

Wikimedia Foundation
Actual vs Plan Comparison
July 1, 2008 through December 31, 2008

	Actual	Plan			Annual
	Jul - Dec 08	Jul - Dec 08	\$ Change	% Change Notes	Plan
Ordinary Income/Expense					
Income					
43400 · Unrestricted Public Support	4,828,861.00	3,762,500.00	1,066,361.00	28.34% (a)	6,000,000.00
43400 - Restricted Public Support	1,152,000.00	0.00	1,152,000.00	100.00% (aa)	0.00
43440 - In Kind Revenue	128,600.00	300,000.00	-171,400.00	-57.13% (b)	500,000.00
45000 · Investments	4,019.31	12,000.00	-7,980.69	-66.51% (c)	24,000.00
46400 · Other Types of Income	10,925.70	0.00	10,925.70	100.00% (d)	702,000.00
47200 · Program Income	215,583.34	232,336.00	-16,752.66	-7.21%	109,672.00
49000 · Special Events Income, net	11,995.22	0.00	11,995.22	100.00% (e)	0.00
Total Income	6,351,984.57	4,306,836.00	2,045,148.57	47.49%	7,335,672.00
Expense					
60100 · Salary and Wages	927,304.75	982,908.00	-55,603.25	-5.66%	2,169,980.00
65055 - Internet Hosting	319,974.05	370,840.00	-50,865.95	-13.72% (f)	856,680.00
62835 - In-Kind Expenses	128,600.00	0.00	128,600.00	100.00% (g)	0.00
xxxxx - Operating Expenses	665,482.07	745,046.00	-79,563.93	-10.68% (h)	1,447,681.00
62810 - Capital Expenditures	447,723.85	496,500.00	-48,776.15	-9.82%	979,000.00
68300 · Travel, Entertain, Meetings	120,658.09	278,358.00	-157,699.91	-56.65% (i)	520,815.00
Total Expense	2,609,742.81	2,873,652.00	-263,909.19	-9.18%	5,974,156.00
Net Income	3,742,241.76	1,433,184.00	2,309,057.76	161.11%	1,361,516.00

Mid-Year Financial Statement Recap

Revenue is over plan year-to-date due to the success of the on-line fundraiser.

Total fundraising (incl. upcoming \$1MM from Sloan) has exceeded annual plan. Expenses are slightly less than plan.

Notes (Variances over 10%) :

- (a) Revenue is over plan year-to-date due to the success of the on-line fundraiser.
- (aa) Represents restricted gifts from Stanton Foundation for tech capex purchases and a useability initiative.
We did not budget for restricted gifts.
- (b) Represents donated equipment.
- (c) Represents unbudgeted foreign exchange losses.
- (d) Misc. income such as speaker fees.
- (e) Net revenue and expenses from Wikimania not including Advisory Board, Board and staff travel.
- (f) Internet hosting lower than plan due to a two-month delay in service improvements.
- (g) Represents donated equipment.
- (h) Operating expenses are under due to slight underspending in outside contract services.
- (i) Travel was less than anticipated.

Wikimedia Foundation
Year-Over-Year Comparison
Year-to-Date, July-December, 2008 vs 2007

	Jul - Dec 08	Jul - Dec 07	\$ Change	% Change	Notes
Ordinary Income/Expense					
Income					
43400 · Unrestricted Public Support	4,828,861.00	2,336,802.72	2,492,058.28	106.64% (a)	
43400 - Restricted Public Support	1,152,000.00	20,000.00	1,132,000.00	5,660.00% (aa)	
43440 - In Kind Revenue	128,600.00	49,786.00	78,814.00	158.31% (b)	
45000 · Investments	4,019.31	15,000.64	-10,981.33	-73.21% (c)	
46400 · Other Types of Income	10,925.70	0.00	10,925.70	100.00% (d)	
47200 · Program Income	215,583.34	42,892.37	172,690.97	402.62% (e)	
49000 · Special Events Income, net	11,995.22	29,000.00	-17,004.78	-58.64% (f)	
Total Income	6,351,984.57	2,493,481.73	3,858,502.84	154.74%	
Gross Profit	6,351,984.57	2,493,481.73	3,858,502.84	154.74%	
Expense					
60100 · Salary and Wages	927,304.75	401,643.68	525,661.07	130.88% (g)	
65055 - Internet Hosting	319,974.05	100,372.00	219,602.05	218.79% (h)	
62835 - In-Kind Expenses	128,600.00	0.00	128,600.00	100.00% (i)	
xxxxx - Operating Expenses	665,482.07	446,026.30	219,455.77	49.20% (j)	
6281x - Capital Expenditures	447,723.85	0.00	447,723.85	100.00% (k)	
6281x - Depreciation	0.00	116,031.95	-116,031.95	-100.00% (l)	
68300 · Travel, Entertainment, Meetings	120,658.09	213,456.73	-92,798.64	-43.47% (m)	
Total Expense	2,609,742.81	1,277,530.66	1,332,212.15	104.28%	
Net Income	3,742,241.76	1,215,951.07	2,526,290.69	207.76%	

Year Over Year Recap

Unrestricted revenue has more than doubled against the same period last year.

Expenses have increased but at a lesser rate.

Revenue growth has outpaced the growth of expenses allowing increased financial stability for the Foundation.

The increase in expenses has enabled the Foundation to increase spending on technical infrastructure, Hosting costs and software development, establish the new fundraising team, hire additional technical staff and hire a Head of Public Outreach. It has also enabled a small amount of spending on staff and volunteer development.

Notes:

- (a) The on-line fundraiser generated significantly more revenue than the prior year.
- (aa) Represents restricted gifts from Stanton Foundation for tech capex purchases and a useability initiative.
- (b) In-kind revenue consists of equipment donations.
- (c) This year included more foreign currency exchange losses due to a weakening dollar.
- (d) Represents misc. income such as speaker fees.
- (e) Investment in Business Development staff has resulted in increased revenue.
- (f) Wikimania is designed as a break-even event but in '08, as in '07, a small surplus was generated.
- (g) Salaries and wages increased reflecting significant investment in staff as per the annual plan.
- (h) Internet hosting costs increased reflecting investment to improve access and reliability per the annual plan.
- (i) Due to increased staffing, the Foundation was able to pursue tech equipment donations.
- (j) Operating expense increases reflect increases in fundraising expenses and outside contract services.
- (k) Represents capital expenditures which will be capitalized (moved to the Balance Sheet as Fixed Assets) at year-end. They are recorded here during the year so they can be tracked with other expenses against plan.
- (l) Represents depreciation of fixed assets. Current year depreciation will be reflected here at year end.
- (m) Travel expense was high in the prior year due to the relocation and higher participation by the Advisory Board in Wikimania.

Wikimedia Foundation
Balance Sheet
As of December 31, 2008

	Dec 31, 08	Dec 31, 07	\$ Change	% Change
ASSETS				
Current Assets				
Total Checking/Savings	6,677,717.40	2,335,434.61	4,342,282.79	185.93%
Total Accounts/Contributions Receivable (current)	1,000,500.00	20,268.95	980,231.05	4,836.12%
Total Investments	655.50	49,786.56	-49,131.06	-98.68%
Total Other Current Assets	67,117.18	13,742.13	53,375.05	388.40%
Total Current Assets	7,745,990.08	2,419,232.25	5,326,757.83	220.18%
Other Assets				
Total Property, Plant and Equipment	1,254,089.05	1,183,137.34	70,951.71	6.00%
Total Accum Depr- Property, Plant and Equipment	-734,282.38	-657,179.79	-77,102.59	11.73%
Noncurrent Portion of Contributions Receivable	974,279.00	0.00	974,279.00	100.00%
Total Other Assets	1,494,085.67	525,957.55	968,128.12	184.07%
TOTAL ASSETS	9,240,075.75	2,945,189.80	6,294,885.95	213.73%
LIABILITIES & EQUITY				
Current Liabilities				
Total Accounts Payable and Accrued Expenses	186,332.65	70,960.98	115,371.67	162.59%
Total Deferred Revenue	133,333.33	0.00	133,333.33	100.00%
Total Current Liabilities	319,665.98	70,960.98	248,705.00	350.48%
TOTAL LIABILITIES	319,665.98	70,960.98	248,705.00	350.48%
Equity				
32000 · Retained Earnings	5,178,168.01	1,658,277.75	3,519,890.26	212.26%
Net Income	3,742,241.76	1,215,951.07	2,526,290.69	207.76%
TOTAL EQUITY	8,920,409.77	2,874,228.82	6,046,180.95	210.36%
TOTAL LIABILITIES & EQUITY	9,240,075.75	2,945,189.80	6,294,885.95	213.73%

Wikimedia Foundation

Revenue and Expense Actuals Against Plan (July 1-December 31,2008)

Revenue and Expense Plan Against Projections (January 1-June 30, 2009)

