

KOTO RADIO
KOTO Budget v Actual Expanded
 January through July 2017

	<u>Jan - Jul 17</u>	<u>Budget</u>	<u>\$ Over Bud...</u>	<u>% of Budget</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	<u>6,630.00</u>	<u>10,000.00</u>	<u>-3,370.00</u>	<u>66.3%</u>
4010 · Beer & Liquor Sales				
4010.1 · Beer Sales	77,695.48	92,000.00	-14,304.52	84.5%
4010.2 · Liquor Sales	35,124.64	42,000.00	-6,875.36	83.6%
4010.3 · Beer Tips	9,296.85	18,000.00	-8,703.15	51.6%
4010.4 · Liquor Tips	4,188.00	3,500.00	688.00	119.7%
Total 4010 · Beer & Liquor Sales	<u>126,304.97</u>	<u>155,500.00</u>	<u>-29,195.03</u>	<u>81.2%</u>
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	<u>0.00</u>	<u>118,500.00</u>	<u>-118,500.00</u>	<u>0.0%</u>
4040 · Event Adv/Sponsors	3,251.00	10,000.00	-6,749.00	32.5%
4085 · Duck Race	3,140.00	8,000.00	-4,860.00	39.3%
Total 4000 · SPECIAL EVENTS INCOME	<u>139,325.97</u>	<u>302,000.00</u>	<u>-162,674.03</u>	<u>46.1%</u>
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	85,819.08	100,000.00	-14,180.92	85.8%
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 ...	<u>110,928.54</u>	<u>115,500.00</u>	<u>-4,571.46</u>	<u>96.0%</u>
4200 · GRANTS INCOME				
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	<u>0.00</u>	<u>40,000.00</u>	<u>-40,000.00</u>	<u>0.0%</u>
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	0.00	25,000.00	-25,000.00	0.0%
Total 4200 · GRANTS INCOME	<u>5,000.00</u>	<u>185,000.00</u>	<u>-180,000.00</u>	<u>2.7%</u>
4300 · MERCHANDISE				
4301 · Merchandise Sales	5,307.73	5,000.00	307.73	106.2%
Total 4300 · MERCHANDISE	<u>5,307.73</u>	<u>5,000.00</u>	<u>307.73</u>	<u>106.2%</u>
4400 · OTHER INCOME				
4440 · KOTO GO Contributions	1,260.00			
4430 · Miscellaneous Income	7,448.94	0.00	7,448.94	100.0%

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4410 · Tower Lease Income	5,717.01	7,500.00	-1,782.99	76.2%
Total 4400 · OTHER INCOME	14,425.95	7,500.00	6,925.95	192.3%
Total Income	274,988.19	615,000.00	-340,011.81	44.7%
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	1,855.00	1,400.00	455.00	132.5%
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	2,905.00	2,465.00	440.00	117.8%
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	0.00	450.00	-450.00	0.0%
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	920.19	750.00	170.19	122.7%
5060 · Event Insurance				
5062 · Event Gen Liab Ins	0.00	1,000.00	-1,000.00	0.0%
Total 5060 · Event Insurance	0.00	1,000.00	-1,000.00	0.0%
5065 · Event Licenses & Tax	700.00	500.00	200.00	140.0%
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	33,928.73	60,000.00	-26,071.27	56.5%
Total 5080 · Beer/Liquor Costs	33,928.73	60,000.00	-26,071.27	56.5%
5090 · Ski Swap Goods Cost	0.00	92,000.00	-92,000.00	0.0%
5095 · Damage Deposit	250.00	500.00	-250.00	50.0%
5100 · Talent	2,362.32	7,000.00	-4,637.68	33.7%

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5101 · Prize Money	800.00	1,000.00	-200.00	80.0%
5105 · Production Fee	63,765.85	66,500.00	-2,734.15	95.9%
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	109,304.30	241,205.00	-131,900.70	45.3%
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	109,304.30	243,705.00	-134,400.70	44.9%
Gross Profit	165,683.89	371,295.00	-205,611.11	44.6%
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	24,500.00	42,000.00	-17,500.00	58.3%
6013 · Music Director	19,833.31	34,000.00	-14,166.69	58.3%
6014 · News Director	20,169.31	34,076.00	-13,906.69	59.2%
6015 · News Reporter	8,908.44	16,750.00	-7,841.56	53.2%
6016 · Developmental Director	24,500.00	41,000.00	-16,500.00	59.8%
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...	114,686.36	179,326.00	-64,639.64	64.0%
6100 · PAYROLL TAXES & BENEFITS				
6145 · Merchant Passes	0.00	1,750.00	-1,750.00	0.0%
6110 · Fica/Med	9,222.33	13,718.44	-4,496.11	67.2%
6120 · State Unemployment Ins	865.54	3,945.17	-3,079.63	21.9%
6130 · Health Insurance	13,934.20	30,500.00	-16,565.80	45.7%
6140 · Retirement 403(b)(7)	350.00	600.00	-250.00	58.3%
6150 · Refunds, Penalties, Etc	298.03			
Total 6100 · PAYROLL TAXES & BENEFL...	24,670.10	50,513.61	-25,843.51	48.8%
6200 · PROGRAMMING				
6210 · NPR CSGER	2,487.97	17,000.00	-14,512.03	14.6%
6211 · TJ Hour CSGER	0.00	560.00	-560.00	0.0%
6215 · PRI CSGER	5,476.86	3,500.00	1,976.86	156.5%
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%
Total 6200 · PROGRAMMING	8,224.83	24,125.00	-15,900.17	34.1%

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6280 · PROGRAMMING - INTERNET SVC				
6285 · Web Radio Streaming CSGER	2,478.70	250.00	2,228.70	991.5%
6290 · Web Development CSGER	250.00	500.00	-250.00	50.0%
6292 · Spinitron Charting CSGER	175.00	300.00	-125.00	58.3%
Total 6280 · PROGRAMMING - INTERNE...	2,903.70	1,050.00	1,853.70	276.5%
6350 · BUILDING COSTS				
6370 · Mortgage Interest	6,596.00	11,000.00	-4,404.00	60.0%
Total 6350 · BUILDING COSTS	6,596.00	11,000.00	-4,404.00	60.0%
6400 · STORAGE UNIT RENTAL				
6420 · Ilium Storage	930.00	1,500.00	-570.00	62.0%
6430 · Telluride Self Storage	570.00	1,140.00	-570.00	50.0%
Total 6400 · STORAGE UNIT RENTAL	1,500.00	2,640.00	-1,140.00	56.8%
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	2,012.25	6,000.00	-3,987.75	33.5%
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	3,372.31	7,600.00	-4,227.69	44.4%
6500 · OFFICE EXPENSES				
6510 · Fundraising Expenses CSGEU	14,587.26	7,000.00	7,587.26	208.4%
6511 · Fundraising Commission CSGEU	0.00	0.00	0.00	0.0%
6515 · Membership Database CSGEU	1,353.20	2,500.00	-1,146.80	54.1%
6520 · Supplies CSGEU	4,569.11	3,502.39	1,066.72	130.5%
6525 · Postage CSGEU	676.04	1,500.00	-823.96	45.1%
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	3,636.86	15,000.00	-11,363.14	24.2%
6570 · Bank & CC Fees				
6502 · Credit Card Fees	2,240.78	2,200.00	40.78	101.9%
6501 · Bank Fees	114.00	200.00	-86.00	57.0%
6570 · Bank & CC Fees - Other	25.00			
Total 6570 · Bank & CC Fees	2,379.78	2,400.00	-20.22	99.2%
6575 · Water-Office CSGEU	204.00	300.00	-96.00	68.0%
Total 6500 · OFFICE EXPENSES	27,658.70	34,802.39	-7,143.69	79.5%
6600 · TELEPHONE				
6625 · Tower Phone CSGEU	193.60	360.00	-166.40	53.8%
6610 · Office phone CSGEU	2,763.14	6,300.00	-3,536.86	43.9%
6615 · Wireless - Last Dollar	1,107.82			
Total 6600 · TELEPHONE	4,064.56	6,660.00	-2,595.44	61.0%
6640 · UTILITIES				
6650 · Office Electricity CSGEU	3,019.00	4,200.00	-1,181.00	71.9%
6655 · WaterSewerTrashRecycling CSGEU	1,089.14	1,500.00	-410.86	72.6%
6671 · Last Dollar electricity CSGEU	168.00	200.00	-32.00	84.0%
6672 · Norwood trans electricity CSGEU	388.00	800.00	-412.00	48.5%

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6673 · Placerville 105.5 CSGEU	526.00	300.00	226.00	175.3%
Total 6640 · UTILITIES	5,190.14	7,000.00	-1,809.86	74.1%
6700 · LEGAL & PROFESSIONAL				
6710 · Accounting CSGEU	7,647.50	15,000.00	-7,352.50	51.0%
6715 · Annual Audit CSGEU	0.00	7,000.00	-7,000.00	0.0%
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	7,647.50	24,090.00	-16,442.50	31.7%
6750 · CONTRACT LABOR				
6775 · Industry Consultant CSGEU	0.00	0.00	0.00	0.0%
6760 · Computer Consultants CSGEU	2,035.00	2,000.00	35.00	101.8%
6770 · Engineering CSGEU	1,651.15	11,500.00	-9,848.85	14.4%
Total 6750 · CONTRACT LABOR	3,686.15	13,500.00	-9,813.85	27.3%
6800 · MEETINGS & CONFERENCES				
6810 · Meeting Expenses	405.23	1,000.00	-594.77	40.5%
6840 · Travel	216.66	1,000.00	-783.34	21.7%
Total 6800 · MEETINGS & CONFERENCES	621.89	2,000.00	-1,378.11	31.1%
Total Expense	212,417.24	369,307.00	-156,889.76	57.5%
Net Ordinary Income	-46,733.35	1,988.00	-48,721.35	-2,350.8%
Other Income/Expense				
Other Income				
8001 · INTEREST INCOME				
8001.1 · Interest Income	10.42	12.00	-1.58	86.8%
Total 8001 · INTEREST INCOME	10.42	12.00	-1.58	86.8%
Total Other Income	10.42	12.00	-1.58	86.8%
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	455.48	2,000.00	-1,544.52	22.8%
8200 · CAPITAL EXPENDITURES CSGEU				
8300 · Depreciation Expense	16,815.61			
Total 8200 · CAPITAL EXPENDITURES CS...	16,815.61			
Total Other Expense	17,271.09	2,000.00	15,271.09	863.6%
Net Other Income	-17,260.67	-1,988.00	-15,272.67	868.2%
Net Income	-63,994.02	0.00	-63,994.02	100.0%