

**KOTO RADIO**  
**P & L by Event Class YTD**  
 January through March 2017

|  | ST<br>(EVENTS) | LS<br>(EVENTS) | SD<br>(EVENTS) | Total EV...  | Gen Ops       |
|--|----------------|----------------|----------------|--------------|---------------|
| <b>Ordinary Income/Expense</b>               |                |                |                |              |               |
| <b>Income</b>                                |                |                |                |              |               |
| <b>4000 · SPECIAL EVENTS INCOME</b>          |                |                |                |              |               |
| 4001 · Ticket Sales                          | 0              | 6,630          | 0              | 6,630        | 0             |
| <b>Total 4000 · SPECIAL EVENTS INCOME</b>    | <b>0</b>       | <b>6,630</b>   | <b>0</b>       | <b>6,630</b> | <b>0</b>      |
| <b>4100 · FUNDRAISING CAMPAIGN INCO...</b>   |                |                |                |              |               |
| 4030 · Raffle Income                         | 0              | 0              | 0              | 0            | 1,960         |
| 4110 · Donor Pledges                         | 0              | 0              | 0              | 0            | 67,823        |
| 4115 · Jar Donations                         | 0              | 0              | 0              | 0            | 95            |
| 4420 · Auction Income                        | 0              | 0              | 0              | 0            | 14,950        |
| <b>Total 4100 · FUNDRAISING CAMPAIGN ...</b> | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>     | <b>84,828</b> |
| <b>4200 · GRANTS INCOME</b>                  |                |                |                |              |               |
| 4260 · Private Grants                        | 0              | 0              | 0              | 0            | 5,000         |
| <b>Total 4200 · GRANTS INCOME</b>            | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>     | <b>5,000</b>  |
| <b>4300 · MERCHANDISE</b>                    |                |                |                |              |               |
| 4301 · Merchandise Sales                     | 0              | 0              | 0              | 0            | 553           |
| <b>Total 4300 · MERCHANDISE</b>              | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>     | <b>553</b>    |
| <b>4400 · OTHER INCOME</b>                   |                |                |                |              |               |
| 4430 · Miscellaneous Income                  | 0              | 0              | 0              | 0            | 152           |
| 4410 · Tower Lease Income                    | 0              | 0              | 0              | 0            | 2,765         |
| <b>Total 4400 · OTHER INCOME</b>             | <b>0</b>       | <b>0</b>       | <b>0</b>       | <b>0</b>     | <b>2,917</b>  |
| <b>Total Income</b>                          | <b>0</b>       | <b>6,630</b>   | <b>0</b>       | <b>6,630</b> | <b>93,298</b> |
| <b>Cost of Goods Sold</b>                    |                |                |                |              |               |
| <b>5000 · SPECIAL EVENTS COSTS</b>           |                |                |                |              |               |
| 5010 · Advertising                           | 0              | 0              | 1,351          | 1,351        | 0             |
| <b>5030 · Contracted Labor</b>               |                |                |                |              |               |
| 5030.09 · Production Assistant               | 0              | 0              | 300            | 300          | 0             |
| 5030.11 · Sound/Lights                       | 0              | 400            | 0              | 400          | 80            |
| 5030.13 · Stage hands                        | 0              | 0              | 500            | 500          | 0             |
| <b>Total 5030 · Contracted Labor</b>         | <b>0</b>       | <b>400</b>     | <b>800</b>     | <b>1,200</b> | <b>80</b>     |
| 5035 · Event Hospitality                     | 0              | 191            | 0              | 191          | 0             |
| 5065 · Event Licenses & Tax                  | 100            | 0              | 200            | 300          | 0             |
| 5070 · Event Supplies & Expenses             | 202            | 0              | 216            | 418          | 0             |
| 5071 · Volunteer Food                        | 0              | 40             | 0              | 40           | 0             |
| <b>5080 · Beer/Liquor Costs</b>              |                |                |                |              |               |
| 5080.01 · Beer/Liquor Costs                  | 0              | 0              | 56             | 56           | 0             |
| <b>Total 5080 · Beer/Liquor Costs</b>        | <b>0</b>       | <b>0</b>       | <b>56</b>      | <b>56</b>    | <b>0</b>      |
| 5095 · Damage Deposit                        | 0              | 0              | 250            | 250          | 0             |
| 5100 · Talent                                | 0              | 362            | 0              | 362          | 0             |
| 5101 · Prize Money                           | 0              | 800            | 0              | 800          | 0             |
| 5110 · Venue/Booth Rental                    | 0              | 950            | 0              | 950          | 0             |
| <b>Total 5000 · SPECIAL EVENTS COSTS</b>     | <b>302</b>     | <b>2,744</b>   | <b>2,873</b>   | <b>5,919</b> | <b>80</b>     |

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|  | ST<br>(EVENTS) | LS<br>(EVENTS) | SD<br>(EVENTS) | Total EV... | Gen Ops |
|--|----------------|----------------|----------------|-------------|---------|
| <b>Total COGS</b>                                  | 302            | 2,744          | 2,873          | 5,919       | 80      |
| <b>Gross Profit</b>                                | (302)          | 3,886          | (2,873)        | 711         | 93,218  |
| <b>Expense</b>                                     |                |                |                |             |         |
| <b>6000 · PAYROLL SALARIES &amp; WAGES</b>         |                |                |                |             |         |
| 6011 · Station Manager                             | 0              | 0              | 0              | 0           | 10,500  |
| 6013 · Music Director                              | 0              | 0              | 0              | 0           | 8,500   |
| 6014 · News Director                               | 0              | 0              | 0              | 0           | 8,644   |
| 6015 · News Reporter                               | 0              | 0              | 0              | 0           | 4,830   |
| 6016 · Developmental Director                      | 0              | 0              | 0              | 0           | 10,500  |
| <b>Total 6000 · PAYROLL SALARIES &amp; WA...</b>   | 0              | 0              | 0              | 0           | 42,974  |
| <b>6100 · PAYROLL TAXES &amp; BENEFITS</b>         |                |                |                |             |         |
| 6110 · Fica/Med                                    | 0              | 0              | 0              | 0           | 3,262   |
| 6120 · State Unemployment Ins                      | 0              | 0              | 0              | 0           | 635     |
| 6130 · Health Insurance                            | 0              | 0              | 0              | 0           | 7,033   |
| 6140 · Retirement 403(b)(7)                        | 0              | 0              | 0              | 0           | 150     |
| <b>Total 6100 · PAYROLL TAXES &amp; BENEFIT...</b> | 0              | 0              | 0              | 0           | 11,080  |
| <b>6200 · PROGRAMMING</b>                          |                |                |                |             |         |
| 6210 · NPR CSGER                                   | 0              | 0              | 0              | 0           | 2,488   |
| 6215 · PRI CSGER                                   | 0              | 0              | 0              | 0           | 4,443   |
| <b>Total 6200 · PROGRAMMING</b>                    | 0              | 0              | 0              | 0           | 6,931   |
| <b>6280 · PROGRAMMING - INTERNET SVC</b>           |                |                |                |             |         |
| 6285 · Web Radio Streaming CSGER                   | 0              | 0              | 0              | 0           | 1,329   |
| 6292 · Spintron Charting CSGER                     | 0              | 0              | 0              | 0           | 75      |
| <b>Total 6280 · PROGRAMMING - INTERNE...</b>       | 0              | 0              | 0              | 0           | 1,404   |
| <b>6350 · BUILDING COSTS</b>                       |                |                |                |             |         |
| 6370 · Mortgage Interest                           | 0              | 0              | 0              | 0           | 2,807   |
| <b>Total 6350 · BUILDING COSTS</b>                 | 0              | 0              | 0              | 0           | 2,807   |
| <b>6400 · STORAGE UNIT RENTAL</b>                  |                |                |                |             |         |
| 6420 · Illium Storage                              | 0              | 0              | 0              | 0           | 400     |
| 6430 · Telluride Self Storage                      | 0              | 0              | 0              | 0           | 190     |
| <b>Total 6400 · STORAGE UNIT RENTAL</b>            | 0              | 0              | 0              | 0           | 590     |
| <b>6450 · REPAIR &amp; MAINT CSGEU</b>             | 0              | 0              | 0              | 0           | 475     |
| <b>6470 · INSURANCE</b>                            |                |                |                |             |         |
| 6470.8 · Work Comp                                 | 0              | 0              | 0              | 0           | 912     |
| 6470.2 · Gen Liab Insurance CSGEU                  | 0              | 0              | 0              | 0           | 1,100   |
| 6470.3 · Catast/Flood Insurance CSGEU              | 0              | 0              | 0              | 0           | 448     |
| <b>Total 6470 · INSURANCE</b>                      | 0              | 0              | 0              | 0           | 2,460   |
| <b>6500 · OFFICE EXPENSES</b>                      |                |                |                |             |         |
| 6510 · Fundraising Expenses CSGEU                  | 0              | 0              | 0              | 0           | 7,097   |
| 6515 · Membership Database CSGEU                   | 0              | 0              | 0              | 0           | 677     |
| 6520 · Supplies CSGEU                              | 0              | 0              | 0              | 0           | 1,688   |
| 6525 · Postage CSGEU                               | 0              | 0              | 0              | 0           | 477     |
| 6550 · Subscriptions & Education CSGEU             | 0              | 0              | 0              | 0           | 77      |

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|  | ST<br>(EVENTS) | LS<br>(EVENTS) | SD<br>(EVENTS) | Total EV... | Gen Ops |
|--|----------------|----------------|----------------|-------------|---------|
| 6560 · Equipment & Software CSGEU              | 0              | 0              | 0              | 0           | 1,525   |
| 6570 · Bank & CC Fees                          |                |                |                |             |         |
| 6502 · Credit Card Fees                        | 0              | 0              | 0              | 0           | 1,552   |
| 6501 · Bank Fees                               | 0              | 0              | 0              | 0           | 114     |
| <b>Total 6570 · Bank &amp; CC Fees</b>         | 0              | 0              | 0              | 0           | 1,666   |
| 6575 · Water-Office CSGEU                      | 0              | 0              | 0              | 0           | 85      |
| <b>Total 6500 · OFFICE EXPENSES</b>            | 0              | 0              | 0              | 0           | 13,292  |
| 6600 · TELEPHONE                               |                |                |                |             |         |
| 6625 · Tower Phone CSGEU                       | 0              | 0              | 0              | 0           | 86      |
| 6610 · Office phone CSGEU                      | 0              | 0              | 0              | 0           | 1,656   |
| <b>Total 6600 · TELEPHONE</b>                  | 0              | 0              | 0              | 0           | 1,742   |
| 6640 · UTILITIES                               |                |                |                |             |         |
| 6650 · Office Electricity CSGEU                | 0              | 0              | 0              | 0           | 1,822   |
| 6655 · WaterSewerTrashRecycling CSGEU          | 0              | 0              | 0              | 0           | 168     |
| 6671 · Last Dollar electricity CSGEU           | 0              | 0              | 0              | 0           | 78      |
| 6672 · Norwood trans electricity CSGEU         | 0              | 0              | 0              | 0           | 60      |
| 6673 · Placerville 105.5 CSGEU                 | 0              | 0              | 0              | 0           | 98      |
| <b>Total 6640 · UTILITIES</b>                  | 0              | 0              | 0              | 0           | 2,226   |
| 6700 · LEGAL & PROFESSIONAL                    |                |                |                |             |         |
| 6710 · Accounting CSGEU                        | 0              | 0              | 0              | 0           | 3,255   |
| <b>Total 6700 · LEGAL &amp; PROFESSIONAL</b>   | 0              | 0              | 0              | 0           | 3,255   |
| 6750 · CONTRACT LABOR                          |                |                |                |             |         |
| 6760 · Computer Consultants CSGEU              | 0              | 0              | 0              | 0           | 425     |
| <b>Total 6750 · CONTRACT LABOR</b>             | 0              | 0              | 0              | 0           | 425     |
| 6800 · MEETINGS & CONFERENCES                  |                |                |                |             |         |
| 6810 · Meeting Expenses                        | 0              | 0              | 0              | 0           | 146     |
| <b>Total 6800 · MEETINGS &amp; CONFERENCES</b> | 0              | 0              | 0              | 0           | 146     |
| <b>Total Expense</b>                           | 0              | 0              | 0              | 0           | 89,807  |
| <b>Net Ordinary Income</b>                     | (302)          | 3,886          | (2,873)        | 711         | 3,411   |
| <b>Other Income/Expense</b>                    |                |                |                |             |         |
| <b>Other Income</b>                            |                |                |                |             |         |
| 8001 · INTEREST INCOME                         |                |                |                |             |         |
| 8001.1 · Interest Income                       | 0              | 0              | 0              | 0           | 4       |
| <b>Total 8001 · INTEREST INCOME</b>            | 0              | 0              | 0              | 0           | 4       |
| <b>Total Other Income</b>                      | 0              | 0              | 0              | 0           | 4       |
| <b>Other Expense</b>                           |                |                |                |             |         |
| 8301 · OTHER EXPENSES                          |                |                |                |             |         |
| 8320 · Interest Expense                        | 0              | 0              | 0              | 0           | 149     |
| <b>Total 8301 · OTHER EXPENSES</b>             | 0              | 0              | 0              | 0           | 149     |
| 8200 · CAPITAL EXPENDITURES CSGEU              |                |                |                |             |         |

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|   | <u>ST</u>       | <u>LS</u>       | <u>SD</u>       | <u>Total EV...</u> | <u>Gen Ops</u> |
|---|-----------------|-----------------|-----------------|--------------------|----------------|
|   | <u>(EVENTS)</u> | <u>(EVENTS)</u> | <u>(EVENTS)</u> |                    |                |
| 8300 · Depreciation Expense             | <u>0</u>        | <u>0</u>        | <u>0</u>        | <u>0</u>           | <u>7,207</u>   |
| Total 8200 · CAPITAL EXPENDITURES CS... | <u>0</u>        | <u>0</u>        | <u>0</u>        | <u>0</u>           | <u>7,207</u>   |
| Total Other Expense                     | <u>0</u>        | <u>0</u>        | <u>0</u>        | <u>0</u>           | <u>7,356</u>   |
| Net Other Income                        | <u>0</u>        | <u>0</u>        | <u>0</u>        | <u>0</u>           | <u>(7,352)</u> |
| Net Income                              | <u>(302)</u>    | <u>3,886</u>    | <u>(2,873)</u>  | <u>711</u>         | <u>(3,941)</u> |

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|  | <b>TOTAL</b> |
|--|--------------|
| <b>Ordinary Income/Expense</b>               |              |
| <b>Income</b>                                |              |
| <b>4000 · SPECIAL EVENTS INCOME</b>          |              |
| 4001 · Ticket Sales                          | 6,630        |
| <b>Total 4000 · SPECIAL EVENTS INCOME</b>    | 6,630        |
| <b>4100 · FUNDRAISING CAMPAIGN INCO...</b>   |              |
| 4030 · Raffle Income                         | 1,960        |
| 4110 · Donor Pledges                         | 67,823       |
| 4115 · Jar Donations                         | 95           |
| 4420 · Auction Income                        | 14,950       |
| <b>Total 4100 · FUNDRAISING CAMPAIGN ...</b> | 84,828       |
| <b>4200 · GRANTS INCOME</b>                  |              |
| 4260 · Private Grants                        | 5,000        |
| <b>Total 4200 · GRANTS INCOME</b>            | 5,000        |
| <b>4300 · MERCHANDISE</b>                    |              |
| 4301 · Merchandise Sales                     | 553          |
| <b>Total 4300 · MERCHANDISE</b>              | 553          |
| <b>4400 · OTHER INCOME</b>                   |              |
| 4430 · Miscellaneous Income                  | 152          |
| 4410 · Tower Lease Income                    | 2,765        |
| <b>Total 4400 · OTHER INCOME</b>             | 2,917        |
| <b>Total Income</b>                          | 99,928       |
| <b>Cost of Goods Sold</b>                    |              |
| <b>5000 · SPECIAL EVENTS COSTS</b>           |              |
| 5010 · Advertising                           | 1,351        |
| <b>5030 · Contracted Labor</b>               |              |
| 5030.09 · Production Assistant               | 300          |
| 5030.11 · Sound/Lights                       | 480          |
| 5030.13 · Stage hands                        | 500          |
| <b>Total 5030 · Contracted Labor</b>         | 1,280        |
| 5035 · Event Hospitality                     | 191          |
| 5065 · Event Licenses & Tax                  | 300          |
| 5070 · Event Supplies & Expenses             | 418          |
| 5071 · Volunteer Food                        | 40           |
| <b>5080 · Beer/Liquor Costs</b>              |              |
| 5080.01 · Beer/Liquor Costs                  | 56           |
| <b>Total 5080 · Beer/Liquor Costs</b>        | 56           |
| 5095 · Damage Deposit                        | 250          |
| 5100 · Talent                                | 362          |
| 5101 · Prize Money                           | 800          |
| 5110 · Venue/Booth Rental                    | 950          |
| <b>Total 5000 · SPECIAL EVENTS COSTS</b>     | 5,999        |

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|   | <b>TOTAL</b> |
|---|--------------|
| <b>Total COGS</b>                                 | 5,999        |
| <b>Gross Profit</b>                               | 93,929       |
| <b>Expense</b>                                    |              |
| <b>6000 · PAYROLL SALARIES &amp; WAGES</b>        |              |
| 6011 · Station Manager                            | 10,500       |
| 6013 · Music Director                             | 8,500        |
| 6014 · News Director                              | 8,644        |
| 6015 · News Reporter                              | 4,830        |
| 6016 · Developmental Director                     | 10,500       |
| <b>Total 6000 · PAYROLL SALARIES &amp; WA...</b>  | 42,974       |
| <b>6100 · PAYROLL TAXES &amp; BENEFITS</b>        |              |
| 6110 · Fica/Med                                   | 3,262        |
| 6120 · State Unemployment Ins                     | 635          |
| 6130 · Health Insurance                           | 7,033        |
| 6140 · Retirement 403(b)(7)                       | 150          |
| <b>Total 6100 · PAYROLL TAXES &amp; BENEFL...</b> | 11,080       |
| <b>6200 · PROGRAMMING</b>                         |              |
| 6210 · NPR CSGER                                  | 2,488        |
| 6215 · PRI CSGER                                  | 4,443        |
| <b>Total 6200 · PROGRAMMING</b>                   | 6,931        |
| <b>6280 · PROGRAMMING - INTERNET SVC</b>          |              |
| 6285 · Web Radio Streaming CSGER                  | 1,329        |
| 6292 · Spinitron Charting CSGER                   | 75           |
| <b>Total 6280 · PROGRAMMING - INTERNE...</b>      | 1,404        |
| <b>6350 · BUILDING COSTS</b>                      |              |
| 6370 · Mortgage Interest                          | 2,807        |
| <b>Total 6350 · BUILDING COSTS</b>                | 2,807        |
| <b>6400 · STORAGE UNIT RENTAL</b>                 |              |
| 6420 · Illium Storage                             | 400          |
| 6430 · Telluride Self Storage                     | 190          |
| <b>Total 6400 · STORAGE UNIT RENTAL</b>           | 590          |
| <b>6450 · REPAIR &amp; MAINT CSGEU</b>            | 475          |
| <b>6470 · INSURANCE</b>                           |              |
| 6470.8 · Work Comp                                | 912          |
| 6470.2 · Gen Liab Insurance CSGEU                 | 1,100        |
| 6470.3 · Catast/Flood Insurance CSGEU             | 448          |
| <b>Total 6470 · INSURANCE</b>                     | 2,460        |
| <b>6500 · OFFICE EXPENSES</b>                     |              |
| 6510 · Fundraising Expenses CSGEU                 | 7,097        |
| 6515 · Membership Database CSGEU                  | 677          |
| 6520 · Supplies CSGEU                             | 1,688        |
| 6525 · Postage CSGEU                              | 477          |
| 6550 · Subscriptions & Education CSGEU            | 77           |

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|  | <u>TOTAL</u>  |
|--|---------------|
| 6560 · Equipment & Software CSGEU      | 1,525         |
| 6570 · Bank & CC Fees                  |               |
| 6502 · Credit Card Fees                | 1,552         |
| 6501 · Bank Fees                       | <u>114</u>    |
| Total 6570 · Bank & CC Fees            | 1,666         |
| 6575 · Water-Office CSGEU              | <u>85</u>     |
| Total 6500 · OFFICE EXPENSES           | 13,292        |
| 6600 · TELEPHONE                       |               |
| 6625 · Tower Phone CSGEU               | 86            |
| 6610 · Office phone CSGEU              | <u>1,656</u>  |
| Total 6600 · TELEPHONE                 | 1,742         |
| 6640 · UTILITIES                       |               |
| 6650 · Office Electricity CSGEU        | 1,822         |
| 6655 · WaterSewerTrashRecycling CSGEU  | 168           |
| 6671 · Last Dollar electricity CSGEU   | 78            |
| 6672 · Norwood trans electricity CSGEU | 60            |
| 6673 · Placerville 105.5 CSGEU         | <u>98</u>     |
| Total 6640 · UTILITIES                 | 2,226         |
| 6700 · LEGAL & PROFESSIONAL            |               |
| 6710 · Accounting CSGEU                | <u>3,255</u>  |
| Total 6700 · LEGAL & PROFESSIONAL      | 3,255         |
| 6750 · CONTRACT LABOR                  |               |
| 6760 · Computer Consultants CSGEU      | <u>425</u>    |
| Total 6750 · CONTRACT LABOR            | 425           |
| 6800 · MEETINGS & CONFERENCES          |               |
| 6810 · Meeting Expenses                | <u>146</u>    |
| Total 6800 · MEETINGS & CONFERENCES    | <u>146</u>    |
| Total Expense                          | <u>89,807</u> |
| Net Ordinary Income                    | 4,122         |
| Other Income/Expense                   |               |
| Other Income                           |               |
| 8001 · INTEREST INCOME                 |               |
| 8001.1 · Interest Income               | <u>4</u>      |
| Total 8001 · INTEREST INCOME           | <u>4</u>      |
| Total Other Income                     | 4             |
| Other Expense                          |               |
| 8301 · OTHER EXPENSES                  |               |
| 8320 · Interest Expense                | <u>149</u>    |
| Total 8301 · OTHER EXPENSES            | 149           |
| 8200 · CAPITAL EXPENDITURES CSGEU      |               |

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|   | <u>TOTAL</u>          |
|---|-----------------------|
| 8300 · Depreciation Expense             | <u>7,207</u>          |
| Total 8200 · CAPITAL EXPENDITURES CS... | <u>7,207</u>          |
| Total Other Expense                     | <u>7,356</u>          |
| Net Other Income                        | <u>(7,352)</u>        |
| Net Income                              | <u><u>(3,230)</u></u> |