

## KPFA

## Income Statement

For the Eight Months Ending May 31, 2011

Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
<b>Summary</b>				
<b>Revenue</b>				
Listener Support	2,182,121	2,054,688	127,434	6.2%
Donations	171,967	155,000	16,967	10.9%
Community Events/Crafts Fair	101,347	117,195	(15,849)	(13.5%)
CPB Grants	170,481	162,590	7,891	4.9%
Other Grants	1,100	60,000	(58,900)	(98.2%)
Miscellaneous/Interest Income	75,511	15,386	60,125	390.8%
			-	-
<b>Total Revenue</b>	<b>2,702,527</b>	<b>2,564,859</b>	<b>137,668</b>	<b>5.4%</b>
			-	-
<b>Expenses:</b>				
Salaries and Related Expenses	1,281,329	1,204,559	(76,770)	(6.4%)
Board Expenses	11,376	16,314	4,938	30.3%
Administrative Expenses	295,879	270,999	(24,880)	(9.2%)
Programming Expenses	185,614	181,719	(3,895)	(2.1%)
Development Expenses	211,092	250,836	39,743	15.8%
Community Events Expenses	80,549	83,044	2,495	3.0%
			-	-
<b>Total Direct Expenses</b>	<b>2,065,839</b>	<b>2,007,471</b>	<b>(58,368)</b>	<b>(2.9%)</b>
<b>Shared Expenses</b>	<b>416,097</b>	<b>400,664</b>	<b>(15,433)</b>	<b>(3.9%)</b>
			-	-
<b>Total Expenses</b>	<b>2,481,936</b>	<b>2,408,135</b>	<b>(73,801)</b>	<b>(3.1%)</b>
			-	-
<b>Net Income (Net Loss)</b>	<b>220,591</b>	<b>156,724</b>	<b>63,867</b>	<b>40.8%</b>
<b>Capital Items</b>	<b>10,174</b>	<b>22,900</b>	<b>12,726</b>	<b>55.6%</b>
			-	-
<b>Surplus (Deficiency)</b>	<b>210,417</b>	<b>133,824</b>	<b>76,593</b>	<b>57.2%</b>
			=	=
<b>Details</b>				
<b>Revenue:</b>				
Listener Support	2,134,390	1,982,688	151,702	7.7%
Website Income	41,856	64,000	(22,144)	(34.6%)
Corporate Match	5,876	8,000	(2,125)	(26.6%)
Major Donor Income	40,000	80,200	(40,200)	(50.1%)
Donations	119,283	62,800	56,483	89.9%

Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
Car Donations	12,684	12,000	684	5.7%
Community Events Income	25,358	18,275	7,083	38.8%
Crafts Fair Income	75,988	98,920	(22,932)	(23.2%)
Grants Income-CPB/CSG-Unrestricted	117,868	120,317	(2,449)	(2.0%)
Grant Income-CPB NPPAG-Restricted	52,613	42,273	10,340	24.5%
Grants Income	600		600	
Grant Income - Non Operating	500		500	
Grant Income - Restricted		60,000	(60,000)	(100.0%)
Miscellaneous/Other Income	30,215	14,000	16,215	115.8%
Interest Income	1,140	1,386	(246)	(17.8%)
Unrealized Gain (Loss) Stocks Investments	44,156		44,156	
				-
<b>Total Revenue</b>	<b>2,702,527</b>	<b>2,564,859</b>	<b>137,668</b>	<b>5.4%</b>
				-
<b>Expenses:</b>				
<b>Salaries and Related Expenses</b>				
Gross Salaries	869,380	773,701	(95,679)	(12.4%)
Severance Pay	49,581	22,957	(26,624)	(116.0%)
Payroll Taxes - FICA	70,302	64,884	(5,418)	(8.3%)
Payroll Taxes - SUI	20,605	20,666	61	0.3%
Pension Plan Contributions	10,158	15,570	5,412	34.8%
403B Matching Contributions	11,533	15,570	4,038	25.9%
Health Benefits	248,795	288,460	39,665	13.8%
Child Care	975	2,750	1,775	64.5%
				-
<b>Total Salaries &amp; Related Expenses</b>	<b>1,281,329</b>	<b>1,204,559</b>	<b>(76,770)</b>	<b>(6.4%)</b>
				-
<b>Board Expenses</b>				
<b>National Board Expenses</b>				
Board Meeting and Travel	170		(170)	
				-
<b>Total National Board Expenses</b>	<b>170</b>		<b>(170)</b>	
				-
<b>Local Board &amp; Election Expenses</b>				
Local Board Expenses	400	1,125	725	64.4%
Board Election	10,806	15,189	4,382	28.9%
				-
<b>Total Local Board &amp; Election Expenses</b>	<b>11,206</b>	<b>16,314</b>	<b>5,107</b>	<b>31.3%</b>
				-

Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
<b>Total Board Expenses</b>	<b>11,376</b>	<b>16,314</b>	<b>4,938</b>	<b>30.3%</b>
				-
<b>Administrative Expenses</b>				
Telephone	14,054	28,414	14,360	50.5%
Telephone - Radio Lines	10,717	14,500	3,783	26.1%
Internet/Cable Connection	5,754	13,600	7,846	57.7%
Postage	1,158	1,645	487	29.6%
Delivery/Messengerial	82	354	272	76.8%
Association Dues, Membership and Periodicals	1,008	8,080	7,072	87.5%
Consultants		7,600	7,600	100.0%
Professional Services - Legal	88,064	33,333	(54,731)	(164.2%)
Insurance	11,840	10,964	(876)	(8.0%)
Interest Expense		49	49	100.0%
Bank Charges	9,430	8,800	(630)	(7.2%)
Conferences and Training	281	709	428	60.3%
SCA Conference	281		(281)	
Travel	808	560	(248)	(44.3%)
Local Travel, Mileage	1,695	2,400	705	29.4%
Administrative Expenses, Continued				
Meeting Expenses	69	600	531	88.5%
Office & Supplies Expenses	3,116	3,952	837	21.2%
State Filing Fee	13,971	6,014	(7,957)	(132.3%)
Penalties and Fees	152		(152)	
Fine and Penalty	279		(279)	
Rental Property Expense	71		(71)	
Utilities - Office	17,532	16,188	(1,344)	(8.3%)
Repairs & Maintenance -General	32,321	28,604	(3,717)	(13.0%)
Computer Maintenance	7,404	6,400	(1,004)	(15.7%)
Depreciation Expense	75,672	75,672		
Personnel Search	120	800	680	85.0%
Other Administrative		1,760	1,760	100.0%
				-
<b>Total Administrative Expenses</b>	<b>295,879</b>	<b>270,999</b>	<b>(24,880)</b>	<b>(9.2%)</b>
				-
<b>Programming Expenses</b>				
News Services	25,620	26,900	1,280	4.8%
CAC Training Expenses	310	580	270	46.6%
Satellite Fee - News Uplink / Downlink	15,254	11,000	(4,254)	(38.7%)
Maintenance - Technical	2,732	3,797	1,065	28.0%

Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
Web-Site Expenses	51,348	48,000	(3,348)	(7.0%)
Tapes and Supplies	1,309		(1,309)	
Audio Port Expenses	5,663		(5,663)	
Other Programming	4,960	17,740	12,780	72.0%
Rent Expense -Tower	960	960		
Utilities -Tower	23,844	27,214	3,370	12.4%
Free Speech Radio News - CPB NPPAG	52,613	42,273	(10,340)	(24.5%)
Non-Operating Grant Expense	1,002	3,255	2,253	69.2%
				-
<b>Total Programming Expenses</b>	<b>185,614</b>	<b>181,719</b>	<b>(3,895)</b>	<b>(2.1%)</b>
				-
<b>Development Expenses</b>				
Credit Card Discount Fees	28,743	30,584	1,841	6.0%
Direct Mail	7,327	13,572	6,245	46.0%
Direct Mail Postage	16,272	5,817	(10,455)	(179.7%)
Subscriptions Services	13,277	12,003	(1,274)	(10.6%)
Subscriptions Supplies	4,076	2,741	(1,335)	(48.7%)
Premiums	91,479	116,957	25,478	21.8%
Premiums - PRA		8,803	8,803	100.0%
Premiums- Shipping/Postage	8,367	14,891	6,524	43.8%
Fund Drive Expenses	259	1,003	745	74.2%
Printing	9,655	17,854	8,199	45.9%
Postage - Subs. & Dev.	23,699	6,819	(16,881)	(247.6%)
Mailing Services	7,939	7,760	(179)	(2.3%)
TeleMarketing				0.0%
Advertising and Promotion		401	401	100.0%
Other Development		7,000	7,000	100.0%
Major Gifts Expenses		4,632	4,632	100.0%
				-
<b>Total Development Expenses</b>	<b>211,092</b>	<b>250,836</b>	<b>39,743</b>	<b>15.8%</b>
				-
<b>Community Events</b>				
Community Events Expenses	8,424	8,782	359	4.1%
Crafts Fair Expenses	72,126	74,262	2,136	2.9%
				-
<b>Total Community Events Expenses</b>	<b>80,549</b>	<b>83,044</b>	<b>2,495</b>	<b>3.0%</b>
				-
<b>Total Direct Expenses</b>	<b>2,065,839</b>	<b>2,007,471</b>	<b>(58,368)</b>	<b>(2.9%)</b>
<b>Shared Expenses</b>	<b>416,097</b>	<b>400,664</b>	<b>(15,433)</b>	<b>(3.9%)</b>
				-

Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
<b>Total Expenses</b>	2,481,936	2,408,135	(73,801)	(3.1%)
				-
<b>Net Income (Net Loss)</b>	220,591	156,724	63,867	40.8%
				-
<b>Capital Items</b>				
Office Equipment		7,500	7,500	100.0%
Telephone System		5,400	5,400	100.0%
Computer System		10,000	10,000	100.0%
Broadcast/Tech Equipment	2,120		(2,120)	
Transmitter Equipment	8,054		(8,054)	
Building Improvement				
				-
<b>Total Capital Items</b>	10,174	22,900	12,726	55.6%
				-
<b>Surplus (Deficiency)</b>	210,417	133,824	76,593	57.2%
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