# KDAQ-FM, KLSA-FM, KBSA-FM, AND KLDN-FM RADIO STATIONS LOUISIANA STATE UNIVERSITY IN SHREVEPORT STATE OF LOUISIANA JUNE 30, 2004

Under provisions of state law, this report is a public document. A copy of the report has been submitted to the entity and other appropriate public officials. The report is available for public inspection at the Baton Rouge office of the Legislative Auditor and, where appropriate, at the office of the parish clerk of court.

Release Date 2-2-05

# KDAQ-FM, KLSA-FM, KBSA-FM, AND

# **KLDN-FM RADIO STATIONS**

# LOUISIANA STATE UNIVERSITY IN SHREVEPORT

# STATE OF LOUISIANA

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December 3, 2004

Louisiana State University in Shreveport State of Louisiana Shreveport, Louisiana

#### Independent Auditor's Report

We have audited the accompanying statement of financial position, statement of activities, and statement of cash flows of Radio Stations KDAQ-FM, KLSA-FM, KBSA-FM, and KLDN-FM, Louisiana State University in Shreveport, public telecommunications entities operated by Louisiana State University in Shreveport, as of and for the year ended June 30, 2004. These financial statements are the responsibility of management of the radio stations. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from the entity's 2003 financial statements and, in our report dated October 22, 2003, we expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

As described in Note 1, the financial statements of Radio Stations KDAQ-FM, KLSA-FM, KBSA-FM, and KLDN-FM, Louisiana State University in Shreveport, are intended to present the financial position, changes in net assets, and cash flows on only that portion of the funds of Louisiana State University in Shreveport that is attributable to the transactions of the radio stations.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Radio Stations KDAQ-FM, KLSA-FM, KBSA-FM, and KLDN-FM, Louisiana State University in Shreveport, at June 30, 2004, and the changes in net assets and the cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

Heard, Mi Elroy + Vertal, LLP

A Public Telecommunications Entity Operated by Louisiana State University in Shreveport Statement of Financial Position June 30, 2004 (With Comparative Totals for 2003)

Statement A

|  | <u>Oper</u>         |             |               |                |
|--|---------------------|-------------|---------------|----------------|
|  |                     | Temporarily |               | 2003           |
| ASSETS   | <u>Unrestricted</u> | Restricted  | <u>Total</u>  | <u>Total</u>   |
| Current assets:  |                     |             |               |                |
| Cash and cash equivalents                                    | 197,521             | 5,298       | 202,819       | 141,367        |
| Property and equipment: Equipment (net of accumulated        |                     |             |               |                |
| depreciation)  | 835                 |             | <u>835</u>    | 1,669          |
| Total assets   | <u>198,356</u>      | 5,298       | 203,654       | <u>143,036</u> |
| LIABILITIES AND NET ASSETS                                   |                     |             |               |                |
| Current liabilities: Deferred revenue-unexpended grants      | <u>.</u> .          | 5,298       | 5,298         | 5,754          |
| Long-term liabilities: Accrued sick and annual leave payable | <u>34,876</u>       |             | <u>34,876</u> | _ 34,073       |
| Total liabilities  | 34,876              | 5,298       | 40,174        | 39,827         |
| Net assets:  |                     |             |               |                |
| Unrestricted   | <u>163,480</u>      |             | 163,480       | <u>103,209</u> |
| Total liabilities and net assets                             | <u>198,356</u>      | 5,298       | 203,654       | _143,036       |

A Public Telecommunications Entity Operated by Louisiana State University in Shreveport Statement of Activities For the Year Ended June 30, 2004 (With Comparative Totals for 2003)

|   |                |                   |              | Summinent D                         |  |
|---|----------------|-------------------|--------------|-------------------------------------|--|
|   | :              |                   |              |                                     |  |
|   | Opera          | 2003              |              |                                     |  |
|   |                | Temporarily       |              |                                     |  |
|   | Unrestricted   | Restricted        | <u>Total</u> | <u>Total</u>                        |  |
| Revenues, gains and other support:      |                |                   |              |                                     |  |
| Contributions                           | 466,639        | _                 | 466,639      | 477,253                             |  |
| Investment income                       | 17             | -                 | 17           | 1,311                               |  |
| Underwriting                            | 143,774        | -                 | 143,774      | 176,046                             |  |
| Corporation for Public Broadcasting     | 1,5,,,,        |                   | 110,777      | 1,0,0.0                             |  |
| Community service grant-general         | -              | 136,125           | 136,125      | 121,763                             |  |
| National program production and         |                | 100,120           | 100,125      | 1,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |  |
| acquisition grant                       | u.             | 40,187            | 40,187       | 37,142                              |  |
| Louisiana Public Broadcasting grant     |                | 25,000            | 25,000       | 25,000                              |  |
| Community Foundation Grant              | _              | 15,000            | 15,000       | -2,000                              |  |
| Other grants                            | <u></u>        | 29,238            | 29,238       | 17,340                              |  |
| Lease agreements                        | 5,939          | -                 | 5,939        | 6,638                               |  |
| Total revenues, gains and other         |                |                   |              |                                     |  |
| support                                 | 616,369        | 245,550           | 861,919      | 862,493                             |  |
| • •                                     |                | -                 |              |                                     |  |
| Net assets released from restrictions   | 245,550        | <u>(245,550</u> ) |              |                                     |  |
| Total revenues, gains and other support | 861,919        | -                 | 861,919      | 862,493                             |  |
| Expenses:                               |                |                   |              |                                     |  |
| Program services—                       |                |                   |              |                                     |  |
| Programming and production              | 259,416        | -                 | 259,416      | 220,895                             |  |
| Broadcasting                            | 256,334        | -                 | 256,334      | 246,243                             |  |
| Program information and promotion       | 6,978          |                   | 6,978        | 8,360                               |  |
| Total program expenses                  | 522,728        | -                 | 522,728      | 475,498                             |  |
| Supporting services—                    |                |                   |              |                                     |  |
| Management and general                  | 163,922        | _                 | 163,922      | 146,804                             |  |
| Fund raising and membership             | 105,722        |                   | 100,500      | 110,001                             |  |
| development                             | 73,961         | _                 | 73,961       | 83,633                              |  |
| Underwriting and grant solicitation     | 41.037         |                   | 41,037       | <u>36,598</u>                       |  |
| Total supporting expenses               | 278,920        |                   | 278,920      | 267,035                             |  |
|   |                |                   |              |                                     |  |
| Total expenses                          | <u>801,648</u> |                   | 801,648      | <u>742,533</u>                      |  |
| Change in net assets                    | 60,271         | -                 | 60,271       | 119,960                             |  |
|   |                |                   |              |                                     |  |

The accompanying notes are an integral part of this statement.

Statement B

A Public Telecommunications Entity Operated by Louisiana State University in Shreveport Statement of Activities For the Year Ended June 30, 2004 (With Comparative Totals for 2003)

Statement B

|   | Oper           |                           |                |                      |
|---|----------------|---------------------------|----------------|----------------------|
|   | Unrestricted   | Temporarily<br>Restricted | <u>Total</u>   | 2003<br><u>Total</u> |
| Capital additions                       | _              |                           |                | <del></del>          |
| Change in net assets                    | 60,271         | -                         | 60,271         | 119,960              |
| Net assets (deficit), beginning of year | 103,209        |                           | 103,209        | (16,751)             |
| Net assets, end of year                 | <u>163,480</u> | <del>-</del>              | <u>163,480</u> | 103,209              |

Louisiana State University in Shreveport
Statement of Cash Flows
For the Year Ended June 30, 2004
(With Comparative Totals for 2003)

Statement C

|  | <del> </del>         | 2004                        |               |                      |
|--|----------------------|-----------------------------|---------------|----------------------|
|  | Unrestricted<br>Fund | Temporarily Restricted Fund | Totals        | 2003<br><u>Total</u> |
| Cash flows from operating activities: Change in net assets Adjustments to reconcile change in net assets to net cash provided (used) | 60,271               | -                           | 60,271        | 119,960              |
| by operating activities  Depreciation expense  | 834                  | -                           | 834           | 2,421                |
| Increase (decrease) in accrued sick<br>and annual leave payable<br>Increase (decrease) in deferred                                   | 803                  | -                           | 803           | (7,746)              |
| revenue-unexpended grants  |                      | <u>(456</u> )               | <u>(456</u> ) | 5,754                |
| Net cash provided (used) by operating activities   | 61,908               | (456)                       | 61,452        | 120,389              |
| Net increase (decrease) in cash and cash equivalents   | 61,908               | (456)                       | 61,452        | 120,389              |
| Cash and cash equivalents at beginning of year   | <u>135,613</u>       | 5,754                       | 141,367       | 20,978               |
| Cash and cash equivalents at end of year   | 197,521              | <u>5,298</u>                | 202,819       | <u>141,367</u>       |

A Public Telecommunications Entity Operated By Louisiana State University in Shreveport

> Notes to the Financial Statements June 30, 2004

#### 1. Summary of Significant Accounting Policies

The accompanying financial statements have been prepared on the accrual basis. The significant accounting policies that follow are provided to enhance the usefulness of the financial statements to the reader.

#### A. Organization

Louisiana State University in Shreveport is a publicly supported institution of higher education. The University is a political subdivision of the State of Louisiana, and is under the management and supervision of a body corporate known as the Board of Supervisors of Louisiana State University and Agricultural and Mechanical College. The Board of Supervisors (the Board) is the governing body over all campuses under the organizational structure of the Louisiana State University (LSU) System. All members of the Board of Supervisors are appointed by the Governor. The Board of Supervisors is the legal holder of the licenses of all the stations in this network.

On September 14, 1981, the Board of Supervisors (the Board), approved establishment of a public radio station (network) to be housed at, and operated by, Louisiana State University in Shreveport (LSU-S). On October 29, 1982, the Federal Communication Commission (FCC) assigned it the call letters KDAQ-FM. The Corporation for Public Broadcasting (CPB) was contacted in an effort to gain an understanding of the requirements to becoming a CPB "supported" station. In 1985, the radio station attained this status.

In 1985, a second station was established on the Louisiana State University at Alexandria campus (LSU-A). This station was established to be operated by LSU-S as a simulcast of KDAQ-FM. On May 17, 1985, the FCC assigned it the call letters KLSA-FM.

In 1987, a third station was established in El Dorado, Arkansas, to be operated by LSU-S as a simulcast of KDAQ-FM. On June 4, 1987, the FCC assigned it the call letters KBSA-FM.

In 1991, a fourth station was established in Lufkin, Texas, to be operated by LSU-S, as a simulcast of KDAQ-FM. On December 7, 1989, the FCC assigned it the call letters KLDN-FM.

In 1996, a translator was established in Grambling, Louisiana, to be operated by LSU-S as a simulcast of KDAQ-FM. The translator numbers K214CE were assigned by the FCC on March 10, 1996.

# 1. Summary of Significant Accounting Policies (Continued)

KDAQ-FM, KLSA-FM, KBSA-FM and KLDN-FM Radio Stations (aka Red River Public Radio Network) are departmental budget units of LSU-S and are reported in the University's Annual Financial Statements in the same respect as a "public service department." The total departmental expenditures are reported in Analysis Schedule C-2A and C-2B of LSU-S's financial statements for the network.

#### B. Fund Accounting

To ensure observance of limitations and restrictions placed on the use of resources available to the network, the accounts of the network are maintained in accordance with the principles of fund accounting. This is the procedure by which resources for various purposes are classified for accounting and reporting purposes into funds established according to their nature and purposes. Separate accounts are maintained for each fund; however, in the accompanying financial statements, funds that have similar characteristics have been combined into fund groups. Accordingly, all financial transactions have been recorded and reported by fund group.

The assets, liabilities, and net assets of the station are reported in two self-balancing operating funds, which include unrestricted and restricted resources. These funds represent resources available for support of the network operations.

#### C. Expendable Restricted Resources

Operating funds restricted by the donor, grantor, or other outside party for particular operating purposes are deemed to be earned and reported as revenues when the network has incurred expenses in compliance with the specific restrictions. Such amounts received but not yet earned are reported on the Statement of Financial Position as restricted "deferred revenue-unexpended grants."

#### D. Contributions and Pledges

Contributions and pledges are recorded as revenue in the Statement of Activities when received.

#### E. Statement of Cash Flows

Cash flows are presented using the indirect method. Cash equivalents include demand deposits and bank certificates of deposit.

#### F. Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Activities. Accordingly, certain costs have been allocated among program and supporting services benefited based on total personnel costs or other systematic bases.

#### 1. Summary of Significant Accounting Policies (Continued)

#### G. Contributed Facilities

The network occupies without charge certain premises located in and owned by the state.

Donated facilities from LSU-S consist of office and studio space together with related occupancy costs and are recorded as indirect administrative support from LSU-S. The total for indirect administrative support for fiscal year 2003-2004 is \$206,903. Computation for the above is reflected in Schedule B of the Corporation for Public Broadcasting Annual Financial Report. Due to the fact that the network is a departmental unit of LSU-S, the corresponding income and expense related to the contributed facilities is not reported on the face of the financial statement.

#### H. Income Taxes

The network is exempt from federal income tax, except on activities unrelated to its exempt purpose, under Internal Revenue Code Section 501(c)(3). There was no required provision for income taxes for fiscal year 2004.

#### I. Property and Equipment

Property and equipment are recorded at cost, or in the case of donated property, at their estimated fair value at the date of receipt. Depreciation is recognized by the University using the straight-line method over the estimated useful life of the asset (the recognition of depreciation expense began in 2002 and resulted from the implementation of GASB 34-35). The University maintains a physical inventory of all moveable equipment with an acquisition value of \$5,000 or more.

#### J. Net Assets

The Radio Station is required to report information regarding its financial position and activities according to three classes of net assets as follows:

Unrestricted net assets - Net assets that are not subject to donor-imposed stipulations. Some unrestricted net assets may be designated by the Advisory Board for specific purposes.

Temporarily restricted net assets – Net assets subject to donor-imposed stipulations that may or will be met by actions of the Radio Station, and/or by the passage of time.

Permanently restricted net assets – Net assets subject to donor-imposed stipulations that they be maintained permanently by the Radio Station. Generally, donors permit all or part of the income earned on these assets to be used for general or specific purposes.

At June 30, 2004, all of the Radio Station's net assets were classified as unrestricted.

#### K. Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### 2. Property and Equipment

A summary of property and equipment is as follows:

|   | Balance 6/30/03               | Additions      | Deletions   | Balance<br>6/30/04            |
|---|-------------------------------|----------------|-------------|-------------------------------|
| Transmission and antenna <u>Less</u> -accumulated depreciation  | 620,565<br>( <u>620,565</u> ) | <u> </u>       | 946<br>2016 | 620,565<br>( <u>620,565</u> ) |
| Total transmission and antenna  | -                             | •              | -           | -                             |
| Satellite dish  Less-accumulated depreciation  Total satellite dish   | 59,635<br>(57,966)<br>1,669   | (834)<br>(834) |             | 59,635<br>(58,800)<br>835     |
| Studio and other broadcast equipment  Less-accumulated depreciation  Total studio and other broadcast equipment | 265,488<br>( <u>265,488</u> ) |                | <u>-</u>    | 265,488<br>( <u>265,488</u> ) |
| Total property and equipment  | 1,669                         | (834)          |             | <u>835</u>                    |

#### 3. Long-Term Debt

The radio network has entered into no long-term debt agreements.

#### 4. Leases

The network is obligated for operating leases for the rental of tower space for the operation of stations KLSA-FM, KBSA-FM, and KLDN-FM. Total rental expense for 2004 was \$39,429.

The future lease payments due under the lease agreements at June 30, 2004, are as follows:

| Nature of Lease | <u>2005</u>   | <u>2006</u> | <u>2007</u> | <u>2008</u> | <u>2009</u> | <u>Total</u> |
|-----------------|---------------|-------------|-------------|-------------|-------------|--------------|
| Tower Rentals   | <u>20,514</u> | _10,880     | 10,880      | 3,627       | 3,627       | 49,528       |

#### 5. Accrued Leave Payable

Employees accrue and accumulate annual and sick leave in accordance with policies established by the LSU Board of Supervisors for unclassified personnel, and by the Department of Civil Service for classified personnel. Substantially all employees accumulate annual and sick leave without limitation.

Upon separation of employment, personnel, or their heirs, are compensated for accumulated annual leave not to exceed 300 hours.

In addition, personnel, or their heirs, are compensated for accumulated sick leave not to exceed 25 days upon retirement or death. Upon retirement, any annual or sick leave not compensated for is used as credited service in either Louisiana Teacher's Retirement System or Louisiana State Employees' Retirement System.

# 5. Accrued Leave Payable (Continued)

The liability for unused annual and sick leave at June 30, 2004, computed in accordance with GASB 16, is estimated to be \$16,436 and \$18,440, respectively, as reflected in Statement A. This estimated liability for compensated absences is calculated on a maximum of 300 hours for each employee having accumulated annual leave, and on a maximum of 200 hours of accumulated sick leave for unclassified employees. The liability is not calculated on sick leave balances accumulated by classified employees, since lump sum payments for sick leave only are made to retiring unclassified employees. Accrued leave payable for the year ended June 30, 2004, increased by \$803. This amount is reflected as an increase in management and general expenses on Statement B.

#### 6. Pension Plan

Substantially all employees of the network are members of the Louisiana State Employees' Retirement System (LASERS) and the Louisiana Teachers' Retirement System (TRS). Both plans are cost-sharing, multiple-employer defined benefit pension plans administered by separate boards of trustees. TRS and LASERS provide retirement, disability, and survivors' benefits to plan members and beneficiaries. Benefits granted by the retirement system are guaranteed by the State of Louisiana by provisions of the Louisiana Constitution of 1974. Generally, all full-time employees are eligible to participate in the systems, with employee benefits vesting after 10 years of service. Article 10, Section 29 of the Constitution of 1974 assigns the authority to establish and amend benefit provisions to the State Legislature. The Systems issue annual publicly available financial reports that include financial statements and required supplementary information for the Systems. The reports may be obtained by writing to the Teachers' Retirement System of Louisiana, Post Office Box 94123, Baton Rouge, Louisiana 70804-9123, or by calling (225) 925-6446 and/or the Louisiana State Employees Retirement System, Post Office Box 44213, Baton Rouge, Louisiana 70804-4213, or by calling (225) 922-0608 or (800) 256-3000.

The contribution requirements of plan members and the radio station are established and may be amended by the State Legislature. The legislature annually sets the required employer contribution rate equal to the actuarially required employer contribution as set forth in Louisiana Revised Statute (LSA-R.S.) 11:102. Employees contribute 8% (TRS) and 7.5% (LASERS) of covered salaries. The state is required to contribute 13.8% of covered salaries to TRS and 15.8% of covered salaries to LASERS. The radio station's employer contribution is funded by self-generated revenues. The radio station's employer contributions to TRS for the years ended June 30, 2004, 2003, and 2002, were \$6,403, \$5,961, and \$5,961, respectively, and to LASERS for the years ended June 30, 2004, 2003, and 2002, were \$9,939, \$8,829, and \$10,809, respectively, equal to the required contributions for each year.

### 7. Optional Retirement System

LSA-R.S. 11:921 created an optional retirement plan for academic and administrative employees of public institutions of higher education. This program was designed to aid the radio station in recruiting employees who may not be expected to remain in the Teachers Retirement System (TRS) for ten or more years. The purpose of the optional retirement plan is to provide retirement and death benefits to the participants while affording the maximum portability of these benefits to the participants.

The optional retirement plan is a defined contribution plan that provides for full and immediate vesting of all contributions remitted to the participating companies on behalf of the participants.

#### 7. Optional Retirement System (Continued)

Eligible employees make an irrevocable election to participate in the optional retirement plan rather than the TRS and purchase retirement and death benefits through contracts provided by designated companies.

Contributions by the radio station are 13.8% of the covered payroll. The participant's contribution, less any monthly fee required to cover the cost of administration and maintenance of the optional retirement plan, is remitted to the designated company or companies. Upon receipt of the employer's contribution, the TRS pays over to the appropriate company or companies, on behalf of the participant, an amount equal to the employer's portion of the normal cost contribution, determined actuarially. The TRS retains the balance of the employer contribution for application to the unfunded accrued liability of the system. Employer contributions to the optional retirement plan totaled \$14,937 for the year ended June 30, 2004.

#### 8. Changes in Deferred Support and Revenues

| Balance, beginning of year                     | 5,754          |
|--|----------------|
| Additions-contributions and grants             | 245,094        |
| Deductions-contributions and grants recognized |                |
| as revenue or support                          | <u>245,550</u> |
| Balance, end of year                           | 5,298          |

#### 9. Prior Year Financial Statements

The financial information shown for 2003 in the accompanying financial statements is included to provide a basis for comparison with 2004 and present summarized totals only.

# 10. The Community Advisory Board for the Louisiana State University in Shreveport Public Radio Stations Fund.

On September 26, 1996, the Community Foundation of Shreveport-Bossier (CFS-B), a nonprofit corporation of Shreveport, Louisiana with its principal office located at 401 Edwards Street, Shreveport, Louisiana 71101, in coordination with the Community Advisory Board (CAB) for the Louisiana State University in Shreveport Public Radio Stations, established the Community Advisory Board for the Louisiana State University in Shreveport Public Radio Stations Fund (Fund).

The Fund is to be used for the support of the purposes of CAB. The Fund is the property of the CFS-B, and all distributions from the Fund must be approved by the CFS-B Board of Directors. Distributions from the Fund to LSU in Shreveport for support of the radio stations are recognized as revenues in Statement B in the year the funds are actually received by LSU in Shreveport.

As of June 30, 2004, the Fund had a balance of \$97,065.





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December 3, 2004

Louisiana State University in Shreveport State of Louisiana Shreveport, Louisiana

Our audit was made for the purpose of forming an opinion on the financial statements taken as a whole. The accompanying supplementary information schedule listed in the table of contents is presented for the purpose of additional analysis and is not a required part of the financial statements of Radio Stations KDAQ-FM, KLSA-FM, KBSA-FM, and KLDN-FM, Louisiana State University in Shreveport. Such information has been subjected to the procedures applied in the audit of the financial statements and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.

Heard MEGloon + Vental, LLP

Louisiana State University in Shreveport Schedule of Functional Expenses For the Year Ended June 30, 2004 (With Comparative Totals for 2003)

|                                     | Program Services           |              |                                   |                                     |  |
|-------------------------------------|----------------------------|--------------|-----------------------------------|-------------------------------------|--|
|                                     | Programming and Production | Broadcasting | Program Information and Promotion | Total<br>Program<br><u>Services</u> |  |
| Employees salaries and wages        | 37,583                     | 63,023       | -                                 | 100,606                             |  |
| Employee benefits                   | 7,295                      | 14,694       | -                                 | 21,989                              |  |
| Travel                              | 3,886                      | 3,886        | -                                 | 7,772                               |  |
| Postage                             | •                          | -            | 6,099                             | 6,099                               |  |
| Telephone                           | -                          | -            | -                                 | -                                   |  |
| Maintenance of equipment            | -                          | 6,876        | 611                               | 7,487                               |  |
| Utilities                           | -                          | 55,866       | -                                 | 55,866                              |  |
| Printing, publications and graphics | -                          | -            | 268                               | 268                                 |  |
| Other operating services            | 194,659                    | 102,702      | -                                 | 297,361                             |  |
| Supplies                            | 15,993                     | 7,557        | •                                 | 23,550                              |  |
| Professional services               | -                          | 1,730        | •                                 | 1,730                               |  |
| Other charges                       |                            |              |                                   |                                     |  |
| Total                               | <u>259,416</u>             | 256,334      | 6,978                             | 522,728                             |  |

|                              | Supporting Services                   |                                     |                           |             | Expense     |
|------------------------------|---------------------------------------|-------------------------------------|---------------------------|-------------|-------------|
| Management<br>and<br>General | Fund Raising & Membership Development | Underwriting and Grant Solicitation | Total Supporting Services | <u>2004</u> | <u>2003</u> |
| 55,488                       | 42,630                                | 27,908                              | 126,026                   | 226,632     | 247,997     |
| 17,512                       | 12,398                                | 8,116                               | 38,026                    | 60,015      | 49,843      |
| 4,193                        | 238                                   | 68                                  | 4,499                     | 12,271      | 6,081       |
| 1,220                        | 2,440                                 | 2,440                               | 6,100                     | 12,199      | 14,629      |
| 3,964                        | 3,524                                 | 1,321                               | 8,809                     | 8,809       | 6,213       |
| 611                          | -                                     | -                                   | 611                       | 8,098       | 1,628       |
| -                            | -                                     | -                                   | -                         | 55,866      | 47,551      |
| -                            | 214                                   | 54                                  | 268                       | 536         | 1,691       |
| 24,530                       | 1 <b>,2</b> 01                        | -                                   | 25,731                    | 323,092     | 314,322     |
| 14,387                       | 9,468                                 | -                                   | 23,855                    | 47,405      | 24,298      |
| 33,416                       | -                                     | 1,130                               | 34,546                    | 36,276      | 20,139      |
| <u>8,601</u>                 | 1,848                                 |                                     | 10,449                    | 10,449      | 8,141       |
| 163,922                      | <u>73,961</u>                         | 41,037                              | 278,920                   | 801,648     | 742,533     |