

# FINANCIAL & OPERATING STATEMENTS







October, FY 2006 October 1 – October 31, 2005

Prepared by: Financial Reporting and Analysis

### HIGHLIGHTS October 2005 - FY 2006 (Millions)

		Yeaı	r-to-Date (	(Oct	ober 1, 20	05 -	Octobe	r 31,	, 2005)	
	Actual		Budget	E	Var. to Budget	% B	Budget		SPLY	% SPLY
Total Revenue	\$ 5.993.1	\$	6,191.2	[\$	- 198.1 ]	ſ	- 3.2 ]	\$	6,102.8	- 1.8
Total Expense	 5,716.5	_	5,770.2	_	- 53.7	•	- 0.9	_	5,590.1	2.3
Net Income Before Escrow Allocation *	\$ 276.6	\$	421.0	[\$	- 144.4 ]		-	\$	512.7	-
Escrow Allocation *	250.0									
Gain After Escrow Allocation *	\$ 26.6									
Capital Commitments	\$ 48.7	\$	28.3	\$	20.4		72.1	\$	29.0	67.9
Total Workhours	122.8		120.6	[	2.2 ]	[	1.9]		123.1	- 0.3

[] = Unfavorable variance to budget

Actual Number Of:	Current Period	Last Period	SPLY
Post Offices	27,370	27,385	27,506
Postal Owned Vehicles In Use			
Administrative	6,352	6,366	5,778
Operations	207,956	206,808	206,469
Total Deliveries (000)	144,503	144,326	142,485
City Delivery Routes	164,385	164,419	164,435
Rural Routes	72,827	72,695	70,900
Career Employees (Excludes Inspector General)	703,282	703,873	705,853
Casual Employees	19,532	19,182	21,102
Transitional Employees	8,529	8,460	10,138

\*Public Law (PL) 108-18, The Postal Civil Service Retirement System Funding Reform Act of 2003 requires that the U. S.Postal Service, beginning in FY 2006 hold in escrow an amount equal to the difference between the CSRS retirement costs before and after the implementation of this law. The Office of Personnel Management (OPM) calculates this amount and based on their latest estimate we are allocating \$250 million per month for purposes of assessing our financial position.

### STATEMENT OF INCOME & EXPENSE October 2005 - FY 2006 (\$ Millions)

				Year-to-D	ate			
	Actual	Budget		Var. to Budget	% E	Budget	SPLY	% SPLY
Operating Revenue	\$ 5,985.5	\$ 6,179.3	[\$	- 193.8 ]	[	- 3.1 ]	\$ 6,100.2	- 1.9
Operating Expense	 5,693.3	 5,746.9		- 53.6		- 0.9	 5,570.5	2.2
Income/(Loss) From Operations	\$ 292.2	\$ 432.4	[\$	- 140.2 ]		-	\$ 529.7	-
Investment Income	7.6	11.9	[	- 4.3 ]	[	- 36.1]	2.6	192.3
Interest Expense	1.4	1.5		- 0.1		- 6.7	1.5	- 6.7
Interest on Deferred Retirement Costs	 21.8	 21.8		0.0		0.0	 18.1	20.4
Net Income Before Escrow Allocation *	\$ 276.6	\$ 421.0	[\$	- 144.4 ]		-	\$ 512.7	-
Escrow Allocation *	 250.0							
Gain After Escrow Allocation *	\$ 26.6							

[]=Unfavorable variance to budget

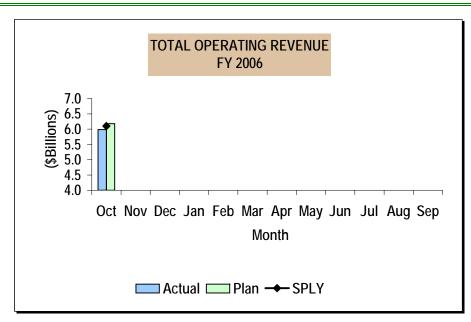
<sup>\*</sup> See footnote on page 1.

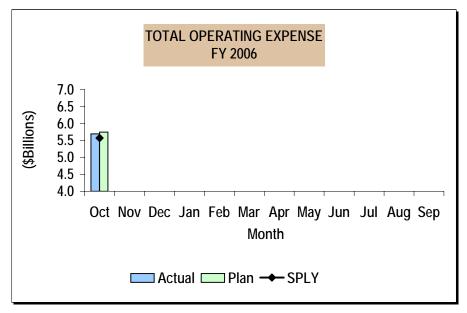
### MAIL VOLUME - MAIL REVENUE (Data in Thousands)

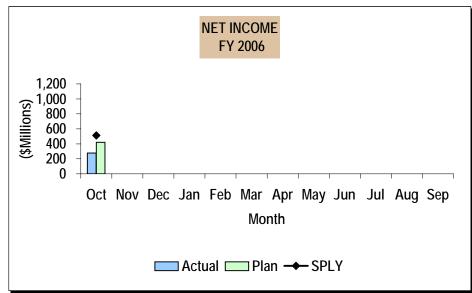
		YEAR-TO-DATE								
CATEGORY		October 31,		October 31,						
		2005		2004	% SPLY					
FIRST-CLASS										
VOLUME		8,033,020		8,322,919	- 3.5					
REVENUE	\$	2,938,681	\$	3,056,888	- 3.9					
REV/PC.	\$	0.3658	\$	0.3673	- 0.4					
PRIORITY-MAIL										
VOLUME		72,089		68,339	5.5					
REVENUE	\$	373,445	\$	354,148	5.4					
REV/PC.	\$	5.1803	\$	5.1822	- 0.0					
EXPRESS MAIL										
VOLUME		4,498		4,290	4.8					
REVENUE	\$	70,875	\$	67,542	4.9					
REV/PC.	\$	15.7570	\$	15.7441	0.1					
PERIODICALS										
VOLUME		797,968		777,861	2.6					
REVENUE	\$	193,310	\$	188,924	2.3					
REV/PC.	\$	0.2423	\$	0.2429	- 0.3					
CTANDARD MAN										
STANDARD MAIL		0.754.070		40.440.070	4.5					
VOLUME	•	9,654,260	•	10,112,062	- 4.5					
REVENUE	\$	1,830,931	\$	1,874,463	- 2.3					
REV/PC.	\$	0.1897	\$	0.1854	2.3					
PACKAGE SERVICES										
VOLUME		93,795		94,254	- 0.5					
REVENUE	\$	171,163	\$	180,039	- 4.9					
REV/PC.	\$	1.8249	\$	1.9101	- 4.5					
INTERNATIONAL										
INTERNATIONAL		72.055		(0.410						
VOLUME	<b>(</b>	73,955	¢	69,410	6.5					
REVENUE	\$	149,652	\$	152,146	- 1.6					
REV/PC.	\$	2.0236	\$	2.1920	- 7.7					
ALL OTHER										
VOLUME		91,430		53,662	70.4					
REVENUE		-		-	-					
ALL MAIL										
ALL MAIL VOLUME		10 001 014		10 500 707	2.5					
REVENUE	¢	18,821,014 5,728,059	\$	19,502,796 5,874,150	- 3.5 - 2.5					
REV/PC.	\$ \$	0.3043	\$ \$	0.3012	- 2.5 1.0					
REVIFO.	\$	0.3043	4	0.3012	1.0					

NOTE: Totals may not sum due to rounding.

When interpreting RPW SPLY changes under monthly reporting, users must factor in the number and composition of business days in the relevant time periods.







### REVENUE BY SOURCE October 2005 - FY 2006 (\$ Millions)

			Ye	ar-to-Date	
		Actual		SPLY	% SPLY
Operating Revenue: Metered Postage	\$	1,977.3	\$	2,074.6	- 4.7
Stamps and Stamped Paper		849.0		886.7	- 4.3
Permit Imprint		1,726.7		1,762.6	- 2.0
Periodicals & Standard		191.6		187.3	2.3
Official Mail		71.8		73.9	- 2.8
Presort First-Class & Package Svc./Permit Imprint		918.5		880.8	4.3
Box Rents		58.9		58.0	1.6
Money Order Fees		17.5		18.0	- 2.8
Other		161.2		153.1	5.3
Subtotal	\$	5,972.5	\$	6,095.0	- 2.0
Government Appropriations		13.0		5.2	150.0
Total Operating Revenue	\$	5,985.5	\$	6,100.2	- 1.9
Investment Income		7.6		2.6	192.3
Total Revenue	<u>\$</u>	5,993.1	<u>\$</u>	6,102.8	- 1.8

### REVENUE BY CATEGORY October 2005 - FY 2006 (\$ Millions)

		Year	r-to-Date		
	Actual		Budget		% Budget
Commercial Revenue Permit Revenue	\$ 2,899.1	\$	3,066.2	[	- 5.4 ]
Other Commercial Accounts Revenue	 1,685.2		1,763.8	[	- 4.5 ]
Total Commercial Revenue	\$ 4,584.3	\$	4,830.0	[	- 5.1 ]
Retail Revenue Retail Postage Revenue	1,022.2		981.6		4.1
Retail Services Revenue	92.1		89.6		2.8
Retail Products Revenue	14.7		13.7		7.3
Other Retail Channels Revenue	215.3		204.6		5.2
Total Retail Revenue	\$ 1,344.3	\$	1,289.5		4.2
Total Commercial & Retail Revenue	\$ 5,928.6	\$	6,119.5	[	- 3.1 ]
Other Income	43.9		50.7	[	- 13.4 ]
Government Appropriations	 13.0		9.0		44.4
Total Operating Revenue	\$ 5,985.5	\$	6,179.3	[	- 3.1 ]
Investment Income	 7.6	_	11.9	[	- 36.1 ]
Total Revenue	\$ 5,993.1	<u>\$</u>	6,191.2	[	- 3.2 ]

[]=Unfavorable variance to budget

Note: Totals may not sum due to rounding.

### EXPENSE ANALYSIS October 2005 - FY 2006 (\$ Millions)

						Year-to-Date	)			
		Actual		Budget		Var. to Budget	% Budget		SPLY	% SPLY
Personnel Compensation	\$	4,583.3	\$	4,573.9	[\$	9.4]	[ 0.2]	\$	4,509.1	1.6
Non-Personnel Expense:										
Transportation		438.2		450.0		- 11.8	- 2.6		423.2	3.5
Supplies & Services		146.2		163.6		- 17.4	- 10.6		129.9	12.5
Other		525.6		559.4		- 33.8	- 6.0		508.3	3.4
Subtotal	\$	1,110.0	\$	1,173.0	<u>\$</u>	- 63.0	- 5.4	<u>\$</u>	1,061.4	4.6
Total Operating Expense	\$	5,693.3	\$	5,746.9	\$	- 53.6	- 0.9	\$	5,570.5	2.2
Interest Expense		1.4		1.5		- 0.1	- 6.7		1.5	- 6.7
Interest on Deferred Retirement Costs		21.8		21.8		0.0	0.0		18.1	20.4
Total Expense	<u>\$</u>	<u>5,716.5</u>	<u>\$</u>	5,770.2	<u>\$</u>	<u>- 53.7</u>	- 0.9	<u>\$</u>	5,590.1	2.3

[]=Unfavorable variance to budget

### ANALYSIS OF OPERATING EXPENSES

### Personnel Compensation October 2005 - FY 2006 (\$ Millions)

					Year-to-Da	te		
					Var. to			
<u>Total Compensation</u>		Actual	Budget		Budget	% Budget	SPLY	% SPLY
Operations:								
-Support	\$	35.5	\$ 33.9	[\$	1.6] [	4.6]	\$ 32.8	8.2
-Mail Processing		993.4	967.3	[	26.0 ] [	2.7]	988.4	0.5
-Rural Delivery		442.7	439.0	[	3.8 ]	0.9]	410.2	7.9
-City Delivery		1,419.6	1,419.2	[	0.4 ] [	0.0]	1,417.7	0.1
-Vehicles Services		100.4	101.2		- 0.8	- 0.8	98.1	2.4
-Plant & Equip Maint		256.1	265.8		- 9.7	- 3.6	250.8	2.1
-Customer Services		679.9	675.9	[	4.0 ] [	0.6]	666.2	2.1
Finance		17.5	18.6		- 1.0	- 5.5	17.1	2.6
Human Resources		29.4	29.6		- 0.3	- 1.0	29.7	- 1.2
Customer Service & Sales		42.6	44.1		- 1.5	- 3.3	42.5	0.3
Administration - Field		205.7	213.2		- 7.5	- 3.5	198.6	3.6
Other Salaries & Benefits		108.8	 114.0		- 5.2	- 4.6	 113.1	- 3.8
Total Salaries & Benefits	\$	4,331.6	\$ 4,321.8	[\$	9.8 ] [	0.2]	\$ 4,265.2	1.6
Workers' Compensation		99.7	99.7		0.0	0.0	104.1	- 4.2
Unemployment Compensation		4.6	4.6		0.0	0.0	6.6	- 29.8
Deferred Retirement Cost		2.4	2.4		0.0	0.0	1.9	26.3
Annuitant Health Benefits		132.4	133.3		- 0.9	- 0.7	117.6	12.6
Other Compensation		12.6	 12.0		0.6]	5.5]	 13.6	- 7.4
Total Personnel Compensation	<u>\$</u>	4,583.3	\$ 4,573.9	[\$	9.4]	0.2]	\$ 4,509.1	1.6

[]=Unfavorable variance to budget

Note: Totals may not sum due to rounding.

## ANALYSIS OF NON-PERSONNEL EXPENSES October 2005 - FY 2006 (\$ Millions)

	Year-to-Date											
Description		Actual		Budget		Var. to Budget	% Budget		SPLY	% SPLY		
Transportation	\$	438.2	\$	450.0	\$	- 11.8	- 2.6	\$	423.2	3.5		
Supplies & Services	Ф	146.2	φ	163.6	Ф	- 11.6 - 17.4	- 2.0 - 10.6	φ	129.9	12.5		
Depreciation		174.5		178.3		- 3.8	- 10.0 - 2.1		168.2	3.7		
Rent		81.7		82.4		- 0.8	- 0.9		83.4	- 2.0		
Fuel & Utilities		46.9		41.8	[	5.1] [	12.3]		36.3	29.1		
Rural Carrier Equip Maint Allowance		36.8		38.3	L	- 1.5	- 3.8		46.6	- 21.1		
Vehicle Maintenance		62.4		41.2	[	21.2 ] [	51.4]		36.5	70.9		
Information Technology		36.4		63.1	L	- 26.7	- 42.3		35.6	2.3		
Building Projects Expensed		15.9		15.1	[	0.8] [	5.4]		19.1	- 16.8		
Contract Job Cleaners		7.0		6.9	[	0.0]	0.6]		6.4	8.3		
Travel & Relocation		19.5		12.4	[	7.1] [	57.6]		11.6	68.0		
Communications		14.4		12.6	[	1.7] [	13.5]		14.4	- 0.1		
Contract Stations		5.7		6.4	•	- 0.6	- 10.2		6.0	- 3.6		
Printing		0.9		1.6		- 0.7	- 41.4		3.1	- 69.9		
Training		3.7		10.5		- 6.8	- 64.9		4.3	- 15.4		
Carfare & Tolls		2.4		3.0		- 0.6	- 19.8		2.6	- 7.7		
Vehicle Hire		1.2		1.3		- 0.1	- 9.6		1.2	0.5		
Accident Cost		2.8		3.4		- 0.6	- 17.7		4.9	- 43.5		
Miscellaneous		13.4		41.1		- 27.7	- 67.4		28.1	- 52.3		
Total Non-Personnel Expenses	<u>\$</u>	1,110.0	<u>\$</u>	1,173.0	<u>\$</u>	- 63.0	- 5.4	<u>\$</u>	1,061.4	4.6		

[ ]=Unfavorable variance to budget
Totals may not sum due to rounding.

## STATEMENT OF FINANCIAL POSITION October 2005 - FY 2006 (\$ Millions)

Assets		October 31, 2005		October 31, 2004	
Current Assets:					
Cash and cash equivalents _1/	\$	1,503	\$	290	
Receivables:					
Foreign countries		600		616	
U.S. Government		216		321	
Other		202		186	
Receivables before allowances		1,018		1,123	
Less allowances		51		112	
Total receivables, net		967		1,011	
Supplies, advances and prepayments		179		199_	
Total Current Assets		2,649		1,500	
Revenue forgone appropriations receivable		376		361	
Property and Equipment, at Cost:					
Buildings		20,508		20,181	
Equipment		18,700		17,487	
Land		2,878		2,811	
Leasehold improvements		1,179		1,105	
		43,265		41,584	
Less allowances for depreciation and amortization		22,546		20,812	
'		20,719		20,772	
Construction in progress		1,943		1,699	
Total property, plant and equipment, net		22,662		22,471	
Total Assets	<u>\$</u>	25,687	<u>\$</u>	24,332	

\_1/ Includes securities with maturities of 90 days or less in accordance with Statement of Financial Accounting Standards (SFAS) No. 95.

#### STATEMENT OF FINANCIAL POSITION October 2005 - FY 2006 (\$ Millions) October 31, October 31, Liabilities and Net Capital 2005 2004 **Current Liabilities:** \$ Compensation and benefits 3,165 \$ 3,191 Estimated prepaid postage 1,226 1,251 Payables and accrued expenses: Commercial vendors & accrued expenses 1,280 1,323 Foreign countries 684 828 U.S. government 73 89 Total payables and accrued expenses 2,037 2,240 Customer deposit accounts 1,742 1,674 Outstanding postal money orders 843 824 Prepaid box rentals & other deferred revenue 471 425 Debt 200 **Total Current Liabilities** 9,484 9.805 Non-Current Liabilities: Workers' compensation costs 6.791 6.755 Employees' accumulated leave 2.054 2.009 Deferred revenue 288 692 Long term portion capital lease obligations 644 652 Other 370 379 **Total Non-Current Liabilities** 10,551 10,083 **Total Liabilities** 20,035 19.888 Net Capital: Capital contributions of the U.S. government 3,034 3.034 Retained earnings since reorganization 2,618 1,410 **Total Net Capital** 5,652 4,444 **Total Liabilities and Net Capital** 25.687 \$ 24.332 Certain reclassifications have been made to previously reported Balance Sheet amounts.

### STATEMENT OF CASH FLOWS

### Fiscal Year through October 31st (\$ Millions)

		oer 31,	October 31,
	<u>20</u>	<u>05</u>	<u>2004</u>
Cash flows from operating activities:			
Net Income	\$	276	\$ 513
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization		174	167
Loss on disposals of property and equipment, net		(2)	1
Increase in workers' compensation liability		96	104
Increase in employees' accumulated leave		38	3
Decrease (increase) in other non-current liabilities		1	(2)
Changes in current assets and liabilities:			
Decrease in receivables, net		41	13
Decrease in supplies, advances and prepayments		21	21
Increase in compensation and benefits		313	551
Decrease (increase) in estimated prepaid postage		26	(5)
(Decrease) in payables and accrued expenses		(295)	(364)
Increase in customer advances		22	68
Increase in outstanding postal money orders		13	57
(Decrease) increase in prepaid box rent and other deferred revenue		(6)	28
Net cash provided by operating activities		718	1,155
Cash flows from investing activities:			
Purchase of property and equipment		(148)	(142)
Proceeds from sale of property and equipment		3	<u>-</u>
Net cash used in investing activities		(145)	(142)
Cash flows from financing activities:			
U.S. government appropriations - received		-	-
U.S. government appropriations - expended		-	=
Issuance of debt		-	=
Payments on debt			(1,600)
Net cash used in financing activities		<u>-</u>	(1,600)
Net increase (decrease) in cash and cash equivalents		573	(587)
Cash and cash equivalents at beginning of year	<u></u>	930	877
Cash and cash equivalents at end of period	¢.		\$ 290

## CAPITAL INVESTMENTS October 2005 - FY 2006 (\$ Millions)

			COMMITMENTS			CASH OUTLAYS						
			Year-to-Date			Υe	ear-to-Date					
MAJOR CATEGORIES	A	CTUAL	PLAN		SPLY		ACTUAL		PLAN		SPLY	
CONSTRUCTION AND BUILDING PURCHASE	\$	2.0	0.0	\$	2.5	\$	16.4	\$	17.7	\$	17.7	
BUILDING IMPROVEMENTS		26.5	22.2		2.4		30.0		32.2		29.7	
MAIL PROCESSING EQUIPMENT		5.3	1.8		2.3		47.6		62.1		51.1	
VEHICLES		0.5	0.0		0.1		16.7		18.2		12.7	
RETAIL EQUIPMENT		0.0	0.0		0.8		0.0		1.3		4.8	
POSTAL SUPPORT EQUIPMENT		14.3	4.2		20.9		38.0		39.1		28.3	
TOTAL COMMITMENTS/CASH OUTLAYS	\$	48.7	\$ 28.3	\$	29.0	\$	148.7	\$	170.6	\$	144.3	

### RESOURCES ON ORDER (\$ Millions)

MAJOR CATEGORIES	October 31, 2005	September 30, 2005	
CONSTRUCTION AND BUILDING PURCHASE BUILDING IMPROVEMENTS MAIL PROCESSING EQUIPMENT VEHICLES RETAIL EQUIPMENT POSTAL SUPPORT EQUIPMENT	\$ 134.3 412.0 1,969.4 186.5 38.5 537.9	\$ 149.0 419.5 2,017.9 202.7 38.5 579.8	
TOTAL RESOURCES ON ORDER	\$ 3,278.6	\$ 3,407.4	

Note: Totals may not sum due to rounding.

## WORKHOURS & OVERTIME/SICK LEAVE RATIOS October 2005 - FY 2006 (Data in Thousands)

	Year-to-Date						
	Var. to						
<u>Total Workhours</u>	Actual		Budget	%	Budget	SPLY	% SPLY
Operations:							
-Support	797	[	45 ]	[	6.0]	760	4.9
-Mail Processing	28,840	[	1,363]	[	5.0]	29,151	- 1.1
-Rural Delivery	15,219	[	325 ]	[	2.2]	14,709	3.5
-City Delivery	39,383	[	454]	[	1.2]	39,894	- 1.3
-Vehicles Services	2,639		- 15		- 0.6	2,627	0.4
-Plant & Equip Maint	6,776		- 269		- 3.8	6,796	- 0.3
-Customer Services	19,429	[	398]	[	2.1]	19,443	- 0.1
Finance	410		- 43		- 9.4	412	- 0.3
Human Resources	694	[	21]	[	3.0]	728	- 4.6
Customer Service & Sales	1,111		- 26		- 2.3	1,128	- 1.4
Administration	5,470	[	34]	[	0.6]	5,383	1.6
Other	2,024		- 54		- 2.6	2,118	- 4.5
Total Workhours	122,793	[	2,232]	[	1.9]	123,149	- 0.3

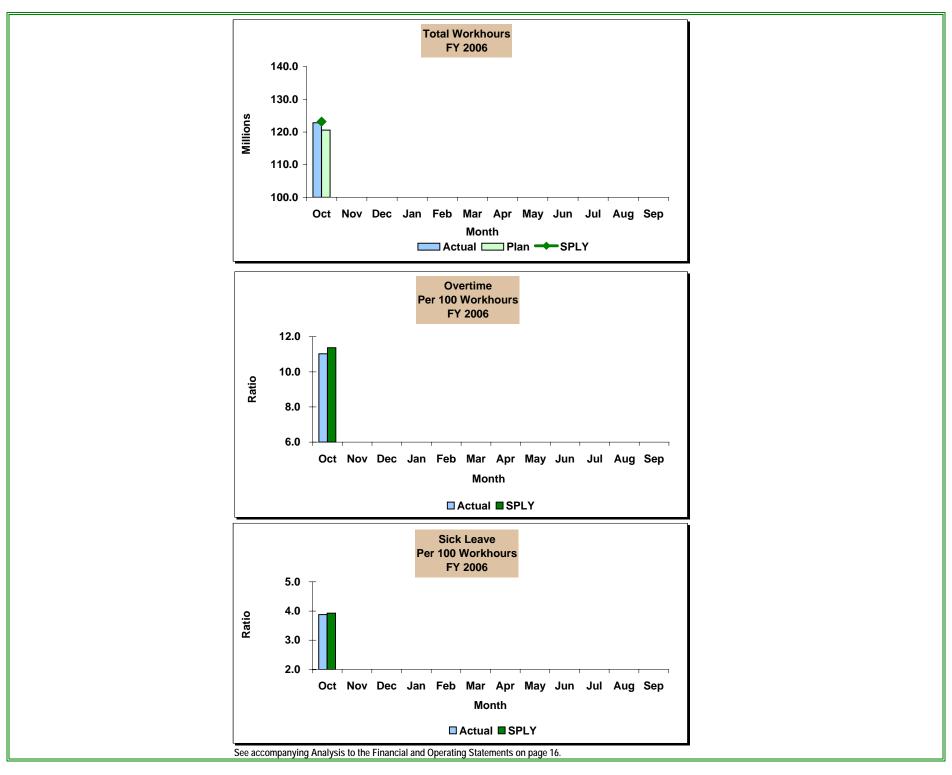
Overtime				
	Actual	Budget	SPLY	
Overtime Ratio				
Per 100 Workhours	11.0%	8.7%	11.4%	

	Sick Leave	
	Actual	SPLY
C' L L D L'		

Sick Leave Ratio
Per 100 Workhours 3.9% 3.9%

[ ]=Unfavorable variance to budget

Note: Totals may not sum due to rounding.



### October 2005 - FY 2006

Information: October 2005 had the same number of delivery days and business days as October 2004.

### Analysis of the Financial and Operating Statements

### Revenue - Pages 1, 2, 3, 4, 5 and 6

Year-to-date (YTD), Total Revenue is \$198 million or 3.2% under plan. Permit Revenue accounts contribute to the majority of the Total Revenue underrun to plan, \$167 million, with First-Class Permit Imprint being the largest contributor. YTD Total Revenue is \$110 million less than last year.

### Expenses - Pages 1, 2, 4, 7, 8 and 9

Year-to-date, Total Expenses are \$54 million or 0.9% below plan. YTD, personnel costs are \$9 million above plan, while non-personnel expenses are \$63 million below plan. The largest contributors to the non-personnel plan underrun are Information Technology, Supplies & Services and Transportation, which are \$27 million, \$17 million and \$12 million below plan, respectively. YTD, Total Expenses are \$126 million above SPLY with personnel costs and non-personnel expenses at \$74 million above and \$49 million above, respectively. Major drivers of the personnel cost increase were Cost of Living Allowances (COLA's) and Health Benefits which increased a total of \$91 million. The overall increase in YTD non-personnel expenses to SPLY arises primarily from an increase in Vehicle Maintenance, Transportation and Supplies & Services. Combined these three lines are \$57 million more than last year.

### Mail Volume and Revenue - Page 3

Year-to-date, Total Mail Volume is 3.5% or 682 million pieces below SPLY. The most significant mail volume decrease below SPLY for FY 2006 YTD is in the lower revenue-per-piece Standard Mail category which decreased 458 million pieces or 4.5%. YTD, First-Class Mail volume is 3.5% less than SPLY, generating \$118 million or 3.9% less revenue than SPLY.

### Capital Investments - Pages 1 and 13

The Fiscal Year 2006 Capital Commitments YTD through October 31, 2005 are \$49 million compared to a plan of \$28 million. This represents an overrun of about \$20 million or 72.1%.

The Cash Outlays YTD are \$149 million versus a plan of \$171 million, representing a \$22 million underrun to plan.

### Workhours - Pages 1, 14 and 15

Total workhours for October, 2005 YTD are 0.4 million hours or 0.3% below SPLY. To date, Mail Processing and City Delivery Services workhours combined have been reduced 0.8 million hours below SPLY.