

**Wikimedia Foundation, Inc.**  
**Actual vs. Plan Comparison**  
**July 1, 2010 through December 31, 2010**

	<b>Actual</b>	<b>Plan</b>				<b>Annual</b>
	<b>Jul - Dec 10</b>	<b>Jul - Dec 10</b>	<b>\$ Change</b>	<b>% Change</b>	<b>Notes</b>	<b>Plan</b>
Ordinary " <u>Unrestricted</u> " Income/Expense						
Income						
Unrestricted Public Support	\$ 17,679,395	\$ 14,670,000	\$ 3,009,395	20.51%	(a)	\$ 19,500,000
In Kind Revenue	143,098	-	143,098	100.00%	(b)	-
Other Types of Income	(85,264)	-	(85,264)	100.00%	(c)	-
Program Income	479,428	466,665	12,763	2.73%		900,000
Special Events Income, net	(102,500)	-	(102,500)	100.00%	(d)	-
<b>Total Income</b>	<b>18,114,157</b>	<b>15,136,665</b>	<b>2,977,492</b>	<b>19.67%</b>		<b>20,400,000</b>
Expense						
Salaries and Wages	2,901,120	3,775,691	(874,571)	-23.16%	(e)	8,662,543
Internet Hosting	641,816	918,583	(276,767)	-30.13%	(f)	1,837,166
In Kind Expenses	143,098	-	143,098		(b)	-
Grants	287,815	162,500	125,315	77.12%	(g)	325,000
Facilities and Equipment	405,714	433,064	(27,350)	-6.32%		581,309
Outside Contract Services	1,234,608	1,297,047	(62,439)	-4.81%		2,265,880
Staff and Volunteer Development	285,565	504,520	(218,955)	-43.40%	(h)	788,248
Bank Fees	488,350	405,610	82,740	20.40%	(i)	483,400
Other Operating Expenses	322,160	320,428	1,732	0.54%		3,965,424
Capital Expenditures	412,413	1,779,035	(1,366,622)	-76.82%	(j)	1,023,670
Travel, Entertainment, and Meetings	579,079	443,710	135,369	30.51%	(k)	467,360
<b>Total Expense</b>	<b>7,701,738</b>	<b>10,040,188</b>	<b>(2,338,450)</b>	<b>-23.29%</b>		<b>20,400,000</b>
Net " <u>Unrestricted</u> " Income	10,412,419	5,096,477	5,315,942	104.31%		-
" <u>Restricted</u> " Income/Expense						
Restricted Public Support	-	-	-	100.00%		-
Operating Expenses	457,077	-	457,077	100.00%	(l)	-
Net " <u>Restricted</u> " Income	(457,077)	-	(457,077)	100.00%		-
<b>Total Net Income</b>	<b>\$ 9,955,342</b>	<b>\$ 5,096,477</b>	<b>\$ 4,858,865</b>	<b>95.34%</b>		<b>\$ -</b>

**Mid-Year Financial Statement Recap - Actual vs. Plan**

Revenue is over plan year-to-date due to the success of the annual on-line fundraiser. Expenses were less than plan primarily due to lower salaries/benefits/staff development costs due to our decision to hiring slowly rather than quickly as originally anticipated and lower benefit costs as well as timing of tech capex and internet hosting related to the new data center.

**Notes (Variance over 10%):**

- (a) Revenue is over plan year-to-date due to the success of annual on-line fundraiser.
- (b) Represents donated internet hosting services for the Amsterdam data center. In-kind amounts are not budgeted.
- (c) Includes foreign exchange losses, interest income and misc. income. Foreign exchange losses are not predictable and thus not budgeted.
- (d) Represents grant for Wikimania Gdansk; amount was not budgeted.
- (e) Salaries and wages are less than plan primarily due to slower hiring and lower than budgeted benefits expense.
- (f) Internet hosting under plan due to costs being budgeted evenly over 12 months rather than reflecting increases in conjunction with the timing of the Virginia data center. By fiscal year-end, internet hosting costs will be equal to plan, not under.
- (g) Grants and Wikimania scholarships were budgeted evenly over 12 months but most were paid in the first 6 months.
- (h) Staff development spent more slowly due to slower hiring and all-staff meeting was less expensive than planned.
- (i) Bank fees are more than plan as online fundraiser brought in more than was planned year-to-date.
- (j) Amounts are lower than plan due to timing of the data center. Total planned capex will be spent by fiscal year-end and may be over plan.
- (k) Travel is over plan due to more staff and guest travel to Wikimania Gdansk as well as travel for remote employees.
- (l) Represents spending against the following restricted grants: Ford Multimedia Project and the Public Policy Initiative. Restricted grants are not budgeted.

**Wikimedia Foundation, Inc.**  
**Year-Over-Year Comparison**  
**Year-to-Date, July-December, 2010 vs. 2009**

	<b>Jul - Dec 10</b>	<b>Jul - Dec 09</b>	<b>\$ Change</b>	<b>% Change</b>	<b>Notes</b>
Ordinary " <b>Unrestricted</b> " Income/Expense					
Income					
Unrestricted Public Support	\$ 17,679,395	\$ 10,049,542	\$ 7,629,853	75.92%	(a)
In Kind Revenue	143,098	170,991	(27,893)	-16.31%	(b)
Other Types of Income	(85,264)	(41,871)	(43,393)	103.63%	(c)
Program Income	479,428	540,070	(60,642)	-11.23%	(d)
Special Events Income, net	(102,500)	(86,477)	(16,023)	18.53%	(e)
<b>Total Income</b>	<b>18,114,157</b>	<b>10,632,254</b>	<b>7,481,903</b>	<b>70.37%</b>	
Expense					
Salaries and Wages	2,901,120	1,303,631	1,597,489	122.54%	(f)
Internet Hosting	641,816	469,760	172,056	36.63%	(g)
In Kind Expenses	143,098	170,991	(27,893)	-16.31%	(b)
Grants	287,815	132,377	155,438	117.42%	(h)
Facilities and Equipment	405,714	148,155	257,559	173.84%	(i)
Outside Contract Services	1,234,608	752,160	482,448	64.14%	(j)
Staff and Volunteer Development	285,565	177,052	108,513	61.29%	(k)
Bank Fees	488,350	271,398	216,952	79.94%	(l)
Other Operating Expenses	322,160	134,201	187,959	140.06%	(m)
Capital Expenditures	412,413	181,518	230,895	127.20%	(n)
Travel, Entertainment, and Meetings	579,079	172,662	406,417	235.38%	(o)
<b>Total Expense</b>	<b>7,701,738</b>	<b>3,913,905</b>	<b>3,787,833</b>	<b>96.78%</b>	
Net " <b>Unrestricted</b> " Income	<b>10,412,419</b>	<b>6,718,349</b>	<b>3,694,070</b>	<b>54.98%</b>	
" <b>Restricted</b> " Income/Expense					
Restricted Public Support	-	6,980	(6,980)	-100.00%	(p)
Operating Expenses	457,077	491,249	(34,172)	-6.96%	(p)
Net " <b>Restricted</b> " Income	<b>(457,077)</b>	<b>(484,269)</b>	<b>27,192</b>	<b>-5.62%</b>	
<b>Total Net Income</b>	<b>\$ 9,955,342</b>	<b>\$ 6,234,080</b>	<b>\$ 3,721,262</b>	<b>59.69%</b>	

**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 generated almost twice the revenue of the prior year.
- (b) Represents donated internet hosting for Amsterdam data center for 2010 and 2009 and pro-bono legal services for 2009.
- (c) Includes foreign exchange losses, interest income and misc. income. Foreign exchange losses have increased due to fluctuations in the dollar and due to increased foreign donations.
- (d) Program revenue decreased due to timing of payments for licensing agreements.
- (e) Net revenue and expense from Wikimania. 2010 amount represents grant for Wikimania Gdansk. 2009 amount includes grant for Wikimania Argentina net of sponsorships received. Does not include Advisory Board, Board or staff travel expenditures.
- (f) Salaries and wages increased due to new staff positions.
- (g) Increased spending on hosting to improve capacity and reliability.
- (h) Grants have increased in accordance with the organization's intention to increase grant-making activities.
- (i) Facilities expense increased due to lease of additional floor to accommodate staff and volunteers and purchases of laptops and other IT equipment.
- (j) Outside contract services includes temporary contractors for the online fundraiser and tech contractors.
- (k) Includes costs for travel for volunteers and staff education as well as facility rental for offsite all-staff meeting and recruiting costs.
- (l) Bank fees consist primarily of Paypal fees which increased commensurate with increased funds raised.
- (m) Other operating expenses includes legal and accounting fees, fundraising communications expenses and misc. offices expenses. All have increased due to increased activity.
- (n) Capex increased due to expansion to additional floor.
- (o) Travel has increased due to increase in staff size and strategic initiatives such as global development.
- (p) Represents restricted projects; in July to Dec 2010 there were 2 active restricted projects, Ford Mutimedia (ended Nov 2010) and Stanton Public Policy Initiative; prior year included these plus Stanton Usability and OSI/Lounsbery Foundation Wikimania scholarships.

**Wikimedia Foundation, Inc.**  
**Balance Sheet**  
**As of December 31, 2010 and 2009**

	<b>Dec 31, 10</b>	<b>Dec 31, 09</b>	<b>\$ Change</b>	<b>% Change</b>
<b>ASSETS</b>				
Current Assets				
Total Checking/Savings	\$ 17,113,714	\$ 12,558,767	\$ 4,554,947	36.27%
Total Accounts/Contributions Receivable (current)	1,287,540	1,315,202	(27,662)	-2.10%
Total Investments	5,700,946	-	5,700,946	
Total Other Current Assets	229,876	98,723	131,153	132.85%
<b>Total Current Assets</b>	<b>24,332,076</b>	<b>13,972,693</b>	<b>10,359,383</b>	<b>74.14%</b>
Other Assets				
Total Property, Plant and Equipment	2,802,852	2,004,678	798,174	39.82%
Total Accum.Depr-Property, Plant and Equipment	(1,609,948)	(1,122,314)	(487,634)	43.45%
<b>Total Other Assets</b>	<b>1,192,904</b>	<b>882,363</b>	<b>310,541</b>	<b>35.19%</b>
<b>TOTAL ASSETS</b>	<b>\$ 25,524,980</b>	<b>\$ 14,855,056</b>	<b>\$ 10,669,924</b>	<b>71.83%</b>
<b>LIABILITIES &amp; EQUITY</b>				
Current Liabilities				
Total Accounts Payable and Accrued Expenses	\$ 827,171	\$ 307,121	\$ 520,050	169.33%
Total Deferred Revenue	189,236	87,667	101,569	115.86%
Other Liabilities	10,500	-	10,500	
<b>Total Current Liabilities</b>	<b>1,026,907</b>	<b>394,788</b>	<b>632,119</b>	<b>160.12%</b>
<b>TOTAL LIABILITIES</b>	<b>1,026,907</b>	<b>394,788</b>	<b>632,119</b>	<b>160.12%</b>
Equity				
Retained Earnings	14,542,731	8,231,767	6,310,964	76.67%
Net Income	9,955,342	6,228,501	3,726,841	59.84%
<b>TOTAL EQUITY</b>	<b>24,498,073</b>	<b>14,460,268</b>	<b>10,037,805</b>	<b>69.42%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$ 25,524,980</b>	<b>\$ 14,855,056</b>	<b>\$ 10,669,924</b>	<b>71.83%</b>