

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

	<u>Jan - Ma...</u>	<u>Jan - Ma...</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	7,480	(850)	(11)%
4010 · Beer & Liquor Sales				
4010.1 · Beer Sales	9,989	12,498	(2,509)	(20)%
4010.3 · Beer Tips	816	1,292	(476)	(37)%
<b>Total 4010 · Beer &amp; Liquor Sales</b>	<u>10,805</u>	<u>13,790</u>	<u>(2,985)</u>	<u>(22)%</u>
4040 · Event Adv/Sponsors	3,251	9,950	(6,699)	(67)%
<b>Total 4000 · SPECIAL EVENTS INCOME</b>	<u>20,686</u>	<u>31,220</u>	<u>(10,534)</u>	<u>(34)%</u>
<b>4100 · FUNDRAISING CAMPAIGN INCO...</b>				
4030 · Raffle Income	6,930	6,717	213	3%
4110 · Donor Pledges	80,579	41,860	38,720	93%
4115 · Jar Donations	95	98	(3)	(3)%
4420 · Auction Income	14,950	7,800	7,150	92%
<b>Total 4100 · FUNDRAISING CAMPAIGN ...</b>	<u>102,554</u>	<u>56,475</u>	<u>46,080</u>	<u>82%</u>
<b>4200 · GRANTS INCOME</b>				
4260 · Private Grants	5,000	2,177	2,823	130%
<b>Total 4200 · GRANTS INCOME</b>	<u>5,000</u>	<u>2,177</u>	<u>2,823</u>	<u>130%</u>
<b>4300 · MERCHANDISE</b>				
4301 · Merchandise Sales	2,179	1,896	283	15%
<b>Total 4300 · MERCHANDISE</b>	<u>2,179</u>	<u>1,896</u>	<u>283</u>	<u>15%</u>
<b>4400 · OTHER INCOME</b>				
4430 · Miscellaneous Income	5,461	132	5,329	4,037%
4410 · Tower Lease Income	4,166	2,581	1,585	61%
<b>Total 4400 · OTHER INCOME</b>	<u>9,627</u>	<u>2,713</u>	<u>6,914</u>	<u>255%</u>
<b>Total Income</b>	<u>140,046</u>	<u>94,481</u>	<u>45,566</u>	<u>48%</u>
<b>Cost of Goods Sold</b>				
<b>5000 · SPECIAL EVENTS COSTS</b>				
5010 · Advertising	1,351	635	716	113%
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%
<b>Total 5030 · Contracted Labor</b>	<u>2,905</u>	<u>2,425</u>	<u>480</u>	<u>20%</u>
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%

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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	2,931	5,423	(2,492)	(46)%
Total 5080 · Beer/Liquor Costs	2,931	5,423	(2,492)	(46)%
5095 · Damage Deposit	250	250		
5100 · Talent	2,362	4,750	(2,388)	(50)%
5101 · Prize Money	800	750	50	7%
5110 · Venue/Booth Rental	950	2,450	(1,500)	(61)%
5188 · Accounting-Event		45	(45)	(100)%
5190 · Event Bank		2,900	(2,900)	(100)%
Total 5000 · SPECIAL EVENTS COSTS	14,059	22,639	(8,580)	(38)%
5300 · MERCHANDISE SALES COSTS				
5310 · Cost of Merchandise Purchased		467	(467)	(100)%
Total 5300 · MERCHANDISE SALES COS...		467	(467)	(100)%
Total COGS	14,059	23,107	(9,047)	(39)%
Gross Profit	125,987	71,374	54,613	77%
Expense				
6000 · PAYROLL SALARIES & WAGES				
6011 · Station Manager	17,500	17,500		
6013 · Music Director	14,167	14,167		
6014 · News Director	14,407	14,407		
6015 · News Reporter	6,363	7,293	(930)	(13)%
6016 · Developmental Director	17,500	11,500	6,000	52%
6017 · Commissions		1,220	(1,220)	(100)%
Total 6000 · PAYROLL SALARIES & WA...	69,936	66,086	3,850	6%
6100 · PAYROLL TAXES & BENEFITS				
6110 · Fica/Med	5,307	5,093	214	4%
6120 · State Unemployment Ins	840	966	(126)	(13)%
6130 · Health Insurance	10,484	7,704	2,779	36%
6140 · Retirement 403(b)(7)	250	250		
6150 · Refunds, Penalties, Etc	298		298	100%
Total 6100 · PAYROLL TAXES & BENEFL...	17,179	14,013	3,165	23%
6200 · PROGRAMMING				
6210 · NPR CSGER	2,488	8,152	(5,664)	(70)%
6211 · TJ Hour CSGER		600	(600)	(100)%
6215 · PRI CSGER	4,443	1,028	3,415	332%
6230 · New Dimensions CSGER	260	520	(260)	(50)%

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<b>Total 6200 · PROGRAMMING</b>	7,191	10,300	(3,108)	(30)%
<b>6280 · PROGRAMMING - INTERNET SVC</b>				
6285 · Web Radio Streaming CSGER	1,606	58	1,548	2,670%
6290 · Web Development CSGER	250		250	100%
6292 · Spintron Charting CSGER	125	125		
<b>Total 6280 · PROGRAMMING - INTERNE...</b>	1,981	183	1,798	983%
<b>6350 · BUILDING COSTS</b>				
6370 · Mortgage Interest	4,675	4,890	(214)	(4)%
<b>Total 6350 · BUILDING COSTS</b>	4,675	4,890	(214)	(4)%
<b>6400 · STORAGE UNIT RENTAL</b>				
6420 · Illium Storage	670	540	130	24%
6430 · Telluride Self Storage	380	380		
<b>Total 6400 · STORAGE UNIT RENTAL</b>	1,050	920	130	14%
<b>6450 · REPAIR &amp; MAINT CSGEU</b>	475	50	425	850%
<b>6470 · INSURANCE</b>				
6470.8 · Work Comp	912	392	520	133%
6470.2 · Gen Liab Insurance CSGEU	1,100	3,172	(2,072)	(65)%
6470.3 · Catast/Flood Insurance CSGEU	448	597	(149)	(25)%
6470.4 · D&O Insurance CSGEU		221	(221)	(100)%
<b>Total 6470 · INSURANCE</b>	2,460	4,382	(1,923)	(44)%
<b>6500 · OFFICE EXPENSES</b>				
6510 · Fundraising Expenses CSGEU	11,074	2,282	8,792	385%
6511 · Fundraising Commission CSGEU		200	(200)	(100)%
6515 · Membership Database CSGEU	1,015	1,184	(169)	(14)%
6520 · Supplies CSGEU	2,040	1,349	690	51%
6525 · Postage CSGEU	537	210	327	155%
6535 · Copier Expenses CSGEU		88	(88)	(100)%
6545 · Printing CSGEU		323	(323)	(100)%
6550 · Subscriptions & Education CSGEU	77	579	(501)	(87)%
6560 · Equipment & Software CSGEU	2,078	1,320	758	57%
6570 · Bank & CC Fees				
6502 · Credit Card Fees	1,895	1,001	893	89%
6501 · Bank Fees	114	32	82	258%
6570 · Bank & CC Fees - Other		49	(49)	(100)%
<b>Total 6570 · Bank &amp; CC Fees</b>	2,009	1,082	926	86%
6575 · Water-Office CSGEU	145	104	41	39%
<b>Total 6500 · OFFICE EXPENSES</b>	18,974	8,722	10,252	118%
<b>6600 · TELEPHONE</b>				
6625 · Tower Phone CSGEU	140	133	7	5%
6610 · Office phone CSGEU	2,763	2,770	(7)	(0)%
<b>Total 6600 · TELEPHONE</b>	2,903	2,904	(1)	
<b>6640 · UTILITIES</b>				
6650 · Office Electricity CSGEU	2,529	1,937	592	31%
6655 · WaterSewerTrashRecycling CSGEU	927	851	76	9%
6671 · Last Dollar electricity CSGEU	118	92	26	28%

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6672 · Norwood trans electricity CSGEU	60	263	(203)	(77)%
6673 · Placerville 105.5 CSGEU	148	113	35	31%
<b>Total 6640 · UTILITIES</b>	<u>3,782</u>	<u>3,256</u>	<u>526</u>	<u>16%</u>
<b>6700 · LEGAL &amp; PROFESSIONAL</b>				
6710 · Accounting CSGEU	5,696	8,183	(2,486)	(30)%
6715 · Annual Audit CSGEU		8,000	(8,000)	(100)%
6720 · Legal CSGEU		113	(113)	(100)%
<b>Total 6700 · LEGAL &amp; PROFESSIONAL</b>	<u>5,696</u>	<u>16,295</u>	<u>(10,599)</u>	<u>(65)%</u>
<b>6750 · CONTRACT LABOR</b>				
6760 · Computer Consultants CSGEU	950	50	900	1,800%
6770 · Engineering CSGEU	1,651	1,335	316	24%
<b>Total 6750 · CONTRACT LABOR</b>	<u>2,601</u>	<u>1,385</u>	<u>1,216</u>	<u>88%</u>
<b>6800 · MEETINGS &amp; CONFERENCES</b>				
6810 · Meeting Expenses	146	326	(180)	(55)%
<b>Total 6800 · MEETINGS &amp; CONFERENCES</b>	<u>146</u>	<u>326</u>	<u>(180)</u>	<u>(55)%</u>
<b>Total Expense</b>	<u>139,049</u>	<u>133,711</u>	<u>5,338</u>	<u>4%</u>
<b>Net Ordinary Income</b>	(13,062)	(62,337)	49,275	79%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>8001 · INTEREST INCOME</b>				
8001.1 · Interest Income	8	4	4	85%
<b>Total 8001 · INTEREST INCOME</b>	<u>8</u>	<u>4</u>	<u>4</u>	<u>85%</u>
<b>8010 · SALE OF ASSETS</b>		160	(160)	(100)%
<b>Total Other Income</b>	<u>8</u>	<u>164</u>	<u>(156)</u>	<u>(95)%</u>
<b>Other Expense</b>				
<b>8301 · OTHER EXPENSES</b>				
8305 · Late Fees/Finance Charges		94	(94)	(100)%
8320 · Interest Expense	239	213	27	13%
<b>Total 8301 · OTHER EXPENSES</b>	<u>239</u>	<u>306</u>	<u>(67)</u>	<u>(22)%</u>
<b>8200 · CAPITAL EXPENDITURES CSGEU</b>				
8300 · Depreciation Expense	12,011		12,011	100%
<b>Total 8200 · CAPITAL EXPENDITURES CS...</b>	<u>12,011</u>		<u>12,011</u>	<u>100%</u>
<b>8400 · SUSPENSE</b>		39	(39)	(100)%
<b>Total Other Expense</b>	<u>12,251</u>	<u>346</u>	<u>11,905</u>	<u>3,444%</u>
<b>Net Other Income</b>	<u>(12,243)</u>	<u>(181)</u>	<u>(12,061)</u>	<u>(6,648)%</u>
<b>Net Income</b>	<u>(25,305)</u>	<u>(62,518)</u>	<u>37,214</u>	<u>60%</u>