KPFA Mid - Year Financial Report Summary

for Fiscal Year Oct 2010 thru Sept 2011

as of: March 31, 2011

Total YTD Revenue	$1,992,929.88
Total YTD Expenses	1,890,914.56
Total YTD Net Income (Loss)	$102,015.32

TR2

TOTAL REVENUE: $1,992,930

	Budget	Actual		
* 1st Quarter	857,718	1,170,589	exceeds	312,871
* 2nd Quarter	1,014,332	822,340	under	(191,991)
* 6 mo/mid yr	1,872,050	1,992,930	exceeds	120,880

TOTAL CENTRAL SERVICES: $303,497

	Budget	Actual		
* 1st Quarter	115,045	168,063	over	53,018
* 2nd Quarter	160,963	135,434	under	(25,529)
* 6 mo/mid yr	276,008	303,497	over	27,489

(0)

TOTAL SALARIES: $973,817

	Budget	Actual		
* 1st Quarter	451,929	512,374	over	60,445
* 2nd Quarter	429,334	461,444	over	32,109
* 6 mo/mid yr	881,263	973,817	over	92,554

TOTAL ADMIN EXPENSES: $222,736

	Budget	Actual		
* 1st Quarter	66,409	92,570	over	26,161
* 2nd Quarter	71,618	130,166	over	58,548
* 6 mo/mid yr	138,027	222,736	over	84,709

TOTAL BOARD EXPENSES: $9,888

	Budget	Actual		
* 1st Quarter	15,429	9,544	under	(5,884)
* 2nd Quarter	265	344	over	79
* 6 mo/mid yr	15,694	9,888	under	(5,806)

TOTAL PROGRAMMING EXPENSES: $131,744

	Budget	Actual		
* 1st Quarter	73,240	69,571	under	(3,668)
* 2nd Quarter	64,193	62,173	under	(2,020)
* 6 mo/mid yr	137,432	131,744	under	(5,688)

(0)

TOTAL DEVELOPMENT EXPENSES: $169,629

	Budget	Actual		
* 1st Quarter	76,493	66,128	under	(10,365)
* 2nd Quarter	109,159	103,501	under	(5,658)
* 6 mo/mid yr	185,652	169,629	under	(16,023)

TOTAL COMM EVENTS/CF EXPENSES: $79,603

	Budget	Actual		
* 1st Quarter	64,725	69,085	over	4,359
* 2nd Quarter	16,123	10,519	under	(5,605)
* 6 mo/mid yr	80,849	79,603	under	(1,245)

(0)

Cash in Bank as of 4/30/11:	$146,218	Accounts Payable Aging as of 4/30/11	$13,605	Balance Due to N.O. 4/30/11:	$105,940

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
1	Pacifica Foundation		Budget Figures for Fiscal Year 2011																	
2	Station:	KPFA	Oct '10		Nov '10		Dec '10		QTR 1 / FY 2011			Jan '11		Feb '11		Mar '11		QTR 2 / FY 2011		
3		Income Summary	Budget	ACTUAL	Budget	ACTUAL	Budget	ACTUAL	BUDGET	ACTUAL	DIFF	Budget	ACTUAL	Budget	ACTUAL	Budget	ACTUAL	BUDGET	ACTUAL	DIFF
4	5000	Listener Support	286,688	368,828	109,892	69,017	193,394	424,019	589,974	861,864	271,890	495,940	37,296	215,012	280,816	114,498	376,418	825,450	694,529	(130,921)
5	5011	Website Income	8,000	1,474	8,000	1,102	8,000	23,395	24,000	25,971	1,971	8,000	2,674	8,000	5,475	8,000	4,068	24,000	12,216	(11,784)
6	5020	Corporate Match	1,000	1,118	1,000	-	1,000	1,008	3,000	2,125	(875)	1,000	-	1,000	618	1,000	50	3,000	668	(2,332)
7	5752	Major Donor (>$1K)	6,900	10,000	6,900	-	6,900	5,000	20,700	15,000	(5,700)	6,900	2,000	6,900	-	6,900	13,000	20,700	15,000	(5,700)
8	5001	Donation (<$1K per)	7,850	18,362	7,850	6,759	7,850	54,719	23,550	79,840	56,290	7,850	1,636	7,850	20,125	7,850	6,311	23,550	28,072	4,522
9	5770	Car Donations	1,500	1,175	1,500	-	1,500	1,961	4,500	3,136	(1,364)	1,500	-	1,500	2,782	1,500	3,335	4,500	6,116	1,616
10	5750	Community Events	2,284	-	2,284	6,713	2,284	5,820	6,853	12,533	5,680	2,284	-	2,284	3,208	2,284	3,029	6,853	6,237	(616)
11	5760	CraftFair/Sp'l Evnts	34,171	24,588	11,038	9,309	53,711	40,916	98,920	74,812	(24,108)	-	451	-	725	-	-	-	1,176	1,176
12	5801	Grants - CPB/CSG	15,040	15,727	15,040	15,727	15,040	15,727	45,119	47,181	2,062	15,040	15,727	15,040	15,727	15,040	15,727	45,119	47,181	2,062
13	5802	Grants - CPB (Restr.)	5,284	5,583	5,284	5,583	5,284	5,583	15,853	16,750	897	5,284	5,583	5,284	-	5,284	-	15,853	5,583	(10,269)
14	5800	Grant Income, Other	-	-	-	-	-	600	-	600	600	-	-	-	-	-	-	-	-	-
15	5805	Grants, Non-Optg.	-	-	-	-	-	-	-	-	-	-	500	-	-	-	-	-	500	500
16	5810	Grants - Restricted	-	-	20,000	-	-	-	20,000	-	(20,000)	20,000	-	-	-	20,000	-	40,000	-	(40,000)
17	5599	*Other Income*	*1,750*	*1,156*	*1,750*	*1,155*	*1,750*	*330*	5,250	2,641	(2,609)	*1,750*	*1,650*	*1,750*	*1,515*	*1,750*	*1,897*	5,250	5,062	(188)
20	5600	Interest Income	-	-		-	-	658	-	658	658	-	-	-	-	57	-	57	-	(57)
21	5603	Heath Unrealized Gain	-	-	-	-	-	27,479	-	27,479	27,479	-	-	-	-	-	-	-	-	-
22	Total Revenue		370,467	448,009	190,538	115,366	296,713	607,214	857,718	1,170,589	312,871	565,548	67,517	264,620	330,990	184,163	423,834	1,014,332	822,340	(191,991)
23				20.9%		-39.5%		104.6%		36.5%			-88.1%		25.1%		130.1%		-18.9%	
24	Expenses			-		-		-		-			-				-		-	
25	Including Severance	Salaries & Related Exp	155,706	162,369	162,609	182,872	133,613	167,133	451,929	512,374	60,445	140,879	152,724	144,432	142,800	144,023	165,919	429,334	461,444	32,109
26		Board Expenses	11,524	7,545	3,785	1,999	120	-	15,429	9,544	(5,884)	120	224	145	120	-	-	265	344	79
27		Administrative Expenses	21,171	26,912	22,395	28,615	22,843	37,043	66,409	92,570	26,161	15,939	51,615	19,840	22,537	35,839	56,014	71,618	130,166	58,548
28		Programming Expenses	27,284	23,512	21,866	23,424	24,089	22,635	73,240	69,571	(3,668)	23,122	26,511	18,973	9,783	22,097	25,878	64,193	62,173	(2,020)
29		Development Expenses	32,064	3,246	13,767	28,439	30,662	34,443	76,493	66,128	(10,365)	66,322	46,625	29,697	27,350	13,141	29,527	109,159	103,501	(5,658)
30		Comm. Event Expenses	13,227	34,079	11,840	15,055	39,659	19,951	64,725	69,085	4,359	8,623	7,393	3,618	1,897	3,883	1,228	16,123	10,519	(5,605)
31	Total Operating Expenses		260,976	257,661	236,263	280,405	250,986	281,206	748,225	819,272	71,047	255,004	285,091	216,705	204,488	218,983	278,567	690,692	768,146	77,453
32	Income (Loss) B/F C/Svs.		109,491	190,348	(45,725)	(165,039)	45,727	326,009	109,494	351,317	241,824	310,544	(217,574)	47,916	126,502	(34,820)	145,267	323,639	54,195	(269,445)
33	6410	Ctrl Svs - N.O. (Bdgt=16% / Act=17%)	48,737	62,701	18,682	11,733	32,877	72,083	100,296	146,517	46,221	84,310	6,340	36,552	47,739	19,465	63,991	140,327	118,070	(22,257)
34	6412	Central Svs - PRA (2.5%)	7,167	9,221	2,747	1,725	4,835	10,600	14,749	21,547	6,797	12,398	933	5,375	7,020	2,862	9,410	20,636	17,364	(3,273)
35	Total Central Services		55,904	71,921	21,429	13,458	37,712	82,684	115,045	168,063	53,018	96,708	7,273	41,927	54,759	22,327	73,401	160,963	135,434	(25,529)
36	Total Expenses		316,880	329,583	257,692	293,863	288,698	363,889	863,270	987,335	124,066	351,712	292,364	258,632	259,247	241,311	351,968	851,655	903,579	51,924
37	Net Income (Net Loss)		53,587	118,426	(67,154)	(178,497)	8,015	243,325	(5,551)	183,254	188,805	213,835	(224,848)	5,988	71,743	(57,147)	71,866	162,677	(81,239)	(243,915)
38										3401.1%									-149.9%	
39	1300	Furniture & Fixtures	-		-		-		-		-	-				-			<<< ... Bldg improvement = $35,318 Ins reimb = $30,318.24	
40	1310	Office Equip (prev in 11/10 budget)	-		-		-		-		-	-		-						-
41	1330	Telephone System	-		-		-		-		-	-		-		-				-
42	1350	Computers	-		-		-		-		-	-		-		-				-
43	1400	Broadcast/Tech Equip	-		-	2,120	-		-	2,120	2,120	-		-		-				-
44	1420	Transmitter Equipment	-		-				-		-	-				-				-
45	1450	Antenna	-		-		-		-		-	-		-		-				-
46	1500	Leasehold Improvement	-		-		-		-		-	-		-		-				-
47	1510	Building Improvement	-		-		-		-		-	-		-		-	5,000		5,000	5,000
48	*Repymt to N.O. of PNO Heath/LOC*		*2,083*		*2,083*		*2,083*		*6,250*		*(6,250)*	*2,083*		*2,083*		*2,083*		*6,250*		*(6,250)*
49	*BALANCE DUE to N.O. as of 9/30/10*		*38,830*	*38,830*	*59,962*	*59,962*			*98,793*	*98,793*	-							-		-
50	Total Cash and Capital Items		40,914	38,830	62,046	62,083	2,083	-	105,043	100,913	(4,130)	2,083	-	2,083	-	2,083	5,000	6,250	5,000	(1,250)
51	Surplus (Deficit)		12,673	79,596	(129,199)	(240,580)	5,932	243,325	(110,594)	82,341	192,935	211,752	(224,848)	3,905	71,743	(59,230)	66,866	156,427	(86,239)	(242,665)
52																				
53	*BAL DUE to N.O. (Year to Dte)*		*72,202*	*354*	*20,571*	*28,073*	*80,777*	*354*	*173,550*	*28,781*	*(144,769)*	*28,510*	*366*	*48,071*	*25,366*	*85,310*	*108,696*	*161,891*	*134,428*	*(27,464)*

	A	B	U	V	W	X	Y	Z	AA	AB	AC	AD	AE	AF	AG	AH	AI	AJ
1	Pacifica Foundation												FY 2011 BUDGET					
2	Station	KPFA	YTD FY 2011			YTD FY10	Apr '11	May '11	June '11	July '11	Aug '11	Sept '11	REMAINING	YRLY TOTAL	2011 vs 2010 B (W)		FY 2010	FY 2009
3		Income Summary	BUDGET	ACTUAL	DIFF	ACTUAL									$	%	Audited	Audited
4	5000	Listener Support	1,415,424	1,556,393	140,969	1,367,293	86,339	549,640	132,103	69,076	270,715	64,010	1,171,883	2,587,307	(35,399)	(0)	2,622,706	2,649,069
5	5011	Website Income	48,000	38,187	(9,813)	71,035	8,000	8,000	8,000	8,000	8,000	8,000	48,000	96,000	4,969	0	91,031	-
6	5020	Corporate Match	6,000	2,793	(3,207)	3,453	1,000	1,000	1,000	1,000	1,000	1,000	6,000	12,000	2,281	0	9,719	5,617
7	5752	Major Donor (>$1K)	41,400	30,000	(11,400)	-	6,900	6,900	6,900	6,900	6,900	6,900	41,400	82,800	42,800	1	40,000	-
8	5001	Donation (<$1K per)	47,100	107,912	60,812	86,987	7,850	7,850	7,850	7,850	7,850	7,850	47,100	94,200	(53,500)	(0)	147,700	178,789
9	5770	Car Donations	9,000	9,252	252	6,508	1,500	1,500	1,500	1,500	1,500	1,500	9,000	18,000	(2,798)	(0)	20,798	18,265
10	5750	Community Events	13,706	18,770	5,064	17,302	2,284	2,284	2,284	2,284	2,284	2,284	13,706	27,413	(0)	(0)	27,413	49,490
11	5760	CraftFair/Sp'l Evnts	98,920	75,988	(22,932)	98,617	-	-	-	-	4,410	72,373	76,783	175,703	(1,727)	(0)	177,430	201,181
12	5801	Grants - CPB/CSG	90,237	94,362	4,125	149,717	15,040	15,040	15,040	15,040	15,040	15,040	90,237	180,475	(79,761)	(0)	260,236	243,273
13	5802	Grants - CPB (Restr.)	31,705	22,333	(9,372)	39,460	5,284	5,284	5,284	5,284	5,284	5,284	31,705	63,410	(15,509)	(0)	78,919	117,758
14	5800	Grant Income. Other	-	600	600	1,000	-	-	-	-	-	-	-	-	(2,500)	(1)	2,500	8,500
15	5805	Grants, Non-Optg.	-	500	500	-	-	-	-	-	-	-	-	-	-	0	-	-
16	5810	Grants - Restricted	60,000	-	(60,000)	20,000	-	-	-	-	-	-	-	60,000	60,000	0	-	96,735
17	*5599*	*Other Income*	10,500	7,703	(2,797)	*11,201*	*1,750*	*1,750*	*1,750*	*1,750*	*1,750*	*1,750*	*10,500*	*21,000*	(7,109)	(0)	28,109	*17,229*
20	5600	Interest Income	57	658	601	*139*	55	148	74	31	46	12	366	423	(495)	(1)	918	(2,082)
21	5603	Health Unrealized Gain	-	27,479	27,479	-	-	-	-	-	-	-	-	-	(28,239)	(1)	28,239	
22	**Total Revenue**		**1,872,050**	**1,992,930**	**120,880**	**1,872,712**	**136,002**	**599,396**	**181,785**	**118,715**	**324,779**	**186,003**	**1,546,681**	**3,418,731**	**(116,986)**	**(2)**	**3,535,717**	**3,583,824**
23				6.5%		-6.0%							-	-				
24	**Expenses**			-		-												
25	Including Severance	Salaries & Related Exp	881,263	973,817	92,554	1,232,567	138,128	143,022	136,968	138,411	136,899	140,588	834,015	1,715,278	560,792	0	2,276,069	2,466,187
26		Board Expenses	15,694	9,888	(5,806)	7,558	120	500	120	-	120	620	1,480	17,174	23,257	1	40,431	45,696
27		Administrative Expenses	138,027	222,736	84,709	254,093	23,041	17,736	22,911	20,406	20,675	22,859	127,630	265,657	294,503	1	560,160	707,197
28		Programming Expenses	137,432	131,744	(5,688)	118,442	22,578	21,709	18,598	26,086	20,824	21,676	131,472	268,904	(34,586)	(0)	234,319	251,285
29		Development Expenses	185,652	169,629	(16,023)	165,815	11,191	59,557	23,951	9,283	29,829	8,062	141,873	327,525	111,971	0	439,496	384,598
30		Comm. Event Expenses	80,849	79,603	(1,245)	96,048	1,098	1,098	1,098	3,423	14,817	9,921	31,454	112,303	(12,110)	(0)	100,193	131,723
31	**Total Operating Expenses**		**1,438,917**	**1,587,418**	**148,500**	**1,874,524**	**196,157**	**243,623**	**203,646**	**197,609**	**223,164**	**203,726**	**1,267,924**	**2,706,841**	**943,827**	**1**	**3,650,668**	**3,986,686**
32	**Income (Loss) B/F C/Svs.**		**433,133**	**405,512**	**(27,621)**	**(1,812)**	**(60,154)**	**355,774**	**(21,861)**	**(78,893)**	**101,615**	**(17,723)**	**278,757**	**711,890**	**(1,060,813)**	**(4)**	**(114,951)**	**(402,862)**
33	6410	Ctrl Svs - N.O. (Bdgt=16% / Act=17%)	240,622	264,587	23,965	232,440	14,678	93,439	22,457	11,743	46,022	10,882	199,220	439,842	349	0	440,191	450,342
34	6412	Central Svs - PRA (2.5%)	35,386	38,910	3,525	34,182	2,158	13,741	3,303	1,727	6,768	1,600	29,297	64,683	51	0	64,734	66,227
35		**Total Central Services**	**276,008**	**303,497**	**27,489**	**266,622**	**16,836**	**107,180**	**25,760**	**13,470**	**52,789**	**12,482**	**228,517**	**504,525**	**400**	**0**	**504,925**	**516,569**
36	**Total Expenses**		**1,714,925**	**1,890,915**	**175,990**	**2,141,146**	**212,993**	**350,802**	**229,406**	**211,078**	**275,953**	**216,208**	**1,496,441**	**3,211,366**	**944,228**	**1**	**4,155,593**	**4,503,255**
37	**Net Income (Net Loss)**		**157,125**	**102,015**	**(55,110)**	**(268,434)**	**(76,990)**	**248,594**	**(47,621)**	**(92,363)**	**48,826**	**(30,205)**	**50,240**	**207,365**	**(1,061,214)**	**(4)**	**(619,876)**	**(919,431)**
38				-35.1%		-363.1%												
39	1300	Furniture & Fixtures	-				-	-	-	-	-	-	-	-	-	0	-	-
40	1310	Office Equip (prev in 11/10 budget)	-	-	-	-	3,750	3,750	-	-	-	-	7,500	7,500	(7,500)	0	-	-
41	1330	Telephone System	-	-	-	-	-	50,000	-	-	-	-	50,000	50,000	(50,000)	0	-	-
42	1350	Computers	-	-	-	3,904	1,700	1,700	1,700	1,700	1,700	1,700	10,200	10,200	(5,013)	(1)	5,187	-
43	1400	Broadcast/Tech Equip	-	2,120	2,120	2,120	-	-	-	-	-	-	-	-	2,120	1	2,120	2,120
44	1420	Transmitter Equipment	-	-	-	-	1,000	1,000	1,000	1,000	1,000	1,000	6,000	6,000	(6,000)	0	-	4,218
45	1450	Antenna	-	-	-		-	-	-	-	-	-	-	-	-	0	-	34,979
46	1500	Leasehold Improvement	-	-	-		-	-	-	-	-	-	-	-	-	0	-	-
47	1510	Building Improvement	-	5,000	5,000	-	-	-	-	-	-	-	-	-	-	0	-	36,470
48	*Repymt to N.O. of PNO Heath/LOC*		*12,500*	-	*(12,500)*		*2,083*	*2,083*	*2,083*	*2,083*	*2,083*	*2,083*	*12,500*	*25,000*	*(25,000)*	*0*	-	-
49	*BALANCE DUE to N.O. as of 9/30/10*		*98,793*	*98,793*	-	-							-	*98,793*	*(98,793)*	*0*	-	-
50	**Total Cash and Capital Items**		**111,293**	**105,913**	**(5,380)**	**6,024**	**8,533**	**58,533**	**4,783**	**4,783**	**4,783**	**4,783**	**86,200**	**197,493**	**(190,185)**	**0**	**7,307**	**77,787**
51	**Surplus (Deficit)**		**45,832**	**(3,898)**	**(49,730)**	**(274,458)**	**(85,524)**	**190,061**	**(52,404)**	**(97,147)**	**44,042**	**(34,989)**	**(35,960)**	**9,872**	**(871,028)**	**(4)**	**(627,184)**	**(997,218)**
52																		
53	*BAL DUE to N.O. (Year to Dte)*		*335,441*	*163,209*	*(172,233)*								-	*335,441*	*(335,441)*	*0*	-	-

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
1	Pacifica Foundation		Budget Figures for Fiscal Year 2011																	
2	Station:	KPFA	Oct '10		Nov '10		Dec '10		QTR 1 / FY 2011			Jan '11		Feb '11		Mar '11		QTR 2 / FY 2011		
3		Income Summary	Budget	ACTUAL	Budget	ACTUAL	Budget	ACTUAL	BUDGET	ACTUAL	DIFF	Budget	ACTUAL	Budget	ACTUAL	Budget	ACTUAL	BUDGET	ACTUAL	DIFF
54	Expenses Details																			
55	Salaries and Related Expenses																			
56	6000	Gross Salaries	108,072	115,631	99,069	121,656	88,454	116,935	295,595	354,221	58,626	92,484	96,145	95,749	98,585	95,455	110,473	283,688	305,204	21,517
57	6001	Severance/Vacation	-	-	17,049	17,049	3,885	10,443	20,934	27,493	6,558	1,390	10,622	1,390	-	1,400	1,466	4,180	12,089	7,909
58	6100	Payroll Taxes - FICA	8,331	8,846	7,499	10,611	6,513	9,745	22,344	29,202	6,858	7,033	8,168	7,467	7,542	7,111	8,563	21,610	24,273	2,663
59	6101	Payroll Taxes - SUI	33	595	-	250	-	442	33	1,287	1,254	5,592	6,620	5,413	5,537	4,666	3,862	15,671	16,019	347
60	6102	Pension Contribution	1,947	-	1,808	-	1,558	-	5,312	-	(5,312)	1,670	-	1,687	-	1,770	10,158	5,128	10,158	5,031
61	6103	403B Contribution	1,947	1,630	1,808	1,625	1,558	1,748	5,312	5,003	(309)	1,670	1,236	1,687	1,192	1,770	1,449	5,128	3,878	(1,250)
62	6200	Health Benefits	34,976	35,468	34,976	31,480	31,247	27,746	101,198	94,694	(6,505)	30,839	29,857	30,839	29,869	31,651	29,747	93,329	89,473	(3,857)
63	6201	Child Care	400	200	400	200	400	75	1,200	475	(725)	200	75	200	75	200	200	600	350	(250)
64	Total Salaries and Related Exp.		155,706	162,369	162,609	182,872	133,613	167,133	451,929	512,374	60,445	140,879	152,724	144,432	142,800	144,023	165,919	429,334	461,444	32,109
65				4.3%		12.5%		25.1%		13.4%			8.4%		-1.1%		15.2%		7.5%	
66	Administrative Expenses																			
67	6500	Telephone	4,642	1,482	3,774	1,090	2,512	1,569	10,928	4,141	(6,787)	2,801	2,159	3,491	1,747	4,609	1,984	10,901	5,890	(5,011)
68	6501	Telephone/Radio Lines	1,300	674	1,600	1,480	1,700	884	4,600	3,037	(1,563)	1,800	2,420	2,500	1,363	2,200	1,302	6,500	5,086	(1,414)
69	6504	Internet/Cable	1,700	1,639	1,700	149	1,700	1,490	5,100	3,279	(1,821)	1,700	298	1,700	149	1,700	149	5,100	596	(4,504)
70	6510	Postage	80	166	98	69	123	(11)	301	224	(77)	166	174	216	61	129	231	511	466	(45)
71	6511	Deliv./Messengerial	23	23	46	-	113	-	182	23	(159)	-	-	-	47	70	-	70	47	(23)
72	6520	Asso/Periodicals	1,010	699	1,010	-	1,010	-	3,030	699	(2,331)	1,010	-	1,010	100	1,010	209	3,030	309	(2,721)
73	6300	Consultants	3,100	-	3,300	-	200	-	6,600	-	(6,600)	200	-	200	-	200	-	600	-	(600)
74	6530	Professional Svc Legal	2,083	2,625	2,083	10,710	2,083	8,393	6,250	21,729	15,479	2,083	28,504	2,083	1,315	2,083	21,814	6,250	51,633	45,383
75	6531	Insurance Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	10,964	10,332	10,964	10,332	(632)
76	6560	Interest Exp - WFB	-	-	-	-	-	-	-	-	-	49	-	-	-	-	-	49	-	(49)
77	6570	Bank Charges	1,100	894	1,100	1,131	1,100	1,324	3,300	3,348	48	1,100	1,248	1,100	1,269	1,100	1,093	3,300	3,611	311
78	6571	Conference/Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
79	6580	Travel	70	-	70	-	70	-	210	-	(210)	70	246	70	-	70	437	210	683	473
80	6581	Travel-Loc, Mileage	300	86	300	119	300	136	900	341	(559)	300	12	300	239	300	554	900	805	(95)
81	6573	Meeting Expenses	150	-	-	-	150	-	300	-	(300)	-	-	150	69	-	-	150	69	(81)
82	6600	Office/Supplies Exp	598	1,407	144	44	276	92	1,017	1,542	525	1,244	215	332	517	-	378	1,576	1,109	(467)
83	6620	State Fees/Prop Tax	-	(536)	-	-	2,697	6,771	2,697	6,235	3,538	-	-	620	263	-	702	620	965	345
84	6621	Penalties and Fees	-	-		-		-		-	-		-		-	-	152	-	152	152
85	6664	Rental Property Expense	-	-		10		11		20	20		9		10	-	13	-	32	32
86	6631	Rent/Lease-Equipt	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
87	6640	Utilities - Office	656	3,381	2,854	2,593	1,947	1,897	5,457	7,872	2,415	1,917	2,050	1,999	2,121	2,628	1,696	6,544	5,868	(676)
88	6650	Maint'nce Non-Tech.	3,239	4,793	3,196	557	5,742	3,682	12,177	9,033	(3,144)	378	4,216	2,949	3,081	7,656	4,048	10,983	11,344	361
89	6665	ComputerMaintenance	800	-	800	1,205	800	1,346	2,400	2,551	151	800	603	800	729	800	1,460	2,400	2,791	391
90	6655	Depreciation Expense		9,459		9,459		9,459		28,377	28,377		9,459	-	9,459	-	9,459	-	28,377	28,377
91	6662	Personnel Search	100	120	100	-	100	-	300	120	(180)	100	-	100	-	100	-	300	-	(300)
92	6900	Settlement-Legal Case	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
93	6660	Other Admin Exp	220	-	220	-	220	-	660	-	(660)	220	-	220	-	220	-	660	-	(660)
94	Total Admin. Expenses		21,171	26,912	22,395	28,615	22,843	37,043	66,409	92,570	26,161	15,939	51,615	19,840	22,537	35,839	56,014	71,618	130,166	58,548
95																				
96	Board Expenses									-									-	
97	National Board Exp:																			
98	6590	Board Mtg & Travel	-	-	-	-	-	-	-	-	-	-	144	-	-	-	-	-	144	144
99	Total National Board Exp.		-	-	-	-	-	-	-	-	-	-	144	-	-	-	-	-	144	144
100				-		-		-		-			-		-		-		-	
101	Local Board / Election Exp:																			
102	6591	Local Board Exp	120	-	-	-	120	-	240	-	(240)	120	80	145	120	-	-	265	200	(65)
103	6595	LSB Election Exp	11,404	7,545	3,785	1,999	-	-	15,189	9,544	(5,644)	-	-	-	-	-	-	-	-	-
104	Total Local Board Exp.		11,524	7,545	3,785	1,999	120	-	15,429	9,544	(5,884)	120	80	145	120	-	-	265	200	(65)
105																				
106	Total Board Expenses		11,524	7,545	3,785	1,999	120	-	15,429	9,544	(5,884)	120	224	145	120	-	-	265	344	79
107																				

	A	B	U	V	W	X	Y	Z	AA	AB	AC	AD	AE	AF	AG	AH	AI	AJ
1	Pacifica Foundation												FY 2011 BUDGET					
2	Station:	KPFA	YTD FY 2011			YTD FY10									2011 vs 2010 B (W)			
3		Income Summary	BUDGET	ACTUAL	DIFF	ACTUAL	Apr '11	May '11	June '11	July '11	Aug '11	Sept '11	REMAINING	YRLY TOTAL	$	%	FY 2010 Audited	FY 2009 Audited
54	**Expenses Details**																	
55	**Salaries and Related Expenses**																	
56	6000	Gross Salaries	579,283	**659,426**	80,143	**904,689**	93,631	98,981	93,631	94,976	93,631	96,966	571,815	1,151,098	491,416	0	1,642,514	1,838,711
57	6001	Severance/Vacation	25,114	**39,581**	14,467	**8,629**	-	-	-	-	-	-	-	25,114	(33,548)	4	(8,434)	1,116
58	6100	Payroll Taxes - FICA	43,954	**53,475**	9,521	**69,659**	7,020	7,840	7,020	7,234	7,020	7,538	43,673	87,627	38,622	0	126,249	139,964
59	6101	Payroll Taxes - SUI	15,704	**17,305**	1,601	**21,098**	804	162	277	162	208	45	1,657	17,362	9,564	0	26,926	22,730
60	6102	Pension Contribution	10,440	**10,158**	(282)	**-**	1,726	1,726	1,726	1,726	1,726	1,726	10,358	20,798	5,121	0	25,919	32,054
61	6103	403B Contribution	10,440	**8,881**	(1,560)	**12,017**	1,726	1,726	1,726	1,726	1,726	1,726	10,358	20,798	1,914	0	22,712	26,284
62	6200	Health Benefits	194,528	**184,166**	(10,361)	**213,750**	33,020	32,387	32,387	32,387	32,387	32,387	194,954	389,481	45,878	0	435,359	398,949
63	*6201*	*Child Care*	1,800	**825**	(975)	**2,725**	*200*	*200*	*200*	*200*	*200*	*200*	*1,200*	*3,000*	1,825	0	4,825	*6,379*
64	**Total Salaries and Related Exp.**		**881,263**	**973,817**	**92,554**	**1,232,567**	**138,128**	**143,022**	**136,968**	**138,411**	**136,899**	**140,588**	**834,015**	**1,715,278**	**560,792**	**6**	**2,276,069**	**2,466,187**
65				10.5%		26.6%												
66	**Administrative Expenses**																	
67	6500	Telephone	21,829	**10,031**	(11,798)	**20,789**	4,180	2,405	5,304	2,555	2,625	5,250	22,319	44,148	(3,924)	(0)	40,224	41,702
68	*6501*	*Telephone/Radio Lines*	11,100	**8,123**	(2,977)	**10,920**	*1,800*	*1,600*	*1,600*	*2,300*	*2,200*	*2,500*	*12,000*	*23,100*	160	0	23,260	*21,592*
69	6504	Internet/Cable	10,200	**3,875**	(6,325)	**9,760**	1,700	1,700	1,700	1,700	1,700	1,700	10,200	20,400	513	0	20,913	19,445
70	6510	Postage	812	**690**	(122)	**778**	558	275	174	616	523	523	2,669	3,481	(1,003)	(0)	2,478	3,526
71	6511	Deliv./Messengerial	252	**69**	(183)	**242**	102	-	181	36	53	53	425	677	(132)	(0)	545	602
72	*6520*	*Asso/Periodicals*	6,060	**1,008**	(5,052)	**8,653**	*1,010*	*1,010*	*1,010*	*1,010*	*1,010*	*1,010*	*6,060*	*12,120*	3,263	0	15,383	*6,224*
73	*6300*	*Consultants*	7,200	**-**	(7,200)	**42,640**	*200*	*200*	*200*	*200*	*200*	*200*	*1,200*	*8,400*	37,340	1	45,740	*116,133*
74	*6530*	*Professional Svc. Legal*	12,500	**73,362**	60,862	**88,503**	*2,083*	*2,083*	*2,083*	*2,083*	*2,083*	*2,083*	*12,500*	*25,000*	101,914	1	126,914	*83,836*
75	*6531*	*Insurance Expense*	10,964	**10,332**	(632)	**10,855**	-	-	-	-	-	-	-	*10,964*	(109)	(0)	10,855	*9,284*
76	*6560*	*Interest Exp - WFB*	49	**-**	(49)	**49**	-	-	-	-	-	-	-	*49*	22	0	71	-
77	*6570*	*Bank Charges*	6,600	**6,959**	359	**4,427**	*1,100*	*1,100*	*1,100*	*1,100*	*1,100*	*1,100*	*6,600*	*13,200*	1,354	0	14,554	*14,538*
78	6571	Conference/Training	-	**-**	-	**93**	-	709	513	125	125	125	1,597	1,597	(295)	(0)	1,302	1,423
79	*6580*	*Travel*	420	**683**	263	**304**	*70*	*70*	*70*	*70*	*70*	*70*	*420*	*840*	(128)	(0)	712	*2,703*
80	*6581*	*Travel-Loc, Mileage*	1,800	**1,146**	(654)	**1,626**	*300*	*300*	*300*	*300*	*300*	*300*	*1,800*	*3,600*	(77)	(0)	3,523	*5,047*
81	*6573*	*Meeting Expenses*	450	**69**	(381)	**727**	*150*	-	*150*	-	*150*	-	*450*	*900*	(34)	(0)	866	*666*
82	6600	Office/Supplies Exp	2,593	**2,651**	58	**2,519**	-	1,504	-	-	591	-	2,095	4,688	(160)	(0)	4,528	4,526
83	*6620*	*State Fees/Prop Tax*	3,317	**7,200**	3,883	**8,299**	*2,697*	-	-	-	-	-	*2,697*	*6,014*	8,944	1	14,958	*13,718*
84	6621	Penalties and Fees	-	**152**		**-**							-	-	-	0	-	*6,756*
85	6664	Rental Property Expense	-	**52**		**49**							-	-	118	1	118	*107*
86	6631	Rent/Lease-Equipt	-	**-**	-	**-**	-	-	-	-	-	-	-	-	-	0	-	3,200
87	6640	Utilities - Office	12,001	**13,739**	1,738	**11,429**	1,887	2,300	2,818	3,426	2,625	2,625	15,681	27,682	(256)	(0)	27,426	31,142
88	6650	Maint'nce Non-Tech.	23,160	**20,377**	(2,783)	**22,058**	4,084	1,360	4,588	3,765	4,200	4,200	22,197	45,357	(2,551)	(0)	42,806	45,758
89	*6665*	*ComputerMaintenance*	4,800	**5,342**	542	**6,734**	*800*	*800*	*800*	*800*	*800*	*800*	*4,800*	*9,600*	30,307	1	39,907	*15,881*
90	6655	Depreciation Expense	-	**56,754**		**-**							-	-	115,477	1	115,477	*107,247*
91	*6662*	*Personnel Search*	600	**120**	(480)	**661**	*100*	*100*	*100*	*100*	*100*	*100*	*600*	*1,200*	81	0	1,281	*5,396*
92	*6900*	*Settlement-Legal Case*	-	**-**	-	**-**	-	-	-	-	-	-	-	-	3,366	1	3,366	*140,000*
93	*6660*	*Other Admin Exp*	1,320	**-**	(1,320)	**1,978**	*220*	*220*	*220*	*220*	*220*	*220*	*1,320*	*2,640*	311	0	2,951	*6,745*
94	**Total Admin. Expenses**		**138,027**	**222,736**	**27,750**	**254,093**	**23,041**	**17,736**	**22,911**	**20,406**	**20,675**	**22,859**	**127,630**	**265,657**	**294,503**	**5**	**560,160**	**707,197**
95																		
96	**Board Expenses**			**-**														
97	National Board Exp:												-	-				
98	6590	Board Mtg & Travel	-	**144**	144	**-**	-	-	-	-	-	-	-	-	323	1	323	-
99	**Total National Board Exp.**		**-**	**144**	**144**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**323**	**1**	**323**	**-**
100				**-**														
101	Local Board / Election Exp.																	
102	6591	Local Board Exp	505	**200**	(305)	**120**	120	500	120	-	120	620	1,480	1,985	4,960	1	6,945	3,418
103	6595	LSB Election Exp	15,189	**9,544**	(5,644)	**7,438**	-	-	-	-	-	-	-	15,189	17,974	1	33,163	42,278
104	**Total Local Board Exp.**		**15,694**	**9,744**	**(5,949)**	**7,558**	**120**	**500**	**120**	**-**	**120**	**620**	**1,480**	**17,174**	**22,934**	**1**	**40,107**	**45,696**
105																		
106	**Total Board Expenses**		**15,694**	**9,888**	**(5,806)**	**7,558**	**120**	**500**	**120**	**-**	**120**	**620**	**1,480**	**17,174**	**23,257**	**2**	**40,431**	**45,696**
107																		

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
1	Pacifica Foundation		Budget Figures for Fiscal Year 2011																	
2	Station:	KPFA	Oct '10		Nov '10		Dec '10		QTR 1 / FY 2011			Jan '11		Feb '11		Mar '11		QTR 2 / FY 2011		
3		Income Summary	Budget	ACTUAL	Budget	ACTUAL	Budget	ACTUAL	BUDGET	ACTUAL	DIFF	Budget	ACTUAL	Budget	ACTUAL	Budget	ACTUAL	BUDGET	ACTUAL	DIFF
108																				
109	Total Admin & Board Exp.		32,694	34,456	26,180	30,615	22,963	37,043	81,838	102,114	20,276	16,059	51,838	19,985	22,657	35,839	56,014	71,883	130,509	58,626
110				5.4%		16.9%		61.3%		24.8%			222.8%		13.4%		56.3%		81.6%	
111	Programming Expenses																			
112	6670	News Services	4,660	3,763	2,513	1,977	6,128	7,465	13,301	13,205	(96)	2,421	3,768	1,364	1,433	3,575	4,639	7,360	9,840	2,480
113	6666	CAC Training Expense	-	310	-	-	-	-	-	310	310	-	-	-	-	580	-	580	-	(580)
114	6673	Satellite Fee	1,375	500	1,375	8,974	1,375	(40)	4,125	9,434	5,309	1,375	920	1,375	1,480	1,375	460	4,125	2,860	(1,265)
115	6680	Maintenance - Tech	-	1,300	111	159	881	1,070	992	2,529	1,537	583	117	315	143	1,091	425	1,989	684	(1,305)
116	6698	Web-Site Expenses	6,000	1,671	6,000	5,472	6,000	4,106	18,000	11,249	(6,751)	6,000	8,925	6,000	2,698	6,000	14,850	18,000	26,473	8,473
117	6700	Tapes and Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,309	-	1,309	1,309
118	6669	Audio Ports Expenses	-	5,663		-		-		5,663			-		-		-		-	
119	6701	Other Programming	6,120	495	860	670	860	495	7,840	1,660	(6,180)	3,660	660	860	660	860	660	5,380	1,980	(3,400)
120	6630	Tower Rent	120	120	120	120	120	120	360	360	-	120	120	120	120	120	120	360	360	-
121	6641	Utilities-Tower	3,725	4,107	4,170	28	2,940	3,742	10,835	7,877	(2,958)	2,835	6,325	3,560	3,156	3,116	3,322	9,511	12,803	3,292
122	6702	FreeSpeechRadioNews	5,284	5,583	5,284	5,583	5,284	5,583	15,853	16,750	897	5,284	5,583	5,284	-	5,284	-	15,853	5,583	(10,269)
123	6703	Apprenticeship/Spc'l Prog	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
124	6806	Non-Oper Grant Exp	-	-	1,433	441	501	93	1,934	535	(1,399)	844	93	95	94	96	94	1,035	280	(755)
125	Total Programming Exp.		27,284	23,512	21,866	23,424	24,089	22,635	73,240	69,571	(9,331)	23,122	26,511	18,973	9,783	22,097	25,878	64,193	62,173	(2,020)
126				-13.8%		7.1%		-6.0%		-5.0%			14.7%		-48.4%		17.1%		-3.1%	
127	Development Expenses																			
128	6576	Credit Card Disc. Fee	4,599	2,031	1,149	8,554	2,259	1,331	8,007	11,915	3,908	9,589	4,664	2,560	1,552	57	3,060	12,205	9,276	(2,929)
129	6771	Direct Mail/Printing	-	-	-	-	6,102	-	6,102	-	(6,102)	7,470	4,150	-	3,177	-	-	7,470	7,327	(143)
130	6772	Direct Mail - Postage	-	-	-	-	2,615	2,285	2,615	2,285	(330)	3,201	6,651	-	7,337	-	-	3,201	13,987	10,786
131	6730	Caging/Subs. Svs	1,750	-	927	3,407	1,764	1,580	4,441	4,987	546	1,780	1,512	1,867	2,026	1,896	3,185	5,544	6,724	1,180
132	6740	SubscriptionSupplies	-	111	445	190	807	155	1,252	456	(796)	1,040	321	-	1,050	61	721	1,101	2,092	991
133	6750	Premium-OthVendor	16,983	915	6,228	11,763	11,308	20,799	34,519	33,477	(1,042)	29,712	15,621	12,623	6,120	6,509	14,638	48,843	36,380	(12,463)
134	6413	Premiums from PRA	1,278	-	469	-	851	-	2,598	-	(2,598)	2,236	-	950	-	490	-	3,676	-	(3,676)
135	6752	Prem. Shipping/Packs	2,143	869	862	1,328	1,467	-	4,471	2,197	(2,274)	3,659	863	1,623	177	895	1,455	6,178	2,494	(3,684)
136	6751	Fund Drive Exp	152	-	37	-	70	-	258	-	(258)	316	-	84	206	-	-	400	206	(194)
137	6712	Printing-Subs, Renew	2,434	(162)	1,219	-	1,431	1,827	5,085	1,665	(3,420)	4,667	4,618	1,442	2,559	842	812	6,951	7,990	1,039
138	6732	Postage-Subs/Ren	766	294	818	3,197	661	3,025	2,245	6,516	4,271	1,193	6,585	515	2,432	842	3,755	2,551	12,771	10,221
139	6733	Mailing Services	1,500	(812)	1,200	-	900	3,442	3,600	2,630	(970)	934	1,640	600	714	1,150	1,900	2,684	4,254	1,570
140	6721	TeleMarketing	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
141	6760	Advertising & Promo	61	-	15	-	28	-	103	-	(103)	126	-	34	-	-	-	160	-	(160)
142	6780	Other Dev. Exp.	-	-	-	-	-	-	-	-	-	-	-	7,000	-	-	-	7,000	-	(7,000)
143	6781	Major Donor Exp.	398	-	398	-	398	-	1,195	-	(1,195)	398	-	398	-	398	-	1,195	-	(1,195)
144	Total Development. Exp.		32,064	3,246	13,767	28,439	30,662	34,443	76,493	66,128	(10,365)	66,322	46,625	29,697	27,350	13,141	29,527	109,159	103,501	(5,658)
145				-89.9%		106.6%		12.3%		-13.6%			-29.7%		-7.9%		124.7%		-5.2%	
146	Community Events																			
147	6790	Community Events	1,098	530	1,098	2,210	1,098	113	3,293	2,853	(440)	1,098	3,437	1,098	455	1,098	740	3,293	4,631	1,338
148	6791	Crafts/FairSpecial Event	12,129	33,549	10,742	12,845	38,561	19,838	61,432	66,232	4,800	7,525	3,957	2,520	1,443	2,785	488	12,830	5,888	(6,943)
149	Total Community Events Exp.		13,227	34,079	11,840	15,055	39,659	19,951	64,725	69,085	4,359	8,623	7,393	3,618	1,897	3,883	1,228	16,123	10,519	(5,605)
150				157.6%		27.2%		-49.7%		6.7%			-14.3%		-47.6%		-68.4%		-34.8%	

	A	B	U	V	W	X	Y	Z	AA	AB	AC	AD	AE	AF	AG	AH	AI	AJ
1	Pacifica Foundation												FY 2011 BUDGET					
2	Station	KPFA	YTD FY 2011			YTD FY10	Apr '11	May '11	June '11	July '11	Aug '11	Sept '11	REMAINING	YRLY TOTAL	2011 vs 2010 B (W)		FY 2010	FY 2009
3		Income Summary	BUDGET	ACTUAL	DIFF	ACTUAL									$	%	Audited	Audited
108																		
109	**Total Admin & Board Exp.**		**153,721**	**232,624**	**21,944**	**261,651**	**23,161**	**18,236**	**23,031**	**20,406**	**20,795**	**23,479**	**129,110**	**282,831**	**317,760**	**8**	**600,591**	**752,893**
110				51.3%		12.5%							-	-				
111	**Programming Expenses**			(0)														
112	*6670*	*News Services*	20,661	**23,045**	2,384	**20,456**	*2,420*	*3,819*	*1,122*	*2,454*	*3,000*	*3,000*	*15,815*	*36,476*	(1,427)	(0)	35,049	*36,415*
113	*6666*	*CAC Training Expense*	580	**310**	(270)	**752**	-	-	-	-	-	*580*	*580*	*1,160*	(208)	(0)	952	*672*
114	*6673*	*Satellite Fee*	8,250	**12,294**	4,044	**11,120**	*1,375*	*1,375*	*1,375*	*1,375*	*1,375*	*1,375*	*8,250*	*16,500*	(1,880)	(0)	14,620	*12,080*
115	6680	Maintenance - Tech	2,981	**3,214**	233	**2,838**	64	752	49	644	1,050	1,260	3,819	6,800	(133)	(0)	6,667	9,423
116	*6698*	*Web-Site Expenses*	36,000	**37,722**	1,722	**8,277**	*6,000*	*6,000*	*6,000*	*6,000*	*6,000*	*6,000*	*36,000*	*72,000*	(72,000)	100	0	*12,002*
117	*6700*	*Tapes and Supplies*	-	**1,309**	1,309	-	-	-	-	-	-	-	-	-	-	0	-	*187*
118	6669	Audio Ports Expenses		**5,663**		-							-	-	-	0	-	-
119	*6701*	*Other Programming*	13,220	**3,640**	(9,580)	**13,595**	*3,660*	*860*	*860*	*3,660*	*860*	*860*	*10,760*	*23,980*	8,035	0	32,015	*11,645*
120	*6630*	*Tower Rent*	720	**720**	-	**720**	*120*	*120*	*120*	*120*	*120*	*120*	*720*	*1,440*	-	0	1,440	*840*
121	6641	Utilities-Tower	20,346	**20,680**	334	**15,709**	3,463	3,405	3,694	4,690	2,625	2,625	20,502	40,848	2,389	0	43,237	42,415
122	6702	FreeSpeechRadioNews	31,705	**22,333**	(9,372)	**42,038**	5,284	5,284	5,284	5,284	5,284	5,284	31,705	63,410	29,742	0	93,153	117,759
123	*6703*	*Apprenticeship/Spc'l Prog*	-	-	-	-	-	-	-	-	-	-	-	-	-	0	-	*4,526*
124	*6806*	*Non-Oper Grant Exp*	2,969	**815**	(2,154)	**2,938**	*192*	*94*	*94*	*1,859*	*510*	*572*	*3,321*	*6,290*	897	0	7,187	*3,321*
125	**Total Programming Exp.**		**137,432**	**131,744**	**(11,351)**	**118,442**	**22,578**	**21,709**	**18,598**	**26,086**	**20,824**	**21,676**	**131,472**	**268,904**	**(34,586)**	**100**	**234,319**	**251,285**
126				-4.1%		-10.1%							-	-				
127	**Development Expenses**			-														
128	6576	Credit Card Disc. Fee	20,212	**21,191**	979	**20,096**	97	11,487	127	57	4,555	52	16,373	36,586	(1,011)	(0)	35,575	40,094
129	6771	Direct Mail/Printing	13,572	**7,327**	(6,245)	-	-	-	6,220	-	-	-	6,220	19,793	2,792	0	22,585	33,394
130	6772	Direct Mail - Postage	5,817	**16,272**	10,455	**9,518**	-	-	2,666	-	-	-	2,666	8,483	7,206	0	15,688	15,907
131	6730	Caging/Subs. Svs	9,984	**11,711**	1,726	**9,877**	1,233	1,135	2,124	807	1,198	721	7,218	17,202	2,614	0	19,817	24,458
132	*6740*	*SubscriptionSupplies*	2,353	**2,548**	195	**2,330**	*163*	*225*	-	*626*	*200*	*450*	*1,664*	*4,017*	(14)	(0)	4,003	*8,047*
133	6750	Premium-OthVendor	83,363	**69,857**	(13,505)	**76,760**	4,796	32,978	7,580	3,746	16,011	3,437	68,548	151,911	101,008	0	252,919	129,632
134	6413	Premiums from PRA	6,275	-	(6,275)	-	361	2,482	571	282	1,205	259	5,160	11,434	(11,434)	0	-	8,096
135	6752	Prem. Shipping/Packs	10,649	**4,691**	(5,958)	**8,380**	691	4,049	1,023	566	2,027	529	8,884	19,533	(6,314)	(0)	13,219	19,659
136	6751	Fund Drive Exp	658	**206**	(452)	**366**	-	382	-	-	150	-	532	1,190	(474)	(1)	716	1,677
137	6712	Printing-Subs, Renew	12,035	**9,655**	(2,381)	**5,511**	1,438	4,784	1,012	845	2,497	768	11,344	23,379	(11,100)	(1)	12,280	18,817
138	6732	Postage-Subs/Ren	4,796	**19,288**	14,492	**11,221**	1,438	585	1,012	845	847	768	5,495	10,290	18,653	1	28,943	25,008
139	*6733*	*Mailing Services*	6,284	**6,884**	600	**3,052**	*576*	*900*	*1,219*	*1,111*	*680*	*680*	*5,166*	*11,450*	(1,242)	(0)	10,208	*10,125*
140	6721	TeleMarketing	-	-	-	**14,062**	-	-	-	-	-	-	-	-	14,062	1	14,062	19,642
141	6760	Advertising & Promo	263	-	(263)	-	-	153	-	-	60	-	213	476	(151)	(0)	325	5,093
142	6780	Other Dev. Exp.	7,000	-	(7,000)	**3,371**	-	-	-	-	-	-	-	7,000	(213)	(0)	6,788	497
143	6781	Major Donor Exp.	2,391	-	(2,391)	**1,271**	398	398	398	398	398	398	2,391	4,782	(2,412)	(1)	2,370	24,452
144	**Total Development. Exp.**		**185,652**	**169,629**	**(16,023)**	**165,815**	**11,191**	**59,557**	**23,951**	**9,283**	**29,829**	**8,062**	**141,873**	**327,525**	**111,971**	**(1)**	**439,496**	**384,598**
145				-8.6%		-2.2%							-	-				
146	**Community Events**			-														
147	6790	Community Events	6,587	**7,484**	897	**9,170**	1,098	1,098	1,098	1,098	1,098	1,098	6,587	13,174	-	0	13,174	25,031
148	6791	Crafts/FairSpecial Event	74,262	**72,119**	(2,143)	**86,878**	-	-	-	2,325	13,719	8,823	24,867	99,129	(12,110)	(0)	87,019	106,692
149	**Total Community Events Exp.**		**80,849**	**79,603**	**(1,245)**	**96,048**	**1,098**	**1,098**	**1,098**	**3,423**	**14,817**	**9,921**	**31,454**	**112,303**	**(12,110)**	**(0)**	**100,193**	**131,723**
150				-1.5%		20.7%							-	-				