DELAWARE FIRST MEDIA CORPORATION

FINANCIAL STATEMENTS

JUNE 30, 2020

CONTENTS

	PAGE
INDEPENDENT AUDITOR'S REPORT	1-2
FINANCIAL STATEMENTS	
STATEMENTS OF FINANCIAL POSITION	3
STATEMENTS OF ACTIVITIES	4
STATEMENTS OF FUNCTIONAL EXPENSES	5
STATEMENTS OF CASH FLOWS	6
NOTES TO FINANCIAL STATEMENTS	7-15



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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Delaware First Media Corporation Dover, Delaware

We have audited the accompanying financial statements of Delaware First Media Corporation (a non-profit Organization), which comprise the statements of financial position as of June 30, 2020 and the related statements of activities, functional expenses, and cash flows for the year then ended and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Delaware First Media Corporation as of June 30, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited Delaware First Media Corporation's June 30, 2019 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 25, 2019. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Sparano, Vinceletto of Joiner

January 11, 2021

DELAWARE FIRST MEDIA CORPORATION Statements of Financial Position As of June 30,

<u>ASSETS</u>

	2 0 2 0	2 0 1 9
CURRENT ASSETS Cash Accounts Receivable Prepaid Expenses Deposit on Equipment TOTAL CURRENT ASSETS	\$ 145,277 -0- 4,092 10,245 159,614	\$ 43,377 6,091 3,773 -0- 53,241
PROPERTY AND EQUIPMENT Equipment and Furniture Radio Tower	79,937 50,872 130,809 (109,285)	79,937 50,872 130,809 (105,150)
Accumulated Depreciation NET PROPERTY AND EQUIPMENT	21,524	<u>25,659</u>
OTHER ASSETS Broadcast License TOTAL OTHER ASSETS	24,000 24,000	24,000 24,000
TOTAL ASSETS	\$ <u>205,138</u>	\$ <u>102,900</u>
<u>LIABILITIES AND NET</u>	<u>ASSETS</u>	
CURRENT LIABILITIES Accounts Payable Credit Card Payable Payroll Liabilities TOTAL CURRENT LIABILITIES	\$ 68,760 2,689 7,002 78,451	\$ 130,156 1,433 5,799 137,388
NET ASSETS Without Donor Restrictions With Donor Restrictions TOTAL NET ASSETS	107,329 19,358 126,687	(41,826) 7,338 (34,488)
TOTAL LIABILITIES AND NET ASSETS	\$ <u>205,138</u>	\$ <u>102,900</u>

DELAWARE FIRST MEDIA CORPORATION Statements of Activities for the Year Ended June 30, 2020 with Summarized Information For the Year Ended June 30, 2019

		2 0 2 0	2 0 1 9
	Without Donor	With Donor	Summarized
	Restrictions	Restrictions Total	<u>Information</u>
SUPPORT AND OTHER REVENUE		•	
Grants	\$ 308,045	\$ 55,862 \$ 363,907	
Corporate Sponsorship	119,279	-0- 119,279	133,817
University Sponsorship	189,000	-0- 189,000	189,000
Contributions	208,678	-0- 208,678	142,491
Investment Income	83	-0- 83	54
Miscellaneous Income	45,496	-0- 45,496	3,250
Conditional Contribution	-0-	88,961 88,961	-0-
Net Assets Released from			
Restrictions: Satisfaction of			
Program Restrictions	132,803	<u>(132,803</u>) <u> </u>	
TOTAL SUPPORT AND OTHER REVENUE	1,003,384	12,020 1,015,404	680,095
EXPENSES			
Program	632 , 795	-0- 632 , 795	549 , 120
Management and General	114,678	-0- 114,678	104,747
Fundraising	106,756	<u> </u>	62,725
TOTAL EXPENSES	<u>854,229</u>		716,592
CHANGE IN NET ASSETS	149,155	12,020 161,175	(36,497)
NET ASSETS - BEGINNING OF YEAR	(41,826)	7,338 (34,488)	2,009
NET ASSETS - END OF YEAR	\$ <u>107,329</u>	\$ <u>19,358</u> \$ <u>126,687</u>	\$ (34,488)

See accompanying notes to financial statements.

DELAWARE FIRST MEDIA CORPORATION

Statements of Functional Expenses For the Year Ended June 30, 2020 with Summarized Information For the Year Ended June 30, 2019

		2	0 2 0		2019
		Management			
	Program	and			Summarized
	Expense	<u>General</u>	Fundraising	Total	<u>Information</u>
EXPENSE					
Salaries	\$ 281,009	\$ 18,244	\$ 13,130 \$	312,383	\$ 294,549
Payroll Taxes	21,497	1,396	1,004	23,897	22,533
Employee Benefits	35,388	2,060	1,482	38,930	40,802
TOTAL SALARIES AND					
RELATED EXPENSES	337,894	21,700	15,616	375,210	357 , 884
Audio and Visual Supplies	9,044	-0-	-0-	9,044	4,356
Bad Debt	500	-0-	-0-	500	-0-
Contract Services	36,794	59,518	31,746	128,058	96 , 969
Depreciation	4,134	-0-	-0-	4,134	10,132
Human Resources	2,299	-0-	-0-	2,299	514
Insurance	15,610	-0-	-0-	15,610	16,197
Marketing and Outreach	5,532	-0-	59,394	64,926	42,504
Network Programming	77,847	-0-	-0-	77,847	89,705
Office Supplies	8,876	-0-	-0-	8,876	8,023
Professional Fees	71,725	33,460	-0-	105,185	60 , 862
Signal Purchase	35,000	-0-	-0-	35,000	-0-
Tower Lease	14,880	-0-	-0-	14,880	14,520
Tower Maintenance	10,110	-0-	-0-	10,110	11,099
Travel	2,550			2,550	3,827
TOTAL EXPENSES	\$ <u>632,795</u>	\$ <u>114,678</u>	\$ <u>106,756</u> \$	854,229	\$ <u>716,592</u>

See accompanying notes to financial statements.

DELAWARE FIRST MEDIA CORPORATION Statements of Cash Flows For the Years Ended June 30,

	2 0 2 0	2019	
CASH FLOWS FROM OPERATING ACTIVITIES Change in Net Assets Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used)	\$ 161,175	\$ (36,497)	
By Operating Activities: Depreciation Decrease (Increase) in: Accounts Receivable Prepaid Expenses (Decrease) Increase in: Accounts Payable Credit Card Payable Payroll Liabilities NET CASH PROVIDED BY	4,134 6,091 (319)	•	
	(61,396) 1,256 1,203	42,529 (2,170) (522)	
OPERATING ACTIVITIES	112,144	24,917	
CASH FLOWS FROM INVESTING ACTIVITIES Purchase of Equipment CASH FLOWS USED BY INVESTING ACTIVITIES	(10,244) (10,244)	(7,658) (7,658)	
NET INCREASE IN CASH	101,900	17,259	
CASH BALANCE - BEGINNING OF YEAR	43,377	<u>26,118</u>	
CASH BALANCE - END OF YEAR	\$ <u>145,277</u>	\$ <u>43,377</u>	
SUPPLEMENTAL INFORMATION			
Cash paid during the year for interest	\$	\$	
Cash paid during the year for taxes	\$	\$	
NON-CASH ACTIVITY			
Donated goods and services received during the year	\$ <u>75,475</u>	\$ <u>42,000</u>	

NOTE 1 ORGANIZATION AND NATURE OF ACTIVITIES

Delaware First Media Corporation (the Organization) is a non-profit corporation operating in Delaware. The Organization delivers original, in-depth, Delaware- specific news and commentary from all three Delaware counties. News coverage is provided online and through public-service programming and events. Also, in August of 2012 they began broadcasting via public radio as Delaware's first and only public media news service. The Organization's support comes primarily from grants and corporate and university sponsorships, as well as public support.

NOTE 2 SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting. Under this basis of accounting revenues from services are recognized when the performance obligations of providing the services are met. Contributions are recognized when cash, securities, or other assets, an unconditional promise to give, or a notification of a beneficial interest is received. Conditional promises to give, that is, those with a measurable performance or other barrier, and a right of return, are not recognized until the conditions on which they depend have been substantially met. Expenses are recognized in the period when incurred. Accordingly, all significant receivables, payables and other liabilities are recognized.

Net Assets

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions - Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

NOTE 2 SIGNIFICANT ACCOUNTING POLICIES (Cont'd)

Net Assets (Cont'd)

Net Assets With Donor Restrictions - We report contributions restricted by donors as increase in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restriction, depending on the nature of the restrictions. expires, net assets with restriction restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions.

Cash and Equivalents

For purposes of the statement of cash flows, the Organization considers all highly liquid investments with an original maturity of three months or less to be cash equivalents.

Grants Receivable

Grants receivable consists of amounts awarded, but not yet paid, and they are expected to be received within the next year.

Accounts Receivable

Accounts receivable are stated net of an allowance for doubtful accounts. Management estimates the allowance based on an analysis of specific customers, taking into consideration the age of past due accounts and an assessment of the customer's ability to pay.

The allowance for doubtful accounts was \$-0- at June 30, 2020 and 2019. For the years ended June 30, 2020 and 2019, the Organization's write-offs of bad debts were \$500 and \$-0-, respectively.

NOTE 2 <u>SIGNIFICANT ACCOUNTING POLICIES (Cont'd)</u>

Property and Equipment

Property and equipment are recorded at cost when purchased and fair value when received as a donation. Maintenance and repairs are charged to the expense as incurred. Property and equipment purchased over \$1,000 is capitalized and depreciated on the straight-line basis over the asset's estimated useful life.

Broadcast License

The Organization acquired a broadcast license which gives them the right to broadcast on the FM band from their radio station (WDDE) in Dover, Delaware.

The broadcast license (an intangible asset) is accounted for at cost and has a perpetual life (subject to regulatory approval), so the cost is not amortized. Management evaluates the intangible asset for impairment whenever conditions change which suggest an impairment could exist, but at least annually. Management determined that there were no potential impairments during the years ended June 30, 2020 and 2019.

Contributions

Contributions received are recorded as without donor restrictions or with donor restrictions depending on the existence or nature of any donor restrictions.

Donated Services

Donated services are recognized as contributions if the services (1) create or enhance nonfinancial assets or (2) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Organization. Volunteers also provide services that are not recognized as contributions in the financial statements since the recognition criteria were not met.

Allocation of Functional 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 the programs and support services benefitted.

NOTE 2 SIGNIFICANT ACCOUNTING POLICIES (Cont'd)

Use of Estimates

The preparation of financial statements requires management to make certain 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.

Fair Value Measurements

The generally accepted accounting principles followed by the Organization have clarified the definition of fair value, established a framework for measuring fair value and expands the disclosure requirements for fair value measurements. The carrying amounts for cash and current liabilities reported in the statements of financial position approximate fair values. Other assets, including property and equipment, are also subject to periodic impairment assessments under the accounting principles, however these assets have been omitted from the above disclosure.

NOTE 3 <u>INCOME TAXES</u>

The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying financial statements.

The Organization's income tax status is a privilege, which may be revoked by the IRS for any one of several reasons. The Organization has considered the nature of their activities and the disclosures made on their tax return, Form 990, and believes their reporting is appropriate based on current facts and circumstances. Accordingly, there are no provisions for income taxes, penalties, or interest receivable or payable relating to uncertain income tax positions in the accompanying financial statements. The tax returns filed for fiscal years ending June 30, 2018 through 2020 are open for review.

NOTE 4 NET ASSETS WITH DONOR RESTRICTIONS

Net assets at June 30, 2020 and 2019 are available for the following purposes:

	2020	2019
Equipment Upgrades Reporter Salary	\$ 16,193 3,165	\$ 7,338 -0-
Reported Sarary	\$ <u>19,358</u>	\$ <u>7,338</u>

NOTE 5 CORPORATE AND UNIVERSITY SPONSORSHIP

Corporate and university sponsorships are considered exchange transactions and are recognized as revenue when earned, in accordance with Note 2. Some sponsors receive recognition in the form of an underwriting message on the Organization's website and at public events, and others will receive underwriting announcements per an agreed-upon announcement schedule which is defined in their underwriting agreement.

NOTE 6 SPONSORSHIP COMMITMENTS

During the fiscal year ended June 30, 2012, the Organization entered into a sponsorship agreement with Delaware State University (DSU) and the University of Delaware (UD). The agreement provides a sponsorship from DSU and UD totaling \$266,000 annually to support the operations of WDDE, through June 30, 2018, unless ended earlier by the parties as provided in the agreement.

The agreement was extended in the amount of \$189,000 through June 30, 2020.

NOTE 7 CONTRIBUTED SERVICES

The Organization recognizes contribution revenue for certain services received at the fair value of those services. Those services include the following items:

		2020	2019
Programming:			
Professional	fees	\$ <u>71,725</u>	\$ <u>34,000</u>

NOTE 8 SHARED SERVICES AGREEMENT/LEASE

On May 30, 2012, the Organization (DFM) entered into a lease agreement with Delaware State University (DSU). The agreement is for a five-year period ending June 30, 2017, unless ended earlier by the parties in accordance with their agreement. DSU will provide DFM office space on the campus of DSU (the "Space"), including office furniture, utilities, phone and internet service, and certain other services. In lieu of rent, DFM will acknowledge the provision of the space in sponsorship announcements on-air and online. The impact on the financial statements of such agreement is not known and is not readily determinable.

The agreement was extended through June 30, 2021.

NOTE 9 TOWER LEASE

The Organization leases tower space in Frederica, DE. The lease started August 4, 2011 and is a 5-year lease. The lease is a year-to-year lease, and it automatically renews each year. Rental payments are due at an annual rate of \$12,000 to be paid in equal monthly installments of \$1,000 in advance. The annual rent increases 3% at the beginning of the second year and each subsequent year. Rent expense for the years ended June 30, 2020 and 2019 amounted to \$14,880 and \$14,520, respectively.

Future minimum rental payment under the lease as of June 30, are as follows:

2021 \$<u>15,240</u>

NOTE 10 CONCENTRATION OF CREDIT RISK

The Organization maintains its cash balances in two financial institutions located in Delaware. The balances are insured by the Federal Deposit Insurance Corporation up to \$250,000. At June 30, 2020 and 2019, the Organization's uninsured cash balance totaled \$-0-.

During the fiscal years ended June 30, 2020 and 2019, proceeds from two universities (DSU and UD) accounted for 100% of total university sponsorship revenues.

NOTE 11 RETIREMENT PLAN

The Organization established a Simple IRA retirement plan, which covers substantially all employees, on August 1, 2015. The Organization matches employee contributions up to 3% of the employee's compensation. Total matching contributions included in employee benefits amounted to \$3,665 and \$4,200 for the fiscal years ended June 30, 2020 and 2019, respectively.

NOTE 12 COMPARATIVE FINANCIAL STATEMENTS

The financial statements include certain prior-year summarized comparative information, which has been restated in total, but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. The summarized information was derived from the Organization's financial statements for the year ended June 30, 2019.

NOTE 13 COMMITMENTS AND CONTINGENCIES

In the normal course of business, there are outstanding various commitments and contingencies in addition to the normal purchases of goods and services. The Organization does not anticipate losses as a result of these commitments and contingencies.

NOTE 14 NPR NETWORK PROGRAMMING FEES

NPR bases a member station's program fees on the station's audience size. When a new station signs on that does not have audience numbers, NPR estimates the audience size based on comparable markets. When WDDE signed on as an NPR member station in July 2012, NPR determined the cost of WDDE's program fees based on what NPR determined were comparably sized markets. NPR used that estimate for the first three years that WDDE was on air. By May 2015, there were almost three years of real market audience data, so NPR recalculated WDDE's program fees based on real audience data. In the new calculation, WDDE's program fees decreased dramatically - from \$72,793 in FY15 to \$22,100 in FY16.

NOTE 14 NPR NETWORK PROGRAMMING FEES (Cont'd)

Although NPR's stated policy is to not make retroactive adjustments to past invoices, WDDE's account representative agreed that the degree of disparity between market estimates and actual had been so egregious as to justify specific review and discussion. NPR agreed that DFM would hold all payments to NPR until this issue is resolved. An agreement was reached in fiscal year 2019 to write off past invoices but is contingent on two conditions. Provided the Organization stays current with NPR and pays their FY 19 invoices timely, NPR will write off half the past invoices. The remaining balance will be written off provided the Organization stays current and pays their FY 20 invoices timely. NPR's fiscal year ends September 30 and the agreement is based on NPR's fiscal year end. During the year ended June 30, 2020, NPR wrote off \$43,412 of prior invoices. This amount is included in the statement of activities as miscellaneous income. Subsequent to the financial statement date, NPR wrote off \$39,662 in past due fees. This amount will be recognized in the fiscal year 2021 financial statements.

NOTE 15 LINE OF CREDIT

The Organization's credit line available from M&T Bank is \$25,000. The amount used as of June 30, 2020 was \$-0-.

NOTE 16 FUNCTIONALIZED EXPENSES

The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocations on a reasonable basis that is consistently applied. The expenses that are allocated include compensation and benefits, which are allocated on the basis of estimates of time and effort.

NOTE 17 LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following at June 30,:

	2020	2019
Cash	\$125,919	\$ 36,039
Accounts Receivable	<u> </u>	6,091
	\$ <u>125,919</u>	\$ <u>42,130</u>

The Organization does not currently have a liquidity management plan.

NOTE 18 COVID-19

In December 2019, a novel strain of coronavirus ("COVID-19") was reported to have surfaced in China. The World Health Organization has declared COVID-19 to constitute a "Public Health Emergency of International Concern" and characterized COVID-19 as a pandemic. The U.S. government has also implemented enhanced screenings, quarantine requirements, and travel restrictions in connection with the COVID-19 outbreak. The extent of the impact of the COVID-19 pandemic on the Organization's operational and financial performance will depend on future developments, including the duration and spread of the outbreak and the impact of the COVID-19 pandemic on overall fundraising efforts, all of which are highly uncertain and cannot be predicted. The Organization's activities are considered "essential services" and operations have not been suspended due to the pandemic.

In response to the coronavirus (COVID-19) outbreak in 2020, the U.S. Federal Government enacted the Coronavirus Aid, Relief, and Economic Security (CARES) Act that, among other economic stimulus measures, established the Paycheck Protection Program (PPP) to provide small business loans. In April 2020, the Company obtained a PPP loan for \$88,961. PPP loans may be fully or partially forgiven by application to the SBA if proceeds are expended based on federal guidelines. Management applied for the PPP loan to fund payroll and other allowable costs while the Organization responded to government restrictions on operations and anticipated reduced grants and support. The funds have been classified as a conditional contribution in the financial statements due to the high likelihood that this loan will be forgiven in full.

NOTE 19 SIGNAL PURCHASE

During the current fiscal year the Organization was in negotiations to expand their radio signal in Sussex County by acquiring the 88.3 FM WRAU signal from WAMU. A non-refundable deposit of \$35,000 was required. Due to various factors, the purchase was not completed and the \$35,000 is shown as a current year expense.

NOTE 20 SUBSEQUENT EVENTS

The Organization has evaluated events and transactions for potential recognition or disclosure through January 11, 2021, which is the date the financial statements were available to be issued.