

Pacifica Foundation

Consolidated Income Statement

For the Eight Months Ending May 31, 2011

Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
Summary				
Revenue				
Listener Support	8,441,781	8,402,485	39,296	0.5%
Donations	498,114	412,250	85,865	20.8%
Community Events/Crafts Fair	327,564	332,983	(5,418)	(1.6%)
Sales	25,374	30,518	(5,144)	(16.9%)
Income From Affiliates	154,696	137,609	17,088	12.4%
SCA Income	202,000	208,000	(6,000)	(2.9%)
Rent Income				
CPB Grants	766,711	893,546	(126,835)	(14.2%)
Other Grants	93,875	102,500	(8,625)	(8.4%)
Miscellaneous/Interest Income	228,714	16,316	212,397	1,301.8%
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Total Revenue	10,738,830	10,536,207	202,623	1.9%
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Expenses:				
Salaries and Related Expenses	4,742,535	4,768,435	25,901	0.5%
Board Expenses	94,561	190,868	96,306	50.5%
Administrative Expenses	1,909,434	1,784,319	(125,115)	(7.0%)
Programming Expenses	1,586,042	1,589,648	3,606	0.2%
Development Expenses	1,028,034	1,275,616	247,582	19.4%
Community Events Expenses	185,337	157,834	(27,503)	(17.4%)
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Total Direct Expenses	9,545,944	9,766,720	220,776	2.3%
Shared Expenses	30,063	0	(30,067)	(876,582.8%)
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Total Expenses	9,576,007	9,766,717	190,710	2.0%
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Net Income (Net Loss)	1,162,823	769,490	393,333	51.1%
Capital Items	51,278	92,075	40,797	44.3%
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Surplus (Deficiency)	1,111,544	677,415	434,130	64.1%
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Details				
Revenue:				
Listener Support	8,166,552	8,125,685	40,866	0.5%
Mail Fund Drive	127,813	112,000	15,813	14.1%
Website Income	119,273	129,500	(10,227)	(7.9%)
Corporate Match	28,143	35,300	(7,157)	(20.3%)
Major Donor Income	138,324	188,200	(49,876)	(26.5%)
Donations	231,594	114,867	116,728	101.6%
Donations - Capital Campaign	19,252		19,252	
Car Donations	99,760	109,183	(9,424)	(8.6%)
Restricted Contributions - Special Project	9,185		9,185	0.0%

Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
Community Events Income	144,984	104,063	40,922	39.3%
Community Events Income - Restricted	106,592		106,592	
Crafts Fair Income	75,988	228,920	(152,932)	(66.8%)
PRA Premiums Sales - Inhouse	12,895	18,918	(6,023)	(31.8%)
Premium Sales-Outside Pacifica	12,479	11,600	879	7.6%
Income from Affiliates	154,696	137,609	17,088	12.4%
SCA Income	202,000	208,000	(6,000)	(2.9%)
List Rental Income				
Grants Income-CPB/CSG-Unrestricted	553,796	829,977	(276,181)	(33.3%)
Grant Income-CPB NPPAG-Restricted	212,915	63,569	149,346	234.9%
Grants Income	93,375	42,500	50,875	119.7%
Grant Income - Non Operating	500		500	
Grant Income - Restricted		60,000	(60,000)	(100.0%)
Miscellaneous/Other Income	152,147	12,977	139,170	1,072.4%
Interest Income	11,145	3,339	7,806	233.8%
Unrealized Gain (Loss) Stocks Investments	65,421		65,421	
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Total Revenue	10,738,830	10,536,207	202,623	1.9%
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Expenses:				
Salaries and Related Expenses				
Gross Salaries	3,408,432	3,345,964	(62,468)	(1.9%)
Severance Pay	67,183	22,957	(44,226)	(192.6%)
Payroll Taxes - FICA	265,712	251,520	(14,192)	(5.6%)
Payroll Taxes - SUI	77,072	72,933	(4,140)	(5.7%)
Pension Plan Contributions	37,742	63,775	26,033	40.8%
403B Matching Contributions	62,887	108,338	45,451	42.0%
Health Benefits	817,332	895,798	78,466	8.8%
Child Care	6,175	7,150	975	13.6%
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Total Salaries & Related Expenses	4,742,535	4,768,435	25,901	0.5%
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Board Expenses				
National Board Expenses				
Board Meeting and Travel	21,391	78,000	56,609	72.6%
Board Legal Consultation	2,912	40,000	37,088	92.7%
Board Telephone Conferences	7,649	12,000	4,351	36.3%

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Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
Board FedEx and Other Expenses	1,233	1,140	(93)	(8.2%)
Board Consultants	738		(738)	
Total National Board Expenses	33,922	131,140	97,218	74.1%
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Local Board & Election Expenses				
Local Board Expenses	3,296	7,389	4,093	55.4%
LAB Election Expenses				
Board Election	57,343	52,339	(5,004)	(9.6%)
Total Local Board & Election Expenses	60,639	59,728	(911)	(1.5%)
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Total Board Expenses	94,561	190,868	96,306	50.5%
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Administrative Expenses				
Telephone	177,287	183,758	6,471	3.5%
Telephone - Radio Lines	30,867	30,324	(543)	(1.8%)
CEO Telephone				
Internet/Cable Connection	12,887	20,958	8,071	38.5%
Postage	8,506	9,277	771	8.3%
Delivery/Messengerial	5,685	7,050	1,365	19.4%
Association Dues, Membership and Periodicals	1,722	17,235	15,513	90.0%
Consultants	170,471	83,940	(86,531)	(103.1%)
Consultants - Engineering	10,400	10,400		
Consultants - Website & Internet Radio	8,000	9,500	1,500	15.8%
Professional Services - Legal	242,723	114,917	(127,806)	(111.2%)
Legal Settlement Fees	5,000	22,000	17,000	77.3%
Audit Expenses	84,449	90,000	5,551	6.2%
Auditors Out-of-Pocket Expenses	9,450	5,000	(4,450)	(89.0%)
Outside Services	15,991	20,125	4,134	20.5%
Security Services	992		(992)	
ADP Payroll Charges	1,220	5,850	4,630	79.1%
Insurance	130,024	145,443	15,419	10.6%
Interest Expense	21,141	14,071	(7,071)	(50.3%)
Bank Charges	34,689	43,285	8,596	19.9%
Conferences and Training	4,308	8,909	4,601	51.6%
SCA Conference	281		(281)	
SCA Other Expenses		800	800	100.0%
Travel	8,111	21,000	12,889	61.4%
Local Travel, Mileage	5,114	7,050	1,936	27.5%

Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
Meeting Expenses	1,614	5,000	3,386	67.7%
Office & Supplies Expenses	27,562	26,392	(1,170)	(4.4%)
Printing - Administration	644	1,200	556	46.4%
Computer Supplies	17,568	17,400	(168)	(1.0%)
State Filing Fee	18,491	13,014	(5,477)	(42.1%)
Penalties and Fees	152		(152)	
Fine and Penalty	279		(279)	
Rent Expense - Office	355,001	343,300	(11,701)	(3.4%)
Rent and Lease of Equipment	68,058	64,805	(3,253)	(5.0%)
Rental Property Expense	71		(71)	(0.0%)
Storage Rental	17,093	15,760	(1,333)	(8.5%)
Utilities - Office	103,548	101,485	(2,063)	(2.0%)
Administrative Expenses, Continued				
Repairs & Maintenance -General	91,343	96,609	5,265	5.5%
Computer Maintenance	29,931	34,680	4,749	13.7%
Depreciation Expense	178,524	178,525	1	0.0%
Moving Expenses	1,658	1,600	(58)	(3.6%)
Personnel Search	1,518	5,220	3,702	70.9%
Other Station Expenses	4,604		(4,604)	
Other Administrative	2,454	8,436	5,982	70.9%
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Total Administrative Expenses	1,909,434	1,784,319	(125,115)	(7.0%)
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Programming Expenses				
Democracy Now	433,447	433,448	1	0.0%
News Services	56,413	49,588	(6,825)	(13.8%)
News Department, Stringers	1,371	11,200	9,829	87.8%
Programming Services	61,162	30,775	(30,387)	(98.7%)
CAC Training Expenses	310	580	270	46.6%
NFCB Convention Expenses	345	2,000	1,655	82.8%
NFCB Dues				
Presidential Election / Hearings	382		(382)	
Satellite Fee - News Uplink / Downlink	79,981	77,235	(2,746)	(3.6%)
Maintenance - Technical	62,822	46,507	(16,315)	(35.1%)
Maintenance - Engineer	23,999	16,936	(7,063)	(41.7%)
Folio / Newsletter	889	800	(89)	(11.1%)
Web-Site Expenses	71,170	77,629	6,459	8.3%
Supplies Wire Machines	1,557		(1,557)	
Tapes Restoration	39,849	71,156	31,307	44.0%
Tapes and Supplies	8,728	24,727	15,999	64.7%
Audio Port Expenses	5,663		(5,663)	
Other Programming	21,144	47,780	26,636	55.7%
Rent Expense -Tower	404,976	340,782	(64,194)	(18.8%)

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Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
Utilities -Tower	102,918	134,019	31,101	23.2%
Free Speech Radio News - CPB NPPAG	207,915	221,231	13,316	6.0%
Non-Operating Grant Expense	1,002	3,255	2,253	69.2%
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Total Programming Expenses	1,586,042	1,589,648	3,606	0.2%
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Development Expenses				
Credit Card Discount Fees	157,652	144,691	(12,961)	(9.0%)
Direct Mail	47,105	82,366	35,260	42.8%
Direct Mail Postage	42,661	38,924	(3,736)	(9.6%)
Subscriptions Services	19,740	19,603	(137)	(0.7%)
Subscriptions Supplies	23,538	15,597	(7,941)	(50.9%)
Premiums	446,446	614,322	167,876	27.3%
Premiums - PRA		8,803	8,803	100.0%
Premiums- Shipping/Postage	120,679	124,121	3,442	2.8%
Fund Drive Expenses	34,990	34,103	(887)	(2.6%)
Printing	41,470	67,684	26,213	38.7%
Postage - Subs. & Dev.	51,037	31,084	(19,954)	(64.2%)
Mailing Services	18,418	9,260	(9,158)	(98.9%)
Marketing / Promo Printing	1,619	3,000	1,381	46.0%
TeleMarketing	8,028	14,680	6,652	45.3%
Advertising and Promotion	1,173	20,587	19,414	94.3%
List Rental Expenses		160	160	100.0%
Other Development	13,478	33,200	19,722	59.4%
Major Gifts Expenses		13,432	13,432	100.0%
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Total Development Expenses	1,028,034	1,275,616	247,582	19.4%
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Community Events				
Community Events Expenses	75,471	42,992	(32,479)	(75.5%)
Crafts Fair Expenses	109,866	114,842	4,976	4.3%
				-
Total Community Events Expenses	185,337	157,834	(27,503)	(17.4%)
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Total Direct Expenses	9,545,944	9,766,720	220,776	2.3%
Shared Expenses	30,063	(3)	(30,067)	(876,582.8%)
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Total Expenses	9,576,007	9,766,717	190,710	2.0%
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Net Income (Net Loss)	1,162,823	769,490	393,333	51.1%
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Accounts	YTD FY2011		YTD Var B (W)	
	Actual	Budget	\$	%
Capital Items				
Furniture and Fixtures		13,015	13,015	100.0%
Office Equipment		7,500	7,500	100.0%
Telephone System	11,129	5,400	(5,729)	(106.1%)
Computer System	3,366	30,560	27,194	89.0%
Broadcast/Tech Equipment	4,962	8,000	3,038	38.0%
Transmitter Equipment	31,821	26,400	(5,421)	(20.5%)
Antenna		1,200	1,200	100.0%
Building Improvement				
				-
Total Capital Items	51,278	92,075	40,797	44.3%
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Surplus (Deficiency)	1,111,544	677,415	434,130	64.1%
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