

KPFA
Income Statement
 For the Eight Months Ending May 31, 2012

| | B | C | D | E | F | G | H | I | J | K | L | M | N | O |
|----|-------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|------------------|---------------|------------------|
| | | | | | | | | | | | | | | |
| 1 | | | | | | | | | | | | | | |
| 2 | | | | | | | | | | | | | | |
| 3 | | | | | | | | | | | | | | |
| 4 | | | | | | | | | | | | | | |
| 5 | Account | October | November | December | January | February | March | April | May | Y-T-D | Budget | Var \$ | Var % | Full 2012 Bdg't |
| 6 | Summary | | | | | | | | | | | | | |
| 7 | | | | | | | | | | | | | | |
| 8 | Revenue | | | | | | | | | | | | | |
| 9 | Listener Support | 444,413 | 129,737 | 313,727 | 56,901 | 443,593 | 124,606 | 55,041 | 500,346 | 2,068,365 | 2,227,033 | (158,668) | (7.1%) | 2,776,472 |
| 10 | Donations | 2,863 | 3,321 | 139,837 | 2,378 | 24,871 | 33,249 | 2,413 | 13,215 | 222,149 | 186,600 | 35,549 | 19.1% | 287,400 |
| 11 | Community Events Income | 623 | 7,708 | 8,618 | 8,843 | 2,160 | 7,739 | | | 35,691 | 22,800 | 12,891 | 56.5% | 34,200 |
| 12 | Crafts Fair Income | 22,880 | 15,318 | 34,819 | 842 | | | | | 73,858 | 72,650 | 1,208 | 1.7% | 149,328 |
| 13 | CPB Grants | 21,614 | 21,614 | 21,614 | 21,614 | 21,614 | 21,614 | 21,614 | 21,614 | 172,915 | 135,811 | 37,104 | 27.3% | 204,579 |
| 14 | Other Grants | | 10,000 | | | (10,000) | | | | | 38,000 | (38,000) | (100.0%) | 76,000 |
| 15 | Miscellaneous/Interest Income | 330 | 2,830 | 1,942 | | 2,155 | 4,710 | | 38,201 | 50,168 | 45,000 | 5,168 | 11.5% | 55,000 |
| 16 | Total Revenue | 492,724 | 190,527 | 520,558 | 90,578 | 484,394 | 191,919 | 79,068 | 573,377 | 2,623,145 | 2,727,894 | (104,749) | (3.8%) | 3,582,979 |
| 17 | | | | | | | | | | | | | | |
| 18 | Expenses: | | | | | | | | | | | | | |
| 19 | Salaries and Related Expenses | 152,624 | 138,619 | 153,471 | 150,855 | 164,920 | 146,620 | 142,526 | 151,106 | 1,200,742 | 1,212,156 | 11,414 | 0.9% | 1,811,939 |
| 20 | Board Expenses | 100 | 58 | | 315 | 175 | 393 | 158 | | 1,198 | 3,300 | 2,102 | 63.7% | 28,700 |
| 21 | Administrative Expenses | 34,099 | 57,974 | 25,512 | 31,913 | 54,729 | 64,279 | 33,332 | 28,611 | 330,449 | 261,160 | (69,289) | (26.5%) | 387,013 |
| 22 | Programming Expenses | 21,526 | 38,407 | 18,388 | 22,038 | 6,878 | 13,984 | 9,342 | 13,491 | 144,054 | 174,084 | 30,030 | 17.3% | 268,814 |
| 23 | Development Expenses | 2,469 | 23,933 | 18,304 | 32,542 | 23,431 | 32,933 | 16,301 | 19,609 | 169,522 | 291,412 | 121,890 | 41.8% | 384,156 |
| 24 | Community Events Expenses | 22,500 | 21,534 | 22,799 | 3,653 | 1,951 | (390) | 1,778 | 4,911 | 78,737 | 63,226 | (15,511) | (24.5%) | 88,283 |
| 25 | | | | | | | | | | | | | | |
| 26 | Total Direct Expenses | 233,319 | 280,525 | 238,474 | 241,317 | 252,083 | 257,818 | 203,438 | 217,728 | 1,924,702 | 2,005,338 | 80,636 | 4.0% | 2,968,905 |
| 27 | | | | | | | | | | | | | | |
| 28 | Shared Services | 85,891 | 25,068 | 51,382 | 10,949 | 90,474 | 17,703 | 27,408 | 148,740 | 457,615 | 424,131 | (33,483) | (7.9%) | 526,358 |
| 29 | | | | | | | | | | | | | | |
| 30 | Total Expenses | 319,211 | 305,593 | 289,855 | 252,266 | 342,557 | 275,521 | 230,846 | 366,468 | 2,382,317 | 2,429,469 | 47,153 | 1.5% | 3,495,263 |
| 31 | | | | | | | | | | | | | | |

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| | B | C | D | E | F | G | H | I | J | K | L | M | N | O |
|---------|---|----------|-----------|---------|-----------|----------|----------|-----------|---------|-----------|-----------|-----------|-----------|-----------|
| Account | October | November | December | January | February | March | April | May | Y-T-D | Budget | Var \$ | Var % | Full 2012 | |
| 32 | Net Income (Net Loss) | 173,513 | (115,065) | 230,702 | (161,688) | 141,837 | (83,602) | (151,777) | 206,909 | 240,828 | 298,425 | 57,596 | 19.3% | 87,716 |
| 33 | | | | | | | | | | | | | | |
| 34 | Capital Items | 2,806 | 3,002 | 694 | 938 | 863 | 1,027 | 1,388 | 300 | 11,017 | 38,500 | 27,483 | 71.4% | 44,500 |
| 35 | | | | | | | | | | | | | | |
| 36 | Surplus (Deficiency) - per PNO | 170,707 | (118,067) | 230,009 | (162,625) | 140,974 | (84,629) | (153,165) | 206,609 | 229,812 | 259,925 | 30,113 | (11.6%) | 43,216 |
| 37 | Depreciation Expense - ADD BACK | 9,459 | 9,459 | 9,459 | 9,513 | 9,513 | 9,513 | 9,513 | 9,513 | 75,942 | 75,672 | (270) | (0.4%) | 113,508 |
| 38 | Surplus (Deficiency) without Deprec Exp | 180,166 | (108,608) | 239,468 | (153,112) | 150,467 | (75,116) | (143,652) | 216,122 | 305,754 | 335,597 | 29,843 | | 156,724 |
| 39 | | | | | | | | | | | | | | |
| 40 | Details | | | | | | | | | | | | | |
| 41 | Revenue: | | | | | | | | | | | | | |
| 42 | Listener Support | 440,467 | 128,553 | 262,797 | 56,150 | 442,530 | 122,670 | 52,893 | 498,270 | 2,004,330 | 2,175,033 | (170,703) | (7.8%) | 2,699,272 |
| 43 | Website Income | 3,946 | 1,184 | 50,032 | 751 | 664 | 674 | 2,148 | 1,787 | 61,184 | 44,000 | 17,184 | 39.1% | 65,200 |
| 44 | Corporate Match | | | 898 | | 400 | 1,263 | | 290 | 2,851 | 8,000 | (5,149) | (64.4%) | 12,000 |
| 45 | Major Donor Income | 1,339 | | 104,500 | | 10,000 | | | | 115,839 | 68,000 | 47,839 | 70.4% | 110,000 |
| 46 | Donations | 1,524 | 3,321 | 25,010 | 2,378 | 7,380 | 21,382 | 2,413 | 4,731 | 68,140 | 97,000 | (28,860) | (29.8%) | 145,000 |
| 47 | Car Donations | | | 10,327 | | 7,491 | 11,867 | | 8,484 | 38,170 | 21,600 | 16,570 | 76.7% | 32,400 |
| 48 | Community Events Income | 623 | 7,708 | 8,618 | 8,843 | 2,160 | 7,739 | | | 35,691 | 22,800 | 12,891 | 56.5% | 34,200 |
| 49 | Crafts Fair Income | 22,880 | 15,318 | 34,819 | 842 | | | | | 73,858 | 72,650 | 1,208 | 1.7% | 149,328 |
| 50 | Grant Income, CPB - CSSG | 15,973 | 15,973 | 15,973 | 15,973 | 15,973 | 15,973 | 15,973 | 15,973 | 127,784 | 91,500 | 36,284 | 39.7% | 137,068 |
| 51 | Grant Income, CPB - NPPAG | 5,641 | 5,641 | 5,641 | 5,641 | 5,641 | 5,641 | 5,641 | 5,641 | 45,131 | 44,311 | 820 | 1.8% | 67,511 |
| 52 | Grants Income | | 10,000 | | | (10,000) | | | | | 25,500 | (25,500) | (100.0%) | 51,000 |
| 53 | Grant Income - Restricted | | | | | | | | | | 12,500 | (12,500) | (100.0%) | 25,000 |
| 54 | Miscellaneous/Other Income | 330 | 2,830 | 1,942 | | 2,155 | 4,710 | | 483 | 11,967 | 45,000 | (33,033) | (73.4%) | 55,000 |
| 55 | Interest Income | | | | | | | | 483 | 483 | | 483 | 0.0% | |
| 56 | Unrealized Gain (Loss) Stocks Investments | | | | | | | | 37,718 | 37,718 | | 37,718 | 0.0% | |
| 57 | Total Revenue | 492,724 | 190,527 | 520,558 | 90,578 | 484,394 | 191,919 | 79,068 | 573,377 | 2,623,145 | 2,727,894 | (104,749) | (3.8%) | 3,582,979 |
| 58 | | | | | | | | | | | | | | |

| | B | C | D | E | F | G | H | I | J | K | L | M | N | O |
|-----|--------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|-----------------|----------------|----------------|
| | Account | October | November | December | January | February | March | April | May | Y-T-D | Budget | Var \$ | Var % | Full 2012 |
| 90 | Bank Charges | 1,071 | 984 | 1,551 | 1,238 | 1,333 | 1,701 | 1,931 | 1,180 | 10,989 | 9,600 | (1,389) | (14.5%) | 14,400 |
| 91 | Conferences and Training | | | | | (350) | (1,020) | 1,940 | 1,480 | 50 | 1,050 | 1,000 | 95.2% | 1,400 |
| 92 | Travel | | 230 | | 400 | | | 85 | 198 | 787 | 570 | (217) | (38.1%) | 760 |
| 93 | Local Travel, Mileage | 315 | 176 | 197 | 103 | 103 | 260 | 319 | 79 | 1,552 | 3,400 | 1,848 | 54.4% | 5,100 |
| 94 | Meeting Expenses | | | | | | | | 38 | 38 | 75 | 37 | 48.9% | 100 |
| 95 | Office & Supplies Expenses | 1,418 | 68 | 333 | 471 | 256 | 209 | 127 | 137 | 3,018 | 3,540 | 522 | 14.7% | 5,140 |
| 96 | Property Tax | | | | | 14,208 | | | | 14,208 | | (14,208) | 0.0% | |
| 97 | State Filing Fee | 8,147 | | | 5,604 | (13,276) | | | | 475 | 1,100 | 625 | 56.8% | 1,100 |
| 98 | Fine and Penalty | | | | | 40 | | | | 40 | | (40) | 0.0% | |
| 99 | Office Rent Expense | | 9 | 10 | | | | | | 20 | | (20) | 0.0% | |
| 100 | Rent and Lease of Equipment | | | 660 | 639 | 531 | 617 | 2,104 | 1,288 | 3,736 | 2,000 | (1,736) | (86.8%) | 2,000 |
| 101 | Utilities - Office | 2,688 | | 2,244 | 1,633 | 2,098 | 1,699 | 2,104 | 1,649 | 14,114 | 16,137 | 2,023 | 12.5% | 31,847 |
| 102 | Repairs & Maintenance -General | 2,167 | 2,293 | 4,221 | 2,556 | 5,759 | 5,510 | 2,827 | 3,094 | 28,427 | 33,706 | 5,279 | 15.7% | 53,119 |
| 103 | Computer Maintenance | 4,002 | 41 | 270 | 2,366 | 757 | 4,809 | 8,541 | 3,418 | 24,203 | 8,470 | (15,733) | (185.8%) | 12,470 |
| 104 | Depreciation Expense | 9,459 | 9,459 | 9,459 | 9,513 | 9,513 | 9,513 | 9,513 | 9,513 | 75,942 | 75,672 | (270) | (0.4%) | 113,508 |
| 105 | Personnel Search | | | 119 | | | 25 | 368 | 308 | 819 | 750 | (69) | (9.2%) | 1,000 |
| 106 | Other Administrative Expenses | | | | | (55) | 58 | | | (7) | 6,950 | 6,957 | 100.1% | 8,750 |
| 107 | Total Administrative Expenses | 34,099 | 57,974 | 25,512 | 31,913 | 54,729 | 64,279 | 33,332 | 28,611 | 330,449 | 261,160 | (69,289) | (26.5%) | 387,013 |
| 108 | | | | | | | | | | | | | | |
| 109 | Programming Expenses | | | | | | | | | | | | | |
| 110 | News Services | 3,357 | 7,416 | 1,140 | 3,814 | 2,492 | 2,492 | 2,492 | 1,170 | 24,373 | 25,287 | 914 | 3.6% | 35,475 |
| 111 | CAC Training/Voices of Tomorrow | | | | | | | | | | 4,085 | 4,085 | 100.0% | 5,350 |
| 112 | Satellite Fee-NewsUpLink/Downlink | 460 | 8,366 | 460 | 460 | 460 | (1,020) | 1,940 | 1,480 | 12,606 | 14,400 | 1,794 | 12.5% | 21,600 |
| 113 | Maintenance-TechSupplies, Wire | 61 | 3,833 | 154 | 671 | 833 | | 85 | 198 | 5,836 | 6,000 | 164 | 2.7% | 9,000 |
| 114 | Web-Site Expenses | 6,819 | 9,077 | 7,163 | 6,575 | (5,781) | 1,293 | (4,356) | 149 | 20,937 | 30,312 | 9,375 | 30.9% | 45,468 |
| 115 | Tapes and Supplies | | | | 700 | | 1,525 | | 660 | 2,225 | 1,600 | (625) | (39.1%) | 2,400 |
| 116 | Other Programming | 660 | 495 | 495 | 660 | 495 | 660 | 495 | 660 | 4,620 | 16,850 | 12,230 | 72.6% | 29,750 |
| 117 | Rent Expense - Tower | | | 120 | 120 | 120 | 120 | | 240 | 720 | 960 | 240 | 25.0% | 1,440 |
| 118 | Utilities - Tower | 4,207 | 3,579 | 3,127 | 3,396 | 3,025 | 3,272 | 3,047 | 3,953 | 27,607 | 25,043 | (2,563) | (10.2%) | 44,011 |
| 119 | Free Speech Radio News | 5,641 | 5,641 | 5,641 | 5,641 | 5,641 | 5,641 | 5,641 | 5,641 | 45,131 | 48,187 | 3,056 | 6.3% | 72,280 |

| | B | C | D | E | F | G | H | I | J | K | L | M | N | O |
|---------|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|-----------------|----------------|------------------|
| Account | October | November | December | January | February | March | April | May | Y-T-D | Budget | Var \$ | Var % | Full 2012 | |
| 5 | Account | October | November | December | January | February | March | April | May | Y-T-D | Budget | Var \$ | Var % | Full 2012 |
| 120 | Non-Operating Grant Expense | 320 | | 89 | | (408) | | | | | 1,360 | 1,360 | 100.0% | 2,040 |
| 121 | Total Programming Expenses | 21,526 | 38,407 | 19,388 | 22,038 | 6,878 | 13,984 | 9,342 | 13,491 | 144,054 | 174,084 | 30,030 | 17.3% | 268,814 |
| 122 | | | | | | | | | | | | | | |
| 123 | Development Expenses | | | | | | | | | | | | | |
| 124 | Credit Card/Discount Fees | 126 | 7,233 | 1,681 | 2,629 | (43) | 7,353 | 998 | 918 | 20,894 | 35,704 | 14,810 | 41.5% | 40,659 |
| 125 | Direct Mail | | | | 2,913 | 2,295 | | | | 5,208 | 12,600 | 7,392 | 58.7% | 19,950 |
| 126 | Direct Mail Postage | | 3,198 | | | 7,313 | | | | 10,511 | 13,536 | 3,025 | 22.3% | 21,432 |
| 127 | Subscriptions Svs / Supplies | | 1,672 | 2,286 | 2,953 | 1,962 | 1,942 | 3,067 | 1,555 | 15,435 | 29,360 | 13,925 | 47.4% | 44,040 |
| 128 | Premiums (3rd Party Vendors) | 1,765 | 4,634 | 10,585 | 12,772 | 7,389 | 15,896 | 9,158 | 13,045 | 75,244 | 132,152 | 56,908 | 43.1% | 164,077 |
| 129 | Premiums from PRA | | | | | | | | | | 3,798 | 3,798 | 100.0% | 4,640 |
| 130 | Premiums- Shipping/Postage | (33) | 1,797 | (167) | 977 | 246 | 1,426 | 1,394 | | 5,630 | 11,216 | 5,586 | 49.8% | 13,919 |
| 131 | Fund Drive Expenses | 98 | 73 | 31 | 145 | | 145 | | | 491 | 1,806 | 1,316 | 72.8% | 2,441 |
| 132 | Mktg/Subs/Advtg/Promo Prtg, Catalog | (137) | 1,911 | 736 | 4,824 | 2,998 | (23) | | | 10,309 | 14,982 | 4,673 | 31.2% | 21,954 |
| 133 | Mktg/Promo, Subs, Postg & Mail Svs | 650 | 3,415 | 3,153 | 5,330 | 1,397 | 5,745 | 1,619 | 3,885 | 25,194 | 33,058 | 7,863 | 23.8% | 46,244 |
| 134 | Other Development Expenses | | | | | | 450 | 75 | 206 | 731 | 3,200 | 2,469 | 77.1% | 4,800 |
| 135 | Major Gifts Expenses | | | | | (125) | | | | (125) | | 125 | 0.0% | |
| 136 | Total Development Expenses | 2,469 | 23,933 | 18,304 | 32,542 | 23,431 | 32,933 | 16,301 | 19,609 | 169,522 | 291,412 | 121,890 | 41.8% | 384,156 |
| 137 | | | | | | | | | | | | | | |
| 138 | Community Events | | | | | | | | | | | | | |
| 139 | Community Events Expenses | 1,100 | 2,654 | 3,071 | 4,118 | 1,807 | (465) | 1,778 | 4,395 | 18,458 | 9,480 | (8,978) | (94.7%) | 14,220 |
| 140 | Crafts Fair Expenses | 21,400 | 18,880 | 19,728 | (464) | 144 | 75 | | 517 | 60,279 | 53,746 | (6,533) | (12.2%) | 74,063 |
| 141 | Total Community Events Expenses | 22,500 | 21,534 | 22,799 | 3,653 | 1,951 | (390) | 1,778 | 4,911 | 78,737 | 63,226 | (15,511) | (24.5%) | 88,283 |
| 142 | Total Direct Expenses | 233,319 | 291,808 | 238,474 | 241,317 | 252,033 | 257,818 | 203,438 | 217,728 | 1,935,985 | 2,005,338 | 69,354 | 3.5% | 2,968,905 |
| 143 | | | | | | | | | | | | | | |

| | B | C | D | E | F | G | H | I | J | K | L | M | N | O |
|------------------------------|---------|-----------|----------|-----------|----------|----------|-----------|---------|-----------|-----------|----------|---------|-----------|---|
| Account | October | November | December | January | February | March | April | May | Y-T-D | Budget | Var \$ | Var % | Full 2012 | |
| 144 Shared Services | | | | | | | | | | | | | | |
| 145 N.O. | 74,879 | 21,854 | 44,676 | 9,546 | 78,875 | 15,434 | 23,894 | 129,671 | 398,828 | 369,756 | (29,072) | (7.9%) | 458,876 | |
| 146 PRA | 11,012 | 3,214 | 6,706 | 1,404 | 11,589 | 2,270 | 3,514 | 19,069 | 58,787 | 54,376 | (4,411) | (8.1%) | 67,482 | |
| 147 Shared Services | 85,891 | 25,068 | 51,382 | 10,949 | 90,474 | 17,703 | 27,408 | 148,740 | 457,615 | 424,131 | (33,483) | (7.9%) | 526,358 | |
| 148 Total Expenses | 319,211 | 316,875 | 289,855 | 252,266 | 342,557 | 275,521 | 230,846 | 366,468 | 2,393,599 | 2,429,469 | 35,870 | 1.5% | 3,495,263 | |
| 149 Net Income (Net Loss) | 173,513 | (115,065) | 230,702 | (161,688) | 141,837 | (83,602) | (151,777) | 206,909 | 240,828 | 298,425 | (57,596) | (19.3%) | 87,716 | |
| 150 | | | | | | | | | | | | | | |
| 151 Capital Items | | | | | | | | | | | | | | |
| 152 Furniture and Fixtures | | | | | | | | | | 10,000 | 10,000 | 100.0% | 10,000 | |
| 153 Telephone System | 1,538 | 881 | 694 | 938 | 863 | 1,027 | 1,388 | 300 | 7,627 | 4,000 | (7,627) | 0.0% | 6,000 | |
| 154 Computer System | | | | | | | | | | 4,000 | 4,000 | 100.0% | 4,000 | |
| 155 Broadcast/Tech Equipment | | 2,120 | | | | | | | 2,120 | 14,500 | 12,380 | 85.4% | 18,500 | |
| 156 Transmitter Equipment | | 1,269 | | | | | | | 1,269 | | (1,269) | 0.0% | | |
| 157 Building Improvement | | | | | | | | | | 10,000 | 10,000 | 100.0% | 10,000 | |
| 158 Total Capital Items | 2,806 | 3,002 | 694 | 938 | 863 | 1,027 | 1,388 | 300 | 11,017 | 38,500 | 27,483 | 71.4% | 44,500 | |
| 159 | | | | | | | | | | | | | | |
| 160 Surplus (Deficiency) | 170,707 | (118,067) | 230,009 | (162,625) | 140,974 | (84,629) | (153,165) | 206,609 | 229,812 | 259,925 | (30,113) | (11.6%) | 43,216 | |