

Wikimedia Foundation, Inc.
Actual vs. Plan Comparison
July-December, 2013 vs. 2012
All Amounts in USD
Unaudited

	Actual	Plan	\$ Change	% Change	Notes	Annual Plan
	Jul - Dec 13	Jul - Dec 13				
Ordinary " Unrestricted " Income/Expense						
Income						
Unrestricted Public Support	\$ 34,481,288	\$ 36,280,000	\$ (1,798,712)	-4.96%	(a)	\$ 50,000,000
Other Types of Income	238,499	-	238,499	100.00%	(b)	-
Merchandise, Net	11,647	23,100	(11,453)	-49.58%	(c)	46,200
Program Income	19,324	12,000	7,324	61.03%		24,000
Total Income	<u>34,750,758</u>	<u>36,315,100</u>	<u>(1,564,342)</u>	<u>-4.31%</u>		<u>50,070,200</u>
Expense						
Salaries and Wages	9,230,924	10,651,703	(1,420,779)	-13.34%	(d)	22,290,255
Recruiting and Other Hiring Costs	272,991	242,188	30,803	12.72%	(e)	484,375
Internet Hosting	1,280,003	1,646,500	(366,497)	-22.26%	(f)	3,293,000
Grants	1,289,803	1,358,500	(68,697)	-5.06%	(g)	7,666,334
Facilities and Equipment	852,276	886,016	(33,740)	-3.81%		1,702,900
Outside Contract Services	2,237,102	2,116,600	120,502	5.69%		4,181,200
Staff and Volunteer Development	284,853	422,340	(137,487)	-32.55%	(h)	662,680
Bank Fees	1,216,206	1,427,119	(210,913)	-14.78%	(i)	1,985,000
Other Operating Expenses	1,004,588	1,379,570	(374,982)	-27.18%	(j)	2,721,880
Capital Expenditures	89,185	1,349,000	(1,259,815)	-93.39%	(k)	2,698,000
Travel, Entertainment, and Meetings	1,017,677	1,379,375	(361,698)	-26.22%	(l)	2,384,576
Total Expense	<u>18,775,608</u>	<u>22,858,911</u>	<u>(4,083,303)</u>	<u>-17.86%</u>		<u>50,070,200</u>
Net " Unrestricted " Income	<u>15,975,150</u>	<u>13,456,189</u>	<u>2,518,961</u>	<u>18.72%</u>		<u>-</u>
" Restricted " Income/Expense						
Restricted Public Support	-	-	-	-		-
Operating Expenses	5,690	-	5,690	100.00%	(m)	-
Net " Restricted " Income/(Loss)	<u>(5,690)</u>	<u>-</u>	<u>(5,690)</u>	<u>100.00%</u>		<u>-</u>
Total Net Income	<u>\$ 15,969,460</u>	<u>\$ 13,456,189</u>	<u>\$ 2,513,271</u>	<u>18.68%</u>		<u>\$ -</u>

Mid-Year Financial Statement Recap - Actual vs. Plan

Revenue is under plan year-to-date due to the timing of donation receipts. Expenses were less than plan primarily due to lower personnel costs due to staff turnover which was not anticipated and in hiring on some positions, timing of technology capital expenditures, internet hosting expenses, legal fees, payment processing fees, staff development expenses, and travel expenses partially offset by higher outside contract services and recruiting costs.

Notes:

- (a) The difference resulted from timing of donation receipts as we transitioned to a year round fundraising strategy. The actual amount noted does not include the revenue raised by the participating chapters.
- (b) Includes interest and dividend income on short term investments.
- (c) The online merchandise store has not been operating at the level of activity as anticipated.
- (d) Salary and wages are lower primarily due to staff turnover that was not anticipated and late in hiring on some positions.
- (e) Recruiting expenses are higher due to travel costs to San Francisco incurred by potential candidates.
- (f) Internet hosting expenses are lower due to increased need is not as high as anticipated.
- (g) Grants expense is lower due to some of the expenses for Wikimania HK being reflected in prior year's financial when the cash was disbursed.
- (h) Staff and volunteer development expenses are spent slower than originally anticipated.
- (i) Bank fees are lower as a direct result from lower donation revenue.
- (j) Other operating expenses are lower primarily due to legal fees and other administrative expenses.
- (k) Capital expenditures are lower due to timing as spending will catch up during the second half of the fiscal year.
- (l) Lower travels than anticipated during the first half of the fiscal year.
- (m) Represents spending against the restricted grant for Wikipedian in Residence at Harvard's Belfer Center. Restricted grants are not budgeted.

Wikimedia Foundation, Inc.
Actual - Year-Over-Year Comparison
July-December, 2013 vs. 2012
All Amounts in USD
Unaudited

	Jul - Dec 13	Jul - Dec 12	\$ Change	% Change	Notes
Ordinary " <u>Unrestricted</u> " Income/Expense					
Income					
Unrestricted Public Support	\$ 34,481,288	\$ 30,492,751	\$ 3,988,537	13.08%	(a)
Other Types of Income	238,499	50,604	187,895	371.30%	(b)
Merchandise, Net	11,647	29,961	(18,314)	-61.13%	(c)
Program Income	19,324	343,349	(324,025)	-94.37%	(d)
Total Income	34,750,758	30,916,665	3,834,093	12.40%	
Expense					
Salaries and Wages	9,230,924	7,468,743	1,762,181	23.59%	(e)
Recruiting and Other Hiring Costs	272,991	298,772	(25,781)	-8.63%	
Internet Hosting	1,280,003	1,309,591	(29,588)	-2.26%	
Grants	1,289,803	708,887	580,916	81.95%	(f)
Facilities and Equipment	852,276	654,571	197,705	30.20%	(g)
Outside Contract Services	2,237,102	1,791,275	445,827	24.89%	(h)
Staff and Volunteer Development	284,853	265,205	19,648	7.41%	
Bank Fees	1,216,206	945,190	271,016	28.67%	(i)
Other Operating Expenses	1,004,588	1,010,273	(5,685)	-0.56%	
Capital Expenditures	89,185	276,493	(187,308)	-67.74%	(j)
Travel, Entertainment, and Meetings	1,017,677	732,570	285,107	38.92%	(k)
Total Expense	18,775,608	15,461,570	3,314,038	21.43%	
Net " <u>Unrestricted</u> " Income	15,975,150	15,455,095	520,055	3.36%	
" <u>Restricted</u> " Income/Expense					
Restricted Public Support	-	-	-	-	
Operating Expenses	5,690	16,924	(11,234)	-66.38%	(l)
Net " <u>Restricted</u> " Income/(Loss)	(5,690)	(16,924)	11,234	-66.38%	
Total Net Income	\$ 15,969,460	\$ 15,438,171	\$ 531,289	3.44%	

Year Over Year Recap

WMF has continued to raise revenue to support its expanding work per the strategic plan.

Expenses have increased in concurrence with the initiatives of the strategic plan.

Notes:

- (a) The online fundraiser revenue continues to increase comparing to prior year for the same period resulted from a more effective strategy. The amount noted does not include the revenue raised by the participating chapters.
- (b) The amount increased year over year for the same period is a direct result of the increase in our short term investment portfolio.
- (c) Merchandise, net income decreased due to the timing of the recognition of costs of inventory sold in prior year. The costs of inventory for prior year was recognized in January 2013.
- (d) Program income decreased as we did not renew any our agreements to license the Wikipedia trademark for commercial use when the agreements expired.
- (e) Salaries and wages increased due to growth in staff as well as annual adjustment in compensation for existing staff.
- (f) Grant expenses increased due to increase in activities per our strategic plan.
- (g) Facilities expense increased due to growth in staff which resulted in increase of acquisition of office furniture and IT equipment.
- (h) Outside contract services increased due to the need for specialized services to meet our strategic plan.
- (i) Bank fees are higher as a direct result from higher donation revenue.
- (j) Capex is lower as a result of timing of spending as we are in the process of evaluating a new data center location to replace Tampa.
- (k) Travel has increased due to increase in staff size as well as increased in grant making activities.
- (l) Represents restricted expenditures incurred for the Wikipedian-In-Residence at the Harvard's Belfer Center in which the grant fund has been fully spent.

Wikimedia Foundation, Inc.
Balance Sheet
As of December 31, 2013 and 2012
All Amounts in USD
Unaudited

	Dec 31, 13	Dec 31, 12	\$ Change	% Change
ASSETS				
Current Assets				
Cash and Cash Equivalents	\$ 38,004,400	\$ 33,610,040	\$ 4,394,361	13.07%
Accounts/Contributions Receivable	1,047,683	2,149,841	(1,102,157)	-51.27%
Investments	17,335,336	7,561,262	9,774,074	129.27%
Other Current Assets	1,384,749	809,551	575,199	71.05%
Total Current Assets	57,772,168	44,130,694	13,641,476	30.91%
Other Assets				
Property, Plant and Equipment	9,942,372	8,610,439	1,331,933	15.47%
Accum.Depr-Property, Plant and Equipment	(5,031,999)	(3,447,413)	(1,584,586)	45.96%
Total Other Assets	4,910,373	5,163,026	(252,653)	-4.89%
TOTAL ASSETS	\$ 62,682,541	\$ 49,293,720	\$ 13,388,823	27.16%
LIABILITIES & NET ASSETS				
Liabilities				
Accounts Payable and Accrued Expenses	\$ 1,840,475	\$ 1,160,904	\$ 679,571	58.54%
Deferred Revenue	37,311	168,663	(131,352)	-77.88%
Other Liabilities	397,117	396,924	193	0.05%
Total Liabilities	2,274,903	1,726,491	548,412	31.76%
Net Assets				
Retained Earnings	44,438,178	32,129,058	12,309,120	38.31%
Net Income	15,969,460	15,438,171	531,289	3.44%
Total Net Assets	60,407,638	47,567,229	12,840,409	26.99%
TOTAL LIABILITIES & NET ASSETS	\$ 62,682,541	\$ 49,293,720	\$ 13,388,822	27.16%