

RPI

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
2	NOTE: Surplus is NET of the CPB \$8K generally allocated to the unrestricted portion of the grant.	Surplus 69,834			Surplus 33,920			Surplus 32,516									
3																	
4	<b>PACIFICA / KPFA FY2013 BUDGET (TOTALS)</b>	LSB APPROVED 8/4/12	Adj #1	PRESENTED TO NFC 8/30/12	Adj #2	NFC MODIFIED 9/5/12	COMPARISON FY13 Budg to FY12 Act Proj'd	Act 10Mo/ Proj'd 2Mo	BUDGET	COMPARISON FY12 Act to FY12 Budg Over (Under)	FY2011	FY2010	FY2009				
5	<b>LSB-to-NFC COMPARISON</b>	FY2013		FY2013		FY2013	\$\$\$ %	FY2012	FY2012	\$\$\$ %				AUDITED ACTUALS			
7	REVENUE																
8	5000 Listener Support	2,680,476	(33,488)	2,646,988	(100,000)	2,546,984	22,839 0.9%	2,524,145	2,699,272	(175,127) -6.5%	2,415,309	2,622,706	2,649,069				
9	Decr from LSB version due to: (#1) Adjusted allocation to Fresno & L.A., (#2) Rev Reductions as mandated by NFC.																
10	5020 Corporate Match	6,750	(1,050)	5,700		5,700	(470) -7.6%	6,170	12,000	(5,831) -48.6%	7,888	9,719	5,617				
11	Decr from LSB version after NFC initial review.																
12	5011 Website Income	90,000	-	90,000		90,000	10,835 13.7%	79,165	65,200	13,965 21.4%	50,636	91,031	-				
13	Income received outside of fund drives, recognized as donations like #5001 & #5752 by KPFA and booked to #5011 through MemSys revenue code WEB.																
14	5752 Major Donor (>\$1K per donor)	205,200	-	205,200	(100,000)	105,200	(65,139) -38.2%	170,339	110,000	60,339 54.9%	40,000	40,000	-				
15	Decr from LSB version due to reduction as mandated by NFC.																
16	5001 Donation (<\$1K per donor)	136,800	-	136,800		136,800	24,836 22.2%	111,964	145,000	(33,036) -22.8%	163,803	147,700	178,789				
17	ALL Donations Sub-Totals	432,000	-	432,000	(100,000)	332,000	(29,468) -2%	361,468	320,200	41,268 53%	254,439	278,731	178,789				
18	5002 Donation-Moving / Capital Campaign	-	-	-		-	-	-	-	-	-	-	-				
19	5770 Car Donations	54,000	-	54,000		54,000	(3,076) -5.4%	57,076	32,400	24,676 76.2%	25,396	20,798	18,265				
20	5750 Community/Special Events	77,850	-	77,850		77,850	1,921 2.5%	75,929	34,200	41,729 122.0%	42,275	27,413	49,490				
21	5760 Crafts/Fairs	149,160	-	149,160		149,160	(1,375) -0.9%	150,535	149,328	1,208 0.8%	147,961	177,430	201,181				
22	5801 Grants - CPB CSG	147,400	-	147,400		147,400	(35,175) -19.3%	182,575	137,068	45,507 33.2%	182,763	260,236	243,273				
23	5802 Grants - CPB NPPAG	54,600	-	54,600		54,600	(13,066) -19.3%	67,665	67,511	154 0.2%	78,920	78,919	117,758				
24																	
25	5800 Grant Income - Others	8,040	(8,040)	-		-	-	-	51,000	(51,000) (1.00)	65,600	2,500	8,500				
26	5805 Grants, Non - Operating	8,040	(8,040)	-		-	-	-	-	-	500	-	-				
27	5810 Grants - Restricted	8,040	(8,040)	-		-	(6,250) -100.0%	6,250	25,000	(18,750) -75.0%	-	-	96,735				
28	All Grant Income deleted from LSB version after NFC initial review.																
29	5040 Restrictd/Contribn-Specl Proj	-	-	-		-	-	-	-	-	-	-	-				
30	5599 Miscellaneous / Other Income	26,400	(4,400)	22,000		22,000	(19,811) -47.4%	41,811	55,000	(13,189) -24.0%	38,548	28,109	17,229				
31	Decr from LSB version after NFC initial review.																
32	5600 Interest Income	-	-	-		-	(483) -100.0%	483	-	483 100.0%	(45,123)	918	17,194				
34	Total Revenue	3,652,756	(63,058)	3,589,698	(200,000)	3,389,694	(84,412) -298.8%	3,474,106	3,582,979	(108,872) 131.8%	3,214,477	3,507,478	3,603,099				

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
PACIFICA / KPFA		LSB APPROVED 8/4/12	Adj #1	PRESENTED TO NFC 8/30/12	Adj #2	NFC MODIFIED 9/6/12	COMPARISON FY13 Budge to FY12 Actl Proj'd	Act 10Mo/ Proj'd 2Mo	BUDGET	COMPARISON FY12 Act to FY12 Budge Over (Under)	FY2011	FY2010	FY2009	AUDITED ACTUALS			
FY2013 BUDGET (TOTALS)		FY2013		FY2013		FY2013	\$\$\$	FY2012	FY2012	\$\$\$							
LSB-10-NFC COMPARISON							%			%							
EXPENSES																	
37	Personnel Costs	1,858,430	(25,084)	1,833,346	(129,000)	1,704,346	(114,802)	1,818,148	1,811,939	6,209	0.3%	1,852,491	2,294,699	2,465,071			
Decr from LSB version due to: (#1) Over estimate of 403B match in the PNO budget template, (#2) Reductions of \$120K as mandated by NFC; Addtl \$10K adjustment for 403B over estimate.																	
39	Board Expenses	33,200	-	33,200	-	33,200	17,572	15,628	28,400	(12,772)	-45.0%	12,286	40,431	45,696			
40	Administrative Expenses	511,665	(5,610)	506,056	(12,181)	493,875	48,334	445,541	385,613	59,928	15.5%	479,284	558,858	705,775			
Decr from LSB version: (#1) reduction primarily in estimated legal exp due to prints being made in FY2012, (#2) reduction as mandated by NFC to Repairs & Maint (15%) & Comp Maint (\$5.4K)																	
42	Programming Expenses	203,860	11,751	215,611	(19,680)	195,931	(29,793)	225,724	274,214	(48,489)	-17.7%	281,175	235,620	252,709			
Differences from LSB version (#1) Incr primarily due to addtl training exp allocation as requested by IGM, (#2) Decr due to reduction in News Svc (\$15K) & Web Site (\$4.5K) Exps as mandated by NFC.																	
44	Development Expenses	344,368	(2,783)	341,585	(18,238)	323,348	24,437	298,910	384,156	(95,246)	-22.2%	310,434	439,496	385,099			
Decr from LSB version due to reduction in Premium & Related Exps as a result of: (#1) Reallocation of Fresno & L.A. Percentage, (#2) NFC review and \$100K reduction in Listener Support as mandated by NFC.																	
46	Community Event Expenses	108,705	-	108,705	-	108,705	3,568	105,138	88,283	16,855	19.1%	99,360	100,193	131,723			
48	Total Operating Expense	3,060,229	(21,726)	3,038,503	(179,098)	2,859,405	(50,685)	2,909,090	2,972,605	(63,515)	-2.1%	3,035,030	3,669,298	3,986,072			
49							(b)										
51	Income (Loss) Before Shared Svs.	592,527	(41,332)	551,194	(20,902)	530,289	(33,727)	565,016	610,374	(45,357)	134.0%	179,447	(161,820)	(382,974)			
52	Pacifica N.O. 17% of Lis Supp	455,681	(4,724)	450,957	(17,000)	433,956	4,512	429,445	458,876	(29,432)	-6.4%	442,141	440,191	450,342			
53	Pacifica R.A. 2.5% of Lis Supp	67,012	(695)	66,317	(2,500)	63,817	863	63,154	67,482	(4,328)	-6.4%	65,021	64,734	66,227			
54	Total Shared Svs for LIS & Corp Match	522,693	(5,419)	517,274	(19,500)	497,773	5,175	492,598	526,358	(33,760)	-6.4%	507,162	504,925	516,568			
55	Total Expenses	3,582,922	(27,145)	3,555,778	(198,598)	3,357,178	(45,510)	3,401,688	3,498,963	(97,275)	-2.8%	3,542,192	4,174,223	4,502,641			
56	Net Income (Net Loss)	69,834	(35,913)	33,920	(1,402)	32,516	(38,902)	72,418	84,016	(11,598)	-13.8%	(327,715)	(666,746)	(899,542)			
57	Capital Items:																
58	Furniture & Fixtures	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
59	Office Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
60	Telephone System	-	-	-	-	-	(18,857)	18,857	10,000	8,857	88.6%	16,659	-	-	-	-	-
61	Computers	-	-	-	-	-	-	-	6,000	(6,000)	(1)	-	7,906	-	-	-	-
62	Broadcast/TechEquip	-	-	-	-	-	(2,120)	2,120	18,500	(16,380)	(1)	2,120	2,120	2,120	-	-	-
63	KUJSDN Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
	PACIFICA / KPFA																	
	FY2013 BUDGET (TOTALS)																	
	LSB-10-NFC COMPARISON																	
4	LSB APPROVED 8/4/12		Adj #1	PRESENTED TO NFC 8/30/12		Adj #2	NFC MODIFIED 9/5/12	COMPARISON FY13 Budge to FY12 Act/ Profit'd		Act 10Mo/ Profit 2Mo	BUDGET	COMPARISON FY12 Act to FY12 Budge Over (Under)		FY2011	FY2010	FY2009	AUDITED ACTUALS	
5	FY2013			FY2013			FY2013	\$\$\$	%	FY2012	FY2012	\$\$\$	%					
64	1420	Transmitter Equipment	-	-	-	-	-	(1,269)	-	1,269	1,269	1	13,854	-	4,218			
65	1450	Antenna	-	-	-	-	-	-	-	-	-	-	-	-	34,979			
66	1500	Leasehold Improvement	-	-	-	-	-	-	-	-	-	1	-	-	-			
67	1510	Building Improvement	-	-	-	-	-	-	-	-	10,000	(10,000)	(1)	5,150	-	36,470		
68	Total Capital Items & Moving Exp.		-	-	-	-	-	(22,246)	-100%	22,246	44,500	(22,254)	-50%	37,784	10,027	77,788		
69	Surplus (Deficit)		69,834	(35,913)	33,920	(1,402)	32,516	(16,656)	-33.2%	50,172	39,516	10,656	27.0%	(365,499)	(676,772)	(977,330)		
70	EXPENSE DETAILS																	
71	Personnel Costs																	
72	Personnel Costs																	
73	Personnel Costs																	
75	6000	Gross Salaries	1,250,776	-	1,250,776	-	1,250,776	(41,594)	-3.2%	1,292,369	1,250,000	42,369	3.4%	1,278,254	1,642,514	1,838,711		
76	BUDGET CUTS MANDATED BY NFC																	
77	6100	Payroll Tax - FICA	95,947	-	95,947	-	95,947	(2,628)	-2.7%	98,575	91,800	6,775	7.4%	101,731	126,249	139,964		
78	6101	Payroll Taxes - SUI	20,254	-	20,254	-	20,254	(4,401)	-17.9%	24,655	18,438	6,217	33.7%	22,652	26,926	22,730		
79	6102	Pension Expense	25,084	-	25,084	-	25,084	9,844	64.6%	15,240	15,240	-	0.0%	12,833	25,919	32,054		
80	6103	403B Contribution	50,168	(25,084)	25,084	(10,000)	15,084	(470)	-3.0%	15,554	15,279	275	1.8%	16,541	22,712	26,284		
81	6200	Health Benefits	414,402	-	414,402	-	414,402	44,509	12.0%	369,892	417,882	(47,990)	-11.5%	378,724	435,359	398,949		
82	6201 6202	Child Care/Parking	1,800	-	1,800	-	1,800	(62)	-3.3%	1,862	3,300	(1,438)	-43.6%	2,175	4,825	6,379		
84	Personnel Costs		1,858,430	(25,084)	1,833,346	(129,000)	1,704,346	(114,802)	-6.3%	1,818,148	1,811,939	6,209	0.3%	1,852,491	2,294,699	2,465,071		
85	Local Board / Election Exp:																	
86	6591	Local Station Board (LSB) Exp	2,400	-	2,400	-	2,400	1,950	433.3%	450	2,400	(1,950)	-81.3%	1,480	7,268	3,418		
88	6595	LSB Election Expenses	30,800	-	30,800	-	30,800	15,622	102.9%	15,178	26,000	(10,822)	-41.6%	10,806	33,163	42,278		
89	6592	Local Advisory Board (LAB) Exp.	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
90	Total Local Board Exp		33,200	-	33,200	-	33,200	17,572	112.4%	15,628	28,400	(12,772)	-45.0%	12,286	40,431	45,696		
91	Administrative Expenses																	
92	6219+6620	Property Tax / State Fees	10,221	-	10,221	-	10,221	(4,970)	-32.7%	15,191	1,100	14,091	1281.0%	14,123	14,958	13,718		
95	6300-6303	Consultants	41,802	-	41,802	-	41,802	34,347	460.7%	7,455	-	7,455	0.0%	-	45,740	116,850		
96	6446/ 6536/ 6690/ 6866	Outside Services/Payroll Chrgs, etc	-	-	-	-	-	-	-	-	-	-	-	-	-	4,890		
97	6500+6501	Telephone & Radio Lines Exps	42,973	2,554	45,528	-	45,528	(2,349)	-4.9%	47,877	40,800	7,077	17.3%	39,989	63,485	63,294		

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
	PACIFICA / KPFA		LSB	Adj #1	PRESENTED	Adj #2	NFC	COMPARISON		Act 10Mo/	BUDGET	COMPARISON	FY2011	FY2010	FY2009	AUDITED ACTUALS		
4	FY2013 BUDGET (TOTALS)		APPROVED		TO NFC		MODIFIED	FY13 Budg to	Proj'd 2Mo			FY12 Act to						
5	LSB-to-NFC COMPARISON		8/4/12		8/30/12		9/5/12	FY12 Act/ Proj'd				Over (Under)						
			FY2013		FY2013		FY2013	\$\$\$	FY2012	FY2012	\$\$\$	%						
98	6504	Internet / Cable	33,185	-	33,185	-	33,185	4,344	28,841	8,400	20,441	243.3%	6,350	20,913	19,445			
99	6510	Postage - Office	3,936	70	4,006	-	4,006	(816)	4,822	2,190	2,632	120.2%	2,338	2,478	3,526			
100	6511	Delivery / FedEx / UPS	300	-	300	-	300	62	238	360	(122)	-34.0%	82	545	602			
101	6520	Association Dues/Periodicals	6,000	-	6,000	-	6,000	705	5,295	1,570	3,725	237.2%	1,945	15,383	6,224			
102	6530	Professional/Legal Fees	105,000	(8,000)	97,000	-	97,000	15,347	81,653	70,000	11,653	16.6%	169,702	126,914	83,836			
103	6531	Insurance Expense	13,000	-	13,000	-	13,000	(1,761)	14,761	13,000	1,761	13.5%	11,840	10,855	9,284			
104	6560	Interest Expense	-	-	-	-	-	-	-	-	-	-	-	71	-			
105	6570	Bank Charges	12,000	-	12,000	-	12,000	(2,965)	14,985	14,400	585	4.1%	13,757	14,554	14,240			
106	6573	Meeting Expense	300	-	300	-	300	245	55	100	(45)	-45.0%	69	866	666			
107	6580	Travel	1,800	-	1,800	-	1,800	532	1,268	760	508	66.8%	-	712	2,703			
108	6581	Local Travel, Mileage	3,864	-	3,864	-	3,864	263	3,610	5,100	(1,490)	-29.2%	4,542	3,523	5,047			
109	6600	Office & Supplies Expense	3,500	-	3,500	-	3,500	(513)	4,013	5,140	(1,127)	-21.9%	4,590	4,528	4,526			
110	6602	Printing, Administration	-	-	-	-	-	-	-	-	-	-	-	-	-			
111	6610+6664	Office Rent / Property Rent	-	-	-	-	-	-	-	-	-	-	-	121	118	107		
112	6631	Rent and Lease of Equipment	7,407	-	7,407	-	7,407	2,103	5,304	2,000	3,304	165.2%	-	-	3,200			
113	6635	Storage Rental	-	-	-	-	-	-	-	-	-	-	-	-	-			
114	6640	Utilities - Office	29,399	124	29,524	-	29,524	5,267	24,257	31,847	(7,590)	-23.8%	29,833	27,426	31,142			
115	6650	Repairs and Maintenance	45,563	(359)	45,204	(6,781)	38,424	(3,909)	42,333	53,119	(10,786)	-20.3%	51,331	42,806	45,040			
116	6655	Depreciation	114,600	-	114,600	-	114,600	714	113,886	113,508	378	0.3%	114,155	115,477	107,247			
117	6660	Other Admin Expense	96	-	96	-	96	(1,381)	1,477	8,750	(7,273)	-83.1%	-	2,951	6,745			
118	6661	Moving Expenses	-	-	-	-	-	-	-	-	-	-	-	683	-			
119	6662	Personnel Search	720	-	720	-	720	(266)	986	1,000	(14)	-1.4%	1,149	1,281	804			
120	6665	Computer Maintenance	36,000	-	36,000	(5,400)	30,600	3,423	27,177	12,470	14,707	117.9%	12,407	39,907	15,881			
121	6742	Computer Supplies, Printer Ink	-	-	-	-	-	-	-	-	-	-	-	-	-			
122	6900	Settlement-Legal	-	-	-	-	-	(20)	20	-	20	0.0%	-	3,366	140,000			
123	6910	Fines & Penalty Fees	-	-	-	-	-	(40)	40	-	40	0.0%	279	-	6,756			
125	Administrative Expenses		511,665	(5,610)	506,056	(12,181)	493,875	48,334	445,541	385,613	59,928	15.5%	479,284	558,858	705,775			
126																		
127																		
128	Administrative & Board Expenses		544,865	(5,610)	539,256	(12,181)	527,075	65,905	461,170	414,013	47,156	11.4%	491,570	599,289	751,471			
129																		

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	PACIFICA / KPFA		LSB APPROVED 8/4/12 FY2013	Adj #1	PRESENTED TO NFC 8/30/12 FY2013	Adj #2	NFC MODIFIED 9/5/12 FY2013	COMPARISON FY13 Budge to FY12 Act Profitd \$\$\$ %	Act 10Mo/ Profit ZMo FY2012	BUDGET FY2012	COMPARISON FY12 Act to FY12 Budge Over (Under) \$\$\$ %	FY2011	FY2010	FY2009	AUDITED ACTUALS			
4	FY2013 BUDGET (TOTALS)																	
5	LSB-to-NFC COMPARISON																	
130	Programming Expenses																	
131	Programming Expenses																	
133	6571	Conference/Training	1,788	11,712	13,500	-	13,500	12,038	823.3%	1,462	1,400	1,400	62	4.4%	1,627	1,302	1,423	
134	6575	NFCB Dues / Convention	4,000	-	4,000	-	4,000	-	-	4,000	4,000	4,000	-	-	-	-	-	
135	6630	Tower Rent	1,440	-	1,440	-	1,440	240	20.0%	1,200	1,440	1,440	(240)	-16.7%	1,560	1,440	840	
136	6641	Utilities - Tower	46,653	-	46,653	-	46,653	3,283	7.6%	43,370	44,011	44,011	(641)	-1.5%	44,929	43,237	42,415	
137	6666	CAC Training Expense	2,000	-	2,000	-	2,000	1,013	102.6%	987	5,350	5,350	(4,363)	-81.5%	919	952	672	
138	6669	Audioport Expenses	-	-	-	-	-	-	-	-	-	-	-	-	5,663	-	-	
139	6670	News Services-AP, Reuters	38,897	-	38,897	(15,000)	23,897	(11,966)	-33.4%	35,863	35,475	35,475	388	1.1%	36,773	35,049	36,415	
140	6671	News Dept / Stringers	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
141	6673	Satellite Fee	5,520	-	5,520	-	5,520	(10,566)	-65.7%	16,106	21,600	21,600	(5,494)	-25.4%	14,034	14,620	12,080	
142	6680	Maintenance - Technical	7,802	39	7,841	-	7,841	50	0.6%	7,791	9,000	9,000	(1,209)	-13.4%	6,224	6,667	9,423	
143	6681	Maintenance - Engineering	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
144	6690	Pre-Recorded Material	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,500	
145	6698	Web-Site Expenses	31,200	-	31,200	(4,680)	26,520	(6,812)	-20.4%	33,332	45,468	45,468	(12,136)	-26.7%	80,998	0	12,002	
146	6700	Tapes and Supplies	1,000	-	1,000	-	1,000	(1,875)	-65.2%	2,875	2,400	2,400	475	19.8%	1,709	-	187	
147	6701	Other Programming	6,960	-	6,960	-	6,960	(3,773)	-35.2%	10,733	29,750	29,750	(19,017)	-63.9%	6,445	32,015	7,145	
148	6702	F S R N	54,600	-	54,600	-	54,600	(13,065)	-19.3%	67,665	72,280	72,280	(4,615)	-6.4%	78,920	93,153	117,759	
149	6703	Special Programming-PreEmp	2,000	-	2,000	-	2,000	2,000	100.0%	-	-	-	-	0.0%	-	-	4,526	
150	6806	Non-Operating Grant Exp	-	-	-	-	-	(340)	-100.0%	340	2,040	2,040	(1,700)	-83.3%	1,375	7,187	3,321	
152	Total Programming Expenses		203,860	11,751	215,611	(19,680)	195,931	(29,793)	-13.2%	225,724	274,214	274,214	(48,489)	-17.7%	281,175	235,620	252,709	
153	Development Expenses																	
154	Development Expenses																	
156	6413	Premiums - from PRA	5,742	(72)	5,671	(214)	5,456	281	5.4%	5,176	4,640	4,640	536	-	6,108	-	8,096	
157	6576	Credit Card Discount Fee	44,544	(626)	43,918	(1,716)	42,203	8,294	24.5%	33,908	40,659	40,659	(6,750)	-	40,137	35,575	40,094	
158	6712	Mail Renewals - Printing	10,887	-	10,887	-	10,887	(2,186)	-16.7%	13,073	9,954	9,954	3,118	-	12,995	12,280	18,817	
159	6721	Telemarketing	-	-	-	-	-	-	-	-	-	-	-	-	-	14,062	19,642	
160	6730	Caging/Subscription Services	19,200	-	19,200	-	19,200	(1,200)	-5.9%	20,400	37,740	37,740	(17,340)	-	21,395	19,817	24,458	
161	6731	Postage - Mktg / Promotions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
162	6732	Mail Renewals - Postage	28,168	-	28,168	-	28,168	1,408	5.3%	26,760	31,844	31,844	(5,084)	-	34,530	28,943	25,008	

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
	PACIFICA / KPFA		LSB	Adj #1		PRESENTED	Adj #2		NFC	COMPARISON		Act 10Mo/ Proj'd 2Mo	BUDGET	COMPARISON		FY2011	FY2010	FY2009
	FY2013 BUDGET (TOTALS)		APPROVED			TO NFC			MODIFIED	FY13 Budg to	%			FY12 Act to	%			
4	LSB-to-NFC COMPARISON		8/4/12			8/30/12			9/5/12	FY12 Act/ Proj'd		FY2012	FY2012	Over (Under)				
5			FY2013			FY2013			FY2013	\$\$\$	%	FY2012	FY2012	\$\$\$	%			
163	6733	Mail Services-Subscriptions	12,120	-		12,120	-		12,120	58	0.5%	12,062	14,400	(2,338)		13,946	10,208	10,125
164	6734	Mailing Services-Mktg/Promo	-	-		-	-		-	-	-	-	-	-		-	-	-
165	6735	Postage - Subscriptions	-	-		-	-		-	-	-	-	-	-		-	-	-
166	6740	Subscriptions Supplies	7,600	27		7,627	-		7,627	(21)	-0.3%	7,648	6,300	1,348		6,051	4,003	8,047
167	6750	Premiums - Other Vendors	158,325	(1,978)		156,347	(15,907)		140,440	12,110	9.4%	128,330	164,077	(35,748)		130,488	252,919	129,632
168	6752	Premium Packaging/Shipping	10,754	(134)		10,619	(401)		10,218	(2,081)	-16.9%	12,299	13,919	(1,619)		11,927	13,219	19,659
169	6760	Advertising / Promotions	1,440	-		1,440	-		1,440	(1,862)	-66.4%	3,302	12,000	(8,698)		123	325	1,045
170	6771	Direct Mail - Printing	20,320	-		20,320	-		20,320	5,628	38.3%	14,693	19,950	(5,257)		13,286	22,585	33,394
171	6772	Direct Mail - Postage	18,869	-		18,869	-		18,869	1,134	6.4%	17,735	21,432	(3,697)		19,071	15,688	15,907
172	6780	Other Development Costs	2,500	-		2,500	-		2,500	744	42.3%	1,756	4,800	(3,044)		-	6,788	497
173	6781	Major Donor Expense	2,400	-		2,400	-		2,400	2,400	100.0%	-	-	-		-	2,370	24,452
174	6710+6711	Printing - Marketing/Promo	-	-		-	-		-	-	-	-	-	-		-	-	4,048
175	6751+6720	Fund Drive Expenses	1,500	-		1,500	-		1,500	(269)	-15.2%	1,769	2,441	(672)		379	716	1,677
177	Total Development Expenses		344,368	(2,783)		341,585	(18,238)		323,348	24,437	8.2%	298,910	384,156	(85,246)		310,434	439,496	385,099
178																		
179	Community Events Expenses																	
180	6790	Community/Special Events	32,884	-		32,884	-		32,884	8,981	37.6%	23,902	14,220	9,662		15,000	13,174	25,031
181	6791	CraftFair/Sp'l Evnts	75,822	-		75,822	-		75,822	(5,414)	-6.7%	81,236	74,063	7,172		84,360	87,019	106,692
182	Total Community Events Expenses		108,705	-		108,705	-		108,705	3,568	3.4%	105,138	88,283	16,855		99,360	100,193	131,723
183																		