

**KOTO RADIO**  
**P & L Total PY Comparison**  
 January through December 2018

	Jan - Dec ...	Jan - Dec ...	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000 · SPECIAL EVENTS INCOME</b>				
4001 · Ticket Sales	6,179	10,532	(4,353)	(41)%
<b>4010 · Beer &amp; Liquor Sales</b>				
4010.1 · Beer Sales	74,852	83,099	(8,247)	(10)%
4010.2 · Liquor Sales	36,095	36,568	(474)	(1)%
4010.3 · Beer Tips	10,975	10,038	937	9%
4010.4 · Liquor Tips	4,023	4,188	(165)	(4)%
<b>Total 4010 · Beer &amp; Liquor Sales</b>	<b>125,944</b>	<b>133,893</b>	<b>(7,948)</b>	<b>(6)%</b>
<b>4020 · Ski Swap</b>				
4020.1 · Ski Swap Ticket Sales	2,095	910	1,185	130%
4020.2 · Ski Swap Sales	121,945	152,805	(30,860)	(20)%
<b>Total 4020 · Ski Swap</b>	<b>124,040</b>	<b>153,715</b>	<b>(29,675)</b>	<b>(19)%</b>
4040 · Event Adv/Sponsors	825	3,251	(2,426)	(75)%
4085 · Duck Race	8,080	7,115	965	14%
<b>Total 4000 · SPECIAL EVENTS INCOME</b>	<b>265,068</b>	<b>308,506</b>	<b>(43,438)</b>	<b>(14)%</b>
<b>4100 · FUNDRAISING CAMPAIGN INCO...</b>				
4030 · Raffle Income	5,960	8,350	(2,390)	(29)%
4110 · Donor Pledges	158,525	156,229	2,296	2%
4115 · Jar Donations	224	289	(65)	(23)%
4116 · TBG Donation	10,552	7,765	2,788	36%
4125 · Trustee Donations	5,150	5,150		100%
4135 · BG/Car Donations	1,000	3,000	(2,000)	(67)%
4160 · Donated Seviles	85,000	91,229	(6,229)	(7)%
4420 · Auction Income	2,925	14,950	(12,025)	(80)%
<b>Total 4100 · FUNDRAISING CAMPAIGN ...</b>	<b>269,336</b>	<b>281,811</b>	<b>(12,475)</b>	<b>(4)%</b>
<b>4200 · GRANTS INCOME</b>				
4210 · Town of Telluride	40,000	40,000		
4220 · CPB Grant CSGRR	24,114	15,987	8,127	51%
4221 · CPB Grant CSGRU	90,715	95,090	(4,375)	(5)%
4260 · Private Grants	5,300	5,000	300	6%
4270 · Telluride Foundation Grant	25,000	25,500	(500)	(2)%
4200 · GRANTS INCOME - Other	1,210		1,210	100%
<b>Total 4200 · GRANTS INCOME</b>	<b>186,339</b>	<b>181,577</b>	<b>4,762</b>	<b>3%</b>
<b>4300 · MERCHANDISE</b>				
4301 · Merchandise Sales	4,374	6,770	(2,396)	(35)%
<b>Total 4300 · MERCHANDISE</b>	<b>4,374</b>	<b>6,770</b>	<b>(2,396)</b>	<b>(35)%</b>

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<b>4400 · OTHER INCOME</b>				
4410 · Tower Lease Income	9,061	9,761	(700)	(7)%
4430 · Miscellaneous Income	1,282	8,449	(7,167)	(85)%
4440 · KOTO GO Contributions		1,260	(1,260)	(100)%
<b>Total 4400 · OTHER INCOME</b>	10,342	19,470	(9,127)	(47)%
<b>Total Income</b>	735,460	798,134	(62,674)	(8)%
<b>Cost of Goods Sold</b>				
<b>5000 · SPECIAL EVENTS COSTS</b>				
5010 · Advertising	2,567	3,204	(637)	(20)%
5015 · Event Lodging	1,093	240	853	355%
5025 · Event Meals/Travel Expenses	115		115	100%
5030 · Contracted Labor				
5030.01 · Boxoffice	75		75	100%
5030.04 · Clean-up		50	(50)	(100)%
5030.06 · Front of house staff	125		125	100%
5030.09 · Production Assistant	850	300	550	183%
5030.10 · Security	575	400	175	44%
5030.11 · Sound/Lights	2,750	2,955	(205)	(7)%
5030.13 · Stage hands		500	(500)	(100)%
5030.14 · Trash -Recycling	480		480	100%
<b>Total 5030 · Contracted Labor</b>	4,855	4,205	650	16%
5035 · Event Hospitality	720	191	529	277%
5036 · Event Transportation	504		504	100%
5050 · Event Equipment Rental				
5050.01 · Chairs/Tables/Fencing	1,221	352	869	247%
5050.03 · Port-a-johns	650	700	(50)	(7)%
5050.05 · Tents/Staging/Trailer	2,000		2,000	100%
5050.07 · Heating		620	(620)	(100)%
<b>Total 5050 · Event Equipment Rental</b>	3,871	1,672	2,199	132%
5065 · Event Licenses & Tax	450	800	(350)	(44)%
5070 · Event Supplies & Expenses	825	5,116	(4,290)	(84)%
5071 · Volunteer Food		267	(267)	(100)%
5080 · Beer/Liquor Costs				
5080.01 · Beer/Liquor Costs	32,505	34,336	(1,831)	(5)%
5080.11 · Cups Purchased	261		261	100%
<b>Total 5080 · Beer/Liquor Costs</b>	32,766	34,336	(1,570)	(5)%
5090 · Ski Swap Goods Cost	102,066	115,008	(12,941)	(11)%
5095 · Damage Deposit	100	500	(400)	(80)%
5100 · Talent	7,086	5,262	1,823	35%
5101 · Prize Money	1,000	800	200	25%
5105 · Production Fee	66,516	68,960	(2,444)	(4)%
5110 · Venue/Booth Rental	1,400	950	450	47%
5189 · Event Coordinator	4,500	4,770	(270)	(6)%
<b>Total 5000 · SPECIAL EVENTS COSTS</b>	230,435	246,280	(15,845)	(6)%

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<b>5300 · MERCHANDISE SALES COSTS</b>				
<b>5310 · Cost of Merchandise Purchased</b>	9,109	12,626	(3,517)	(28)%
<b>Total 5300 · MERCHANDISE SALES COS...</b>	9,109	12,626	(3,517)	(28)%
<b>Total COGS</b>	239,544	258,906	(19,362)	(8)%
<b>Gross Profit</b>	495,915	539,228	(43,312)	(8)%
<b>Expense</b>				
<b>6000 · PAYROLL SALARIES &amp; WAGES</b>	185,307	200,800	(15,493)	(8)%
<b>6100 · PAYROLL TAXES &amp; BENEFITS</b>	24,498	40,694	(16,196)	(40)%
<b>6200 · PROGRAMMING</b>				
<b>6020 · Donated Services - DJ</b>	85,000	85,000		
<b>6210 · NPR CSGER</b>	15,560	20,628	(5,068)	(25)%
<b>6211 · TJ Hour CSGER</b>	563	188	375	200%
<b>6215 · PRI CSGER</b>	3,107	7,544	(4,437)	(59)%
<b>6230 · New Dimensions CSGER</b>	260	260		
<b>6270 · RM Comm Radio CSGER</b>	171	1,500	(1,329)	(89)%
<b>6200 · PROGRAMMING - Other</b>	3,233	3,233		100%
<b>Total 6200 · PROGRAMMING</b>	107,893	115,119	(7,227)	(6)%
<b>6280 · PROGRAMMING - INTERNET SVC</b>				
<b>6285 · Web Radio Streaming CSGER</b>	4,202	4,273	(70)	(2)%
<b>6290 · Web Development CSGER</b>		250	(250)	(100)%
<b>6292 · Spintron Charting CSGER</b>	300	300		
<b>Total 6280 · PROGRAMMING - INTERNE...</b>	4,502	4,823	(320)	(7)%
<b>6350 · BUILDING COSTS</b>				
<b>6370 · Mortgage Interest</b>	10,911	11,273	(361)	(3)%
<b>6350 · BUILDING COSTS - Other</b>	53	53		100%
<b>Total 6350 · BUILDING COSTS</b>	10,964	11,273	(308)	(3)%
<b>6400 · STORAGE UNIT RENTAL</b>				
<b>6420 · Ilium Storage</b>	1,664	1,580	84	5%
<b>6430 · Telluride Self Storage</b>	1,140	1,140		
<b>Total 6400 · STORAGE UNIT RENTAL</b>	2,804	2,720	84	3%
<b>6450 · REPAIR &amp; MAINT CSGEU</b>	6,813	2,410	4,403	183%
<b>6470 · INSURANCE</b>				
<b>6470.2 · Gen Liab Insurance CSGEU</b>	6,467	3,103	3,364	108%
<b>6470.3 · Catast/Flood Insurance CSGEU</b>	597	448	149	33%
<b>6470.4 · D&amp;O Insurance CSGEU</b>	166	437	(271)	(62)%
<b>6470.8 · Work Comp</b>	904	1,369	(465)	(34)%
<b>6470 · INSURANCE - Other</b>	170	170		100%
<b>Total 6470 · INSURANCE</b>	8,304	5,357	2,947	55%

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<b>6500 · OFFICE EXPENSES</b>				
6510 · Fundraising Expenses CSGEU	15,246	18,224	(2,979)	(16)%
6515 · Membership Database CSGEU	2,700	2,368	332	14%
6520 · Supplies CSGEU	6,740	9,839	(3,099)	(32)%
6525 · Postage CSGEU	833	1,557	(724)	(47)%
6530 · Color Copier Lease CSGEU	156	142	14	10%
6545 · Printing CSGEU	285	523	(238)	(46)%
6550 · Subscriptions & Education CSGEU	2,114	199	1,915	963%
6560 · Equipment & Software CSGEU	3,392	4,523	(1,131)	(25)%
6570 · Bank & CC Fees				
6501 · Bank Fees	32	142	(110)	(78)%
6502 · Credit Card Fees	3,592	3,970	(378)	(10)%
<b>Total 6570 · Bank &amp; CC Fees</b>	<b>3,623</b>	<b>4,112</b>	<b>(488)</b>	<b>(12)%</b>
6575 · Water-Office CSGEU	374	340	34	10%
6500 · OFFICE EXPENSES - Other		2,002	(2,002)	(100)%
<b>Total 6500 · OFFICE EXPENSES</b>	<b>35,463</b>	<b>43,829</b>	<b>(8,365)</b>	<b>(19)%</b>
<b>6600 · TELEPHONE</b>				
6610 · Office phone CSGEU		2,763	(2,763)	(100)%
6615 · Wireless - Last Dollar	7,448	3,335	4,113	123%
6625 · Tower Phone CSGEU	447	317	130	41%
<b>Total 6600 · TELEPHONE</b>	<b>7,895</b>	<b>6,415</b>	<b>1,480</b>	<b>23%</b>
<b>6640 · UTILITIES</b>				
6650 · Office Electricity CSGEU	4,117	4,721	(604)	(13)%
6655 · WaterSewerTrashRecycling CSGEU	1,764	2,145	(381)	(18)%
6671 · Last Dollar electricity CSGEU	264	268	(4)	(2)%
6672 · Norwood trans electricity CSGEU		388	(388)	(100)%
6673 · Placerville 105.5 CSGEU	327	651	(324)	(50)%
<b>Total 6640 · UTILITIES</b>	<b>6,472</b>	<b>8,173</b>	<b>(1,701)</b>	<b>(21)%</b>
6690 · Reconciliation Discrepancies	(0)			(100)%
<b>6700 · LEGAL &amp; PROFESSIONAL</b>				
6710 · Accounting CSGEU	16,820	15,825	995	6%
6715 · Annual Audit CSGEU	5,500	5,000	500	10%
6720 · Legal CSGEU	847		847	100%
<b>Total 6700 · LEGAL &amp; PROFESSIONAL</b>	<b>23,167</b>	<b>20,825</b>	<b>2,342</b>	<b>11%</b>
<b>6750 · CONTRACT LABOR</b>				
6760 · Computer Consultants CSGEU	2,550	3,319	(769)	(23)%
6770 · Engineering CSGEU	80	3,151	(3,071)	(98)%
6775 · Industry Consultant CSGEU	7,370	1,050	6,320	602%
<b>Total 6750 · CONTRACT LABOR</b>	<b>10,000</b>	<b>7,520</b>	<b>2,480</b>	<b>33%</b>

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<b>6800 · MEETINGS &amp; CONFERENCES</b>				
6810 · Meeting Expenses	273	405	(133)	(33)%
6820 · Conference Fees CSGEU	50	50		
6840 · Travel	1,982	1,915	68	4%
<b>Total 6800 · MEETINGS &amp; CONFERENCES</b>	<b>2,305</b>	<b>2,370</b>	<b>(65)</b>	<b>(3)%</b>
<b>Total Expense</b>	<b>436,387</b>	<b>472,327</b>	<b>(35,941)</b>	<b>(8)%</b>
<b>Net Ordinary Income</b>	<b>59,529</b>	<b>66,900</b>	<b>(7,372)</b>	<b>(11)%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>8001 · INTEREST INCOME</b>				
8001.1 · Interest Income	17	16	1	9%
<b>Total 8001 · INTEREST INCOME</b>	<b>17</b>	<b>16</b>	<b>1</b>	<b>9%</b>
<b>Total Other Income</b>	<b>17</b>	<b>16</b>	<b>1</b>	<b>9%</b>
<b>Other Expense</b>				
<b>8200 · CAPITAL EXPENDITURES CSGEU</b>				
8300 · Depreciation Expense	28,827	29,560	(733)	(3)%
<b>Total 8200 · CAPITAL EXPENDITURES CS...</b>	<b>28,827</b>	<b>29,560</b>	<b>(733)</b>	<b>(3)%</b>
<b>8301 · OTHER EXPENSES</b>				
8305 · Late Fees/Finance Charges	208	227	(18)	(8)%
8320 · Interest Expense	614	522	92	18%
8330 · Scholarship	1,000		1,000	100%
<b>Total 8301 · OTHER EXPENSES</b>	<b>1,822</b>	<b>749</b>	<b>1,073</b>	<b>143%</b>
<b>Total Other Expense</b>	<b>30,649</b>	<b>30,309</b>	<b>340</b>	<b>1%</b>
<b>Net Other Income</b>	<b>(30,631)</b>	<b>(30,293)</b>	<b>(338)</b>	<b>(1)%</b>
<b>Net Income</b>	<b>28,897</b>	<b>36,607</b>	<b>(7,710)</b>	<b>(21)%</b>