

KOTO RADIO
P & L Total PY Comparison
 January through July 2017

	<u>Jan - Jul 17</u>	<u>Jan - Jul 16</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4000 · SPECIAL EVENTS INCOME				
4001 · Ticket Sales	6,630	7,480	(850)	(11)%
4010 · Beer & Liquor Sales				
4010.1 · Beer Sales	77,695	95,968	(18,272)	(19)%
4010.2 · Liquor Sales	35,125	42,212	(7,087)	(17)%
4010.3 · Beer Tips	9,297	18,008	(8,712)	(48)%
4010.4 · Liquor Tips	4,188	3,774	414	11%
Total 4010 · Beer & Liquor Sales	126,305	159,962	(33,657)	(21)%
4040 · Event Adv/Sponsors	3,251	9,950	(6,699)	(67)%
4085 · Duck Race	3,140	4,366	(1,226)	(28)%
Total 4000 · SPECIAL EVENTS INCOME	139,326	181,759	(42,433)	(23)%
4100 · FUNDRAISING CAMPAIGN INCO...				
4030 · Raffle Income	6,930	6,717	213	3%
4135 · BG/Car Donations	3,000	8,000	(5,000)	(63)%
4110 · Donor Pledges	85,819	47,786	38,033	80%
4115 · Jar Donations	229	147	83	57%
4420 · Auction Income	14,950	13,065	1,885	14%
Total 4100 · FUNDRAISING CAMPAIGN ...	110,929	75,715	35,214	47%
4200 · GRANTS INCOME				
4210 · Town of Telluride		25,000	(25,000)	(100)%
4220 · CPB Grant CSGRR		27,572	(27,572)	(100)%
4260 · Private Grants	5,000	2,177	2,823	130%
Total 4200 · GRANTS INCOME	5,000	54,749	(49,749)	(91)%
4300 · MERCHANDISE				
4301 · Merchandise Sales	5,308	7,140	(1,832)	(26)%
Total 4300 · MERCHANDISE	5,308	7,140	(1,832)	(26)%
4400 · OTHER INCOME				
4440 · KOTO GO Contributions	1,260		1,260	100%
4430 · Miscellaneous Income	7,449	132	7,317	5,543%
4410 · Tower Lease Income	5,717	4,711	1,006	21%
Total 4400 · OTHER INCOME	14,426	4,843	9,583	198%
Total Income	274,988	324,206	(49,218)	(15)%
Cost of Goods Sold				
5000 · SPECIAL EVENTS COSTS				
5010 · Advertising	1,833	635	1,198	189%
5015 · Event Lodging	240	605	(365)	(60)%
5030 · Contracted Labor				
5030.01 · Boxoffice		75	(75)	(100)%
5030.04 · Clean-up	50	50		
5030.06 · Front of house staff		125	(125)	(100)%
5030.09 · Production Assistant	300		300	100%
5030.10 · Security	200	475	(275)	(58)%
5030.11 · Sound/Lights	1,855	1,400	455	33%
5030.13 · Stage hands	500	300	200	67%

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Total 5030 · Contracted Labor	2,905	2,425	480	20%
5035 · Event Hospitality	191		191	100%
5050 · Event Equipment Rental				
5050.01 · Chairs/Tables/Fencing		351	(351)	(100)%
5050.03 · Port-a-johns	300	260	40	15%
5050.07 · Heating	620		620	100%
Total 5050 · Event Equipment Rental	920	611	309	51%
5060 · Event Insurance				
5062 · Event Gen Liab Ins		840	(840)	(100)%
Total 5060 · Event Insurance		840	(840)	(100)%
5065 · Event Licenses & Tax	700	350	350	100%
5070 · Event Supplies & Expenses	418	460	(42)	(9)%
5071 · Volunteer Food	40	146	(105)	(72)%
5080 · Beer/Liquor Costs				
5080.01 · Beer/Liquor Costs	33,929	62,079	(28,150)	(45)%
Total 5080 · Beer/Liquor Costs	33,929	62,079	(28,150)	(45)%
5095 · Damage Deposit	250	250		
5100 · Talent	2,362	4,750	(2,388)	(50)%
5101 · Prize Money	800	750	50	7%
5105 · Production Fee	63,766		63,766	100%
5110 · Venue/Booth Rental	950	2,450	(1,500)	(61)%
5188 · Accounting-Event		45	(45)	(100)%
5190 · Event Bank		(6,060)	6,060	100%
Total 5000 · SPECIAL EVENTS COSTS	109,304	70,335	38,970	55%
5300 · MERCHANDISE SALES COSTS				
5310 · Cost of Merchandise Purchased		617	(617)	(100)%
Total 5300 · MERCHANDISE SALES COS...		617	(617)	(100)%
Total COGS	109,304	70,952	38,352	54%
Gross Profit	165,684	253,254	(87,570)	(35)%
Expense				
6000 · PAYROLL SALARIES & WAGES				
6011 · Station Manager	24,500	24,500		
6013 · Music Director	19,833	19,833		
6014 · News Director	20,169	20,169		
6015 · News Reporter	8,908	9,733	(825)	(9)%
6016 · Developmental Director	24,500	17,500	7,000	40%
6017 · Commissions	15,275	1,220	14,056	1,153%
6050 · Year-end Bonuses	1,500	4,000	(2,500)	(63)%
Total 6000 · PAYROLL SALARIES & WA...	114,686	96,955	17,731	18%
6100 · PAYROLL TAXES & BENEFITS				
6110 · Fica/Med	9,222	7,478	1,745	23%
6120 · State Unemployment Ins	866	1,588	(722)	(46)%
6130 · Health Insurance	13,934	10,903	3,032	28%
6140 · Retirement 403(b)(7)	350	350		

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6150 · Refunds, Penalties, Etc	298		298	100%
Total 6100 · PAYROLL TAXES & BENEFI...	24,670	20,318	4,352	21%
6200 · PROGRAMMING				
6210 · NPR CSGER	2,488	12,154	(9,666)	(80)%
6211 · TJ Hour CSGER		600	(600)	(100)%
6215 · PRI CSGER	5,477	2,059	3,418	166%
6230 · New Dimensions CSGER	260	520	(260)	(50)%
6240 · Counterspin		250	(250)	(100)%
Total 6200 · PROGRAMMING	8,225	15,583	(7,358)	(47)%
6280 · PROGRAMMING - INTERNET SVC				
6285 · Web Radio Streaming CSGER	2,479	58	2,421	4,174%
6290 · Web Development CSGER	250		250	100%
6292 · Spinitron Charting CSGER	175	175		
Total 6280 · PROGRAMMING - INTERNE...	2,904	233	2,671	1,146%
6350 · BUILDING COSTS				
6370 · Mortgage Interest	6,596	6,841	(245)	(4)%
Total 6350 · BUILDING COSTS	6,596	6,841	(245)	(4)%
6400 · STORAGE UNIT RENTAL				
6420 · Illium Storage	930	800	130	16%
6430 · Telluride Self Storage	570	570		
Total 6400 · STORAGE UNIT RENTAL	1,500	1,370	130	10%
6450 · REPAIR & MAINT CSGEU	1,595	135	1,460	1,082%
6470 · INSURANCE				
6470.8 · Work Comp	912	392	520	133%
6470.2 · Gen Liab Insurance CSGEU	2,012	4,051	(2,039)	(50)%
6470.3 · Catast/Flood Insurance CSGEU	448	597	(149)	(25)%
6470.4 · D&O Insurance CSGEU		221	(221)	(100)%
Total 6470 · INSURANCE	3,372	5,261	(1,889)	(36)%
6500 · OFFICE EXPENSES				
6510 · Fundraising Expenses CSGEU	14,587	3,273	11,314	346%
6511 · Fundraising Commission CSGEU		200	(200)	(100)%
6515 · Membership Database CSGEU	1,353	1,522	(169)	(11)%
6520 · Supplies CSGEU	4,569	2,166	2,403	111%
6525 · Postage CSGEU	676	318	358	113%
6535 · Copier Expenses CSGEU		88	(88)	(100)%
6545 · Printing CSGEU	175	369	(194)	(53)%
6550 · Subscriptions & Education CSGEU	77	1,049	(971)	(93)%
6560 · Equipment & Software CSGEU	3,637	1,857	1,780	96%
6570 · Bank & CC Fees				
6502 · Credit Card Fees	2,241	1,246	995	80%
6501 · Bank Fees	114	36	78	214%
6570 · Bank & CC Fees - Other	25	49	(24)	(49)%
Total 6570 · Bank & CC Fees	2,380	1,331	1,048	79%
6575 · Water-Office CSGEU	204	181	24	13%
Total 6500 · OFFICE EXPENSES	27,659	12,353	15,305	124%

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6600 · TELEPHONE				
6625 · Tower Phone CSGEU	194	192	2	1%
6610 · Office phone CSGEU	2,763	3,879	(1,116)	(29)%
6615 · Wireless - Last Dollar	1,108		1,108	100%
Total 6600 · TELEPHONE	<u>4,065</u>	<u>4,071</u>	<u>(6)</u>	<u>(0)%</u>
6640 · UTILITIES				
6650 · Office Electricity CSGEU	3,019	2,814	205	7%
6655 · WaterSewerTrashRecycling CSGEU	1,089	1,008	81	8%
6671 · Last Dollar electricity CSGEU	168	171	(3)	(2)%
6672 · Norwood trans electricity CSGEU	388	502	(114)	(23)%
6673 · Placerville 105.5 CSGEU	526	197	329	167%
Total 6640 · UTILITIES	<u>5,190</u>	<u>4,692</u>	<u>498</u>	<u>11%</u>
6700 · LEGAL & PROFESSIONAL				
6710 · Accounting CSGEU	7,648	10,099	(2,451)	(24)%
6715 · Annual Audit CSGEU		9,000	(9,000)	(100)%
6720 · Legal CSGEU		113	(113)	(100)%
Total 6700 · LEGAL & PROFESSIONAL	<u>7,648</u>	<u>19,211</u>	<u>(11,564)</u>	<u>(60)%</u>
6750 · CONTRACT LABOR				
6760 · Computer Consultants CSGEU	2,035	275	1,760	640%
6770 · Engineering CSGEU	1,651	1,669	(18)	(1)%
Total 6750 · CONTRACT LABOR	<u>3,686</u>	<u>1,944</u>	<u>1,742</u>	<u>90%</u>
6800 · MEETINGS & CONFERENCES				
6810 · Meeting Expenses	405	326	79	24%
6840 · Travel	217	843	(626)	(74)%
Total 6800 · MEETINGS & CONFERENCES	<u>622</u>	<u>1,169</u>	<u>(547)</u>	<u>(47)%</u>
Total Expense	<u>212,417</u>	<u>190,136</u>	<u>22,281</u>	<u>12%</u>
Net Ordinary Income	(46,733)	63,118	(109,851)	(174)%
Other Income/Expense				
Other Income				
8001 · INTEREST INCOME				
8001.1 · Interest Income	10	6	5	79%
Total 8001 · INTEREST INCOME	<u>10</u>	<u>6</u>	<u>5</u>	<u>79%</u>
8010 · SALE OF ASSETS		160	(160)	(100)%
Total Other Income	<u>10</u>	<u>166</u>	<u>(155)</u>	<u>(94)%</u>
Other Expense				
8301 · OTHER EXPENSES				
8305 · Late Fees/Finance Charges	93	155	(62)	(40)%
8320 · Interest Expense	362	354	9	3%
Total 8301 · OTHER EXPENSES	<u>455</u>	<u>508</u>	<u>(53)</u>	<u>(10)%</u>
8200 · CAPITAL EXPENDITURES CSGEU				
8300 · Depreciation Expense	16,816		16,816	100%
Total 8200 · CAPITAL EXPENDITURES CS...	<u>16,816</u>		<u>16,816</u>	<u>100%</u>

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Accrual Basis

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8400 · SUSPENSE		39	(39)	(100)%
Total Other Expense	<u>17,271</u>	<u>548</u>	<u>16,723</u>	<u>3,052%</u>
Net Other Income	<u>(17,261)</u>	<u>(382)</u>	<u>(16,879)</u>	<u>(4,418)%</u>
Net Income	<u><u>(63,994)</u></u>	<u><u>62,736</u></u>	<u><u>(126,730)</u></u>	<u><u>(202)%</u></u>