	AJ	AK	AL	AM	AN	AO	AP	AQ	AR	AS	AT	AU	AV	AW	AX	AY	AZ	BA	BB	BC	BD
2	**Pacifica Foundation - KPFA**																				
3	**Profit & Loss Statement**																				
4	**For the Four Months Ending January 31, 2017**																				
5		**OCT '16 FY17**				**NOV '16 FY17**				**DEC '16 FY17**				**JAN '17 FY17**				**YTD Q1 FY17**			
6		**BUDGET**	**Actual**	**DIFF**	**%**	**BUDGET**	**Actual**	**DIFF**	**%**	**BUDGET**	**Actual**	**DIFF**	**%**	**BUDGET**	**Actual**	**DIFF**	**%**	**BUDGET**	**Actual**	**DIFF**	**%**
7	**Revenue:**																				
8	Listener Support	98,233	119,366	21,132	21.5%	85,823	82,465	(3,358)	-3.9%	269,348	512,852	243,503	90.4%	112,960	68,928	(44,032)	-39.0%	566,365	783,610	217,245	38.4%
9	Website Income	3,072	2,004	(1,068)	-34.8%	5,576	26,332	20,755	372.2%	6,841	9,987	3,145	46.0%	3,241	5,133	1,892	58.4%	18,731	43,455	24,724	132.0%
10	Corporate Match	100	360	260	260.0%	-	3,938	3,938	0.0%	-	1,509	1,509	0.0%	-	-	-	0.0%	100	5,807	5,707	5706.9%
11	Major Donor Income >$1K/Yr	-	-	-	0.0%	-	24,736	24,736	0.0%	-	37	37	0.0%	-	-	-	0.0%	-	24,774	24,774	0.0%
12	Donations	8,228	27,800	19,572	237.9%	8,203	14,705	6,502	79.3%	47,280	62,731	15,450	32.7%	7,224	10,705	3,482	48.2%	70,935	115,941	45,006	63.4%
13	Car Donations	7,057	4,087	(2,970)	-42.1%	2,495	10,497	8,002	320.7%	12,933	5,202	(7,731)	-59.8%	2,614	842	(1,772)	-67.8%	25,099	20,627	(4,472)	-17.8%
14	Community Events Income	33,958	14,739	(19,220)	-56.6%	4,875	13,878	9,003	184.7%	4,464	6,659	2,195	49.2%	-	713	713	0.0%	43,297	35,988	(7,309)	-16.9%
15	Crafts Fair Income	-	-	-	0.0%	-	-	-	0.0%	36,000	25,012	(10,988)	-30.5%	-	-	-	0.0%	36,000	25,012	(10,988)	-30.5%
16	Miscellaneous/Other Income	1,605	1,655	50	3.1%	1,605	2,055	450	28.0%	2,005	2,155	150	7.5%	1,655	1,905	250	15.1%	6,870	7,770	900	13.1%
17																					
18	**Total Revenue**	**152,254**	**170,010**	**17,756**	**11.7%**	**108,577**	**178,606**	**70,029**	**64.5%**	**378,872**	**626,143**	**247,271**	**65.3%**	**127,694**	**88,226**	**(39,469)**	**-30.9%**	**767,397**	**1,062,985**	**295,587**	**38.5%**
19				-				-				-				-				-	
20		-	-			-	-			-	-			-	-			-	-	-	
21	**Expenses:**																				
22	Personnel Costs	146,930	149,290	2,360	1.6%	146,319	145,626	(693)	-0.5%	151,518	155,392	3,874	2.6%	151,545	166,190	14,646	9.7%	596,312	616,499	20,187	3.4%
23	Board Expenses	2,220	590	(1,630)	-73.4%	15,348	-	(15,348)	-100.0%	1,000	246	(754)	-75.4%	220	193	(28)	-12.5%	18,788	1,029	(17,759)	-94.5%
24	Administration Expenses	37,869	32,486	(5,383)	-14.2%	30,944	38,273	7,329	23.7%	38,877	37,136	(1,741)	-4.5%	30,783	37,147	6,364	20.7%	138,472	145,042	6,570	4.7%
25	Programming Expenses	9,947	29,067	19,120	192.2%	9,085	13,892	4,807	52.9%	8,668	11,128	2,460	28.4%	8,811	8,178	(633)	-7.2%	36,511	62,264	25,753	70.5%
26	Development Expenses	34,359	43,624	9,265	27.0%	18,802	32,263	13,462	71.6%	28,322	29,047	725	2.6%	35,188	19,621	(15,567)	-44.2%	116,671	124,556	7,885	6.8%
27	Community/Special Events	8,903	4,410	(4,493)	-50.5%	6,073	988	(5,085)	-83.7%	620	2,998	2,379	383.7%	1,390	1,793	404	29.0%	16,986	10,190	(6,796)	-40.0%
28																					
29	**Total Operating Expenses**	**240,228**	**259,468**	**19,240**	**8.0%**	**226,570**	**231,042**	**4,471**	**2.0%**	**229,005**	**235,948**	**6,943**	**3.0%**	**227,936**	**233,122**	**5,187**	**2.3%**	**923,740**	**959,580**	**35,841**	**3.9%**
30				(0)				0				-				0				-	
31		-	-			-	-			-	-			-	-			-	-		
32	**Central Services**																				
33	C/Svs Exp - PNO	34,666	34,666	-	0.0%	34,666	34,666	-	0.0%	34,666	34,666	-	0.0%	34,666	34,666	-	0.0%	138,664	138,664	-	0.0%
34	C/Svs Exp - PRA	4,622	4,622	-	0.0%	4,622	4,622	-	0.0%	4,622	4,622	-	0.0%	4,622	4,622	-	0.0%	18,488	18,488	-	0.0%
35																					
36	**Central Services**	**39,288**	**39,288**	**-**	**0.0%**	**39,288**	**39,288**	**-**	**0.0%**	**39,288**	**39,288**	**-**	**0.0%**	**39,288**	**39,288**	**-**	**0.0%**	**157,152**	**157,152**	**-**	**0.0%**
37																					
38		-	-			-				-				-				-	-	-	0.0%
39	**Total Expenses**	**279,516**	**298,756**	**19,240**	**6.9%**	**265,858**	**270,330**	**4,471**	**1.7%**	**268,293**	**275,236**	**6,943**	**2.6%**	**267,224**	**272,410**	**5,187**	**1.9%**	**1,080,892**	**1,116,732**	**35,841**	**3.3%**
40		-	-			-	-			-	-			-				-		-	
41																					
42	**Net Income (Loss)**	**(127,262)**	**(128,746)**	**(1,484)**	**1.2%**	**(157,281)**	**(91,724)**	**65,557**	**-41.7%**	**110,579**	**350,907**	**240,328**	**217.3%**	**(139,530)**	**(184,185)**	**(44,655)**	**32.0%**	**(313,494)**	**(53,747)**	**259,747**	**-82.9%**
43		-	-	0		-	-			-	-				-				-		

	AJ	AK	AL	AM	AN	AO	AP	AQ	AR	AS	AT	AU	AV	AW	AX	AY	AZ	BA	BB	BC	BD
5		OCT '16 FY17				NOV '16 FY17				DEC '16 FY17				JAN '17 FY17				YTD Q1 FY17			
6		BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%
44	Depreciation (Admin Exp)	8,577	8,041	(536)	-6.3%	8,577	8,041	(536)	-6.3%	8,577	8,041	(536)	-6.3%	8,577	7,638	(939)	-11.0%	34,308	31,760	(2,548)	-7.4%
45																			-		
46	***Net Income (Loss) w/o Depreciation***	***(118,685)***	***(120,705)***	***(2,020)***		***(148,704)***	***(83,683)***	***65,021***	***-43.7%***	***119,156***	***358,948***	***239,792***	***201.2%***	***(130,953)***	***(176,547)***	***(45,594)***	***34.8%***	***(279,186)***	***(21,987)***	***257,199***	***-92.1%***
47																					
48		-	-			-	-			-	-			-	-			-	-		
49	**EXPENSES DETAILS**																				
50																					
51	**Salaries and Related Expenses**																				
52	Salaries	106,078	111,733	5,655	5.3%	105,545	107,960	2,415	2.3%	110,207	115,437	5,230	4.7%	103,615	116,275	12,660	12.2%	425,444	451,405	25,961	6.1%
53	Payroll Taxes - FICA	8,115	8,467	352	4.3%	8,074	8,232	158	2.0%	8,431	8,804	373	4.4%	7,927	8,868	942	11.9%	32,547	34,371	1,825	5.6%
54	Payroll Taxes - SUI / State Tax	289	493	204	70.8%	270	461	192	71.1%	287	528	241	83.9%	6,315	7,187	872	13.8%	7,161	8,670	1,509	21.1%
55	Pension Contributions	2,122	2,235	113	5.3%	2,111	2,159	48	2.3%	2,204	2,309	105	4.7%	2,072	2,325	253	12.2%	8,509	9,028	519	6.1%
56	403B Contributions	1,591	1,435	(156)	-9.8%	1,583	1,427	(156)	-9.9%	1,653	1,429	(224)	-13.5%	1,554	1,453	(101)	-6.5%	6,382	5,744	(637)	-10.0%
57	Health Benefits	28,226	24,928	(3,298)	-11.7%	28,226	25,386	(2,840)	-10.1%	28,226	26,885	(1,341)	-4.8%	29,551	30,082	531	1.8%	114,229	107,280	(6,949)	-6.1%
58	Child Care	510	-	(510)	-100.0%	510	-	(510)	-100.0%	510	-	(510)	-100.0%	510	-	(510)	-100.0%	2,040	-	(2,040)	-100.0%
59																					
60	**Total Salaries & Related Expenses**	**146,930**	**149,290**	**2,360**	**1.6%**	**146,319**	**145,626**	**(693)**	**-0.5%**	**151,518**	**155,392**	**3,874**	**2.6%**	**151,545**	**166,190**	**14,646**	**9.7%**	**596,312**	**616,499**	**20,187**	**3.4%**
61			-				-				-					-					
62		-	-			-	-			-	-			-	-			-	-		
66	**Local Board & Election Expenses**																	-	-	-	0.0%
67	Local Brd /Loc Advisory Brd Exp	220	-	(220)	-100.0%	220	-	(220)	-100.0%	-	246	246	0.0%	220	-	(220)	-100.0%	660	246	(414)	-62.7%
68	Board Election Exp	2,000	590	(1,410)	-70.5%	15,128	-	(15,128)	-100.0%	1,000	-	(1,000)	-100.0%	-	193	193	0.0%	18,128	783	(17,346)	-95.7%
69																					
70	**Total Local Board & Election Exps**	**2,220**	**590**	**(1,630)**	**-73.4%**	**15,348**	**-**	**(15,348)**	**-100.0%**	**1,000**	**246**	**(754)**	**-75.4%**	**220**	**193**	**(28)**	**-12.5%**	**18,788**	**1,029**	**(17,759)**	**-94.5%**
71																					
72																					
73	**Total Board Expenses**	**2,220**	**590**	**(1,630)**	**-73.4%**	**15,348**	**-**	**(15,348)**	**-100.0%**	**1,000**	**246**	**(754)**	**-75.4%**	**220**	**193**	**(28)**	**-12.5%**	**18,788**	**1,029**	**(17,759)**	**-94.5%**
74																					
75																					

	AJ	AK	AL	AM	AN	AO	AP	AQ	AR	AS	AT	AU	AV	AW	AX	AY	AZ	BA	BB	BC	BD
5		OCT '16 FY17				NOV '16 FY17				DEC '16 FY17				JAN '17 FY17				YTD Q1 FY17			
6		BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%
76	**Administrative Expenses**																				
77	Telephones	10,259	10,866	607	5.9%	8,471	11,044	2,573	30.4%	8,070	12,918	4,849	60.1%	7,634	11,558	3,924	51.4%	34,433	46,386	11,953	34.7%
78	Internet/Cable	2,373	2,405	32	1.4%	2,370	2,439	68	2.9%	2,382	1,702	(680)	-28.5%	2,338	1,593	(745)	-31.9%	9,463	8,139	(1,324)	-14.0%
79	Postage, USPS, FedEx, UPS	70	59	(11)	-15.4%	55	339	284	517.1%	45	235	191	424.6%	500	28	(472)	-94.4%	670	662	(8)	-1.1%
80	Asso. Dues, Periodicals	4,000	-	(4,000)	-100.0%	-	-	-	0.0%	112	-	(112)	-100.0%	12	-	(12)	-100.0%	4,124	-	(4,124)	-100.0%
81	Consultant/Temps/Contractual	500	500	-	0.0%	500	500	-	0.0%	500	500	-	0.0%	500	1,700	1,200	240.0%	2,000	3,200	1,200	60.0%
82	Insurance Expense	1,600	-	(1,600)	-100.0%	1,600	1,058	(542)	-33.9%	1,600	1,058	(542)	-33.9%	1,600	1,058	(542)	-33.9%	6,400	3,174	(3,226)	-50.4%
83	Interest/Bank Charges	1,251	1,408	158	12.6%	1,091	1,322	231	21.2%	1,521	1,952	432	28.4%	1,409	1,352	(57)	-4.0%	5,271	6,035	764	14.5%
84	Conference / Training	833	-	(833)	-100.0%	833	-	(833)	-100.0%	833	-	(833)	-100.0%	833	-	(833)	-100.0%	3,333	-	(3,333)	-100.0%
85	Travel	425	340	(85)	-20.1%	425	765	340	79.9%	425	1,448	1,023	240.7%	425	351	(74)	-17.4%	1,700	2,903	1,203	70.8%
86	Office Exp & Supplies	750	195	(555)	-74.0%	750	551	(199)	-26.6%	750	1,529	779	103.8%	750	352	(398)	-53.1%	3,000	2,627	(373)	-12.4%
87	Computer Supplies/Maintenance	500	(216)	(716)	-143.1%	500	6,425	5,925	1185.0%	500	193	(307)	-61.3%	500	15	(485)	-97.0%	2,000	6,418	4,418	220.9%
88	Taxes, Fees	60	3,070	3,010	5016.1%	60	192	132	220.6%	8,060	-	(8,060)	-100.0%	60	-	(60)	-100.0%	8,240	3,262	(4,978)	-60.4%
89	Rent/Lease-Equip	775	875	100	12.9%	775	875	100	12.9%	775	875	100	12.9%	775	873	98	12.6%	3,100	3,498	398	12.8%
90	Utilities - Office	2,871	3,861	990	34.5%	1,912	2,160	248	12.9%	1,703	3,221	1,518	89.2%	1,844	2,179	335	18.2%	8,330	11,421	3,091	37.1%
91	Gen Repairs/Maint	3,000	875	(2,125)	-70.8%	3,000	2,563	(437)	-14.6%	3,000	3,400	400	13.3%	3,000	7,890	4,890	163.0%	12,000	14,728	2,728	22.7%
92	Depreciation Expense	8,577	8,041	(536)	-6.3%	8,577	8,041	(536)	-6.3%	8,577	8,041	(536)	-6.3%	8,577	7,638	(939)	-11.0%	34,308	31,760	(2,548)	-7.4%
93	Personnel Search/Moving Exp	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%
94	Other Admin Exp	25	208	183	730.2%	25	-	(25)	-100.0%	25	63	38	151.6%	25	559	534	2135.0%	100	829	729	729.2%
96	**Total Administrative Expenses**	**37,869**	**32,486**	**(5,383)**	**-14.2%**	**30,944**	**38,273**	**7,329**	**23.7%**	**38,877**	**37,136**	**(1,741)**	**-4.5%**	**30,783**	**37,147**	**6,364**	**20.7%**	**138,472**	**145,042**	**6,570**	**4.7%**
98		-	-			-	-			-	-			-	-			-	-		
99	**Programming Expenses**																				
100	News Services/Stringers	1,600	6,129	4,529	283.0%	1,600	1,594	(6)	-0.4%	1,600	6,551	4,951	309.4%	1,600	1,605	5	0.3%	6,400	15,878	9,478	148.1%
101	Programming	-	-	-	0.0%	-	5,566	5,566	0.0%	-	-	-	0.0%	-	1,983	1,983	0.0%	-	7,549	7,549	0.0%
102	CAC Training Exp/ Apprenticeship	250	-	(250)	-100.0%	250	-	(250)	-100.0%	250	-	(250)	-100.0%	250	-	(250)	-100.0%	1,000	-	(1,000)	-100.0%
103	NFCB, Convention		4,275	4,275	0.0%		-	-	0.0%		-	-	0.0%		-	-	0.0%	-	4,275	4,275	0.0%
104	Satellite Fee-NewsUplink/Downlink	-	10,130	10,130	0.0%	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	-	10,130	10,130	0.0%
105	Maintenance-Tech/Wire Supplies	1,250	3,477	2,227	178.1%	1,250	2,069	819	65.5%	1,250	366	(884)	-70.7%	1,321	371	(950)	-71.9%	5,071	6,283	1,212	23.9%
106	Web-Site Expenses	2,000	-	(2,000)	-100.0%	2,000	160	(1,840)	-92.0%	2,000	63	(1,937)	-96.8%	2,000	322	(1,678)	-83.9%	8,000	545	(7,455)	-93.2%
107	Tapes/Supplies/Restoration	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%
108	Rent -Tower	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%
109	Utilities -Tower	4,847	5,057	210	4.3%	3,985	4,503	518	13.0%	3,568	4,147	579	16.2%	3,640	3,897	257	7.1%	16,040	17,604	1,564	9.7%
111	**Total Programming Expenses**	**9,947**	**29,067**	**19,120**	**192.2%**	**9,085**	**13,892**	**4,807**	**52.9%**	**8,668**	**11,128**	**2,460**	**28.4%**	**8,811**	**8,178**	**(633)**	**-7.2%**	**36,511**	**62,264**	**25,753**	**70.5%**

	AJ	AK	AL	AM	AN	AO	AP	AQ	AR	AS	AT	AU	AV	AW	AX	AY	AZ	BA	BB	BC	BD
5		OCT '16 FY17				NOV '16 FY17				DEC '16 FY17				JAN '17 FY17				YTD Q1 FY17			
6		BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%	BUDGET	Actual	DIFF	%
113		-	-			-	-			-	-			-	-			-	-		
114	**Development Expenses**																				
115	Credit Card Discount Fees	2,081	10,765	8,684	417.3%	1,892	1,420	(472)	-25.0%	6,146	649	(5,497)	-89.4%	2,345	7,394	5,049	215.3%	12,465	20,228	7,764	62.3%
116	Direct Mail-Printing	-	-	-	0.0%	-	5,758	5,758	0.0%	3,989	-	(3,989)	-100.0%	3,626	-	(3,626)	-100.0%	7,615	5,758	(1,857)	-24.4%
117	Direct Mail-Postage	-	-	-	0.0%	-	2,696	2,696	0.0%	2,634	-	(2,634)	-100.0%	2,394	-	(2,394)	-100.0%	5,028	2,696	(2,332)	-46.4%
118	Caging Costs/Subs Svcs	455	3,031	2,576	566.2%	429	2,040	1,612	376.0%	3,076	2,616	(459)	-14.9%	1,274	2,743	1,469	115.3%	5,233	10,430	5,197	99.3%
119	Postage-Dev/Mailing Svs	2,237	4,559	2,322	103.8%	5,204	84	(5,120)	-98.4%	1,932	1,264	(668)	-34.6%	2,940	2,590	(350)	-11.9%	12,313	8,497	(3,817)	-31.0%
120	Printing, Mktg, Subs Supplies	243	704	460	189.4%	1,318	1,422	103	7.8%	276	824	548	198.3%	683	(7)	(691)	-101.1%	2,521	2,942	421	16.7%
121	Development Exp	739	303	(436)	-59.0%	1,014	177	(837)	-82.5%	1,157	174	(984)	-85.0%	960	-	(960)	-100.0%	3,871	654	(3,217)	-83.1%
122	Premiums from PRA	1,812	684	(1,129)	-62.3%	-	41	41	0.0%	-	-	-	0.0%	-	324	324	0.0%	1,812	1,049	(764)	-42.1%
123	Premiums from Other Vendors	20,381	4,375	(16,007)	-78.5%	8,014	17,958	9,945	124.1%	3,154	14,562	11,408	361.7%	18,787	6,837	(11,950)	-63.6%	50,336	43,732	(6,604)	-13.1%
124	Premiums-Shipping	2,364	1,526	(838)	-35.4%	930	644	(286)	-30.7%	366	2,793	2,427	663.2%	2,179	(260)	(2,439)	-111.9%	5,839	4,704	(1,135)	-19.4%
125	Telemarketing	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%	-	-	-	0.0%
126	Fund Drive / Tele Mktg Exp	4,046	17,678	13,632	336.9%	-	23	23	0.0%	5,591	6,165	574	10.3%	-	-	-	0.0%	9,637	23,866	14,229	147.6%
127																					
128	**Total Development Expenses**	**34,359**	**43,624**	**9,265**	**27.0%**	**18,802**	**32,263**	**13,462**	**71.6%**	**28,322**	**29,047**	**725**	**2.6%**	**35,188**	**19,621**	**(15,567)**	**-44.2%**	**116,671**	**124,556**	**7,885**	**6.8%**
129				-				-				-				-				-	
130		-	-			-	-			-	-			-	-			-	-		
131																					
132	**Community Events**																				
133	Community Events Exp	8,903	3,834	(5,069)	-56.9%	6,073	965	(5,108)	-84.1%	320	2,984	2,664	832.8%	1,390	1,777	388	27.9%	16,686	9,561	(7,125)	-42.7%
134	Crafts Fair Expenses	-	576	576	0.0%	-	23	23	0.0%	300	14	(286)	-95.3%	-	16	16	0.0%	300	629	329	109.6%
135																					
136	**Total Comm. Events Expenses**	**8,903**	**4,410**	**(4,493)**	**-50.5%**	**6,073**	**988**	**(5,085)**	**-83.7%**	**620**	**2,998**	**2,379**	**383.7%**	**1,390**	**1,793**	**404**	**29.0%**	**16,986**	**10,190**	**(6,796)**	**-40.0%**
137				-				-				-				-				-	
138																					
139	**Community Events Analysis**																				
140	**Income**	33,958	14,739	(19,220)	-56.6%	4,875	13,878	9,003	184.7%	40,464	31,671	(8,793)	-21.7%	-	713	713	0.0%	79,297	61,000	(18,297)	-23.1%
141	**Expenses**	(8,903)	(4,410)	4,493	-50.5%	(6,073)	(988)	5,085	-83.7%	(620)	(2,998)	(2,379)	383.7%	(1,390)	(1,793)	(404)	29.0%	(16,986)	(10,190)	6,796	-40.0%
142	**Net Income (Net Loss)**	**25,055**	**10,328**	**(14,727)**	**-58.8%**	**(1,198)**	**12,890**	**14,089**	**-1175.8%**	**39,844**	**28,673**	**(11,172)**	**-28.0%**	**(1,390)**	**(1,081)**	**309**	**-22.2%**	**62,311**	**50,811**	**(11,501)**	**-18.5%**
143										The CY16 Crafts Fair yielded $11K less revenue than expected.								The CY16 Crafts Fair yielded $11K less revenue than expected.			