DELAWARE FIRST MEDIA CORPORATION FINANCIAL STATEMENTS

JUNE 30, 2022

CONTENTS

	PAGE
INDEPENDENT AUDITOR'S REPORT	1-3
FINANCIAL STATEMENTS	
STATEMENTS OF FINANCIAL POSITION	4
STATEMENTS OF ACTIVITIES	5
STATEMENTS OF FUNCTIONAL EXPENSES	6
STATEMENTS OF CASH FLOWS	7
NOTES TO FINANCIAL STATEMENTS	8-16



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INDEPENDENT AUDITOR'S REPORT

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

Opinion

We have audited the accompanying financial statements of Delaware First Media Corporation (a nonprofit organization), which comprise the statement of financial position as of June 30, 2022, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

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, 2022, 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.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Delaware First Media Corporation and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Delaware First Media Corporation's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Delaware First Media Corporation's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Delaware First Media Corporation's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited Delaware First Media Corporation's June 30, 2021 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 11, 2021. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2021, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Sparano, Vinceletto y Joiner

December 29, 2022

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

ASSETS

CURRENT ASSETS	2 0 2 2	2 0 2 1
Cash Accounts Receivable Prepaid Expenses TOTAL CURRENT ASSETS	\$ 327,679 36,000 <u>5,978</u> <u>369,657</u>	\$ 311,944 -0- 7,442 319,386
PROPERTY AND EQUIPMENT Equipment and Furniture Radio Tower Accumulated Depreciation	97,144 50,872 148,016 (121,363)	95,538 50,872 146,410 (115,017)
NET PROPERTY AND EQUIPMENT OTHER ASSETS Broadcast License	26,653	31,393
TOTAL OTHER ASSETS	$\begin{array}{r} 24,000 \\ \hline 24,000 \end{array}$	<u>24,000</u> <u>24,000</u>
TOTAL ASSETS	\$ <u>420,310</u>	\$ <u>374,779</u>
LIABILITIES A	AND NET ASSETS	
CURRENT LIABILITIES Accounts Payable Credit Card Payable Payroll Liabilities Deferred Revenue TOTAL CURRENT LIABILITIES	\$ 36,086 3,468 1,644 53,000 94,198	\$ 20,870 5,651 5,109 0- 31,630
NET ASSETS Without Donor Restrictions With Donor Restrictions TOTAL NET ASSETS	326,112 0- 326,112	299,380 43,769 343,149
TOTAL LIABILITIES AND NET ASSETS	\$ <u>420,310</u>	\$ <u>374,779</u>

DELAWARE FIRST MEDIA CORPORATION Statements of Activities for the Year Ended June 30, 2022 with Summarized Information For the Year Ended June 30, 2021

		2 0 2 2	2021
	Without Donor	With Donor	Summarized
	<u>Restrictions</u>	Restrictions _ Total_	Information
SUPPORT AND OTHER REVENUE			
Grants	\$ 328,819	\$ 33,979 \$ 362,798	\$ 504,366
Corporate Sponsorship	169,009	-0- 169,009	95,426
University Sponsorship	189,000	-0- 189,000	145,000
Contributions	280,824	-0- 280,824	209,346
Investment Income	27	-0- 27	66
Miscellaneous Income	1,005	-0- 1,005	42,163
Conditional Contribution	-0-	-00-	65,905
Realized Loss on investments	(456)	-0- (456)	-0-
Net Assets Released from			
Restrictions: Satisfaction of			
Program Restrictions	77,748	(77,748)0-	
TOTAL SUPPORT AND OTHER REVENUE	1,045,976	(43,769) 1,002,207	1,062,272
EXPENSES			
Program	710,087	-0- 710,087	599,464
Management and General	128,428	-0- 128,428	113,218
Fundraising	180,729		133,128
TOTAL EXPENSES	1,019,244		845,810
CHANGE IN NET ASSETS	26,732	(43,769) (17,037)	216,462
NET ASSETS - BEGINNING OF YEAR	<u>299,380</u>	43,769 343,149	126,687
NET ASSETS - END OF YEAR	\$ <u>326,112</u>	\$ <u>-0-</u> \$ <u>326,112</u>	\$ <u>343,149</u>

See accompanying notes to financial statements.

DELAWARE FIRST MEDIA CORPORATION

Statements of Functional Expenses For the Year Ended June 30, 2022 with Summarized Information For the Year Ended June 30, 2021

		2	0 2 2		2021
		Management			
	Program	and			Summarized
	Expense	_General_	Fundraising	_Total_	<u>Information</u>
EXPENSE			-		
Salaries	\$ 290,812	\$ -0-	\$ 12,825 \$	\$ 303,637	\$ 306,342
Payroll Taxes	22,233	-0-	980	23,213	23,435
Employee Benefits	37,495	- 0 -	1,456	38,951	39,781
TOTAL SALARIES AND					
RELATED EXPENSES	350,540	-0-	15,261	365,801	369,558
Audio and Visual Supplies	2,393	-0-	-0-	2,393	4,573
Contract Services	63,771	91,000	125,252	280,023	193,398
Depreciation	6,346	-0-	-0-	6,346	5,732
Human Resources	6,840	-0-	-0-	6,840	1,434
Insurance	18,701	-0-	-0-	18,701	18,246
Marketing and Outreach	7,671	-0-	40,216	47,887	49,219
Network Programming	77,947	-0-	-0-	77,947	61,905
Office Supplies	11,920	-0-	-0-	11,920	10,609
Penalties	-0-	-0-	-0-	-0-	659
Professional Fees	117,200	37,428	-0-	154,628	91,404
Tower Lease	15,659	-0-	-0-	15,659	16,330
Tower Maintenance	29,800	-0-	-0-	29,800	21,343
Travel	1,299			1,299	1,400
TOTAL EXPENSES	\$ 710,087	\$ 128,428	\$ 180,729 \$	31,019,244	\$ 845,810

See accompanying notes to financial statements.

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

CACH ELONG EDOM ODEDA ELMG A CELUTETEG	2 0 2 2	2 0 2 1
CASH FLOWS FROM OPERATING ACTIVITIES Change in Net Assets	\$ (17,037)	\$ 216,462
Adjustments to Reconcile Change in		,
Net Assets to Net Cash Provided By Operating Activities:		
Depreciation	6,346	5,732
(Increase) Decrease in:	0,310	3,732
Accounts Receivable	(36,000)	-0-
Prepaid Expenses	1,464	(3,350)
Increase (Decrease) in:		
Accounts Payable		(47,890)
Credit Card Payable Payroll Liabilities	(2,183)	
Deferred Revenue	(3,465) <u>53,000</u>	
NET CASH PROVIDED BY		
OPERATING ACTIVITIES	17,341	172,023
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of Equipment	(1,606)	(5,356)
CASH FLOWS USED BY INVESTING ACTIVITIES	(1,606)	(5,356)
NEW THORPINGS THE GROW	4	
NET INCREASE IN CASH	15,735	166,667
CASH BALANCE - BEGINNING OF YEAR	311,944	_145,277
CASH BALANCE - END OF YEAR	\$ <u>327,679</u>	\$ <u>311,944</u>
CUDDI EMENUAT TARODMA	TTON.	
SUPPLEMENTAL INFORMA	TION	
Cash paid during the year for interest	\$	\$
Cash paid during the year for taxes	\$	\$
NON-CASH ACTIVITY	<u> </u>	
Donated goods and		
Donated goods and services received during the year	¢ 117 200	¢
services received during the year	\$ <u>117,200</u>	ə <u>56,500</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 <u>SIGNIFICANT ACCOUNTING POLICIES (Cont'd)</u>

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. When a restriction expires, net assets with donor 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.

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, 2022 and 2021. For the years ended June 30, 2022 and 2021, the Organization's write-offs of bad debts were \$-0- and \$-0-, respectively.

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

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, 2022 and 2021.

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 <u>SIGNIFICANT ACCOUNTING POLICIES</u> (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, 2020 through 2022 are open for review.

NOTE 4 NET ASSETS WITH DONOR RESTRICTIONS

Net assets at June 30, 2022 and 2021 are available for the following purposes:

> 2022 2021

Equipment Upgrades

\$<u>-0-</u> \$<u>43,769</u>

NOTE 5 CORPORATE AND UNIVERSITY SPONSORSHIP

Corporate and university sponsorships are considered exchange transactions and are recognized as revenue when earned, 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 sponsorship agreements with Delaware State University (DSU) and the University of Delaware (UD). The agreements provide sponsorships 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 agreements.

The agreements were extended in the amount of \$189,000 through June 30, 2022, with DSU providing \$75,000 and UD providing \$114,000 in sponsorships.

Subsequent to year end, but before the financial statements were issued, both DSU and UD extended their sponsorship agreements through June 30, 2025. DSU will provide \$75,000 annually and UD will provide \$114,000 annually.

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:

2022 2021

Programming:

Professional fees \$<u>117,200</u> \$<u>56,500</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, 2022.

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, 2022 and 2021 amounted to \$15,659 and \$16,330, respectively.

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

2023 \$<u>16,129</u>

NOTE 10 CONCENTRATION OF CREDIT RISK

The Organization maintains its cash balances in one financial institution located in Delaware. The balances are insured by the Federal Deposit Insurance Corporation up to \$250,000. At June 30, 2022 and 2021, the Organization's uninsured cash balance totaled \$96,587 and \$80,179, respectively.

During the fiscal years ended June 30, 2022 and 2021, 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 \$4,493 and \$4,760 for the fiscal years ended June 30, 2022 and 2021, 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, 2021.

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 years ended June 30, 2022 and 2021, NPR wrote off \$-0-and \$39,662, respectively, of prior invoices. This amount is included in the statement of activities as miscellaneous income.

NOTE 15 LINE OF CREDIT

The Organization's credit line available from M&T Bank is \$20,000. The amount used as of June 30, 2022 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,:

 Cash
 2022
 2021

 \$ 327,679
 \$ 268,175

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. In March 2021, the Company obtained another PPP loan for 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 The funds have been classified as a conditional support. contribution in the financial statements due to the high likelihood that this loan will be forgiven in full.

NOTE 19 RELATED PARTY TRANSACTIONS

During the periods ended June 30, 2022 and 2021, contributions to the Organization from officers and members of the board of directors totaled \$6,647 and \$18,672, respectively.

NOTE 20 SUBSEQUENT EVENTS

The Organization has evaluated events and transactions for potential recognition or disclosure through December 29, 2022, which is the date the financial statements were available to be issued.