

**KOTO RADIO**  
**P & L Total PY Comparison**  
 January through September 2017

	<u>Jan - Sep ...</u>	<u>Jan - Sep ...</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000 · SPECIAL EVENTS INCOME</b>				
4001 · Ticket Sales	6,630	8,080	(1,450)	(18)%
4010 · Beer & Liquor Sales				
4010.1 · Beer Sales	83,099	93,068	(9,969)	(11)%
4010.2 · Liquor Sales	36,568	42,212	(5,644)	(13)%
4010.3 · Beer Tips	10,038	26,508	(16,471)	(62)%
4010.4 · Liquor Tips	4,188	3,774	414	11%
<b>Total 4010 · Beer &amp; Liquor Sales</b>	<u>133,893</u>	<u>165,562</u>	<u>(31,670)</u>	<u>(19)%</u>
4040 · Event Adv/Sponsors	3,251	9,950	(6,699)	(67)%
4085 · Duck Race	7,115	7,296	(181)	(3)%
<b>Total 4000 · SPECIAL EVENTS INCOME</b>	<u>150,889</u>	<u>190,889</u>	<u>(40,000)</u>	<u>(21)%</u>
<b>4100 · FUNDRAISING CAMPAIGN INCO...</b>				
4030 · Raffle Income	6,930	6,717	213	3%
4135 · BG/Car Donations	3,000	8,000	(5,000)	(63)%
4110 · Donor Pledges	146,460	99,803	46,656	47%
4115 · Jar Donations	229	147	83	57%
4160 · Donated Seviles		1,800	(1,800)	(100)%
4420 · Auction Income	14,950	13,065	1,885	14%
<b>Total 4100 · FUNDRAISING CAMPAIGN ...</b>	<u>171,569</u>	<u>129,532</u>	<u>42,037</u>	<u>33%</u>
<b>4200 · GRANTS INCOME</b>				
4221 · CPB Grant CSGRU	26,555		26,555	100%
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%
4270 · Telluride Foundation Grant	16,875		16,875	100%
<b>Total 4200 · GRANTS INCOME</b>	<u>48,430</u>	<u>54,749</u>	<u>(6,319)</u>	<u>(12)%</u>
<b>4300 · MERCHANDISE</b>				
4301 · Merchandise Sales	6,320	7,565	(1,245)	(17)%
<b>Total 4300 · MERCHANDISE</b>	<u>6,320</u>	<u>7,565</u>	<u>(1,245)</u>	<u>(17)%</u>
<b>4400 · OTHER INCOME</b>				
4440 · KOTO GO Contributions	1,260		1,260	100%
4430 · Miscellaneous Income	7,449	328	7,121	2,174%
4410 · Tower Lease Income	7,418	6,232	1,186	19%
<b>Total 4400 · OTHER INCOME</b>	<u>16,127</u>	<u>6,559</u>	<u>9,568</u>	<u>146%</u>
<b>Total Income</b>	<u>393,335</u>	<u>389,294</u>	<u>4,041</u>	<u>1%</u>
<b>Cost of Goods Sold</b>				
<b>5000 · SPECIAL EVENTS COSTS</b>				
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%

**KOTO RADIO**  
**P & L Total PY Comparison**  
 January through September 2017

	<u>Jan - Sep ...</u>	<u>Jan - Sep ...</u>	<u>\$ Change</u>	<u>% Change</u>
5030.10 · Security	200	475	(275)	(58)%
5030.11 · Sound/Lights	2,955	1,400	1,555	111%
5030.13 · Stage hands	500	339	161	47%
<b>Total 5030 · Contracted Labor</b>	<b>4,005</b>	<b>2,464</b>	<b>1,541</b>	<b>63%</b>
5035 · Event Hospitality	191		191	100%
5050 · Event Equipment Rental				
5050.01 · Chairs/Tables/Fencing	235	351	(116)	(33)%
5050.03 · Port-a-johns	300	260	40	15%
5050.07 · Heating	620		620	100%
<b>Total 5050 · Event Equipment Rental</b>	<b>1,155</b>	<b>611</b>	<b>545</b>	<b>89%</b>
5060 · Event Insurance				
5062 · Event Gen Liab Ins		840	(840)	(100)%
<b>Total 5060 · Event Insurance</b>		<b>840</b>	<b>(840)</b>	<b>(100)%</b>
5065 · Event Licenses & Tax	800	350	450	129%
5070 · Event Supplies & Expenses	418	460	(42)	(9)%
5071 · Volunteer Food	40	146	(105)	(72)%
5080 · Beer/Liquor Costs				
5080.01 · Beer/Liquor Costs	34,336	62,962	(28,625)	(46)%
<b>Total 5080 · Beer/Liquor Costs</b>	<b>34,336</b>	<b>62,962</b>	<b>(28,625)</b>	<b>(46)%</b>
5095 · Damage Deposit	500	250	250	100%
5100 · Talent	3,262	7,850	(4,588)	(58)%
5101 · Prize Money	800	750	50	7%
5105 · Production Fee	66,466	69,600	(3,134)	(5)%
5110 · Venue/Booth Rental	950	2,450	(1,500)	(61)%
5188 · Accounting-Event		45	(45)	(100)%
5190 · Event Bank		(8,960)	8,960	100%
<b>Total 5000 · SPECIAL EVENTS COSTS</b>	<b>114,997</b>	<b>141,057</b>	<b>(26,060)</b>	<b>(19)%</b>
5300 · MERCHANDISE SALES COSTS				
5310 · Cost of Merchandise Purchased		1,085	(1,085)	(100)%
<b>Total 5300 · MERCHANDISE SALES COS...</b>		<b>1,085</b>	<b>(1,085)</b>	<b>(100)%</b>
<b>Total COGS</b>	<b>114,997</b>	<b>142,142</b>	<b>(27,145)</b>	<b>(19)%</b>
<b>Gross Profit</b>	<b>278,338</b>	<b>247,152</b>	<b>31,186</b>	<b>13%</b>
<b>Expense</b>				
6000 · PAYROLL SALARIES & WAGES				
6011 · Station Manager	31,500	31,500		
6013 · Music Director	25,500	25,500		
6014 · News Director	25,932	25,932		
6015 · News Reporter	9,981	12,555	(2,573)	(21)%
6016 · Developmental Director	31,500	23,500	8,000	34%
6017 · Commissions	15,275	3,989	11,287	283%
6050 · Year-end Bonuses	1,500	5,000	(3,500)	(70)%
<b>Total 6000 · PAYROLL SALARIES &amp; WA...</b>	<b>141,188</b>	<b>127,975</b>	<b>13,213</b>	<b>10%</b>
6100 · PAYROLL TAXES & BENEFITS				
6110 · Fica/Med	10,197	9,841	355	4%

**KOTO RADIO**  
**P & L Total PY Comparison**  
 January through September 2017

	<u>Jan - Sep ...</u>	<u>Jan - Sep ...</u>	<u>\$ Change</u>	<u>% Change</u>
6120 · State Unemployment Ins	916	1,693	(777)	(46)%
6130 · Health Insurance	17,385	14,101	3,284	23%
6140 · Retirement 403(b)(7)	450	450		
6150 · Refunds, Penalties, Etc	298		298	100%
<b>Total 6100 · PAYROLL TAXES &amp; BENEFI...</b>	<b>29,245</b>	<b>26,084</b>	<b>3,160</b>	<b>12%</b>
<b>6200 · PROGRAMMING</b>				
6210 · NPR CSGER	27,838	12,207	15,632	128%
6211 · TJ Hour CSGER	188	600	(413)	(69)%
6215 · PRI CSGER	6,510	3,089	3,421	111%
6230 · New Dimensions CSGER	260	780	(520)	(67)%
6240 · Counterspin		250	(250)	(100)%
<b>Total 6200 · PROGRAMMING</b>	<b>34,796</b>	<b>16,926</b>	<b>17,871</b>	<b>106%</b>
<b>6280 · PROGRAMMING - INTERNET SVC</b>				
6285 · Web Radio Streaming CSGER	2,759	94	2,665	2,851%
6290 · Web Development CSGER	250		250	100%
6292 · Spintron Charting CSGER	225	225		
<b>Total 6280 · PROGRAMMING - INTERNE...</b>	<b>3,234</b>	<b>319</b>	<b>2,915</b>	<b>915%</b>
<b>6350 · BUILDING COSTS</b>				
6370 · Mortgage Interest	8,475	8,847	(372)	(4)%
<b>Total 6350 · BUILDING COSTS</b>	<b>8,475</b>	<b>8,847</b>	<b>(372)</b>	<b>(4)%</b>
<b>6400 · STORAGE UNIT RENTAL</b>				
6420 · Illium Storage	1,190	1,060	130	12%
6430 · Telluride Self Storage	760	760		
<b>Total 6400 · STORAGE UNIT RENTAL</b>	<b>1,950</b>	<b>1,820</b>	<b>130</b>	<b>7%</b>
<b>6450 · REPAIR &amp; MAINT CSGEU</b>	<b>1,595</b>	<b>948</b>	<b>647</b>	<b>68%</b>
<b>6470 · INSURANCE</b>				
6470.8 · Work Comp	912	392	520	133%
6470.2 · Gen Liab Insurance CSGEU	3,324	4,930	(1,606)	(33)%
6470.3 · Catast/Flood Insurance CSGEU	448	597	(149)	(25)%
6470.4 · D&O Insurance CSGEU		442	(442)	(100)%
<b>Total 6470 · INSURANCE</b>	<b>4,684</b>	<b>6,361</b>	<b>(1,677)</b>	<b>(26)%</b>
<b>6500 · OFFICE EXPENSES</b>				
6510 · Fundraising Expenses CSGEU	15,732	5,929	9,802	165%
6511 · Fundraising Commission CSGEU		200	(200)	(100)%
6515 · Membership Database CSGEU	1,692	1,861	(169)	(9)%
6520 · Supplies CSGEU	5,706	2,435	3,271	134%
6525 · Postage CSGEU	1,030	656	374	57%
6535 · Copier Expenses CSGEU		88	(88)	(100)%
6545 · Printing CSGEU	175	369	(194)	(53)%
6550 · Subscriptions & Education CSGEU	77	1,104	(1,026)	(93)%
6560 · Equipment & Software CSGEU	4,043	2,331	1,712	73%
<b>6570 · Bank &amp; CC Fees</b>				
6502 · Credit Card Fees	2,783	1,853	929	50%
6501 · Bank Fees	117	36	80	221%
6570 · Bank & CC Fees - Other	25	49	(24)	(49)%
<b>Total 6570 · Bank &amp; CC Fees</b>	<b>2,924</b>	<b>1,939</b>	<b>985</b>	<b>51%</b>

**KOTO RADIO**  
**P & L Total PY Comparison**  
January through September 2017

	<u>Jan - Sep ...</u>	<u>Jan - Sep ...</u>	<u>\$ Change</u>	<u>% Change</u>
6575 · Water-Office CSGEU	247	223	24	11%
<b>Total 6500 · OFFICE EXPENSES</b>	<b>31,625</b>	<b>17,134</b>	<b>14,491</b>	<b>85%</b>
<b>6600 · TELEPHONE</b>				
6625 · Tower Phone CSGEU	221	245	(25)	(10)%
6610 · Office phone CSGEU	2,763	4,989	(2,225)	(45)%
6615 · Wireless - Last Dollar	2,217		2,217	100%
<b>Total 6600 · TELEPHONE</b>	<b>5,200</b>	<b>5,234</b>	<b>(33)</b>	<b>(1)%</b>
<b>6640 · UTILITIES</b>				
6650 · Office Electricity CSGEU	3,549	3,337	212	6%
6655 · WaterSewerTrashRecycling CSGEU	1,274	1,337	(63)	(5)%
6671 · Last Dollar electricity CSGEU	208	207	1	1%
6672 · Norwood trans electricity CSGEU	388	637	(249)	(39)%
6673 · Placerville 105.5 CSGEU	576	243	333	137%
<b>Total 6640 · UTILITIES</b>	<b>5,995</b>	<b>5,761</b>	<b>234</b>	<b>4%</b>
<b>6700 · LEGAL &amp; PROFESSIONAL</b>				
6710 · Accounting CSGEU	10,115	12,193	(2,078)	(17)%
6715 · Annual Audit CSGEU	5,000	9,000	(4,000)	(44)%
6720 · Legal CSGEU		113	(113)	(100)%
<b>Total 6700 · LEGAL &amp; PROFESSIONAL</b>	<b>15,115</b>	<b>21,305</b>	<b>(6,190)</b>	<b>(29)%</b>
<b>6750 · CONTRACT LABOR</b>				
6775 · Industry Consultant CSGEU	2,325		2,325	100%
6760 · Computer Consultants CSGEU	2,461	1,345	1,116	83%
6770 · Engineering CSGEU	1,651	1,669	(18)	(1)%
<b>Total 6750 · CONTRACT LABOR</b>	<b>6,437</b>	<b>3,014</b>	<b>3,424</b>	<b>114%</b>
<b>6800 · MEETINGS &amp; CONFERENCES</b>				
6810 · Meeting Expenses	405	410	(5)	(1)%
6840 · Travel	617	843	(226)	(27)%
<b>Total 6800 · MEETINGS &amp; CONFERENCES</b>	<b>1,022</b>	<b>1,253</b>	<b>(231)</b>	<b>(18)%</b>
<b>Total Expense</b>	<b>290,562</b>	<b>242,981</b>	<b>47,581</b>	<b>20%</b>
<b>Net Ordinary Income</b>	<b>(12,223)</b>	<b>4,172</b>	<b>(16,395)</b>	<b>(393)%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>8001 · INTEREST INCOME</b>				
8001.1 · Interest Income	12	9	3	29%
<b>Total 8001 · INTEREST INCOME</b>	<b>12</b>	<b>9</b>	<b>3</b>	<b>29%</b>
<b>8010 · SALE OF ASSETS</b>		160	(160)	(100)%
<b>Total Other Income</b>	<b>12</b>	<b>169</b>	<b>(157)</b>	<b>(93)%</b>
<b>Other Expense</b>				
<b>8301 · OTHER EXPENSES</b>				
8305 · Late Fees/Finance Charges	93	167	(74)	(44)%
8320 · Interest Expense	362	430	(67)	(16)%
<b>Total 8301 · OTHER EXPENSES</b>	<b>455</b>	<b>597</b>	<b>(141)</b>	<b>(24)%</b>

2:54 PM

10/13/17

Accrual Basis

**KOTO RADIO**  
**P & L Total PY Comparison**  
January through September 2017

	<u>Jan - Sep ...</u>	<u>Jan - Sep ...</u>	<u>\$ Change</u>	<u>% Change</u>
<b>8200 · CAPITAL EXPENDITURES CSGEU</b>				
<b>8300 · Depreciation Expense</b>	21,620		21,620	100%
<b>Total 8200 · CAPITAL EXPENDITURES CS...</b>	21,620		21,620	100%
<b>Total Other Expense</b>	22,076	597	21,479	3,600%
<b>Net Other Income</b>	(22,063)	(427)	(21,636)	(5,064)%
<b>Net Income</b>	<u>(34,287)</u>	<u>3,744</u>	<u>(38,031)</u>	<u>(1,016)%</u>