

WTIP Profit & Loss Budget vs. Actual January through September 2013

| | Jan - Sep 13 | Budget | \$ Over Bud... | % of Budget |
|----------------------------------|-------------------|-------------------|--------------------|---------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| Radio Waves Income | 7,359.00 | 4,500.00 | 2,859.00 | 163.5% |
| Dragon Boat Income | 0.00 | 1,000.00 | -1,000.00 | 0.0% |
| Bank Interest | 139.88 | 120.00 | 19.88 | 116.6% |
| Membership | 75,869.78 | 110,000.00 | -34,130.22 | 69.0% |
| Business Underwriting- Advertis | 60,199.47 | 85,000.00 | -24,800.53 | 70.8% |
| Business Underwriting - Sports | 7,095.00 | 10,000.00 | -2,905.00 | 71.0% |
| Business Underwriting- AMPERS | 3,204.45 | 2,300.00 | 904.45 | 139.3% |
| In Kind Contributions | 0.00 | 22,000.00 | -22,000.00 | 0.0% |
| New Building Income | | | | |
| Donations | 24,087.69 | 20,000.00 | 4,087.69 | 120.4% |
| Total New Building Income | 24,087.69 | 20,000.00 | 4,087.69 | 120.4% |
| Grants | | | | |
| Paul Schaap Foundation | 10,000.00 | | | |
| Coastal - LSP | 145.89 | 1,200.00 | -1,054.11 | 12.2% |
| ARAC RW | 0.00 | 5,000.00 | -5,000.00 | 0.0% |
| AMPERS | 43,434.06 | 20,000.00 | 23,434.06 | 217.2% |
| St of MN Heritage Fund | 94,157.34 | 125,000.00 | -30,842.66 | 75.3% |
| Cook County Grant | 2,375.00 | 2,375.00 | 0.00 | 100.0% |
| CPB | 34,112.00 | 125,000.00 | -90,888.00 | 27.3% |
| Lloyd K. Johnson Grant | 25,000.00 | | | |
| DSACF | 3,000.00 | | | |
| Grants - Other | 4,980.86 | 10,000.00 | -5,019.14 | 49.8% |
| Total Grants | 217,205.15 | 288,575.00 | -71,369.85 | 75.3% |
| Grants - Equipment | 3,000.00 | | | |
| Miscellaneous Income | 5.00 | | | |
| Total Income | 398,165.42 | 543,495.00 | -145,329.58 | 73.3% |
| Expense | | | | |
| LKJ Grant - Community Garden | 0.00 | 1,000.00 | -1,000.00 | 0.0% |
| Radio Waves | | | | |
| Supplies | 334.98 | | | |
| Contractors | 11,306.98 | | | |
| Musicians/Tech | 6,040.54 | 15,000.00 | -8,959.46 | 40.3% |
| Total Radio Waves | 17,682.50 | 15,000.00 | 2,682.50 | 117.9% |
| Community Garden | | | | |
| New Building | 2,298.46 | | | |
| Supplies | 534.10 | 1,200.00 | -665.90 | 44.5% |
| Repairs and Maintenance | 6,131.08 | 7,500.00 | -1,368.92 | 81.7% |
| Propane | 1,903.87 | 3,000.00 | -1,096.13 | 63.5% |
| Insurance | 3,403.65 | 3,552.00 | -148.35 | 95.8% |
| Utilities | 4,324.53 | 6,000.00 | -1,675.47 | 72.1% |
| Total New Building | 16,297.23 | 21,252.00 | -4,954.77 | 76.7% |
| Conference | | | | |
| AP Conference | 496.26 | | | |
| NFCB Conference | 2,888.94 | 5,000.00 | -2,111.06 | 57.8% |
| Conference - Other | 200.00 | | | |
| Total Conference | 3,585.20 | 5,000.00 | -1,414.80 | 71.7% |
| AMPERS Dues | 0.00 | 6,500.00 | -6,500.00 | 0.0% |
| NFCB Dues | 0.00 | 3,600.00 | -3,600.00 | 0.0% |
| In Kind Expenses | 0.00 | 22,000.00 | -22,000.00 | 0.0% |
| Marketing | | | | |
| Website | 357.50 | 1,000.00 | -642.50 | 35.8% |
| Advertising | 1,513.00 | 1,000.00 | 513.00 | 151.3% |
| Marketing - Other | 681.20 | 1,000.00 | -318.80 | 68.1% |
| Total Marketing | 2,551.70 | 3,000.00 | -448.30 | 85.1% |
| Volunteer Expense | | | | |
| Annual Meeting | 411.06 | 1,000.00 | -588.94 | 41.1% |
| Training | 0.00 | 2,000.00 | -2,000.00 | 0.0% |
| Volunteer Expense - Other | 425.30 | 500.00 | -74.70 | 85.1% |
| Total Volunteer Expense | 836.36 | 3,500.00 | -2,663.64 | 23.9% |

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| Administrative Expenses | | | | |
| Equipment Maintenance | 120.00 | 1,000.00 | -880.00 | 12.0% |
| Training | 0.00 | 0.00 | 0.00 | 0.0% |
| Board Insurance | 1,053.00 | 1,050.00 | 3.00 | 100.3% |
| Ampers Annual Meeting | -102.16 | 200.00 | -302.16 | -51.1% |
| Accounting/Bookkeeping Services | 5,760.00 | 5,800.00 | -40.00 | 99.3% |
| Subscriptions | 589.68 | 950.00 | -360.32 | 62.1% |
| Copies/Printing | 348.05 | 1,000.00 | -651.95 | 34.8% |
| Mileage, Meals & Misc | 673.40 | 700.00 | -26.60 | 96.2% |
| Postage | 707.52 | 500.00 | 207.52 | 141.5% |
| Licenses and Permits | 25.00 | 100.00 | -75.00 | 25.0% |
| Miscellaneous | 53.00 | 150.00 | -97.00 | 35.3% |
| Office Supplies | 2,930.54 | 4,000.00 | -1,069.46 | 73.3% |
| Total Administrative Expenses | 12,158.03 | 15,450.00 | -3,291.97 | 78.7% |
| Fundraising Expenses | | | | |
| NSDBF | -42.25 | | | |
| Per Diem / Mileage Underwriting | 105.00 | 200.00 | -95.00 | 52.5% |
| Postage | 1,658.63 | 2,500.00 | -841.37 | 66.3% |
| Credit Card Fees & Supplies | 1,223.49 | 1,600.00 | -376.51 | 76.5% |
| Event Costs | 216.31 | 500.00 | -283.69 | 43.3% |
| Printing and Reproduction | 1,252.20 | 1,200.00 | 52.20 | 104.4% |
| Promotional Item Purchases | 4,975.77 | 4,500.00 | 475.77 | 110.6% |
| Total Fundraising Expenses | 9,389.15 | 10,500.00 | -1,110.85 | 89.4% |
| On Air / Studio Expense | | | | |
| Programming | | | | |
| Youth Radio | | | | |
| McHugh | 2,800.00 | 4,300.00 | -1,500.00 | 65.1% |
| Youth Radio - Other | 0.00 | 500.00 | -500.00 | 0.0% |
| Total Youth Radio | 2,800.00 | 4,800.00 | -2,000.00 | 58.3% |
| Music Licensing | 707.00 | 800.00 | -93.00 | 88.4% |
| News Department | 135.00 | 500.00 | -365.00 | 27.0% |
| Music Department | 0.00 | 100.00 | -100.00 | 0.0% |
| Independent Producers | 12,994.26 | 9,400.00 | 3,594.26 | 138.2% |
| AP News | 892.96 | 6,700.00 | -5,807.04 | 13.3% |
| Remote Expense | | | | |
| Tech Services | 875.00 | 1,500.00 | -625.00 | 58.3% |
| Total Remote Expense | 875.00 | 1,500.00 | -625.00 | 58.3% |
| Mileage/Meals | 686.70 | 2,100.00 | -1,413.30 | 32.7% |
| Web Streaming | 1,004.40 | 1,500.00 | -495.60 | 67.0% |
| National Programming | 9,917.00 | 25,000.00 | -15,083.00 | 39.7% |
| Total Programming | 30,012.32 | 52,400.00 | -22,387.68 | 57.3% |
| Telephone | | | | |
| Cell Phone | 1,090.08 | 1,700.00 | -609.92 | 64.1% |
| Telephone Basic - Studio | 3,158.37 | 4,200.00 | -1,041.63 | 75.2% |
| Telephone Long Distance - Studi | 507.77 | 650.00 | -142.23 | 78.1% |
| Football | 114.63 | 208.00 | -93.37 | 55.1% |
| Total Telephone | 4,870.85 | 6,758.00 | -1,887.15 | 72.1% |
| Equipment - Non Capital | 3,590.34 | 6,500.00 | -2,909.66 | 55.2% |
| Insurance - Business | 200.00 | 200.00 | 0.00 | 100.0% |
| Technical Services - Studio | 7,260.00 | 12,000.00 | -4,740.00 | 60.5% |
| Total On Air / Studio Expense | 45,933.51 | 77,858.00 | -31,924.49 | 59.0% |
| Professional Fees | | | | |
| Legal Fees | 1,619.91 | 3,500.00 | -1,880.09 | 46.3% |
| Total Professional Fees | 1,619.91 | 3,500.00 | -1,880.09 | 46.3% |
| Staffing Expenses | | | | |
| Payroll Taxes | 18,405.69 | 23,000.00 | -4,594.31 | 80.0% |
| Wages | 219,176.88 | 258,500.00 | -39,323.12 | 84.8% |
| Medical Insurance | 15,189.01 | 28,776.00 | -13,586.99 | 52.8% |
| Worker's Comp Insurance | 1,997.00 | 1,600.00 | 397.00 | 124.8% |
| Total Staffing Expenses | 254,768.58 | 311,876.00 | -57,107.42 | 81.7% |

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| | <u>Jan - Sep 13</u> | <u>Budget</u> | <u>\$ Over Bud...</u> | <u>% of Budget</u> |
|--|------------------------|------------------------|-------------------------|---------------------|
| Tower/Transmitter Expenses | | | | |
| Transmitter | | | | |
| Repairs and Maintenance | 603.50 | 800.00 | -196.50 | 75.4% |
| Misc Equipment | 3,426.96 | 2,000.00 | 1,426.96 | 171.3% |
| Electricity - Tower | 15,334.37 | 20,500.00 | -5,165.63 | 74.8% |
| Telephone- Tower | 2,301.04 | 3,050.00 | -748.96 | 75.4% |
| Tower Insurance | 1,075.00 | 1,075.00 | 0.00 | 100.0% |
| Technical Services - Tower | 1,625.00 | 2,100.00 | -475.00 | 77.4% |
| Total Transmitter | <u>24,365.87</u> | <u>29,525.00</u> | <u>-5,159.13</u> | <u>82.5%</u> |
| Gunflint Transmitter | | | | |
| Electricity | 0.00 | 1,000.00 | -1,000.00 | 0.0% |
| Equipment | 0.00 | 500.00 | -500.00 | 0.0% |
| Insurance | 291.00 | 291.00 | 0.00 | 100.0% |
| Technical Services | 0.00 | 500.00 | -500.00 | 0.0% |
| Rent | 0.00 | 900.00 | -900.00 | 0.0% |
| Telephone | 291.96 | 400.00 | -108.04 | 73.0% |
| Total Gunflint Transmitter | <u>582.96</u> | <u>3,591.00</u> | <u>-3,008.04</u> | <u>16.2%</u> |
| Grand Portage Transmitter Expen | | | | |
| Repairs and Maint | 0.00 | 500.00 | -500.00 | 0.0% |
| Telephone | 291.96 | 400.00 | -108.04 | 73.0% |
| Insurance | 466.00 | 466.00 | 0.00 | 100.0% |
| Equipment | 26.86 | | | |
| Engineering/Tech Services | 800.00 | 1,000.00 | -200.00 | 80.0% |
| Total Grand Portage Transmitter Expen | <u>1,584.82</u> | <u>2,366.00</u> | <u>-781.18</u> | <u>67.0%</u> |
| Total Tower/Transmitter Expenses | <u>26,533.65</u> | <u>35,482.00</u> | <u>-8,948.35</u> | <u>74.8%</u> |
| Total Expense | <u>393,654.28</u> | <u>535,518.00</u> | <u>-141,863.72</u> | <u>73.5%</u> |
| Net Ordinary Income | <u>4,511.14</u> | <u>7,977.00</u> | <u>-3,465.86</u> | <u>56.6%</u> |
| Net Income | <u>4,511.14</u> | <u>7,977.00</u> | <u>-3,465.86</u> | <u>56.6%</u> |