

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

	<u>Jan - Mar 17</u>	<u>Jan - Mar 16</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	6,540	90	1%
4040 · Event Adv/Sponsors		5,000	(5,000)	(100)%
<b>Total 4000 · SPECIAL EVENTS INCOME</b>	<u>6,630</u>	<u>11,540</u>	<u>(4,910)</u>	<u>(43)%</u>
<b>4100 · FUNDRAISING CAMPAIGN INCO...</b>				
4030 · Raffle Income	1,960	2,466	(506)	(21)%
4110 · Donor Pledges	67,823	30,718	37,104	121%
4115 · Jar Donations	95		95	100%
4420 · Auction Income	14,950	7,800	7,150	92%
<b>Total 4100 · FUNDRAISING CAMPAIGN ...</b>	<u>84,828</u>	<u>40,984</u>	<u>43,843</u>	<u>107%</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	553	69	484	705%
<b>Total 4300 · MERCHANDISE</b>	<u>553</u>	<u>69</u>	<u>484</u>	<u>705%</u>
<b>4400 · OTHER INCOME</b>				
4430 · Miscellaneous Income	152		152	100%
4410 · Tower Lease Income	2,765	1,670	1,094	66%
<b>Total 4400 · OTHER INCOME</b>	<u>2,917</u>	<u>1,670</u>	<u>1,246</u>	<u>75%</u>
<b>Total Income</b>	<u>99,928</u>	<u>56,441</u>	<u>43,487</u>	<u>77%</u>
<b>Cost of Goods Sold</b>				
<b>5000 · SPECIAL EVENTS COSTS</b>				
5010 · Advertising	1,351	485	866	179%
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	300		300	100%
5030.10 · Security		75	(75)	(100)%
5030.11 · Sound/Lights	480	350	130	37%
5030.13 · Stage hands	500		500	100%
<b>Total 5030 · Contracted Labor</b>	<u>1,280</u>	<u>675</u>	<u>605</u>	<u>90%</u>
5035 · Event Hospitality	191		191	100%
5060 · Event Insurance				
5062 · Event Gen Liab Ins		840	(840)	(100)%
<b>Total 5060 · Event Insurance</b>		<u>840</u>	<u>(840)</u>	<u>(100)%</u>
5065 · Event Licenses & Tax	300	200	100	50%
5070 · Event Supplies & Expenses	418	86	333	389%
5071 · Volunteer Food	40	146	(105)	(72)%
5080 · Beer/Liquor Costs				
5080.01 · Beer/Liquor Costs	56	67	(11)	(17)%

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Total 5080 · Beer/Liquor Costs	56	67	(11)	(17)%
5095 · Damage Deposit	250	250		
5100 · Talent	362	1,250	(888)	(71)%
5101 · Prize Money	800	750	50	7%
5110 · Venue/Booth Rental	950	1,150	(200)	(17)%
5188 · Accounting-Event		45	(45)	(100)%
<b>Total 5000 · SPECIAL EVENTS COSTS</b>	<b>5,999</b>	<b>5,943</b>	<b>56</b>	<b>1%</b>
<b>5300 · MERCHANDISE SALES COSTS</b>				
5310 · Cost of Merchandise Purchased		467	(467)	(100)%
<b>Total 5300 · MERCHANDISE SALES COS...</b>		<b>467</b>	<b>(467)</b>	<b>(100)%</b>
<b>Total COGS</b>	<b>5,999</b>	<b>6,410</b>	<b>(412)</b>	<b>(6)%</b>
<b>Gross Profit</b>	<b>93,929</b>	<b>50,030</b>	<b>43,899</b>	<b>88%</b>
<b>Expense</b>				
<b>6000 · PAYROLL SALARIES &amp; WAGES</b>				
6011 · Station Manager	10,500	10,500		
6013 · Music Director	8,500	8,500		
6014 · News Director	8,644	8,644		
6015 · News Reporter	4,830	3,968	862	22%
6016 · Developmental Director	10,500	6,000	4,500	75%
<b>Total 6000 · PAYROLL SALARIES &amp; WA...</b>	<b>42,974</b>	<b>37,612</b>	<b>5,362</b>	<b>14%</b>
<b>6100 · PAYROLL TAXES &amp; BENEFITS</b>				
6110 · Fica/Med	3,262	2,924	337	12%
6120 · State Unemployment Ins	635	709	(74)	(10)%
6130 · Health Insurance	7,033	4,506	2,527	56%
6140 · Retirement 403(b)(7)	150	150		
<b>Total 6100 · PAYROLL TAXES &amp; BENEFL...</b>	<b>11,080</b>	<b>8,290</b>	<b>2,790</b>	<b>34%</b>
<b>6200 · PROGRAMMING</b>				
6210 · NPR CSGER	2,488	4,321	(1,833)	(42)%
6211 · TJ Hour CSGER		600	(600)	(100)%
6215 · PRI CSGER	4,443	1,028	3,415	332%
6230 · New Dimensions CSGER		520	(520)	(100)%
<b>Total 6200 · PROGRAMMING</b>	<b>6,931</b>	<b>6,469</b>	<b>463</b>	<b>7%</b>
<b>6280 · PROGRAMMING - INTERNET SVC</b>				
6285 · Web Radio Streaming CSGER	1,329	58	1,271	2,191%
6292 · Spinitron Charting CSGER	75	75		
<b>Total 6280 · PROGRAMMING - INTERNE...</b>	<b>1,404</b>	<b>133</b>	<b>1,271</b>	<b>956%</b>
<b>6350 · BUILDING COSTS</b>				
6370 · Mortgage Interest	2,807	2,896	(89)	(3)%
<b>Total 6350 · BUILDING COSTS</b>	<b>2,807</b>	<b>2,896</b>	<b>(89)</b>	<b>(3)%</b>
<b>6400 · STORAGE UNIT RENTAL</b>				
6420 · Illium Storage	400	410	(10)	(2)%
6430 · Telluride Self Storage	190	190		

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<b>Total 6400 · STORAGE UNIT RENTAL</b>	590	600	(10)	(2)%
<b>6450 · REPAIR &amp; MAINT CSGEU</b>	475		475	100%
<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	7,097	21	7,076	34,266%
6511 · Fundraising Commission CSGEU		200	(200)	(100)%
6515 · Membership Database CSGEU	677	677		
6520 · Supplies CSGEU	1,688	755	933	124%
6525 · Postage CSGEU	477	193	284	147%
6535 · Copier Expenses CSGEU		88	(88)	(100)%
6545 · Printing CSGEU		323	(323)	(100)%
6550 · Subscriptions & Education CSGEU	77	170	(93)	(54)%
6560 · Equipment & Software CSGEU	1,525	429	1,096	255%
6570 · Bank & CC Fees				
6502 · Credit Card Fees	1,552	665	887	134%
6501 · Bank Fees	114	23	91	399%
6570 · Bank & CC Fees - Other		49	(49)	(100)%
<b>Total 6570 · Bank &amp; CC Fees</b>	1,666	737	929	126%
6575 · Water-Office CSGEU	85	88	(3)	(3)%
<b>Total 6500 · OFFICE EXPENSES</b>	13,292	3,680	9,612	261%
<b>6600 · TELEPHONE</b>				
6625 · Tower Phone CSGEU	86	80	6	7%
6610 · Office phone CSGEU	1,656	1,662	(6)	(0)%
<b>Total 6600 · TELEPHONE</b>	1,742	1,742	(0)	
<b>6640 · UTILITIES</b>				
6650 · Office Electricity CSGEU	1,822	1,520	302	20%
6655 · WaterSewerTrashRecycling CSGEU	168	140	27	20%
6671 · Last Dollar electricity CSGEU	78	74	4	5%
6672 · Norwood trans electricity CSGEU	60	216	(156)	(72)%
6673 · Placerville 105.5 CSGEU	98	90	8	9%
<b>Total 6640 · UTILITIES</b>	2,226	2,040	185	9%
<b>6700 · LEGAL &amp; PROFESSIONAL</b>				
6710 · Accounting CSGEU	3,255	6,391	(3,136)	(49)%
6715 · Annual Audit CSGEU		5,000	(5,000)	(100)%
<b>Total 6700 · LEGAL &amp; PROFESSIONAL</b>	3,255	11,391	(8,136)	(71)%
<b>6750 · CONTRACT LABOR</b>				
6760 · Computer Consultants CSGEU	425	50	375	750%
6770 · Engineering CSGEU		1,335	(1,335)	(100)%
<b>Total 6750 · CONTRACT LABOR</b>	425	1,385	(960)	(69)%
<b>6800 · MEETINGS &amp; CONFERENCES</b>				

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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>89,807</u>	<u>80,946</u>	<u>8,860</u>	<u>11%</u>
<b>Net Ordinary Income</b>	4,122	(30,916)	35,038	113%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>8001 · INTEREST INCOME</b>				
8001.1 · Interest Income	4	3	1	46%
<b>Total 8001 · INTEREST INCOME</b>	<u>4</u>	<u>3</u>	<u>1</u>	<u>46%</u>
<b>8010 · SALE OF ASSETS</b>		160	(160)	(100)%
<b>Total Other Income</b>	4	163	(159)	(98)%
<b>Other Expense</b>				
<b>8301 · OTHER EXPENSES</b>				
8305 · Late Fees/Finance Charges		49	(49)	(100)%
8320 · Interest Expense	149	178	(28)	(16)%
<b>Total 8301 · OTHER EXPENSES</b>	<u>149</u>	<u>227</u>	<u>(78)</u>	<u>(34)%</u>
<b>8200 · CAPITAL EXPENDITURES CSGEU</b>				
8300 · Depreciation Expense	7,207		7,207	100%
<b>Total 8200 · CAPITAL EXPENDITURES CS...</b>	<u>7,207</u>		<u>7,207</u>	<u>100%</u>
<b>8400 · SUSPENSE</b>		39	(39)	(100)%
<b>Total Other Expense</b>	<u>7,356</u>	<u>266</u>	<u>7,090</u>	<u>2,664%</u>
<b>Net Other Income</b>	<u>(7,352)</u>	<u>(104)</u>	<u>(7,248)</u>	<u>(6,995)%</u>
<b>Net Income</b>	<u><u>(3,230)</u></u>	<u><u>(31,020)</u></u>	<u><u>27,790</u></u>	<u><u>90%</u></u>