

PACIFICA FOUNDATION
UNAUDITED INCOME STATEMENT - COMBINED
FOR THE TWELVE MONTHS ENDING SEPTEMBER 30, 2003
BUDGET VS ACTUALS

| | BUDGET VS ACTUAL VARIANCE 2 | BUDGET 3 | 12 MONTH ACTUAL TOTALS 4 | NATIONAL OFFICE 5 | TOTAL STATIONS\ ARCHIVE 6 | KPFA BERKELEY 7 | KPFF LOS ANGELES 8 | KPFT HOUSTON 9 | WBAI NEW YORK 10 | WPFW D.C. 11 | PRA LOS ANGELES 12 |
|---------------------------------------|---|--------------------|--|---------------------------------|---|-------------------------------|----------------------------------|------------------------------|--------------------------------|----------------------------|----------------------------------|
| 1.0 REVENUE | | | | | | | | | | | |
| 1.1 Listener Support | 635,755 | 11,550,110 | 12,185,865 | 45,396 | 12,140,469 | 3,631,537 | 2,984,492 | 955,112 | 2,925,164 | 1,449,701 | 194,463 |
| 1.2 Donations | 47,466 | 379,846 | 427,312 | 232,731 | 194,581 | 129,560 | 0 | 0 | 56,126 | 0 | 8,895 |
| 1.3 Donations - Capital Campaign | 915 | 0 | 915 | 0 | 915 | 0 | 0 | 0 | 0 | 915 | 0 |
| 1.4 Corporate Match | 2,718 | 25,609 | 28,327 | 0 | 28,327 | 0 | 6,238 | 10,657 | 8,930 | 2,502 | 0 |
| 1.5 Interest/Other Income | (102,599) | 143,022 | 40,423 | (6,862) | 47,285 | 46,281 | 1 | 223 | 406 | 0 | 374 |
| 1.6 List Rental Income | (21,095) | 28,741 | 7,646 | 7,646 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 1.7 Interest Income - SCA/CD's | (35,113) | 35,400 | 287 | 45 | 242 | 0 | 242 | 0 | 0 | 0 | 0 |
| 1.8 Local Bd. Generated Donations | 170 | 0 | 170 | 0 | 170 | 0 | 0 | 170 | 0 | 0 | 0 |
| 1.9 Rent Income-MLK property | 11,903 | 0 | 11,903 | 5,226 | 6,677 | 6,677 | 0 | 0 | 0 | 0 | 0 |
| 1.10 Sales Income - PRA | 154,864 | 46,000 | 200,864 | 0 | 200,864 | 0 | 0 | 0 | 0 | 0 | 200,864 |
| 1.11 Sales Income-PNP | 24,109 | 61,000 | 85,109 | 0 | 85,109 | 0 | 0 | 0 | 0 | 0 | 85,109 |
| 1.12 Community Events Income | 22,022 | 117,311 | 139,333 | 0 | 139,333 | 17,201 | 16,417 | 36,421 | 45,917 | 23,377 | 0 |
| 1.13 Major Community Events Income(R) | 17,538 | 180,000 | 197,538 | 0 | 197,538 | 0 | 0 | 0 | 183,383 | 0 | 14,155 |
| 1.14 Major Donor Income | 181,641 | 0 | 181,641 | 89,596 | 92,045 | 0 | 70,890 | 9,750 | 5,400 | 6,005 | 0 |
| 1.15 Crafts Fair Income | 10,965 | 142,361 | 153,326 | 0 | 153,326 | 153,326 | 0 | 0 | 0 | 0 | 0 |
| 1.16 Grants Income | (88,103) | 263,391 | 175,288 | 17,500 | 157,788 | 96,114 | 0 | 0 | 37,976 | 17,950 | 5,748 |
| 1.17 Grants Income-CPB/CSG | 240 | 1,139,112 | 1,139,352 | 0 | 1,139,352 | 214,816 | 187,168 | 108,406 | 383,236 | 245,726 | 0 |
| 1.18 Grants Income- Non Operating | 358,267 | 2,000 | 360,267 | 0 | 360,267 | 81,700 | 121,981 | 0 | 156,586 | 0 | 0 |
| 1.19 SCA Income | (94,000) | 252,000 | 158,000 | 158,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 0 | 0 | 0 | | 0 | | | | | | |
| | 0 | 0 | 0 | | 0 | | | | | | |
| 2.0 TOTAL REVENUE | 1,127,663 | 14,365,903 | 15,493,566 | 549,278 | 14,944,288 | 4,377,212 | 3,387,429 | 1,120,739 | 3,803,124 | 1,746,176 | 509,608 |
| 3.0 EXPENDITURES | | | | | | | | | | | |
| 3.1 Salaries & Related | (46,235) | 7,044,349 | 6,998,114 | 1,101,237 | 5,896,877 | 1,539,910 | 1,410,691 | 514,976 | 1,461,408 | 604,237 | 365,655 |
| 3.2 Administrative | 110,090 | 3,199,342 | 3,309,432 | 1,010,632 | 2,298,800 | 486,548 | 449,071 | 197,552 | 754,165 | 342,401 | 69,063 |
| 3.3 Programming | 17,432 | 1,516,121 | 1,533,553 | 851,332 | 682,221 | 164,133 | 126,538 | 52,431 | 190,464 | 82,314 | 66,341 |
| 3.4 Development | (49,598) | 1,611,120 | 1,561,522 | 62,197 | 1,499,325 | 319,699 | 361,643 | 115,925 | 368,221 | 292,308 | 41,529 |
| 3.5 Community Events | 29,434 | 64,961 | 94,395 | 55 | 94,340 | 9,776 | 7,925 | 9,966 | 52,171 | 8,154 | 6,348 |
| 3.6 Crafts Fair | 0 | 68,265 | 68,265 | 0 | 68,265 | 68,265 | 0 | 0 | 0 | 0 | 0 |
| 3.11 Mortgage | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 3.12 Misc Expense | (185,553) | 0 | (185,553) | 24,010 | (209,563) | 0 | 22,390 | (28,574) | (137,090) | (43,970) | (22,319) |
| | | 0 | | | | | | | | | |
| 4.0 TOTAL EXPENSES | 124,430 | 13,504,158 | 13,379,728 | 3,049,463 | 10,330,265 | 2,588,331 | 2,378,258 | 862,276 | 2,689,339 | 1,285,444 | 526,617 |
| 5.0 OPERATING REVENUE | 1,252,093 | 861,745 | 2,113,838 | (2,500,185) | 4,614,023 | 1,788,881 | 1,009,171 | 258,463 | 1,113,785 | 460,732 | (17,009) |
| 6.0 CENTRAL SERVICES | | | 0 | 2,546,873 | 2,546,873 | 913,824 | 567,053 | 191,022 | 585,033 | 289,940 | |
| 7.0 NET SURPLUS/(DEFICIT) | 1,252,093 | 861,745 | 2,113,838 | 46,688 | 2,067,150 | 875,057 | 442,118 | 67,441 | 528,752 | 170,792 | (17,009) |

PACIFICA FOUNDATION
 UNAUDITED CASH AND CAPITAL STATEMENT - COMBINED
 FOR THE TWELVE MONTHS ENDING SEPTEMBER 30, 2003
 BUDGET VS ACTUALS

CASH AND CAPITAL BUDGET

| | Budget Variance | Budget | Actual | Nat Office | KPFA | KPFK | KPFT | WBAI | WPFW | PRA |
|------------------------------------|------------------|----------------|--------------------|------------------|------------------|------------------|-----------------|------------------|-----------------|-----------------|
| 3.6 Grant Income Transmitter | 119,926 | (193,326) | (73,400) | | (73,400) | | | | | |
| 3.7 Computer Equipment | (57,767) | 45,415 | (103,182) | (7,920) | (4,186) | (31,105) | | (53,752) | | (6,219) |
| 3.8 Capital Improvements | (117,072) | 62,606 | (179,678) | | (42,209) | (137,469) | | | | |
| 3.9 Transmitter | 198,836 | 382,548 | (183,712) | | (175,173) | | (8,539) | | | |
| 3.10 Equipment Reserve | 83,636 | 83,636 | 0 | | | | 0 | | 0 | 0 |
| 3.11 Mortgage | 0 | 74,167 | (74,167) | | (74,167) | | | | | |
| 3.12 Telephone and Technical Equip | (77,658) | | (77,658) | (10,290) | (30,633) | (22,190) | | (3,713) | | (10,832) |
| 3.13 Debt Retirement | (623,369) | | (623,369) | | (341,536) | (175,000) | (56,833) | (50,000) | 0 | |
| NET CASH AND CAPITAL | (473,468) | 455,046 | (1,315,166) | (18,210) | (741,304) | (365,764) | (65,372) | (107,465) | 0 | (17,051) |
| SURPLUS(DEFICIT) BEFORE DEP | | 406,699 | 798,672 | 28,478 | 133,753 | 76,354 | 2,069 | 421,287 | 170,792 | (34,060) |
| DEPRECIATION EXPENSE | | | (645,392) | (128,273) | (76,323) | (172,162) | (54,444) | (150,512) | (56,326) | (7,353) |
| NET SURPLUS(DEFICIT) | (253,420) | 406,699 | 153,279 | (99,795) | 57,430 | (95,808) | (52,375) | 270,775 | 114,466 | (41,413) |