

2020 Budget and 2021 Projected

				2021
				Projected Budget
Ordinary Income/Expense				
		Income		
		4000 · Fundraising		
		4010 · Pledge Drives		
		4020 · On Air Donation		\$139,000.00
		4030 · Direct Mail Donations		\$17,600.00
		4040 · Online Donations		\$47,000.00
		4050 · Other Donation		\$19,200.00
		4060 · Pledge Drive Tradeout		\$9,000.00
		4010 · Pledge Drives - Other		\$0.00
		Total 4010 · Pledge Drives		\$231,800.00
		4100 · Special Events		
		4110 · Band auction		\$20,000.00
		4120 · Event Sponsorships		\$12,000.00
		4125 · Event Tickets		\$14,000.00
		4140 · Tradeouts for Special Events		\$10,000.00
		4190 · Other Special Events income		\$750.00
		4100 · Special Events - Other		\$0.00
		Total 4100 · Special Events		\$56,750.00
		4200 · Other Fundraising Income		
		4034 · Unsolicited contributions		\$0.00
		4210 · Vehicles for Charity		\$3,500.00
		4220 · Matching Funds		\$2,500.00
		4240 · Combined Federal Campaign		\$4,000.00
		4250 · On-Line & On-Air Auctions		\$0.00
		4260 · Tradeouts for Other Fundraising		\$1,000.00
		4273 · Special Appeal		\$8,000.00
		4280 · Recurring payments		\$88,000.00
		Total 4200 · Other Fundraising Income		\$107,000.00
		4300 · Underwriting Income		
		4310 · Merchants underwriting		\$45,000.00
		4320 · Heartland Labor Forum		\$2,080.00
		4330 · Trade Outs		\$500.00
		4300 · Underwriting Income - Other		\$0.00
		Total 4300 · Underwriting Income		\$47,580.00
		4400 · Grants		
		4133 · State Of Missouri		\$9,000.00
		4450 · Unrestricted Grants		\$23,000.00
		4455 – Restricted Grants		\$10,000.00
		4400 · Grants - Other		\$0.00
		Total 4400 · Grants		\$42,000.00
		4500 · Sublease Income		
		4510 · First Student		\$12,600.00
		4520 · Sprint		\$21,083.00
		Total 4500 · Sublease Income		\$33,683.00
		4800 · Other Income		
		4810 · Donated Stock		\$0.00
		4820 · Realized Gain/Loss on Invest.		\$0.00
		4830 · Unrealized Gain/Loss for Invest		\$0.00
		4840 · Misc. Income		\$0.00

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		4845 · Memorial Income	\$2,000.00
		4855 · Other Income Tradeouts	\$4,000.00
		4960 · Dividends Earned	\$300.00
		4950 · Interest Income	\$3,500.00
		4700 · Amazon Associates Referral Fees	\$15.00
		4800 · Other Income - Other	\$0.00
		Total 4800 · Other Income	\$9,815.00
		4850 · In Kind Donations	\$300.00
		4900 · Donated Goods and Services	\$204,000.00
		Total 4000 · Fundraising	\$732,928.00
		49900 · Uncategorized Income	\$0.00
		Total Income	\$732,928.00
		Cost of Goods Sold	
		5000 · Cost of Goods Sold	\$0.00
		5060 · Online Auction Costs	\$0.00
		Total 5000 · Cost of Goods Sold	\$0.00
		Total COGS	
		Gross Profit	\$732,928.00
		Expense	
		6000 · Rent Expense	
		6010 · Tower rent	-\$16,308.00
		6020 · Tower sub-rent	-\$5,328.00
		6040 · Rent 3901 Main St. offices	-\$58,014.75
		Total 6000 · Rent Expense	-\$79,650.75
		6100 · Engineering and Maintenance	
		6105 · Engineering Expense	
		6110 · Engineering_Transmitter, Parts	-\$800.00
		6115 · Engineering_Transmitter, Labor	-\$6,500.00
		6120 · Engineering_Studio, Parts	-\$3,000.00
		6125 · Engineering_Studio, Labor	-\$750.00
		6130 · Frequency monitoring	-\$40.00
		Total 6105 · Engineering Expense	-\$11,090.00
		6135 · Equipment & Facility Maint	-\$1,800.00
		6100 · Engineering and Maintenance - Other	\$0.00
		Total 6100 · Engineering and Maintenance	-\$12,890.00
		6200 · Depreciation Expense	-\$24,000.00
		6300 · Insurance Expense	
		6305 – Nonprofit Insurance Package	-\$6,360.00
		6310 · Directors and Officers Liab.	-\$1,360.00
		6320 · General Liability	\$0.00
		6330 · Commercial Property	\$0.00
		6340 · Tower and Antenna Insurance	\$0.00
		6350 · Workers Comp Insurance	-\$2,580.00
		6370 · Libel/First Amendment	-\$2,500.00
		6380 · Volunteer Accident Insurance	-\$350.00
		6390 · Auto Insurance	\$0.00
		Total 6300 · Insurance Expense	-\$13,150.00
		6400 · Programming Expenses	
		6410 · Music license fees	-\$7,200.00
		6420 · Program acquisition	-\$1,000.00
		6400 · Programming Expenses - Other	\$0.00
		Total 6400 · Programming Expenses	-\$8,200.00
		6500 · Fundraising Expenses	

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		6510 · Pledge Drive Expenses	-\$14,000.00
		6515 · Trade Pledge Expense (Tradeouts)	-\$9,000.00
		6520 · Events Expense	
		6520.1 · Event Insurance	\$0.00
		6520 · Events Expense - Other	-\$15,000.00
		6520 · Events Expense	-\$15,000.00
		6525 · Trade Special Events	-\$10,000.00
		6530 · Strategic Fundraising/Developmnt	-\$500.00
		6540 · Special Appeals	-\$1,500.00
		6550 · Online Auction	\$0.00
		6555 – Online Auction Tradeouts	\$0.00
		6560 · Band Auction	-\$1,000.00
		6565 · Band Auction Trade	-\$500.00
		6570 – Underwriting Expense	-\$175.00
		6571 – Underwriting Tradeouts	-\$500.00
		6575 · Combined Fed Campaign Expense	-\$600.00
		Total 6500 · Fundraising Expenses	-\$52,775.00
		6600 · Volunteer Costs	
		6610 · Other Volunteer Costs	-\$2,000.00
		6615 - Volunteer Costs Trade	-\$1,000.00
		6600 · Volunteer Costs - Other	-\$500.00
		Total 6600 · Volunteer Costs	-\$3,500.00
		6700 · Marketing Costs	
		6705 · Marketing-Design & Printing	-\$1,000.00
		6710 · Advertising-Billbrd,Bsticks,Sch	-\$1,000.00
		6715 · Marketing&Advertising Tradeout	-\$1,500.00
		6720 · Arbitron/RRC Data Services	\$0.00
		6700 · Marketing Costs - Other	-\$700.00
		Total 6700 · Marketing Costs	-\$4,200.00
		6800 · Website and Streaming	
		6810 · Website redesign	\$0.00
		6820 · Podcast Expense	-\$2,900.00
		6800 · Website and Streaming - Other	-\$4,000.00
		Total 6800 · Website and Streaming	-\$6,900.00
		6900 · Utilities	
		6910 · Electricity	-\$30,000.00
		6930 · Internet ISP	-\$4,000.00
		6950 · Telephone service	-\$4,000.00
		6970 · Cell Phone Reimbursement	-\$450.00
		Total 6900 · Utilities	-\$38,450.00
		7000 · Employment Expenses	
		7010 · Commissions	-\$14,100.00
		7020 · Salaries and Wages	-\$145,760.00
		7030 · Payroll taxes	-\$12,392.00
		7040 · Health insurance	-\$14,400.00
		7050 · Other Employment Expenses	-\$1,500.00
		7060 · Contractors	\$0.00
		7070 · In-kind Program Salaries	-\$204,000.00
		7080 · Staff Training	-\$300.00
		Total 7000 · Employment Expenses	-\$392,452.00
		7100 · Board of Directors Expense	
		7110 · Organization Dev & Training	-\$200.00
		7120 · Strategic Planning	-\$2,000.00

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	7130 · Board of Directors Trade Out	-\$2,000.00
	7100 · Board of Directors Expense - Other	-\$300.00
	Total 7100 · Board of Directors Expense	-\$4,500.00
	7200 · Conferences	-\$750.00
	7205 · Travel & Mileage	-\$750.00
	7210 · Meeting, Meals & Entertainment	-\$400.00
	7300 · Supplies	
	7310 · Office supplies	-\$2,200.00
	7320 · Production Supplies	\$0.00
	7300 · Supplies - Other	-\$500.00
	Total 7300 · Supplies	-\$2,700.00
	7400 · Postage and delivery	-\$2,000.00
	7500 · Computer Software, Svc & Support	
	7510 · Computer Tech Support & Service	-\$2,000.00
	7520 · Computer supplies & maintenance	-\$500.00
	7500 · Computer Software, Svc & Supp-Other	\$0.00
	Total 7500 · Computer Software, Svc & Support	-\$2,500.00
	7600 · Financial Expenses	
	7615 · Other Interest Expense	\$0.00
	7620 · Bank Discount Fee, Merchants	-\$10,100.00
	7630 · Bank Service Charge	-\$2,700.00
	Total 7600 · Financial Expenses	-\$12,800.00
	7700 · Legal and Professional	
	7710 · Audit and Accounting	-\$25,000.00
	7715 · Database CRM - salesforce	-\$200.00
	7720 · Legal Fees	-\$2,000.00
	7700 · Legal and Professional - Other	\$0.00
	Total 7700 · Legal and Professional	-\$27,200.00
	7800 · Dues and Subscriptions	-\$650.00
	8000 · Affiliations Expense	
	8010 · Pacifica	-\$2,652.00
	8020 · NFCB	-\$2,775.00
	8030 · NAB broadcaster dues	-\$360.00
	8040 · Other Affiliations Fees	\$0.00
	Total 8000 · Affiliations Expense	-\$5,787.00
	8100 · Miscellaneous expenses	-\$1,000.00
	Total Expense	-\$697,204.75
	Net Ordinary Income	\$35,723.25
	Other Income/Expense	
	Other Income	
	4970 · Gain/Loss of Asset Disposal	
	Total Other Income	\$0.00
	Other Expense	
	9000 · Bad Debt expense	
	Total Other Expense	\$0.00
	Net Other Income	\$0.00
	Net Income	\$35,723.25