

Pacifica Foundation
Consolidated Income Statement
For the Six Months Ending March 31, 2012

GL Code	Accounts	Year-to-Date			Actual B/(W) Budget		Actual B/(W) PriorYear		FY2012
		Actual	Budget	PriorYear	Amt	%	Amt	%	Budget
	Summary								
	Revenue								
5000 +(5003 TO 5004)	Listener Support	6,250,595	6,407,258	6,405,773	(156,663)	(2.4%)	(155,178)	(2.4%)	11,379,216
5752 +(5001 TO 5750)	Donations	398,289	426,408	338,494	(28,119)	(6.6%)	59,794	17.7%	859,013
(5750 TO 5751)	Community Events/Crafts Fair	228,251	304,873	241,981	(76,621)	(25.1%)	(13,730)	(5.7%)	673,158
5015 +(5710) +	Sales	28,323	19,500	17,441	8,823	45.2%	10,882	62.4%	39,000
5715	Income From Affiliates	131,816	112,500	116,022	19,316	17.2%	15,794	13.6%	225,000
5900	SCA Income	118,100	145,800	156,000	(27,700)	(19.0%)	(37,900)	(24.3%)	291,600
(5801 TO 5802)	CPB Grants	621,876	465,075	576,283	156,801	33.7%	45,593	7.9%	931,729
5800 +(5805) +	Other Grants	71,518	66,850	63,612	4,668	7.0%	7,906	12.4%	231,950
(5030 TO 5031)	Miscellaneous/Interest Income	47,564	100,996	170,438	(53,432)	(52.9%)	(122,874)	(72.1%)	182,022
	Total Revenue	7,896,331	8,049,259	8,086,044	(152,928)	(1.9%)	(189,712)	(2.3%)	14,812,687
	Expenses:								
(6000 TO 6002)	Salaries and Related Expenses	3,642,241	3,689,472	3,581,207	47,231	1.3%	(61,034)	(1.7%)	7,346,937
6503 +(6590 TO 6502)	Board Expenses	36,960	64,748	89,609	27,788	42.9%	52,649	58.8%	257,898
6219 +(6300 TO 6217)	Administrative Expenses	1,563,366	1,338,696	1,457,457	(224,670)	(16.8%)	(105,909)	(7.3%)	2,635,960
6416 +(6430) +	Programming Expenses	1,195,216	1,148,317	1,148,700	(46,900)	(4.1%)	(46,516)	(4.0%)	2,320,212
6413 +(6445) +	Development Expenses	935,662	1,047,769	733,184	112,107	10.7%	(202,479)	(27.6%)	1,856,295
6704 +(6789 TO 6702)	Community Events Expenses	143,167	112,828	135,792	(30,340)	(26.9%)	(7,376)	(5.4%)	209,787
	Total Direct Expenses	7,516,613	7,401,829	7,145,948	(114,783)	(1.6%)	(370,665)	(5.2%)	14,627,090
5100 +(5112) +	Shared Services	(20,097)	1	35	20,099	0.0%	20,132	57,537.7%	3
	Total Expenses	7,496,515	7,401,830	7,145,983	(94,685)	(1.3%)	(350,532)	(4.9%)	14,627,092
	Net Income (Net Loss)	399,816	647,428	940,061	(247,612)	(38.2%)	(540,245)	(57.5%)	185,594
1300 +(1310) +	Capital Items	125,738	94,292	63,084	(31,446)	(33.3%)	(62,654)	(99.3%)	138,724

		Year-to-Date			Actual B/(W) Budget		Actual B/(W) PriorYear		FY2012
Surplus (Deficiency)		274,078	553,136	876,976	(279,058)	(50.5%)	(602,898)	(68.7%)	46,870
Details									
Revenue:									
5000	Listener Support	6,004,213	6,188,243	6,193,541	(184,031)	(3.0%)	(189,329)	(3.1%)	10,982,635
5003	Mail Fund Drive	99,569	67,077	120,068	32,493	48.4%	(20,499)	(17.1%)	74,405
5011	Website Income	126,051	130,710	73,514	(4,659)	(3.6%)	52,537	71.5%	279,720
5020	Corporate Match	20,762	21,228	18,649	(466)	(2.2%)	2,113	11.3%	42,456
5752	Major Donor Income	169,296	193,498	100,511	(24,202)	(12.5%)	68,784	68.4%	412,996
5001	Donations	122,163	140,708	172,959	(18,545)	(13.2%)	(50,796)	(29.4%)	263,013
5002	Donations - Capital Campaign	5,450		1,000	5,450	0.0%	4,450	445.0%	
5770	Car Donations	98,548	83,202	57,469	15,346	18.4%	41,079	71.5%	166,404
5040	Restricted Contributions-Special Proj	2,831	9,000	6,555	(6,169)	(68.5%)	(3,724)	(56.8%)	16,600
5750	Community Events Income	90,310	151,763	85,590	(61,452)	(40.5%)	4,720	5.5%	362,910
5751	Community Events Income - Restr	64,083		80,403	64,083	0.0%	(16,320)	(20.3%)	
5760	Crafts Fair Income	73,858	153,110	75,988	(79,252)	(51.8%)	(2,130)	(2.8%)	310,248
5015	PRA Premiums Sales - Inhouse	19,234	12,000	6,034	7,234	60.3%	13,200	218.8%	24,000
5710	Premium Sales-Outside Pacifica	9,089	7,500	11,407	1,589	21.2%	(2,318)	(20.3%)	15,000
5715	Income from Affiliates	131,816	112,500	116,022	19,316	17.2%	15,794	13.6%	225,000
5900	SCA Income	118,100	145,800	156,000	(27,700)	(19.0%)	(37,900)	(24.3%)	291,600
5801	Grant Income, CPB - CSG	450,647	336,505	415,347	114,142	33.9%	35,300	8.5%	673,078
5802	Grant Income, CPB - NPPAG	171,229	128,570	160,936	42,659	33.2%	10,293	6.4%	258,650
5800	Grants Income	71,518	45,350	63,112	26,168	57.7%	8,406	13.3%	193,950
5805	Grant Income - Non Operating			500		0.0%	(500)	(100.0%)	
5810	Grant Income - Restricted		21,500		(21,500)	(100.0%)			38,000
5599	Miscellaneous/Other Income	20,867	95,830	129,485	(74,963)	(78.2%)	(108,618)	(83.9%)	171,660
5600	Interest Income	20,625	5,166	9,438	15,460	299.3%	11,188	118.5%	10,362
5603	Unrealized Gain (Loss) Stocks Investm	6,071		31,515	6,071	0.0%	(25,444)	(80.7%)	
Total Revenue		7,896,331	8,049,259	8,086,044	(152,928)	(1.9%)	(189,712)	(2.3%)	14,812,687
Expenses:									
Salaries and Related Expenses									
6000	Gross Salaries	2,659,800	2,657,806	2,575,851	(1,994)	(0.1%)	(83,949)	(3.3%)	5,314,275
6001	Severance Pay	8,742	(17,200)	57,183	(25,942)	(150.8%)	48,440	84.7%	(69,400)
6100	Payroll Taxes - FICA	203,601	201,664	199,672	(1,936)	(1.0%)	(3,928)	(2.0%)	402,529
6101	Payroll Taxes - SU1	66,795	52,976	67,453	(13,820)	(26.1%)	657	1.0%	71,566
6102	Pension Plan Contributions		45,947	37,742	45,947	100.0%	37,742	100.0%	91,998
6103	403B Matching Contributions	48,751	68,156	47,263	19,404	28.5%	(1,489)	(3.1%)	136,557
6200	Health Benefits	649,501	674,574	591,319	25,073	3.7%	(58,183)	(9.8%)	1,388,312
6201	Child Care	5,050	5,550	4,725	500	9.0%	(325)	(6.9%)	11,100
Total Salaries & Related Expenses		3,642,241	3,689,472	3,581,207	47,231	1.3%	(61,034)	(1.7%)	7,346,937
Board Expenses									
National Board Expenses									

		Year-to-Date			Actual B/(W) Budget		Actual B/(W) PriorYear		FY2012
6590	Board Meeting and Travel	30,218	28,000	21,137	(2,218)	(7.9%)	(9,081)	(43.0%)	83,000
6596	Board Legal Consultation		12,000	2,755	12,000	100.0%	2,755	100.0%	24,000
6503	Board Telephone Conferences	3,464	4,350	5,581	886	20.4%	2,118	37.9%	8,700
6597	Board FedEx and Other Expenses	986	600	1,141	(386)	(64.3%)	155	13.6%	1,200
(6598 TO 6599)	Board Training/Consultant Fees		400	500	400	100.0%	500	100.0%	800
Total National Board Expenses		34,668	45,350	31,114	10,682	23.6%	(3,553)	(11.4%)	117,700
Local Board & Election Expenses									
6591	Local Board Expenses	2,292	5,898	2,616	3,606	61.1%	324	12.4%	11,946
6595	Board Election Exp		13,500	55,879	13,500	100.0%	55,879	100.0%	128,252
Total Local Board & Election Expenses		2,292	19,398	58,495	17,106	88.2%	56,202	96.1%	140,198
Total Board Expenses		36,960	64,748	89,609	27,788	42.9%	52,649	58.8%	257,898
Administrative Expenses									
(6500 TO 6502)	Telephone	185,892	145,988	160,758	(39,904)	(27.3%)	(25,133)	(15.6%)	292,322
6504	Internet/Cable Connection	22,226	10,634	9,640	(11,592)	(109.0%)	(12,586)	(130.6%)	23,468
6510	Postage	8,659	7,527	7,348	(1,132)	(15.0%)	(1,311)	(17.8%)	14,994
6511	Delivery/Messengerial	6,807	6,082	4,617	(725)	(11.9%)	(2,190)	(47.4%)	12,164
6520	Asso. Dues, Memb. Periodicals	8,162	8,195	1,375	33	0.4%	(6,788)	(493.8%)	13,780
6300	Consultants	131,707	89,338	123,881	(42,369)	(47.4%)	(7,826)	(6.3%)	188,676
6301	Consultants - Engineering	6,500	7,800	7,800	1,300	16.7%	1,300	16.7%	15,600
6302	Consultants-Website/Internet Radio	500		6,000	(500)	0.0%	5,500	91.7%	
6530 +(6830 TO 6831)	Professional Services - Legal	166,809	95,021	147,502	(71,788)	(75.5%)	(19,307)	(13.1%)	179,876
6900	Legal Settlement Fees		22,000	10,000	22,000	100.0%	10,000	100.0%	44,000
6534 +(6840)	Audit Expenses	53,478	85,000	109,449	31,522	37.1%	55,971	51.1%	95,000
6537	Auditors Out-of-Pocket Expenses	5,489		9,389	(5,489)	0.0%	3,901	41.5%	
6536 +(6860) +	Outside Svs, ADP Payroll Chrg/Security	18,447	6,498	16,919	(11,949)	(183.9%)	(1,528)	(9.0%)	26,996
6531 +(6850)	Insurance	173,909	109,151	111,120	(64,758)	(59.3%)	(62,788)	(56.5%)	210,010
6560	Interest Expense	12,701	5,838	11,963	(6,863)	(117.6%)	(739)	(6.2%)	11,676
6570 +(6756)	Bank Charges	32,281	30,386	25,759	(1,895)	(6.2%)	(6,522)	(25.3%)	61,173
6571 +(6572)	Conferences and Training	1,487	4,950	261	3,463	70.0%	(1,226)	(469.1%)	27,100
6580	Travel	5,788	7,155	5,254	1,367	19.1%	(535)	(10.2%)	14,260
6581	Local Travel, Mileage	6,300	5,300	3,618	(1,000)	(18.9%)	(2,682)	(74.1%)	10,550
6573	Meeting Expenses		1,900	1,425	1,900	100.0%	1,425	100.0%	3,800
6600 +(6601)	Office & Supplies Expenses	21,717	22,420	22,802	703	3.1%	1,085	4.8%	44,500
Administrative Expenses, Continued									
6602	Printing - Administration	11	300	254	289	96.2%	242	95.5%	600
6742	Computer Supplies	5,950	9,250	13,479	3,300	35.7%	7,529	55.9%	17,500
6219 +(6622)	Property Tax	14,208			(14,208)	0.0%	(14,208)	0.0%	
6620	State Filing Fee	16,917	4,750	9,924	(12,167)	(256.1%)	(6,993)	(70.5%)	12,250
6621 +(6910)	Fine and Penalty	40		152	(40)	0.0%	112	73.7%	
6610 +(6664)	Office Rent Expense	257,008	255,600	268,273	(1,408)	(0.6%)	11,265	4.2%	540,200
6631	Rent and Lease of Equipment	48,453	41,604	50,613	(6,849)	(16.5%)	2,160	4.3%	80,646
6635	Storage Rental	11,078	12,244	12,623	1,166	9.5%	1,545	12.2%	24,558
6640	Utilities - Office	76,841	81,942	83,370	5,102	6.2%	6,530	7.8%	170,936
6650 +(6582)	Repairs & Maintenance -General	81,922	65,619	59,351	(16,303)	(24.8%)	(22,571)	(38.0%)	125,419

profit-loss.xls		Year-to-Date			Actual B/(W) Budget		Actual B/(W) PriorYear		FY2012
6665 +(6685)	Computer Maintenance	37,809	19,350	19,353	(18,459)	(95.4%)	(18,457)	(95.4%)	38,170
6655	Depreciation Expense	135,046	153,363	133,893	18,317	11.9%	(1,153)	(0.9%)	296,726
6661	Moving Expenses			1,658		0.0%	1,658	100.0%	
6662	Personnel Search	293	6,140	1,299	5,847	95.2%	1,006	77.5%	7,660
6609 +(6660) +	Other Administrative Expenses	8,930	17,350	6,333	8,420	48.5%	(2,596)	(41.0%)	31,350
Total Administrative Expenses		1,563,366	1,338,696	1,457,457	(224,670)	(16.8%)	(105,909)	(7.3%)	2,635,960
Programming Expenses									
6533	Democracy Now	337,128	337,129	325,085	1	0.0%	(12,043)	(3.7%)	674,259
6670	News Services	44,178	35,646	41,938	(8,533)	(23.9%)	(2,241)	(5.3%)	55,085
6671 +(6693)	News Department, Stringers	1,045	7,800	1,200	6,755	86.6%	155	12.9%	15,600
6694 +(6675)	Programming Services	48,126	48,500	43,038	374	0.8%	(5,088)	(11.8%)	140,000
6666 +(6725)	CAC Training/Voices of Tomorrow		2,675	310	2,675	100.0%	310	100.0%	5,350
6703	Apprentice, Special, War Progm'g								1,000
6575 +(6820)	NFCB Dues and Convention Exp		2,000		2,000	100.0%			2,500
6673	Satellite Fee-NewsUplink/Downlink	56,300	63,657	62,738	7,357	11.6%	6,438	10.3%	119,815
6680 +(6672)	Maintenance-Tech/Supplies, Wire	56,776	38,890	50,373	(17,886)	(46.0%)	(6,403)	(12.7%)	77,180
6681	Maintenance - Engineer	15,556	13,800	11,130	(1,756)	(12.7%)	(4,426)	(39.8%)	27,600
6593 +(6695)	Folio / Newsletter and Printing	266	809	623	543	67.1%	357	57.3%	1,609
6698	Web-Site Expenses	35,544	49,008	53,688	13,464	27.5%	18,144	33.8%	98,016
6699	Tapes Restoration	25,456	18,000	16,712	(7,456)	(41.4%)	(8,745)	(52.3%)	29,600
6700	Tapes and Supplies	11,399	14,844	6,769	3,445	23.2%	(4,630)	(68.4%)	29,688
6669	Audio Port Expenses			5,663		0.0%	5,663	100.0%	
6701	Other Programming	18,086	41,950	19,252	23,864	56.9%	1,165	6.1%	81,650
6630	Rent Expense -Tower	305,833	243,849	269,871	(61,984)	(25.4%)	(35,962)	(13.3%)	489,599
6641	Utilities -Tower	90,092	97,030	83,560	6,938	7.2%	(6,531)	(7.8%)	206,203
6702	Free Speech Radio News	147,872	131,710	155,936	(16,163)	(12.3%)	8,064	5.2%	263,419
6806	Non-Operating Grant Expense	1,559	1,020	815	(539)	(52.8%)	(744)	(91.3%)	2,040
Total Programming Expenses		1,195,216	1,148,317	1,148,700	(46,900)	(4.1%)	(46,516)	(4.0%)	2,320,212
Development Expenses									
6576 +(6565)	Credit Card/Discount Fees	120,700	157,126	115,261	36,426	23.2%	(5,439)	(4.7%)	251,820
6713 +(6771) +	Direct Mail	51,939	53,275	38,605	1,336	2.5%	(13,333)	(34.5%)	97,838
6772	Direct Mail Postage	35,771	39,975	32,041	4,204	10.5%	(3,730)	(11.6%)	70,481
6730 +(6740)	Subscriptions Svs / Supplies	30,588	39,253	34,239	8,665	22.1%	3,651	10.7%	76,139
6750	Premiums (3rd Party Vendors)	469,723	449,267	312,273	(20,456)	(4.6%)	(157,450)	(50.4%)	806,337
6413 +(6753)	Premiums from PRA	8,382	37,230		28,848	77.5%	(8,382)	0.0%	56,408
6605 +(6752)	Premiums- Shipping/Postage	70,054	91,489	63,732	21,435	23.4%	(6,322)	(9.9%)	154,349
6751 +(6720)	Fund Drive Expenses	34,399	37,458	25,742	3,059	8.2%	(8,657)	(33.6%)	67,441
(6710 TO 6712)	Mktg/Subs/Advtg/Promo Prtg, Catalog	40,343	60,012	36,067	19,669	32.8%	(4,276)	(11.9%)	128,852
(6731 TO 6732)	Mktg/Promo, Subs. Postg & Mail Svs	63,350	49,031	56,064	(14,319)	(29.2%)	(7,286)	(13.0%)	92,389
6721	TeleMarketing		1,303	7,839	1,303	100.0%	7,839	100.0%	2,541
6722 +(6780) +	Other Development Expenses	10,539	22,700	11,323	12,161	53.6%	784	6.9%	32,400
6781 +(6795)	Major Gifts Expenses	(125)	9,650		9,775	101.3%	125	0.0%	19,300

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	Total Development Expenses	935,662	1,047,769	733,184	112,107	10.7%	(202,479)	(27.6%)	1,856,295
	Community Events								
6790 +(6792)	Community Events Expenses	61,999	33,341	33,762	(28,658)	(86.0%)	(28,238)	(83.6%)	84,230
6791	Crafts Fair Expenses	81,168	79,487	102,030	(1,681)	(2.1%)	20,862	20.4%	125,557
	Total Community Events Expenses	143,167	112,828	135,792	(30,340)	(26.9%)	(7,376)	(5.4%)	209,787
	Total Direct Expenses	7,516,613	7,401,829	7,145,948	(114,783)	(1.6%)	(370,665)	(5.2%)	14,627,090
	Shared Services	(20,097)	1	35	20,099	0.0%	20,132	57,537.7%	3
	Total Expenses	7,496,515	7,401,830	7,145,983	(94,685)	(1.3%)	(350,532)	(4.9%)	14,627,092
	Net Income (Net Loss)	399,816	647,428	940,061	(247,612)	(38.2%)	(540,245)	(57.5%)	185,594
	Capital Items								
1300	Furniture and Fixtures	1,250	14,512		13,262	91.4%	(1,250)	0.0%	19,024
1310	Office Equipment	2,032			(2,032)	0.0%	(2,032)	0.0%	
1330	Telephone System	5,940		11,129	(5,940)	0.0%	5,189	46.6%	
1350	Computer System	3,091	13,280	3,366	10,189	76.7%	275	8.2%	21,300
1400	Broadcast/Tech Equipment	8,077	16,600	4,962	8,523	51.3%	(3,115)	(62.8%)	28,600
1420	Transmitter Equipment	105,348	26,000	12,627	(79,348)	(305.2%)	(92,721)	(734.3%)	32,000
1450	Antenna		900		900	100.0%		0.0%	1,800
1500	Leasehold Improvement		13,000		13,000	100.0%		0.0%	26,000
1510	Building Improvement		10,000	31,000	10,000	100.0%	31,000	100.0%	10,000
	Total Capital Items	125,738	94,292	63,084	(31,446)	(33.3%)	(62,654)	(99.3%)	138,724
	Surplus (Deficiency)	274,078	553,136	876,976	(279,058)	(50.5%)	(602,898)	(68.7%)	46,870