

**KOTO RADIO**  
**P & L Total PY Comparison**  
 January through April 2019

	Jan - Apr ...	Jan - Apr ...	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000 · SPECIAL EVENTS INCOME</b>				
4001 · Ticket Sales	6,860	5,284	1,576	30%
4010 · Beer & Liquor Sales				
4010.1 · Beer Sales	10,146	9,094	1,052	12%
<b>Total 4010 · Beer &amp; Liquor Sales</b>	10,146	9,094	1,052	12%
4040 · Event Adv/Sponsors	825	825		
<b>Total 4000 · SPECIAL EVENTS INCOME</b>	17,831	15,203	2,628	17%
<b>4100 · FUNDRAISING CAMPAIGN INCO...</b>				
4030 · Raffle Income	11,810	5,090	6,720	132%
4110 · Donor Pledges	60,509	58,181	2,328	4%
4115 · Jar Donations	92	66	26	40%
4116 · TBG Donation	6,000		6,000	100%
4420 · Auction Income	6,630		6,630	100%
<b>Total 4100 · FUNDRAISING CAMPAIGN ...</b>	85,041	63,337	21,704	34%
<b>4200 · GRANTS INCOME</b>				
4210 · Town of Telluride	34,740		34,740	100%
4270 · Telluride Foundation Grant	5,000	6,250	(1,250)	(20)%
4200 · GRANTS INCOME - Other		20,000	(20,000)	(100)%
<b>Total 4200 · GRANTS INCOME</b>	39,740	26,250	13,490	51%
<b>4300 · MERCHANDISE</b>				
4301 · Merchandise Sales	179	134	45	34%
<b>Total 4300 · MERCHANDISE</b>	179	134	45	34%
<b>4400 · OTHER INCOME</b>				
4410 · Tower Lease Income	2,272	3,015	(743)	(25)%
4430 · Miscellaneous Income	6,406	313	6,093	1,947%
<b>Total 4400 · OTHER INCOME</b>	8,678	3,328	5,350	161%
<b>Total Income</b>	151,470	108,252	43,218	40%
<b>Cost of Goods Sold</b>				
<b>5000 · SPECIAL EVENTS COSTS</b>				
5010 · Advertising	1,666	223	1,443	646%
5030 · Contracted Labor				
5030.01 · Boxoffice		75	(75)	(100)%
5030.06 · Front of house staff	125	125		
5030.09 · Production Assistant		50	(50)	(100)%
5030.10 · Security	375	375		
5030.11 · Sound/Lights	1,833	1,600	233	15%
5030.14 · Trash -Recycling		128	(128)	(100)%
<b>Total 5030 · Contracted Labor</b>	2,333	2,353	(20)	(1)%

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5035 · Event Hospitality	257		257	100%
5050 · Event Equipment Rental				
5050.01 · Chairs/Tables/Fencing	700	545	155	28%
5050.03 · Port-a-johns	400	400		
5050.05 · Tents/Staging/Trailer	300	1,000	(700)	(70)%
5050.07 · Heating	682		682	100%
<b>Total 5050 · Event Equipment Rental</b>	<b>2,082</b>	<b>1,945</b>	<b>137</b>	<b>7%</b>
5065 · Event Licenses & Tax	75	275	(200)	(73)%
5070 · Event Supplies & Expenses	554	607	(53)	(9)%
5080 · Beer/Liquor Costs				
5080.01 · Beer/Liquor Costs	3,530	3,069	461	15%
5080.10 · Ice Costs	154		154	100%
<b>Total 5080 · Beer/Liquor Costs</b>	<b>3,684</b>	<b>3,069</b>	<b>615</b>	<b>20%</b>
5090 · Ski Swap Goods Cost	60	1,098	(1,038)	(95)%
5100 · Talent	2,250	2,450	(200)	(8)%
5101 · Prize Money		1,000	(1,000)	(100)%
5110 · Venue/Booth Rental	900	1,400	(500)	(36)%
<b>Total 5000 · SPECIAL EVENTS COSTS</b>	<b>13,861</b>	<b>14,422</b>	<b>(560)</b>	<b>(4)%</b>
<b>Total COGS</b>	<b>13,861</b>	<b>14,422</b>	<b>(560)</b>	<b>(4)%</b>
<b>Gross Profit</b>	<b>137,609</b>	<b>93,830</b>	<b>43,778</b>	<b>47%</b>
<b>Expense</b>				
6000 · PAYROLL SALARIES & WAGES	47,135	51,959	(4,823)	(9)%
6100 · PAYROLL TAXES & BENEFITS	8,868	8,071	797	10%
6200 · PROGRAMMING				
6210 · NPR CSGER	13,455	6,707	6,748	101%
6211 · TJ Hour CSGER	750	563	188	33%
6215 · PRI CSGER	2,074		2,074	100%
6230 · New Dimensions CSGER		260	(260)	(100)%
6270 · RM Comm Radio CSGER	399	171	228	133%
<b>Total 6200 · PROGRAMMING</b>	<b>16,678</b>	<b>7,700</b>	<b>8,977</b>	<b>117%</b>
6280 · PROGRAMMING - INTERNET SVC				
6285 · Web Radio Streaming CSGER	839	1,196	(358)	(30)%
6292 · Spintron Charting CSGER	119	100	19	19%
<b>Total 6280 · PROGRAMMING - INTERNE...</b>	<b>958</b>	<b>1,296</b>	<b>(339)</b>	<b>(26)%</b>
6350 · BUILDING COSTS				
6370 · Mortgage Interest	3,495	3,692	(197)	(5)%
<b>Total 6350 · BUILDING COSTS</b>	<b>3,495</b>	<b>3,692</b>	<b>(197)</b>	<b>(5)%</b>

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<b>6400 · STORAGE UNIT RENTAL</b>				
6420 · Ilium Storage		260	(260)	(100)%
6430 · Telluride Self Storage	1,082	380	702	185%
<b>Total 6400 · STORAGE UNIT RENTAL</b>	<b>1,082</b>	<b>640</b>	<b>442</b>	<b>69%</b>
<b>6450 · REPAIR &amp; MAINT CSGEU</b>	<b>99</b>	<b>45</b>	<b>54</b>	<b>119%</b>
<b>6470 · INSURANCE</b>				
6470.2 · Gen Liab Insurance CSGEU	4,192	3,706	486	13%
6470.3 · Catast/Flood Insurance CSGEU	473	597	(124)	(21)%
6470.8 · Work Comp	542	904	(362)	(40)%
<b>Total 6470 · INSURANCE</b>	<b>5,207</b>	<b>5,207</b>	<b>(1)</b>	
<b>6500 · OFFICE EXPENSES</b>				
6510 · Fundraising Expenses CSGEU	3,900	3,405	496	15%
6515 · Membership Database CSGEU	671	802	(131)	(16)%
6520 · Supplies CSGEU	1,520	2,019	(499)	(25)%
6525 · Postage CSGEU	784	96	688	716%
6550 · Subscriptions & Education CSGEU	72	92	(20)	(22)%
6560 · Equipment & Software CSGEU	102	628	(525)	(84)%
6570 · Bank & CC Fees				
6501 · Bank Fees	1		1	100%
6502 · Credit Card Fees	1,424	1,153	271	24%
<b>Total 6570 · Bank &amp; CC Fees</b>	<b>1,425</b>	<b>1,153</b>	<b>272</b>	<b>24%</b>
6575 · Water-Office CSGEU	145	119	26	21%
<b>Total 6500 · OFFICE EXPENSES</b>	<b>8,618</b>	<b>8,313</b>	<b>306</b>	<b>4%</b>
<b>6600 · TELEPHONE</b>				
6615 · Wireless - Last Dollar	2,345	2,852	(507)	(18)%
6625 · Tower Phone CSGEU	126	161	(35)	(22)%
<b>Total 6600 · TELEPHONE</b>	<b>2,471</b>	<b>3,013</b>	<b>(542)</b>	<b>(18)%</b>
<b>6640 · UTILITIES</b>				
6650 · Office Electricity CSGEU	1,635	1,817	(182)	(10)%
6655 · WaterSewerTrashRecycling CSGEU	595	201	394	196%
6671 · Last Dollar electricity CSGEU	88	88		
6673 · Placerville 105.5 CSGEU	105	110	(5)	(5)%
6675 · Coonskin Comm Tower CSGEU	2,961		2,961	100%
<b>Total 6640 · UTILITIES</b>	<b>5,384</b>	<b>2,216</b>	<b>3,167</b>	<b>143%</b>
<b>6700 · LEGAL &amp; PROFESSIONAL</b>				
6710 · Accounting CSGEU	5,650	5,510	140	3%
6720 · Legal CSGEU		434	(434)	(100)%
<b>Total 6700 · LEGAL &amp; PROFESSIONAL</b>	<b>5,650</b>	<b>5,944</b>	<b>(294)</b>	<b>(5)%</b>

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<b>6750 · CONTRACT LABOR</b>				
6760 · Computer Consultants CSGEU	915	650	265	41%
6770 · Engineering CSGEU	128	80	48	59%
6775 · Industry Consultant CSGEU	4,415		4,415	100%
<b>Total 6750 · CONTRACT LABOR</b>	<b>5,458</b>	<b>730</b>	<b>4,728</b>	<b>648%</b>
<b>6800 · MEETINGS &amp; CONFERENCES</b>				
6810 · Meeting Expenses	102	124	(22)	(18)%
6840 · Travel		57	(57)	(100)%
<b>Total 6800 · MEETINGS &amp; CONFERENCES</b>	<b>102</b>	<b>181</b>	<b>(80)</b>	<b>(44)%</b>
<b>Total Expense</b>	<b>111,204</b>	<b>99,009</b>	<b>12,195</b>	<b>12%</b>
<b>Net Ordinary Income</b>	<b>26,405</b>	<b>(5,178)</b>	<b>31,583</b>	<b>610%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>8001 · INTEREST INCOME</b>				
8001.1 · Interest Income	15	5	10	189%
<b>Total 8001 · INTEREST INCOME</b>	<b>15</b>	<b>5</b>	<b>10</b>	<b>189%</b>
<b>Total Other Income</b>	<b>15</b>	<b>5</b>	<b>10</b>	<b>189%</b>
<b>Other Expense</b>				
<b>8200 · CAPITAL EXPENDITURES CSGEU</b>				
8300 · Depreciation Expense	9,609	9,609		
<b>Total 8200 · CAPITAL EXPENDITURES CS...</b>	<b>9,609</b>	<b>9,609</b>		
<b>8301 · OTHER EXPENSES</b>				
8305 · Late Fees/Finance Charges	35	151	(116)	(77)%
8320 · Interest Expense	119	240	(121)	(51)%
<b>Total 8301 · OTHER EXPENSES</b>	<b>154</b>	<b>391</b>	<b>(237)</b>	<b>(61)%</b>
<b>Total Other Expense</b>	<b>9,763</b>	<b>10,000</b>	<b>(237)</b>	<b>(2)%</b>
<b>Net Other Income</b>	<b>(9,747)</b>	<b>(9,994)</b>	<b>247</b>	<b>3%</b>
<b>Net Income</b>	<b>16,657</b>	<b>(15,173)</b>	<b>31,830</b>	<b>210%</b>