Director	0.00	0.00	0.00	0.0%
6011 · Station Manager	31,500.00	42,000.00	-10,500.00	75.0%
6013 · Music Director	25,499.97	34,000.00	-8,500.03	75.0%
6014 · News Director	25,931.97	34,076.00	-8,144.03	76.1%
6015 · News Reporter	9,981.11	16,750.00	-6,768.89	59.6%
6016 · Developmental Director	31,500.00	41,000.00	-9,500.00	76.8%
6017 · Commissions	15,275.30	11,500.00	3,775.30	132.8%
6050 · Year-end Bonuses	1,500.00			
Total 6000 · PAYROLL SALARIES & WA...	141,188.35	179,326.00	-38,137.65	78.7%
6100 · PAYROLL TAXES & BENEFITS				
6145 · Merchant Passes	0.00	1,750.00	-1,750.00	0.0%
6110 · Fica/Med	10,196.55	13,718.44	-3,521.89	74.3%
6120 · State Unemployment Ins	915.54	3,945.17	-3,029.63	23.2%
6130 · Health Insurance	17,384.84	30,500.00	-13,115.16	57.0%
6140 · Retirement 403(b)(7)	450.00	600.00	-150.00	75.0%
6150 · Refunds, Penalties, Etc	298.03			
Total 6100 · PAYROLL TAXES & BENEFI...	29,244.96	50,513.61	-21,268.65	57.9%
6200 · PROGRAMMING				
6210 · NPR CSGER	27,838.49	17,000.00	10,838.49	163.8%
6211 · TJ Hour CSGER	187.50	560.00	-372.50	33.5%
6215 · PRI CSGER	6,510.36	3,500.00	3,010.36	186.0%
6225 · Bluegrass Broadcast CSGER	0.00	100.00	-100.00	0.0%
6230 · New Dimensions CSGER	260.00	520.00	-260.00	50.0%
6240 · Counterspin	0.00	250.00	-250.00	0.0%
6260 · NFCB-Dues CSGER	0.00	500.00	-500.00	0.0%
6270 · RM Comm Radio CSGER	0.00	1,695.00	-1,695.00	0.0%

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Total 6200 · PROGRAMMING	34,796.35	24,125.00	10,671.35	144.2%
6280 · PROGRAMMING - INTERNET SVC				
6285 · Web Radio Streaming CSGER	2,758.80	250.00	2,508.80	1,103.5%
6290 · Web Development CSGER	250.00	500.00	-250.00	50.0%
6292 · Spintron Charting CSGER	225.00	300.00	-75.00	75.0%
Total 6280 · PROGRAMMING - INTERNE...	3,233.80	1,050.00	2,183.80	308.0%
6350 · BUILDING COSTS				
6370 · Mortgage Interest	8,474.75	11,000.00	-2,525.25	77.0%
Total 6350 · BUILDING COSTS	8,474.75	11,000.00	-2,525.25	77.0%
6400 · STORAGE UNIT RENTAL				
6420 · Illium Storage	1,190.00	1,500.00	-310.00	79.3%
6430 · Telluride Self Storage	760.00	1,140.00	-380.00	66.7%
Total 6400 · STORAGE UNIT RENTAL	1,950.00	2,640.00	-690.00	73.9%
6450 · REPAIR & MAINT CSGEU	1,595.00	5,000.00	-3,405.00	31.9%
6470 · INSURANCE				
6470.8 · Work Comp	912.00	500.00	412.00	182.4%
6470.2 · Gen Liab Insurance CSGEU	3,324.00	6,000.00	-2,676.00	55.4%
6470.3 · Catast/Flood Insurance CSGEU	448.06	600.00	-151.94	74.7%
6470.4 · D&O Insurance CSGEU	0.00	500.00	-500.00	0.0%
Total 6470 · INSURANCE	4,684.06	7,600.00	-2,915.94	61.6%
6500 · OFFICE EXPENSES				
6510 · Fundraising Expenses CSGEU	15,731.70	7,000.00	8,731.70	224.7%
6511 · Fundraising Commission CSGEU	0.00	0.00	0.00	0.0%
6515 · Membership Database CSGEU	1,691.50	2,500.00	-808.50	67.7%
6520 · Supplies CSGEU	5,706.21	3,502.39	2,203.82	162.9%
6525 · Postage CSGEU	1,029.82	1,500.00	-470.18	68.7%
6535 · Copier Expenses CSGEU	0.00	600.00	-600.00	0.0%
6545 · Printing CSGEU	175.00	500.00	-325.00	35.0%
6550 · Subscriptions & Education CSGEU	77.45	1,500.00	-1,422.55	5.2%
6560 · Equipment & Software CSGEU	4,042.94	15,000.00	-10,957.06	27.0%
6570 · Bank & CC Fees				
6502 · Credit Card Fees	2,782.53	2,200.00	582.53	126.5%
6501 · Bank Fees	116.63	200.00	-83.37	58.3%
6570 · Bank & CC Fees - Other	25.00			
Total 6570 · Bank & CC Fees	2,924.16	2,400.00	524.16	121.8%
6575 · Water-Office CSGEU	246.50	300.00	-53.50	82.2%
Total 6500 · OFFICE EXPENSES	31,625.28	34,802.39	-3,177.11	90.9%
6600 · TELEPHONE				
6625 · Tower Phone CSGEU	220.59	360.00	-139.41	61.3%
6610 · Office phone CSGEU	2,763.14	6,300.00	-3,536.86	43.9%
6615 · Wireless - Last Dollar	2,216.56			
Total 6600 · TELEPHONE	5,200.29	6,660.00	-1,459.71	78.1%
6640 · UTILITIES				
6650 · Office Electricity CSGEU	3,549.00	4,200.00	-651.00	84.5%
6655 · WaterSewerTrashRecycling CSGEU	1,273.66	1,500.00	-226.34	84.9%

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6671 · Last Dollar electricity CSGEU	208.00	200.00	8.00	104.0%
6672 · Norwood trans electricity CSGEU	388.00	800.00	-412.00	48.5%
6673 · Placerville 105.5 CSGEU	576.00	300.00	276.00	192.0%
Total 6640 · UTILITIES	<u>5,994.66</u>	<u>7,000.00</u>	<u>-1,005.34</u>	<u>85.6%</u>
6700 · LEGAL & PROFESSIONAL				
6710 · Accounting CSGEU	10,115.00	15,000.00	-4,885.00	67.4%
6715 · Annual Audit CSGEU	5,000.00	7,000.00	-2,000.00	71.4%
6720 · Legal CSGEU	0.00	2,000.00	-2,000.00	0.0%
6740 · Exempt Prop Tax Filing Fee	0.00	90.00	-90.00	0.0%
Total 6700 · LEGAL & PROFESSIONAL	<u>15,115.00</u>	<u>24,090.00</u>	<u>-8,975.00</u>	<u>62.7%</u>
6750 · CONTRACT LABOR				
6775 · Industry Consultant CSGEU	2,325.00	0.00	2,325.00	100.0%
6760 · Computer Consultants CSGEU	2,461.25	2,000.00	461.25	123.1%
6770 · Engineering CSGEU	1,651.15	11,500.00	-9,848.85	14.4%
Total 6750 · CONTRACT LABOR	<u>6,437.40</u>	<u>13,500.00</u>	<u>-7,062.60</u>	<u>47.7%</u>
6800 · MEETINGS & CONFERENCES				
6810 · Meeting Expenses	405.23	1,000.00	-594.77	40.5%
6840 · Travel	616.66	1,000.00	-383.34	61.7%
Total 6800 · MEETINGS & CONFERENCES	<u>1,021.89</u>	<u>2,000.00</u>	<u>-978.11</u>	<u>51.1%</u>
Total Expense	<u>290,561.79</u>	<u>369,307.00</u>	<u>-78,745.21</u>	<u>78.7%</u>
Net Ordinary Income	-12,223.47	1,988.00	-14,211.47	-614.9%
Other Income/Expense				
Other Income				
8001 · INTEREST INCOME				
8001.1 · Interest Income	12.12	12.00	0.12	101.0%
Total 8001 · INTEREST INCOME	<u>12.12</u>	<u>12.00</u>	<u>0.12</u>	<u>101.0%</u>
Total Other Income	12.12	12.00	0.12	101.0%
Other Expense				
8301 · OTHER EXPENSES				
8335 · Charitable Contributions	0.00	0.00	0.00	0.0%
8305 · Late Fees/Finance Charges	93.00	500.00	-407.00	18.6%
8320 · Interest Expense	362.48	1,500.00	-1,137.52	24.2%
Total 8301 · OTHER EXPENSES	<u>455.48</u>	<u>2,000.00</u>	<u>-1,544.52</u>	<u>22.8%</u>
8200 · CAPITAL EXPENDITURES CSGEU				
8300 · Depreciation Expense	21,620.07			
Total 8200 · CAPITAL EXPENDITURES CS...	<u>21,620.07</u>			
8400 · SUSPENSE	0.00			
Total Other Expense	<u>22,075.55</u>	<u>2,000.00</u>	<u>20,075.55</u>	<u>1,103.8%</u>
Net Other Income	<u>-22,063.43</u>	<u>-1,988.00</u>	<u>-20,075.43</u>	<u>1,109.8%</u>
Net Income	<u>-34,286.90</u>	<u>0.00</u>	<u>-34,286.90</u>	<u>100.0%</u>