

WRVO-FM90 RADIO
FINANCIAL STATEMENTS
JUNE 30, 2012 AND 2011
AND FOR THE YEARS THEN ENDED

WRVO-FM90 RADIO
JUNE 30, 2012 AND 2011

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INDEPENDENT AUDITOR'S REPORT

WRVO-FM90 RADIO

State University of New York at Oswego
Oswego, New York 13126

We have audited the accompanying statement of financial position of WRVO-FM90 RADIO (a nonprofit organization) as of June 30, 2012, and the related statements of activities, cash flows and functional expenses for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from WRVO-FM90 RADIO's financial statements for the year ended June 30, 2011 and, in our report dated January 11, 2012, we expressed an unqualified opinion on those financial statements.

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 of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of WRVO-FM90 RADIO, as of June 30, 2012, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Davidson, Fox + Company, LLP

Binghamton, New York
January 28, 2013

WRVO-FM90 RADIO
STATEMENTS OF FINANCIAL POSITION
JUNE 30, 2012 AND 2011

	<u>2012</u>	<u>2011</u>
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$ 489,723	\$ 324,141
Cash - WDS Endowment (internally designated)	65,008	63,392
Underwriting receivables	47,067	96,749
Pledges receivables, net	55,019	37,041
Other receivables	<u>4,500</u>	<u>-</u>
TOTAL CURRENT ASSETS	<u>661,317</u>	<u>521,323</u>
PROPERTY AND EQUIPMENT		
Broadcast equipment	1,565,756	1,395,685
Non-broadcast equipment and furniture	<u>222,774</u>	<u>81,993</u>
	1,788,530	1,477,678
Less: accumulated depreciation	<u>(1,065,936)</u>	<u>(961,713)</u>
TOTAL PROPERTY AND EQUIPMENT, net	<u>722,594</u>	<u>515,965</u>
	<u>\$ 1,383,911</u>	<u>\$ 1,037,288</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Current portion of long-term debt	\$ 50,798	\$ 26,000
Accounts payable and accrued expenses	81,147	23,564
Deferred grant revenue	11,002	2,586
Deferred underwriting revenue	<u>39,062</u>	<u>49,374</u>
TOTAL CURRENT LIABILITIES	<u>182,009</u>	<u>101,524</u>
LONG-TERM LIABILITIES		
Long-term debt, net of current portion	<u>164,993</u>	<u>27,367</u>
NET ASSETS - Unrestricted		
Board designated	65,008	63,392
Undesignated	<u>971,901</u>	<u>845,005</u>
TOTAL NET ASSETS	<u>1,036,909</u>	<u>908,397</u>
	<u>\$ 1,383,911</u>	<u>\$ 1,037,288</u>

See accompanying notes to financial statements

WRVO-FM90 RADIO

**STATEMENTS OF ACTIVITIES
YEARS ENDED JUNE 30, 2012 AND 2011**

	Unrestricted	
	2012	2011
REVENUES AND OTHER SUPPORT		
Government grants		
Community Service Grants	\$ 248,374	\$ 253,345
NYS Education Department Grant	58,228	62,387
SUNY Oswego Direct Support	290,980	276,109
Underwriting revenue		
Foundations and other nonprofits	233,789	210,684
Business and industry	315,151	327,659
Membership and contributions		
Corporate matching	9,965	9,754
Listener contributions	688,122	728,036
Other fundraising	56,121	104,027
In-kind revenues		
ORSP fees waived	54,783	45,311
SUNY Oswego	568,568	523,442
Investment income - WDS Endowment	2,215	11,964
Total revenues and other support	2,526,296	2,552,718
EXPENSES		
Program services		
Engineering	291,714	260,716
Programming	779,682	816,583
Public information	20,239	140,295
Total program services	1,091,635	1,217,594
Support services		
Management and general	779,584	804,048
Listener support	198,093	184,886
Corporate support	328,472	182,253
Total support services	1,306,149	1,171,187
Total expenses	2,397,784	2,388,781
INCREASE IN NET ASSETS	128,512	163,937
NET ASSETS AT BEGINNING OF YEAR	908,397	744,460
NET ASSETS AT END OF YEAR	\$ 1,036,909	\$ 908,397

See accompanying notes to financial statements

WRVO-FM90 RADIO

STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2012 AND 2011

	<u>2012</u>	<u>2011</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 128,512	\$ 163,937
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation	115,218	78,683
(Increase) decrease in		
Underwriting receivables	49,682	(37,879)
Membership receivables	(17,978)	(5,427)
Other receivables	(4,500)	-
Decrease (increase) in		
Accounts payable and accrued expenses	57,583	(5,179)
Deferred revenues	<u>(1,896)</u>	<u>2,312</u>
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>326,621</u>	<u>196,447</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	<u>(321,847)</u>	<u>(63,672)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from new borrowings	188,424	53,367
Payments on borrowings	<u>(26,000)</u>	<u>-</u>
NET CASH PROVIDED BY FINANCING ACTIVITIES	<u>162,424</u>	<u>53,367</u>
NET INCREASE IN CASH AND CASH EQUIVALENTS	167,198	186,142
CASH AND CASH EQUIVALENTS - beginning of year	<u>387,533</u>	<u>201,391</u>
CASH AND CASH EQUIVALENTS - end of year	\$ <u><u>554,731</u></u>	\$ <u><u>387,533</u></u>

See accompanying notes to financial statements

WRVO-FM90 RADIO

**STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2012 WITH COMPARATIVE TOTALS FOR JUNE 30, 2011**

	Program Services				Management and General	Support Services		Total Support Services	2012 Totals	2011 Totals
	Engineering	Programming	Public Information	Total Program Services		Listener Support	Corporate Support			
Salaries, wages and benefits	\$ 142,922	\$ 315,229	\$ -	\$ 458,151	\$ 65,324	\$ 85,867	\$ 148,454	\$ 299,645	\$ 757,796	\$ 834,497
Professional services	8,691	8,325	-	17,016	11,350	2,908	-	14,258	31,274	22,533
Commissions	-	-	-	-	-	9,375	85,355	94,730	94,730	74,835
Office supplies, telephone, postage and printing	25,849	2,350	20,239	48,438	12,450	37,680	705	50,835	99,273	85,276
Conferences and travel	235	5,846	-	6,081	2,869	5,991	1,105	9,965	16,046	18,181
Programing services	-	433,701	-	433,701	-	-	-	-	433,701	494,320
Advertising and promotion	-	2,471	-	2,471	2,349	39,796	92,853	134,998	137,469	119,447
Facilities	7,823	-	-	7,823	-	-	-	-	7,823	4,946
Memberships and affiliations	136	2,629	-	2,765	1,745	-	-	1,745	4,510	5,320
Depreciation	75,652	-	-	75,652	39,566	-	-	39,566	115,218	78,683
Satellite services and other expenses	30,406	9,131	-	39,537	-	-	-	-	39,537	33,669
Credit card fees	-	-	-	-	560	16,476	-	17,036	17,036	20,798
Grant overhead - ORSP fees	-	-	-	-	20,019	-	-	20,019	20,019	27,522
In-kind expense - ORSP fees waived	-	-	-	-	54,784	-	-	54,784	54,784	45,312
In-kind expense - SUNY Oswego	-	-	-	-	568,568	-	-	568,568	568,568	523,442
TOTAL EXPENSES	\$ 291,714	\$ 779,682	\$ 20,239	\$ 1,091,635	\$ 779,584	\$ 198,093	\$ 328,472	\$ 1,306,149	\$ 2,397,784	\$ 2,388,781

See accompanying notes to financial statements

WRVO-FM90 RADIO
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2012 AND 2011
(See independent auditor's report)

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

WRVO-FM90 RADIO (WRVO) is an unincorporated public telecommunications entity operated by the State University of New York at Oswego.

Basis of Presentation

Financial statement presentation follows the recommendations of generally accepted accounting principles, which require WRVO to report information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted and permanently restricted.

Use of Estimates

Management uses estimates and assumptions in preparing the financial statements. The estimates and assumptions affect the reported amount 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.

Income Tax Status

WRVO is a division of the State University of New York at Oswego and is not a separate entity unto itself. As such, it is not a taxable entity.

Cash and Cash Equivalents

WRVO considers cash on hand, deposits, and securities with maturities of three months or less to be cash equivalents. Cash funds are handled by the Research Foundation and the Oswego College Foundation.

Membership Pledges Receivable

Membership pledges receivable are stated at the estimated net realizable amount management expects to collect. Balances that are still outstanding after management has used reasonable collection efforts are written off. Based on management's evaluation of uncollected membership pledges receivable at the end of each year, uncollectible pledges are provided for using the allowance method.

Details of pledges receivable as of June 30, 2012 and 2011 are as follows:

	<u>2012</u>	<u>2011</u>
Membership pledges receivable	\$ 60,019	\$ 42,041
Allowance for uncollectible pledges	<u>(5,000)</u>	<u>(5,000)</u>
Membership pledges receivable, net	\$ <u>55,019</u>	\$ <u>37,041</u>

WRVO-FM90 RADIO

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2012 AND 2011

(See independent auditor's report)

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Promises to Give

Unconditional promises to give are recognized as revenues or gains in the period incurred and as assets, decreases of liabilities or expenses depending on the form of the benefits received. Conditional promises to give are recognized when the conditions on which they depend have been substantially met.

Property and Equipment

Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation calculations are based on the straight-line method over the useful lives of the assets, which range from three to twenty years. Repairs and maintenance costs are charged to operating expense as incurred.

Depreciation expense amounted to \$115,218 and \$78,683 for the years ended June 30, 2012 and 2011, respectively.

Restricted and Unrestricted Revenue and Support

Contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

Support that is restricted by the donor is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or 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.

Donated Facilities, Services and Support

Donations of long-lived assets are reported as unrestricted support, unless there are donor-imposed restrictions on the use of these assets.

Donated facilities and administrative support from the State University of New York at Oswego consists of allocated occupancy costs for the office and studio space occupied and/or managed by WRVO, certain personnel salaries and benefits and financial and departmental expenses incurred by the University on behalf of the radio station. Donated facilities and services are recorded at estimated fair value. These in-kind contributions are recorded only if they have a readily ascertainable market value with an objective basis for determining such value. For the years ended June 30, 2012 and 2011 donated facilities and services amounted to \$568,568 and \$523,442, respectively. The Oswego College Foundation and the Office of Research and Sponsored Programs also provide certain administrative services to the radio station. These in-kind contributions amounted to \$54,784 and \$45,312 for the years ended June 30, 2012 and 2011, respectively.

WRVO-FM90 RADIO

**NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2012 AND 2011**

(See independent auditor's report)

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Functional Allocation of Expenses

Expenses by function have been allocated among program and supporting service classifications on the basis of time records and on estimates made by WRVO's management.

Advertising

WRVO has adopted the policy of charging advertising and promotional costs to expense as incurred. Advertising and promotion costs amounted to \$137,469 and \$119,447 for the years ended June 30, 2012 and 2011, respectively.

Subsequent Events

WRVO has evaluated events and transactions that have occurred between July 1, 2012 and January 28, 2013, which is the date the financial statements were available to be issued, for possible disclosure and recognition in the financial statements.

NOTE 2 - WILLIAM D. SHIGLEY ENDOWMENT FUND

A fund was established in 2000 in honor of the former Station Manager William D. Shigley. Earnings from this fund are internally designated for the use of technology procurement. The balance of the fund as of June 30, 2012 and 2011 was \$65,008 and \$63,392, respectively.

NOTE 3 - LONG-TERM DEBT

During the year ended June 30, 2011 an informal agreement was made between the Research Foundation and WRVO allowing WRVO to borrow up to \$130,000 for the purchase and installation of software and equipment upgrades. WRVO has agreed to make annual principal payments of \$26,000 for 5 years, beginning during the year ended June 30, 2012, and the loan bears no interest. The balance of the loan at June 30, 2012 and 2011 amounted to \$104,000 and \$53,367, respectively.

During the year ended June 30, 2012 another informal agreement was made between the Research Foundation and WRVO allowing WRVO to borrow up to \$123,990 for the construction of a Clayton, NY station. WRVO has agreed to make annual principal payments of \$24,798 for 5 years, beginning during the year ended June 30, 2013, and the loan bears no interest. The balance of the loan at June 30, 2012 amounted to \$111,791.

NOTE 4 - DEFERRED GRANT REVENUE

Grant revenue is recognized as costs are incurred over the respective period of each grant contract. Deferred grant revenues are comprised of the following at June 30, 2012 and 2011:

	<u>2012</u>	<u>2011</u>
WXXI Innovation grant	\$ <u>11,002</u>	\$ <u>2,586</u>

WRVO-FM90 RADIO

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2012 AND 2011

(See independent auditor's report)

NOTE 5 - BARTER TRANSACTIONS

WRVO receives advertising services in trade for program underwriting. The value of these goods and services is recognized as expense or capital assets as applicable at their normal fair value, and underwriting revenue is recognized for the same amount. The revenue is recognized when the programs are aired. Goods and services received in trade amounted to \$133,552 and \$104,667 for the years ended June 30, 2012 and 2011, respectively.

NOTE 6 - SUPPLEMENTAL CASH FLOW INFORMATION

	<u>2012</u>	<u>2011</u>
Non-cash transactions:		
In-kind contributions - donated facilities and services	\$ <u>623,352</u>	\$ <u>568,754</u>

No amounts were paid for interest or income taxes during the years ended June 30, 2012 and 2011.

NOTE 7 - DESCRIPTIONS OF PROGRAM AND SUPPORT SERVICES

Radio Programming

Radio programming is the basis of WRVO's function as a public radio station. Radio programming serves by informing the listening public of specific available program services with local and national content.

Programming monitors all program operations activities; makes programming decisions and adjustments, creates a monthly broadcast schedule and coordinates programming information and ideas with promotions and development staff.

Engineering

The engineering department is crucial to the existence of WRVO. It oversees the maintenance of broadcast equipment, establishes procedures for operation and maintenance of transmitter equipment, performance of preventative maintenance activities, operation of equipment during test of Emergency Broadcast System; makes modifications and improvements to existing transmitter equipment, prevents interruptions in transmitting operations and monitors station compliance. Engineering operates in accordance with rules and regulations of Federal Communications Commission. Engineering includes information technology systems and support services.

Public Information

WRVO provides a quarterly newsletter and web service as a supplement to their on-air programming. Both the newsletter and website provides information regarding upcoming programs and specials, station events and highlights, corporate supporters and major donors. The website (www.wrvo.fm) provides additional information on local programs and sources for national programming.

WRVO-FM90 RADIO

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2012 AND 2011

(See independent auditor's report)

NOTE 7 - DESCRIPTIONS OF PROGRAM AND SUPPORT SERVICES (Continued)

Management and General

Management supervises and controls the overall, day-to-day operations of WRVO. This includes business management and accounting, general record keeping, budgeting and related purposes; human resource administration, including recruiting, retention, and benefit programs; maintenance of archives, operations manuals, depreciation of buildings and equipment, furnishings, and supplies or equipment used in management and general functions and National Public Radio (NPR) representation fees.

Listener Support

Listener support consists of inducing listeners to contribute money, securities, time, materials, or facilities. WRVO's fundraising activities target individual gifts, new members and membership renewals and establish fundraising goals according to WRVO financial need. Fundraising personnel also participate in on-air pledge drives; create premiums and incentives for membership or donation; coordinate telemarketing and direct mail campaigns; and work with marketing and development staff to develop on and off-air promotional campaigns and member activities that encourage members to increase their support.

Corporate Support

Corporate support consists of fundraising through soliciting program underwriting funds and general support grants from foundations, corporation, or governments. Grant solicitation involves evaluating and monitoring grant-funded programs.