# Public Radio, Inc.

Baton Rouge, Louisiana

Years Ended December 31, 2017 and 2016

Financial Statements and Supplementary Information

William D. Mercer, CPA A PROFESSIONAL ACCOUNTING CORPORATION

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### WILLIAM D. MERCER, CPA

A PROFESSIONAL ACCOUNTING CORPORATION

#### **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors Public Radio, Inc. Baton Rouge, Louisiana

#### **Report on the Financial Statements**

I have audited the accompanying financial statements of Public Radio, Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2017 and 2016, and the related statements of activities and cash flows for the years 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 accounting 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

My responsibility is to express an opinion on these financial statements based on my audits. I conducted my audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that I plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of 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, I express no 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.

3535 S. Sherwood Forest Blvd., Suite 201 Baton Rouge, LA 70816 Phone (225) 291-1411 Fax (888) 224-0358 wmercercpa@cox.net I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

#### **Opinion**

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Public Radio, Inc. as of December 31, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Other Matters**

My audits were conducted for the purpose of forming an opinion on the basic financial statements that collectively comprise Public Radio, Inc.'s basic financial statements. The schedules of functional expenses on pages 21-24 are presented for purposes of additional analysis and are not a required part of the basic financial statements.

The schedules of functional expenses on pages 21-24 are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statement themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In my opinion, the schedules of functional expenses on pages 21-24 are fairly stated, in all material respects, in relation to the basic financial statements taken as a whole.

WILLIAM D MERCER CPA (NOAC)

Baton Rouge, Louisiana July 12, 2018

# STATEMENT OF FINANCIAL POSITION

### December 31,

|                                  | _2017_     | 2016              |
|----------------------------------|------------|-------------------|
| <u>ASSETS</u>                    |            |                   |
| CURRENT:                         |            |                   |
| Cash and cash equivalents        | \$ 392,046 | \$ 224,023        |
| Grants receivable                | 32,706     | 31,771            |
| Underwriting receivable          | 2,810      | 8,108             |
| Unconditional promises to give   | 85,413     | 98,049            |
| Marketable securities, at market | 2,236      | 1,802             |
| Total Current Assets             | 515,211    | 363,753           |
| PROPERTY AND EQUIPMENT:          |            |                   |
| Broadcast equipment              | 692,535    | 692,535           |
| Buildings                        | 142,698    | 142,698           |
| Furniture and fixtures           | 16,786     | 16,786            |
| Land                             | 129,470    | 129,470           |
|                                  | 981,489    | 981,489           |
| Less accumulated depreciation    | 769,658    | 743,554           |
| Net Property and Equipment       | 211,831    | 237,935           |
| TOTAL ASSETS                     | \$727,042  | \$ <u>601,688</u> |

|  | 2017                | 2016                              |
|--|---------------------|-----------------------------------|
| <u>LIABILITIES</u>   |                     |                                   |
| CURRENT:<br>Accounts payable and accrued expenses<br>Payroll withholdings<br>Deferred revenues | \$ 186,103<br>-<br> | \$ 213,858<br>270<br><u>2,250</u> |
| TOTAL LIABILITIES (all current)  | 186,378             | 216,378                           |
| NET ASSETS   |                     |                                   |
| Permanently restricted<br>Temporarily restricted<br>Unrestricted                               | 14,209<br>526,455   | 46,397<br>338,913                 |
| TOTAL NET ASSETS   | 540,664             | 385,310                           |
| TOTAL LIABILITIES AND NET ASSETS   | \$ <u>727,042</u>   | \$ <u>601,688</u>                 |

#### STATEMENT OF REVENUES AND EXPENSES AND CHANGES IN NET ASSETS

|  | Temporari<br>Restricte | •             | Unrestricted |           | <br>Totals    |
|--|------------------------|---------------|--------------|-----------|---------------|
| REVENUES:  |                        |               |              |           |               |
| Membership income                                      | \$-                    |               | \$           | 406,876   | \$<br>406,876 |
| Underwriting   | -                      |               |              | 462,494   | 462,494       |
| Grants   | 31                     | ,320          |              | 77,700    | 109,020       |
| Donations  | -                      |               |              | 127,520   | 127,520       |
| Event income, net of expenses                          | -                      |               |              | 39,411    | 39,411        |
| Investment income                                      | -                      |               |              | 800       | 800           |
| Miscellaneous income                                   | -                      |               |              | 500       | 500           |
| Net assets released from restrictions                  | (63                    | <u>,508</u> ) |              | 63,508    | <br>-         |
| Total Revenues   | (32                    | <u>,188</u> ) |              | 1,178,809 | <br>1,146,621 |
| EXPENSES:  |                        |               |              |           |               |
| Program services                                       |                        |               |              | 506,044   | <br>506,044   |
| Supporting services:                                   |                        |               |              |           |               |
| Membership development                                 | -                      |               |              | 93,631    | 93,631        |
| Underwriting solicitation                              | -                      |               |              | 275,980   | 275,980       |
| Management and general                                 |                        |               |              | 115,611   | <br>115,611   |
| Total supporting services                              |                        |               |              | 485,222   | <br>485,222   |
| Total Expenses   |                        |               |              | 991,266   | <br>991,266   |
| Change in net assets                                   | ( 32,                  | ,188)         |              | 187,543   | 155,355       |
| NET ASSETS, beginning of year as restated (see Note G) | 46.                    | <u>,397</u>   |              | 338,912   | <br>385,309   |
| NET ASSETS, end of year                                | \$14                   | ,209          | \$           | 526,455   | \$<br>540,664 |

### Year Ended December 31, 2017

### Year Ended December 31, 2016

|   | Temporarily<br>Restricted Unrestricted |                 |    |           | estricted Totals |           |
|---|--|-----------------|----|-----------|------------------|-----------|
| REVENUES:   |  |                 |    |           |                  |           |
| Membership income                                       | \$                                     | -               | \$ | 441,727   | \$               | 441,727   |
| Underwriting  |  | -               |    | 482,241   |                  | 482,241   |
| Grants  |  | 27,610          |    | 78,295    |                  | 105,905   |
| Donations   |  | -               |    | 25,522    |                  | 25,522    |
| Event income, net of expenses                           |  | -               |    | 28,324    |                  | 28,324    |
| Investment income                                       | (                                      | 33)             |    | 4,778     |                  | 4,745     |
| Miscellaneous income                                    |  | -               |    | 29,836    |                  | 29,836    |
| Net assets released from restrictions                   | (                                      | <u>33,915</u> ) |    | 33,915    |                  | -         |
| Total Revenues  | (                                      | 6,338)          |    | 1,124,638 |                  | 1,118,300 |
| EXPENSES:   |  |                 |    |           |                  |           |
| Program services  |  |                 |    | 561,768   |                  | 561,768   |
| Supporting services:                                    |  |                 |    |           |                  |           |
| Membership development                                  |  | -               |    | 124,272   |                  | 124,272   |
| Underwriting solicitation                               |  | -               |    | 289,906   |                  | 289,906   |
| Management and general                                  |  |                 |    | 168,429   |                  | 168,429   |
| Total supporting services                               |  |                 |    | 582,607   |                  | 582,607   |
| Total Expenses  |  |                 |    | 1,144,375 |                  | 1,144,375 |
| Change in net assets                                    | (                                      | 6,338)          | (  | 19,737)   | (                | 26,075)   |
| NET ASSETS, beginning of year, as restated (see Note G) |  | 52,735          |    | 358,649   |                  | 411,384   |
| NET ASSETS, end of year                                 | \$                                     | 46,397          | \$ | 338,912   | \$               | 385,309   |

#### STATEMENT OF CASH FLOWS

### Years Ended December 31,

|  | 2017              | 2016        |
|--|-------------------|-------------|
| CASH FLOWS FROM OPERATING ACTIVITIES:  |                   |             |
| Cash received from customers   | \$ 942,639        | \$ 971,659  |
| Cash received from donors and grantors   | 236,540           | 124,353     |
| Interest and dividends received  | 366               | 1,475       |
| Other operating receipts   | 500               | 29,836      |
| Cash paid to suppliers and employees   | (1,012,022)       | (1,095,763) |
| Net cash provided by operating activities  | 168,023           | 31,560      |
| CASH FLOWS FROM INVESTING ACTIVITIES:<br>Cash proceeds from sales of marketable securities |                   | 70,222      |
| NET INCREASE IN CASH   | 168,023           | 101,782     |
| CASH AND CASH EQUIVALENTS, beginning of year   | 224,023           | 122,241     |
| CASH AND CASH EQUIVALENTS, end of year   | \$ <u>392,046</u> | \$224,023   |

### STATEMENT OF CASH FLOWS (continued)

### Years Ended December 31,

|  |    | _2017_  | -   | 2016    |
|--|----|---------|-----|---------|
| Reconciliation of change in net assets to net cash   |    |         |     |         |
| provided by operating activities:                    |    |         |     |         |
| Change in net assets                                 | \$ | 155,355 | \$( | 26,075) |
| Adjustments to reconcile change in net assets to net |    |         |     |         |
| cash provided by operating activities:               |    |         |     |         |
| Depreciation   |    | 26,103  |     | 29,025  |
| Realized (gains) losses on marketable securities     |    | -       | (   | 8,723)  |
| Unrealized (gains) losses on marketable securities   | (  | 434)    |     | 5,453   |
| (Increase) decrease in:                              |    |         |     |         |
| Grants receivable                                    | (  | 935)    |     | 2,589   |
| Underwriting receivable                              |    | 5,298   | (   | 2,525)  |
| Unconditional promises to give                       |    | 12,636  | (   | 9,663)  |
| Increase (decrease) in:                              |    |         |     |         |
| Accounts payable and accrued expenses                | (  | 27,755) |     | 38.959  |
| Deferred revenues                                    | (  | 1,975)  |     | 2,250   |
| Other current liabilities                            | (  | 270)    |     | 270     |
| Net cash provided (used) by operating activities     | \$ | 168,023 | \$  | 31,560  |
| Cash payments for:                                   |    |         |     |         |
| Interest   | \$ |         | \$  |         |
| Income taxes   | \$ |         | \$  |         |
| Income taxes   | \$ |         | \$  |         |

Noncash investing and financing activities:

None

### NOTES TO THE FINANCIAL STATEMENTS

### NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Nature of Operations

Public Radio, Inc. (the Organization) is a nonprofit Louisiana corporation, which operates a noncommercial public radio station under the call letters WRKF.

#### Method of accounting

The accompanying financial statements have been prepared using the accrual basis of accounting, in accordance with accounting principles generally accepted in the United States of America.

#### Basis of presentation

Net assets of the Organization and changes therein are classified and reported as follows:

Unrestricted net assets – Net assets that are not subject to donor-imposed stipulations.

*Temporarily restricted net assets* – Net assets subject to donor-imposed stipulations that will be met either by actions of the Organization and/or the passage of time.

*Permanently restricted net assets* – Net assets subject to donor-imposed stipulations that they be maintained permanently by the Organization. Generally, the donors of these assets permit the Organization to use all or part of the income earned on related investments for general or specific purposes.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed stipulations. Expenses are recorded as decreases in unrestricted net assets. Gains and losses on assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated passage of time has elapsed) are reported as net assets released from restrictions.

### NOTES TO THE FINANCIAL STATEMENTS

### NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Use of estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. The Organization regularly assesses these estimates and, while actual results could differ, management believes that the estimates are reasonable.

Significant estimates included in or affecting the presentation of the accompanying financial statements include estimated useful lives of property and equipment.

#### Cash and cash equivalents

For the purpose 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.

#### Marketable securities

Investments in marketable securities are stated at fair value based on quoted market prices within active markets. All gains and investment income are unrestricted.

#### Property and equipment

All property and equipment is stated at cost. Expenditures for maintenance, repairs, and minor renewals are expensed as incurred. Major expenditures for renewals and betterments are capitalized.

As a general rule, when items are retired or otherwise disposed, accumulated depreciation is reduced by the accumulated amount of depreciation applicable thereto. Any gain or loss from such retirement or disposal is credited or charged to income in the year of the disposal.

### NOTES TO THE FINANCIAL STATEMENTS

### NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Unconditional promises to give

The Organization engages in annual fundraising campaigns manifesting by offering some special radio programs and on-air and mail fundraising appeals. These appeals encourage supporters, both individuals and organizations, to provide financial contributions to the Organization for enhancement of program offerings and other operating expenses. Financial contributions are frequently evidenced by unconditional promises to give received from responding listeners. Contributions and unconditional promises to give are components of the unrestricted operating fund inasmuch as their usage is not limited to specific activities of the Organization. This usage is consistent with appeals for contributions and unconditional promises to give. Uncollected promises to give that are not enforceable against contributors are not shown as assets on the statement of financial position.

#### Depreciation and amortization

Depreciation is computed on the straight-line method over the estimated useful lives of the various classes of depreciable assets, ranging from five to seven years.

The useful lives are estimated based on historical experience with similar assets, taking into account anticipated technological or other changes. The Organization periodically reviews these lives relative to physical factors, economic factors, and industry trends. If there are changes in the planned use of property and equipment or if technological changes occur more rapidly than anticipated, the useful lives assigned to those assets may be shortened, resulting in the recognition of increased depreciation and amortization expense in future periods.

#### Revenue recognition

The Organization reports contributions as restricted support if they are received with donor or grantor restrictions that limit the use of the contributions. When a restriction expires (i.e., when a stipulated time restriction ends or a purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Contributions are considered to be available for unrestricted use and recorded as such, unless specifically restricted by the donor.

### NOTES TO THE FINANCIAL STATEMENTS

### NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### Advertising

The Organization expenses the production costs of advertising the first time the advertising takes place, except for direct response advertising, which is capitalized and amortized over its expected period of future benefits. As of December 31, 2017 and 2016, the Organization had no advertising classified as assets, and all advertising was expensed as incurred.

#### Income taxes

The Organization is a not-for-profit organization that is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and from state income tax under Section 121(5) of Title 47 of the Louisiana Revised Statutes. Accordingly, no provision or liability for federal or state income taxes has been included in the accompanying financial statements.

The Organization's tax returns are subject to possible examination by the taxing authorities. For federal income tax purposes, the tax returns essentially remain open for possible examination for a period of three years after the respective filing deadlines of those returns.

#### Functional allocation of expenses

The costs of providing programs have been summarized on functional basis in the statement of activities. Accordingly, certain costs have been allocated among the program and supporting services benefited.

#### Reclassification of financial statements

Certain reclassifications have been made to the prior year financial statements in order for them to be in conformity with the current year presentation. Such reclassifications have had no impact on reported net income.

#### Subsequent events

In preparing the accompanying financial statements, the Company has evaluated events and transactions for potential recognition or disclosure through July 12, 2018, the date the financial statements were available to be issued.

### NOTES TO THE FINANCIAL STATEMENTS

#### NOTE B - CASH AND CASH EQUIVALENTS

Cash and cash equivalents as of December 31, 2017 and 2016, were as follows:

|  | 2017          | 2016          |
|--|---------------|---------------|
| Cash on hand                             | \$<br>-       | \$<br>-       |
| Cash in bank – checking / savings        | 313,771       | 146,115       |
| Cash portion of marketable securities    | 72,996        | 72,629        |
| Cash held by Baton Rouge Area Foundation | <br>5,279     | <br>5,279     |
|  |               |               |
|  | \$<br>392,046 | \$<br>224,023 |

As of December 31, 2017 and 2016, the Organization had monies held by Baton Rouge Area Foundation, a non-profit organization located in Baton Rouge, Louisiana, who allows nonprofit organizations to set up funds for their own benefit. Baton Rouge Area Foundation serves as a fiscal agent on behalf of the nonprofit organization for these funds.

#### NOTE C – MARKETABLE SECURITIES

The Organization invests in equity mutual funds, equity securities, and corporate debt securities. Fair values for investments are determined by reference to quoted market values for similar investments, yield curves, and other relevant information. There were no changes in valuation techniques for the years ended December 31, 2017 and 2016. The Organization recognizes transfers into and out of levels within the fair value hierarchy at the end of the reporting period. These were no transfers between levels in the years ended December 31, 2017 and 2016.

### NOTES TO THE FINANCIAL STATEMENTS

### NOTE C – MARKETABLE SECURITIES (continued)

Fair value measurements for investments reported at fair value on a recurring basis as of December 31, 2017, were based on:

|   | Quoted Prices in<br>Active Markets for<br>Identical Assets<br>(Level 1) |
|---|---|
| Stocks<br>Stock funds<br>Bond funds<br>Short-term funds | \$ 2,236<br>-<br>-  |
|   | \$2,236   |

Fair value measurements for investments reported at fair value on a recurring basis as of December 31, 2016, were based on:

|                  |    | Quoted Prices in<br>Active Markets for<br>Identical Assets<br>(Level 1) |       |  |
|------------------|----|---|-------|--|
| tocks            | \$ | 1,802   |       |  |
| Stock funds      |    |   | -     |  |
| Bond funds       |    |   | -     |  |
| Short-term funds |    |   |       |  |
|                  |    | \$  | 1,802 |  |

### NOTES TO THE FINANCIAL STATEMENTS

### NOTE C – MARKETABLE SECURITIES (continued)

A summary of investment return in the statement of activities for the year ended December 31, 2017 and 2016, is as follows:

|  | _2 | 017        | <br>2016                    |
|--|----|------------|-----------------------------|
| Interest and dividend income<br>Net realized and unrealized gains and losses | \$ | 366<br>434 | \$<br>1,475<br><u>3,270</u> |
|  | \$ | 800        | \$<br>4,745                 |

At December 31, 2017, the cost of investments was \$ 1,482 and the gross unrealized gain was \$ 754. At December 31, 2016, the cost of investments was \$ 1,482 and the gross unrealized gain was \$ 320.

### NOTE D – LEASE COMMITMENTS

In 2014, the Organization entered into a three-year agreement with another nonprofit organization located in Baton Rouge, Louisiana, for the lease of offsite antenna space for its radio tower. This lease expired in December 2016. Rent expense under this lease for the years ended December 31, 2017 and 2016, totaled \$ 7,115 and \$ 6,000, respectively. As of the issuance of these financial statements, the lease had not been renewed, but management anticipates that a renewal will be executed.

Additionally, for the years ended December 31, 2017 and 2016, the Organization rented certain equipment under short-term leases. Rent expense under these leases totaled \$ 2,032 and \$ 3,430, respectively.

### NOTES TO THE FINANCIAL STATEMENTS

### NOTE E – TAX DEFERRED ANNUITY PLAN

In December 2008, the Organization established a deferred compensation plan qualified under Section 401(k) of the Internal Revenue Code. The plan covers full-time employees of the Organization. The Organization does not make contributions to the plan. Employees may elect to make deferrals into the plan up to the maximum amount allowed by the Internal Revenue Code.

### NOTE F – SIGNIFICANT CONCENTRATIONS OF RISK

The Organization's investment policy objectives are to provide sufficient liquidity to meet its cash needs, to maximize the return on available capital, and to assure the safety of the funds by investing only in high quality instruments with a diversification of issues.

The Organization's largest receivables are for grants due from corporations, foundations, and quasigovernmental agencies. At December 31, 2017 and 2016, a total of \$ 32,706 and \$ 31,771, respectively, was due from the Corporation for Public Broadcasting.

Unconditional promises to give and underwriting receivables are due from entities and individuals located in the geographic area served by the Organization's broadcast signal. At December 31, 2017 and 2016, unconditional promises to give and underwriting receivable totaled \$ 88,223 and \$ 106,157, respectively.

### NOTES TO THE FINANCIAL STATEMENTS

### NOTE G - PRIOR PERIOD ADJUSTMENTS

Certain errors, resulting in the understatement of expenses and liabilities from previous years, were discovered by management subsequent to the issuance of the prior financial statements. Net assets as of December 31, 2015, was restated as follows:

| Net assets, December 31, 2015, as originally stated                                 | \$           | 542,746  |
|---|--------------|----------|
| Understatement of liabilities   | (            | 131,362) |
|   |              |          |
|   |              |          |
| Net assets, December 31, 2015, as restated  | \$           | 411,384  |
|   |              |          |
| Additionally, change in net assets for the year ended December 31, 2016, has been r | estated as f | ollows:  |
|   |              |          |
| Change in net assets, year ended December 31, 2016, as originally stated            | \$           | 19,211   |
| Understatement of expenses  | (            | 45,286)  |
|   |              |          |
|   |              |          |
| Change in net assets, year ended December 31, 2016, as restated                     | \$(          | 26,075)  |

SUPPLEMENTARY INFORMATION

# SCHEDULE OF FUNCTIONAL EXPENSES

# Year Ended December 31, 2017

|                          | Program services |               |              |               |    |             |    |         |
|--------------------------|------------------|---------------|--------------|---------------|----|-------------|----|---------|
|                          | Programming      |               |              |               |    |             |    |         |
|                          | and              |               |              | Program       |    |             |    |         |
|                          |                  |               | Broade       | Broadcasting  |    | Information |    | Totals  |
| Advertising              | \$               | -             | \$           | -             | \$ | -           | \$ | -       |
| Bank charges             |                  | -             |              | -             |    | -           |    | -       |
| Commissions              |                  | -             |              | -             |    | -           |    | -       |
| Computer expense         |                  | -             |              | 304           |    | -           |    | 304     |
| Contract labor           |                  | -             |              | -             |    | -           |    | -       |
| Contract services        |                  | -             |              | 5,940         |    | -           |    | 5,940   |
| Depreciation             | -                |               |              | 25,303        | -  |             |    | 25,303  |
| Dues and subscriptions   |                  | -             |              | -             |    | -           |    | -       |
| Engineering services     |                  | -             |              | 38,258        |    | -           |    | 38,258  |
| Equipment                |                  | -             |              | -             |    | -           |    | -       |
| Insurance                |                  | -             |              | 15,523        |    | -           |    | 15,523  |
| Membership expense       |                  | -             |              | -             |    | -           |    | -       |
| Miscellaneous            |                  | -             |              | -             |    | -           |    | -       |
| Payroll expense          |                  | -             |              | 7,136         |    | -           |    | 7,136   |
| Postage                  |                  | -             |              | -             |    | 1,991       |    | 1,991   |
| Printing                 |                  | -             |              | -             |    | -           |    | -       |
| Professional services    |                  | -             |              | 424           |    | -           |    | 424     |
| Programming              | 29               | 95,998        |              | -             |    | -           |    | 295,998 |
| Rent                     |                  | -             |              | -             |    | -           |    | -       |
| Repairs and maintenance  |                  |               |              | 1,158         |    | -           |    | 1,158   |
| Salaries                 |                  | -             | 1            | 03,095        |    | -           |    | 103,095 |
| Supplies                 |                  | -             |              | -             |    | -           |    | -       |
| Telephone                |                  | -             |              | 3,206         |    | 32          |    | 3,238   |
| Travel and entertainment |                  | -             |              | -             |    | -           |    | -       |
| Utilities                |                  | -             |              | 7,599         |    | 77          | _  | 7,676   |
| Totals                   | \$ <u></u>       | <u>95,998</u> | \$ <u></u> 2 | <u>07,946</u> | \$ | 2,100       | \$ | 506,044 |

|                          | Supporting services       |        |                   |                              |                   |  |  |
|--------------------------|---------------------------|--------|-------------------|------------------------------|-------------------|--|--|
|                          | Membership<br>Development |        | Underwriting      | Management<br>and<br>General | Totals            |  |  |
| Advertising              | \$                        | 1,788  | \$ -              | \$ -                         | \$ 1,788          |  |  |
| Bank charges             |                           | -      | -                 | 19,809                       | 19,809            |  |  |
| Commission               |                           | -      | 111,207           | -                            | 111,207           |  |  |
| Computer expense         |                           | -      | -                 | -                            | -                 |  |  |
| Contract labor           |                           | -      | -                 | -                            | -                 |  |  |
| Contract services        |                           | 5,940  | 5,940             | 15,480                       | 27,360            |  |  |
| Depreciation             |                           | -      | -                 | 800                          | 800               |  |  |
| Dues and subscriptions   |                           | -      | -                 | 3,266                        | 3,266             |  |  |
| Engineering services     |                           | -      | -                 | -                            | -                 |  |  |
| Equipment                |                           | -      | -                 | 2,032                        | 2,032             |  |  |
| Insurance                |                           | 5,766  | 13,391            | 5,824                        | 24,981            |  |  |
| Membership expense       |                           | 3,969  | 2,336             | -                            | 6,305             |  |  |
| Miscellaneous            |                           | -      | -                 | 3,710                        | 3,710             |  |  |
| Payroll expense          |                           | 3,575  | 8,304             | 1,991                        | 13,870            |  |  |
| Postage                  |                           | 1,991  | -                 | 995                          | 2,986             |  |  |
| Printing                 |                           | 8,692  | -                 | -                            | 8,692             |  |  |
| Professional services    |                           | 5,392  | 494               | 14,910                       | 20,796            |  |  |
| Programming              |                           | -      | -                 | -                            | -                 |  |  |
| Rent                     |                           | -      | -                 | 7,115                        | 7,115             |  |  |
| Repairs and maintenance  |                           | -      | -                 | -                            | -                 |  |  |
| Salaries                 |                           | 51,653 | 119,968           | 28,771                       | 200,392           |  |  |
| Supplies                 |                           | -      | -                 | 2,253                        | 2,253             |  |  |
| Telephone                |                           | 1,443  | 4,255             | 1,782                        | 7,480             |  |  |
| Travel and entertainment |                           | -      | -                 | 2,648                        | 2,648             |  |  |
| Utilities                |                           | 3,422  | 10,085            | 4,225                        | 17,732            |  |  |
| Totals                   | \$                        | 93,631 | \$ <u>275,980</u> | \$ <u>115,611</u>            | \$ <u>485,222</u> |  |  |

# SCHEDULE OF FUNCTIONAL EXPENSES

### Year Ended December 31, 2016

|                          | Program services  |              |             |                   |  |  |  |  |
|--------------------------|-------------------|--------------|-------------|-------------------|--|--|--|--|
|                          | Programming       |              |             |                   |  |  |  |  |
|                          | and               |              | Program     |                   |  |  |  |  |
|                          | Production        | Broadcasting | Information | Totals            |  |  |  |  |
| Advertising              | \$ -              | \$ -         | \$ -        | \$ -              |  |  |  |  |
| Bank charges             | -                 | -            | -           | -                 |  |  |  |  |
| Commissions              | -                 | -            | -           | -                 |  |  |  |  |
| Computer expense         | -                 | 7,028        | -           | 7,028             |  |  |  |  |
| Contract labor           | -                 | 10,587       | -           | 10,587            |  |  |  |  |
| Contract services        | -                 | 2,051        | -           | 2,051             |  |  |  |  |
| Depreciation             | -                 | 27,496       | -           | 27,496            |  |  |  |  |
| Dues and subscriptions   | -                 | -            | -           | -                 |  |  |  |  |
| Engineering services     | -                 | 24,166       | -           | 24,166            |  |  |  |  |
| Equipment                | -                 | -            | 343         | 343               |  |  |  |  |
| Insurance                | -                 | 13,240       | -           | 13,240            |  |  |  |  |
| Membership expense       | -                 | -            | -           | -                 |  |  |  |  |
| Miscellaneous            | -                 | -            | -           | -                 |  |  |  |  |
| Payroll expense          | -                 | 9,035        | -           | 9,035             |  |  |  |  |
| Postage                  | -                 | -            | 3,561       | 3,561             |  |  |  |  |
| Printing                 | -                 | -            | -           | -                 |  |  |  |  |
| Professional services    | -                 | 548          | -           | 548               |  |  |  |  |
| Programming              | 346,591           | -            | -           | 346,591           |  |  |  |  |
| Rent                     | -                 | -            | -           | -                 |  |  |  |  |
| Repairs and maintenance  |                   | 13,595       | -           | 13,595            |  |  |  |  |
| Salaries                 | -                 | 94,114       | -           | 94,114            |  |  |  |  |
| Supplies                 | -                 | 349          | -           | 349               |  |  |  |  |
| Telephone                | -                 | 1,876        | 36          | 1,912             |  |  |  |  |
| Travel and entertainment | -                 | -            | -           | -                 |  |  |  |  |
| Utilities                |                   | 7,017        | 135         | 7,152             |  |  |  |  |
| Totals                   | \$ <u>346,591</u> | \$           | \$4,075     | \$ <u>561,768</u> |  |  |  |  |

|                          | Supporting services       |                   |                                     |           |  |  |  |
|--------------------------|---------------------------|-------------------|-------------------------------------|-----------|--|--|--|
|                          | Membership<br>Development | Underwriting      | Management<br>and<br><u>General</u> | Totals    |  |  |  |
| Advertising              | \$ 1,148                  | \$ -              | <u>s -</u>                          | \$ 1,148  |  |  |  |
| Bank charges             | -                         | ÷<br>-            | 18,597                              | 18,597    |  |  |  |
| Commission               | -                         | 104,768           | -                                   | 104,768   |  |  |  |
| Computer expense         | -                         | _                 | 1,580                               | 1,580     |  |  |  |
| Contract labor           | -                         | -                 | -                                   | -         |  |  |  |
| Contract services        | 18,755                    | 2,051             | 4,101                               | 24,907    |  |  |  |
| Depreciation             | -                         | -                 | 1,529                               | 1,529     |  |  |  |
| Dues and subscriptions   | -                         | -                 | 5,474                               | 5,474     |  |  |  |
| Engineering services     | -                         | -                 | -                                   | -         |  |  |  |
| Equipment                | 343                       | -                 | 2,744                               | 3,087     |  |  |  |
| Insurance                | 6,935                     | 17,759            | 8,023                               | 32,717    |  |  |  |
| Membership expense       | 23,061                    | -                 | -                                   | 23,061    |  |  |  |
| Miscellaneous            | -                         | -                 | 567                                 | 567       |  |  |  |
| Payroll expense          | 5,210                     | 13,341            | 6,027                               | 24,578    |  |  |  |
| Postage                  | 3,561                     | -                 | 1,780                               | 5,341     |  |  |  |
| Printing                 | 4,486                     | -                 | -                                   | 4,486     |  |  |  |
| Professional services    | 316                       | 808               | 36,045                              | 37,169    |  |  |  |
| Programming              | -                         | -                 | -                                   | -         |  |  |  |
| Rent                     | -                         | -                 | 6,000                               | 6,000     |  |  |  |
| Repairs and maintenance  | 124                       | -                 | 124                                 | 248       |  |  |  |
| Salaries                 | 54,270                    | 138,966           | 62,778                              | 256,014   |  |  |  |
| Supplies                 | -                         | -                 | 2,443                               | 2,443     |  |  |  |
| Telephone                | 1,279                     | 2,576             | 1,496                               | 5,351     |  |  |  |
| Travel and entertainment | -                         | -                 | 3,522                               | 3,522     |  |  |  |
| Utilities                | 4,784                     | 9,637             | 5,599                               | 20,020    |  |  |  |
| Totals                   | \$ 124,272                | \$ <u>289,906</u> | \$ <u>168,429</u>                   | \$582,607 |  |  |  |