

KOTO RADIO
KOTO Budget v Actual Expanded
 January through March 2017

	<u>Jan - Mar 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4000 · SPECIAL EVENTS INCOME			
4001 · Ticket Sales			
4001.2 · Event Backer	0.00	0.00	0.00
4001 · Ticket Sales - Other	6,630.00	10,000.00	-3,370.00
Total 4001 · Ticket Sales	6,630.00	10,000.00	-3,370.00
4010 · Beer & Liquor Sales			
4010.1 · Beer Sales	0.00	92,000.00	-92,000.00
4010.2 · Liquor Sales	0.00	42,000.00	-42,000.00
4010.3 · Beer Tips	0.00	18,000.00	-18,000.00
4010.4 · Liquor Tips	0.00	3,500.00	-3,500.00
Total 4010 · Beer & Liquor Sales	0.00	155,500.00	-155,500.00
4020 · Ski Swap			
4020.1 · Ski Swap Ticket Sales	0.00	3,500.00	-3,500.00
4020.2 · Ski Swap Sales	0.00	115,000.00	-115,000.00
Total 4020 · Ski Swap	0.00	118,500.00	-118,500.00
4040 · Event Adv/Sponsors	0.00	10,000.00	-10,000.00
4085 · Duck Race	0.00	8,000.00	-8,000.00
Total 4000 · SPECIAL EVENTS INCOME	6,630.00	302,000.00	-295,370.00
4100 · FUNDRAISING CAMPAIGN INCO...			
4030 · Raffle Income	1,960.00	5,000.00	-3,040.00
4116 · TBG Donation	0.00	0.00	0.00
4135 · BG/Car Donations	0.00	0.00	0.00
4110 · Donor Pledges	67,822.83	100,000.00	-32,177.17
4115 · Jar Donations	94.99	500.00	-405.01
4120 · Uncollectable Pledges	0.00	0.00	0.00
4125 · Trustee Donations	0.00	5,000.00	-5,000.00
4420 · Auction Income	14,950.00	5,000.00	9,950.00
Total 4100 · FUNDRAISING CAMPAIGN ...	84,827.82	115,500.00	-30,672.18
4200 · GRANTS INCOME			
4210 · Town of Telluride			
4210.1 · Town of Telluride Equipment	0.00	15,000.00	-15,000.00
4210 · Town of Telluride - Other	0.00	25,000.00	-25,000.00
Total 4210 · Town of Telluride	0.00	40,000.00	-40,000.00
4220 · CPB Grant CSGRR	0.00	115,000.00	-115,000.00
4260 · Private Grants	5,000.00	5,000.00	0.00
4270 · Telluride Foundation Grant	0.00	25,000.00	-25,000.00
Total 4200 · GRANTS INCOME	5,000.00	185,000.00	-180,000.00
4300 · MERCHANDISE			
4301 · Merchandise Sales	553.19	5,000.00	-4,446.81
Total 4300 · MERCHANDISE	553.19	5,000.00	-4,446.81
4400 · OTHER INCOME			
4430 · Miscellaneous Income	151.98	0.00	151.98
4410 · Tower Lease Income	2,764.65	7,500.00	-4,735.35

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	<u>Jan - Mar 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Total 4400 · OTHER INCOME	2,916.63	7,500.00	-4,583.37
Total Income	99,927.64	615,000.00	-515,072.36
Cost of Goods Sold			
5000 · SPECIAL EVENTS COSTS			
5010 · Advertising	1,351.04	635.00	716.04
5015 · Event Lodging	0.00	605.00	-605.00
5025 · Event Meals/Travel Expenses	0.00	0.00	0.00
5030 · Contracted Labor			
5030.01 · Boxoffice	0.00	75.00	-75.00
5030.02 · Campground	0.00	0.00	0.00
5030.03 · Catering	0.00	0.00	0.00
5030.04 · Clean-up	0.00	50.00	-50.00
5030.05 · Electrician	0.00	0.00	0.00
5030.06 · Front of house staff	0.00	125.00	-125.00
5030.07 · Medical	0.00	0.00	0.00
5030.08 · Parking	0.00	0.00	0.00
5030.09 · Production Assistant	300.00	0.00	300.00
5030.10 · Security	0.00	475.00	-475.00
5030.11 · Sound/Lights	480.00	1,400.00	-920.00
5030.12 · Shuttle Drivers	0.00	0.00	0.00
5030.13 · Stage hands	500.00	340.00	160.00
5030.14 · Trash -Recycling	0.00	0.00	0.00
5030.15 · Volunteer Coordinator	0.00	0.00	0.00
5030.16 · Back Stage Staff	0.00	0.00	0.00
5030.18 · Event Meetings	0.00	0.00	0.00
Total 5030 · Contracted Labor	1,280.00	2,465.00	-1,185.00
5035 · Event Hospitality	190.90		
5040 · Credit Card Fees on Sales	0.00	300.00	-300.00
5050 · Event Equipment Rental			
5050.01 · Chairs/Tables/Fencing	0.00	450.00	-450.00
5050.03 · Port-a-johns	0.00	275.00	-275.00
5050.05 · Tents/Staging/Trailer	0.00	25.00	-25.00
Total 5050 · Event Equipment Rental	0.00	750.00	-750.00
5060 · Event Insurance			
5062 · Event Gen Liab Ins	0.00	1,000.00	-1,000.00
Total 5060 · Event Insurance	0.00	1,000.00	-1,000.00
5065 · Event Licenses & Tax	300.00	500.00	-200.00
5070 · Event Supplies & Expenses	418.06	500.00	-81.94
5071 · Volunteer Food	40.42	500.00	-459.58
5080 · Beer/Liquor Costs			
5080.01 · Beer/Liquor Costs	55.79	60,000.00	-59,944.21
Total 5080 · Beer/Liquor Costs	55.79	60,000.00	-59,944.21
5090 · Ski Swap Goods Cost	0.00	92,000.00	-92,000.00
5095 · Damage Deposit	250.00	500.00	-250.00
5100 · Talent	362.32	7,000.00	-6,637.68
5101 · Prize Money	800.00	1,000.00	-200.00
5105 · Production Fee	0.00	66,500.00	-66,500.00

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5110 · Venue/Booth Rental	950.00	2,000.00	-1,050.00
5130 · Volgistics-Volunteer database	0.00	200.00	-200.00
5188 · Accounting-Event	0.00	250.00	-250.00
5189 · Event Coordinator	0.00	4,500.00	-4,500.00
5190 · Event Bank	0.00	0.00	0.00
Total 5000 · SPECIAL EVENTS COSTS	5,998.53	241,205.00	-235,206.47
5300 · MERCHANDISE SALES COSTS			
5310 · Cost of Merchandise Purchased	0.00	2,500.00	-2,500.00
Total 5300 · MERCHANDISE SALES COS...	0.00	2,500.00	-2,500.00
Total COGS	5,998.53	243,705.00	-237,706.47
Gross Profit	93,929.11	371,295.00	-277,365.89
Expense			
6000 · PAYROLL SALARIES & WAGES			
6010 · Executive Director			
6010.5 · ED Grant Commission	0.00	0.00	0.00
6010 · Executive Director - Other	0.00	0.00	0.00
Total 6010 · Executive Director	0.00	0.00	0.00
6011 · Station Manager	10,500.00	42,000.00	-31,500.00
6013 · Music Director	8,499.99	34,000.00	-25,500.01
6014 · News Director	8,643.99	34,076.00	-25,432.01
6015 · News Reporter	4,830.38	16,750.00	-11,919.62
6016 · Developmental Director	10,500.00	41,000.00	-30,500.00
6017 · Commissions	0.00	11,500.00	-11,500.00
Total 6000 · PAYROLL SALARIES & WA...	42,974.36	179,326.00	-136,351.64
6100 · PAYROLL TAXES & BENEFITS			
6145 · Merchant Passes	0.00	1,750.00	-1,750.00
6110 · Fica/Med	3,261.79	13,718.44	-10,456.65
6120 · State Unemployment Ins	635.30	3,945.17	-3,309.87
6130 · Health Insurance	7,032.92	30,500.00	-23,467.08
6140 · Retirement 403(b)(7)	150.00	600.00	-450.00
Total 6100 · PAYROLL TAXES & BENEFI...	11,080.01	50,513.61	-39,433.60
6200 · PROGRAMMING			
6210 · NPR CSGER	2,487.97	17,000.00	-14,512.03
6211 · TJ Hour CSGER	0.00	560.00	-560.00
6215 · PRI CSGER	4,443.36	3,500.00	943.36
6225 · Bluegrass Broadcast CSGER	0.00	100.00	-100.00
6230 · New Dimensions CSGER	0.00	520.00	-520.00
6240 · Counterspin	0.00	250.00	-250.00
6260 · NFCB-Dues CSGER	0.00	500.00	-500.00
6270 · RM Comm Radio CSGER	0.00	1,695.00	-1,695.00
Total 6200 · PROGRAMMING	6,931.33	24,125.00	-17,193.67
6280 · PROGRAMMING - INTERNET SVC			
6285 · Web Radio Streaming CSGER	1,329.00	250.00	1,079.00
6290 · Web Development CSGER	0.00	500.00	-500.00
6292 · Spintron Charting CSGER	75.00	300.00	-225.00

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Total 6280 · PROGRAMMING - INTERNE...	1,404.00	1,050.00	354.00
6350 · BUILDING COSTS			
6370 · Mortgage Interest	2,806.76	11,000.00	-8,193.24
Total 6350 · BUILDING COSTS	2,806.76	11,000.00	-8,193.24
6400 · STORAGE UNIT RENTAL			
6420 · Illium Storage	400.00	1,500.00	-1,100.00
6430 · Telluride Self Storage	190.00	1,140.00	-950.00
Total 6400 · STORAGE UNIT RENTAL	590.00	2,640.00	-2,050.00
6450 · REPAIR & MAINT CSGEU	475.00	5,000.00	-4,525.00
6470 · INSURANCE			
6470.8 · Work Comp	912.00	500.00	412.00
6470.2 · Gen Liab Insurance CSGEU	1,099.75	6,000.00	-4,900.25
6470.3 · Catast/Flood Insurance CSGEU	448.06	600.00	-151.94
6470.4 · D&O Insurance CSGEU	0.00	500.00	-500.00
Total 6470 · INSURANCE	2,459.81	7,600.00	-5,140.19
6500 · OFFICE EXPENSES			
6510 · Fundraising Expenses CSGEU	7,096.64	7,000.00	96.64
6511 · Fundraising Commission CSGEU	0.00	0.00	0.00
6515 · Membership Database CSGEU	676.60	2,500.00	-1,823.40
6520 · Supplies CSGEU	1,688.26	3,502.39	-1,814.13
6525 · Postage CSGEU	476.79	1,500.00	-1,023.21
6535 · Copier Expenses CSGEU	0.00	600.00	-600.00
6545 · Printing CSGEU	0.00	500.00	-500.00
6550 · Subscriptions & Education CSGEU	77.45	1,500.00	-1,422.55
6560 · Equipment & Software CSGEU	1,524.91	15,000.00	-13,475.09
6570 · Bank & CC Fees			
6502 · Credit Card Fees	1,552.42	2,200.00	-647.58
6501 · Bank Fees	114.00	200.00	-86.00
Total 6570 · Bank & CC Fees	1,666.42	2,400.00	-733.58
6575 · Water-Office CSGEU	85.00	300.00	-215.00
Total 6500 · OFFICE EXPENSES	13,292.07	34,802.39	-21,510.32
6600 · TELEPHONE			
6625 · Tower Phone CSGEU	85.55	360.00	-274.45
6610 · Office phone CSGEU	1,656.24	6,300.00	-4,643.76
Total 6600 · TELEPHONE	1,741.79	6,660.00	-4,918.21
6640 · UTILITIES			
6650 · Office Electricity CSGEU	1,822.00	4,200.00	-2,378.00
6655 · WaterSewerTrashRecycling CSGEU	167.78	1,500.00	-1,332.22
6671 · Last Dollar electricity CSGEU	78.00	200.00	-122.00
6672 · Norwood trans electricity CSGEU	60.00	800.00	-740.00
6673 · Placerville 105.5 CSGEU	98.00	300.00	-202.00
Total 6640 · UTILITIES	2,225.78	7,000.00	-4,774.22
6700 · LEGAL & PROFESSIONAL			
6710 · Accounting CSGEU	3,255.00	15,000.00	-11,745.00
6715 · Annual Audit CSGEU	0.00	7,000.00	-7,000.00

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6720 · Legal CSGEU	0.00	2,000.00	-2,000.00
6740 · Exempt Prop Tax Filing Fee	0.00	90.00	-90.00
Total 6700 · LEGAL & PROFESSIONAL	<u>3,255.00</u>	<u>24,090.00</u>	<u>-20,835.00</u>
6750 · CONTRACT LABOR			
6775 · Industry Consultant CSGEU	0.00	0.00	0.00
6760 · Computer Consultants CSGEU	425.00	2,000.00	-1,575.00
6770 · Engineering CSGEU	0.00	11,500.00	-11,500.00
Total 6750 · CONTRACT LABOR	<u>425.00</u>	<u>13,500.00</u>	<u>-13,075.00</u>
6800 · MEETINGS & CONFERENCES			
6810 · Meeting Expenses	145.97	1,000.00	-854.03
6840 · Travel	0.00	1,000.00	-1,000.00
Total 6800 · MEETINGS & CONFERENCES	<u>145.97</u>	<u>2,000.00</u>	<u>-1,854.03</u>
Total Expense	<u>89,806.88</u>	<u>369,307.00</u>	<u>-279,500.12</u>
Net Ordinary Income	4,122.23	1,988.00	2,134.23
Other Income/Expense			
Other Income			
8001 · INTEREST INCOME			
8001.1 · Interest Income	3.68	12.00	-8.32
Total 8001 · INTEREST INCOME	<u>3.68</u>	<u>12.00</u>	<u>-8.32</u>
Total Other Income	3.68	12.00	-8.32
Other Expense			
8301 · OTHER EXPENSES			
8335 · Charitable Contributions	0.00	0.00	0.00
8305 · Late Fees/Finance Charges	0.00	500.00	-500.00
8320 · Interest Expense	149.03	1,500.00	-1,350.97
Total 8301 · OTHER EXPENSES	<u>149.03</u>	<u>2,000.00</u>	<u>-1,850.97</u>
8200 · CAPITAL EXPENDITURES CSGEU			
8300 · Depreciation Expense	7,206.69		
Total 8200 · CAPITAL EXPENDITURES CS...	<u>7,206.69</u>		
Total Other Expense	<u>7,355.72</u>	<u>2,000.00</u>	<u>5,355.72</u>
Net Other Income	<u>-7,352.04</u>	<u>-1,988.00</u>	<u>-5,364.04</u>
Net Income	<u><u>-3,229.81</u></u>	<u><u>0.00</u></u>	<u><u>-3,229.81</u></u>

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	% of Budget
Ordinary Income/Expense	
Income	
4000 · SPECIAL EVENTS INCOME	
4001 · Ticket Sales	
4001.2 · Event Backer	0.0%
4001 · Ticket Sales - Other	66.3%
Total 4001 · Ticket Sales	66.3%
4010 · Beer & Liquor Sales	
4010.1 · Beer Sales	0.0%
4010.2 · Liquor Sales	0.0%
4010.3 · Beer Tips	0.0%
4010.4 · Liquor Tips	0.0%
Total 4010 · Beer & Liquor Sales	0.0%
4020 · Ski Swap	
4020.1 · Ski Swap Ticket Sales	0.0%
4020.2 · Ski Swap Sales	0.0%
Total 4020 · Ski Swap	0.0%
4040 · Event Adv/Sponsors	0.0%
4085 · Duck Race	0.0%
Total 4000 · SPECIAL EVENTS INCOME	2.2%
4100 · FUNDRAISING CAMPAIGN INCO...	
4030 · Raffle Income	39.2%
4116 · TBG Donation	0.0%
4135 · BG/Car Donations	0.0%
4110 · Donor Pledges	67.8%
4115 · Jar Donations	19.0%
4120 · Uncollectable Pledges	0.0%
4125 · Trustee Donations	0.0%
4420 · Auction Income	299.0%
Total 4100 · FUNDRAISING CAMPAIGN ...	73.4%
4200 · GRANTS INCOME	
4210 · Town of Telluride	
4210.1 · Town of Telluride Equipment	0.0%
4210 · Town of Telluride - Other	0.0%
Total 4210 · Town of Telluride	0.0%
4220 · CPB Grant CSGRR	0.0%
4260 · Private Grants	100.0%
4270 · Telluride Foundation Grant	0.0%
Total 4200 · GRANTS INCOME	2.7%
4300 · MERCHANDISE	
4301 · Merchandise Sales	11.1%
Total 4300 · MERCHANDISE	11.1%
4400 · OTHER INCOME	
4430 · Miscellaneous Income	100.0%
4410 · Tower Lease Income	36.9%

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	% of Budget
Total 4400 · OTHER INCOME	38.9%
Total Income	16.2%
Cost of Goods Sold	
5000 · SPECIAL EVENTS COSTS	
5010 · Advertising	212.8%
5015 · Event Lodging	0.0%
5025 · Event Meals/Travel Expenses	0.0%
5030 · Contracted Labor	
5030.01 · Boxoffice	0.0%
5030.02 · Campground	0.0%
5030.03 · Catering	0.0%
5030.04 · Clean-up	0.0%
5030.05 · Electrician	0.0%
5030.06 · Front of house staff	0.0%
5030.07 · Medical	0.0%
5030.08 · Parking	0.0%
5030.09 · Production Assistant	100.0%
5030.10 · Security	0.0%
5030.11 · Sound/Lights	34.3%
5030.12 · Shuttle Drivers	0.0%
5030.13 · Stage hands	147.1%
5030.14 · Trash -Recycling	0.0%
5030.15 · Volunteer Coordinator	0.0%
5030.16 · Back Stage Staff	0.0%
5030.18 · Event Meetings	0.0%
Total 5030 · Contracted Labor	51.9%
5035 · Event Hospitality	
5040 · Credit Card Fees on Sales	0.0%
5050 · Event Equipment Rental	
5050.01 · Chairs/Tables/Fencing	0.0%
5050.03 · Port-a-johns	0.0%
5050.05 · Tents/Staging/Trailer	0.0%
Total 5050 · Event Equipment Rental	0.0%
5060 · Event Insurance	
5062 · Event Gen Liab Ins	0.0%
Total 5060 · Event Insurance	0.0%
5065 · Event Licenses & Tax	60.0%
5070 · Event Supplies & Expenses	83.6%
5071 · Volunteer Food	8.1%
5080 · Beer/Liquor Costs	
5080.01 · Beer/Liquor Costs	0.1%
Total 5080 · Beer/Liquor Costs	0.1%
5090 · Ski Swap Goods Cost	0.0%
5095 · Damage Deposit	50.0%
5100 · Talent	5.2%
5101 · Prize Money	80.0%
5105 · Production Fee	0.0%

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	<u>% of Budget</u>
5110 · Venue/Booth Rental	47.5%
5130 · Volgistics-Volunteer database	0.0%
5188 · Accounting-Event	0.0%
5189 · Event Coordinator	0.0%
5190 · Event Bank	0.0%
Total 5000 · SPECIAL EVENTS COSTS	2.5%
5300 · MERCHANDISE SALES COSTS	
5310 · Cost of Merchandise Purchased	0.0%
Total 5300 · MERCHANDISE SALES COS...	0.0%
Total COGS	2.5%
Gross Profit	25.3%
Expense	
6000 · PAYROLL SALARIES & WAGES	
6010 · Executive Director	
6010.5 · ED Grant Commission	0.0%
6010 · Executive Director - Other	0.0%
Total 6010 · Executive Director	0.0%
6011 · Station Manager	25.0%
6013 · Music Director	25.0%
6014 · News Director	25.4%
6015 · News Reporter	28.8%
6016 · Developmental Director	25.6%
6017 · Commissions	0.0%
Total 6000 · PAYROLL SALARIES & WA...	24.0%
6100 · PAYROLL TAXES & BENEFITS	
6145 · Merchant Passes	0.0%
6110 · Fica/Med	23.8%
6120 · State Unemployment Ins	16.1%
6130 · Health Insurance	23.1%
6140 · Retirement 403(b)(7)	25.0%
Total 6100 · PAYROLL TAXES & BENEFI...	21.9%
6200 · PROGRAMMING	
6210 · NPR CSGER	14.6%
6211 · TJ Hour CSGER	0.0%
6215 · PRI CSGER	127.0%
6225 · Bluegrass Broadcast CSGER	0.0%
6230 · New Dimensions CSGER	0.0%
6240 · Counterspin	0.0%
6260 · NFCB-Dues CSGER	0.0%
6270 · RM Comm Radio CSGER	0.0%
Total 6200 · PROGRAMMING	28.7%
6280 · PROGRAMMING - INTERNET SVC	
6285 · Web Radio Streaming CSGER	531.6%
6290 · Web Development CSGER	0.0%
6292 · Spintron Charting CSGER	25.0%

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	<u>% of Budget</u>
Total 6280 · PROGRAMMING - INTERNE...	133.7%
6350 · BUILDING COSTS	
6370 · Mortgage Interest	25.5%
Total 6350 · BUILDING COSTS	25.5%
6400 · STORAGE UNIT RENTAL	
6420 · Illium Storage	26.7%
6430 · Telluride Self Storage	16.7%
Total 6400 · STORAGE UNIT RENTAL	22.3%
6450 · REPAIR & MAINT CSGEU	9.5%
6470 · INSURANCE	
6470.8 · Work Comp	182.4%
6470.2 · Gen Liab Insurance CSGEU	18.3%
6470.3 · Catast/Flood Insurance CSGEU	74.7%
6470.4 · D&O Insurance CSGEU	0.0%
Total 6470 · INSURANCE	32.4%
6500 · OFFICE EXPENSES	
6510 · Fundraising Expenses CSGEU	101.4%
6511 · Fundraising Commission CSGEU	0.0%
6515 · Membership Database CSGEU	27.1%
6520 · Supplies CSGEU	48.2%
6525 · Postage CSGEU	31.8%
6535 · Copier Expenses CSGEU	0.0%
6545 · Printing CSGEU	0.0%
6550 · Subscriptions & Education CSGEU	5.2%
6560 · Equipment & Software CSGEU	10.2%
6570 · Bank & CC Fees	
6502 · Credit Card Fees	70.6%
6501 · Bank Fees	57.0%
Total 6570 · Bank & CC Fees	69.4%
6575 · Water-Office CSGEU	28.3%
Total 6500 · OFFICE EXPENSES	38.2%
6600 · TELEPHONE	
6625 · Tower Phone CSGEU	23.8%
6610 · Office phone CSGEU	26.3%
Total 6600 · TELEPHONE	26.2%
6640 · UTILITIES	
6650 · Office Electricity CSGEU	43.4%
6655 · WaterSewerTrashRecycling CSGEU	11.2%
6671 · Last Dollar electricity CSGEU	39.0%
6672 · Norwood trans electricity CSGEU	7.5%
6673 · Placerville 105.5 CSGEU	32.7%
Total 6640 · UTILITIES	31.8%
6700 · LEGAL & PROFESSIONAL	
6710 · Accounting CSGEU	21.7%
6715 · Annual Audit CSGEU	0.0%

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	% of Budget
6720 · Legal CSGEU	0.0%
6740 · Exempt Prop Tax Filing Fee	0.0%
Total 6700 · LEGAL & PROFESSIONAL	13.5%
6750 · CONTRACT LABOR	
6775 · Industry Consultant CSGEU	0.0%
6760 · Computer Consultants CSGEU	21.3%
6770 · Engineering CSGEU	0.0%
Total 6750 · CONTRACT LABOR	3.1%
6800 · MEETINGS & CONFERENCES	
6810 · Meeting Expenses	14.6%
6840 · Travel	0.0%
Total 6800 · MEETINGS & CONFERENCES	7.3%
Total Expense	24.3%
Net Ordinary Income	207.4%
Other Income/Expense	
Other Income	
8001 · INTEREST INCOME	
8001.1 · Interest Income	30.7%
Total 8001 · INTEREST INCOME	30.7%
Total Other Income	30.7%
Other Expense	
8301 · OTHER EXPENSES	
8335 · Charitable Contributions	0.0%
8305 · Late Fees/Finance Charges	0.0%
8320 · Interest Expense	9.9%
Total 8301 · OTHER EXPENSES	7.5%
8200 · CAPITAL EXPENDITURES CSGEU	
8300 · Depreciation Expense	
Total 8200 · CAPITAL EXPENDITURES CS...	367.8%
Total Other Expense	367.8%
Net Other Income	369.8%
Net Income	100.0%