Consolidated Financial Statements as of June 30, 2017 and 2016

Together with Independent Auditor's Report



# Bonadio & Co., LLP Certified Public Accountants

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

September 22, 2017

To the Boards of Trustees of WXXI Public Broadcasting Council and Affiliate:

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

We have audited the accompanying consolidated financial statements of WXXI Public Broadcasting Council and Affiliate (New York not-for-profit corporations) (collectively, the Organization) which comprise the consolidated statements of financial position as of June 30, 2017 and 2016, and the related consolidated statements of activities and change in net assets and cash flows for the years then ended, and the related notes to the consolidated financial statements.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 the consolidated 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 audits. We conducted our audits 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 consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of WXXI Public Broadcasting Council and Affiliate as of June 30, 2017 and 2016, and the consolidated changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

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

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## Report on Supplemental Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating information in Exhibits I through VIII is presented for purposes of additional analysis of the consolidated financial statements rather than to present the financial position, results of operations, and cash flows of the individual companies, and it is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

# CONSOLIDATED STATEMENTS OF FINANCIAL POSITION JUNE 30, 2017 AND 2016

JUNE 30, 2017 AND 2016				
		<u>2017</u>		<u>2016</u>
ASSETS				
CURRENT ASSETS:				
Cash	\$	1,391,125	\$	1,151,585
Receivables -				
Government		174,153		497,791
Current portion of pledges receivable, net of allowance		655,982		977,006
Other, net		1,840,919		1,481,598
Costs incurred for programs not yet broadcast		704.000		95,000
Current portion of program rights, net of accumulated amortization		791,228		816,351
Prepaid expenses and other current assets		177,471		196,265
Total current assets		5,030,878		5,215,596
OTHER ASSETS:				
Property and equipment, net		6,943,266		7,414,348
Pledges receivable, net of current portion, discount, and allowance		514,803		1,252,026
Program rights, net of current portion and accumulated amortization		266,314		272,694
Split-interest agreements		44,758		52,777
Investments		12,345,820		10,983,160
Other investment		264,808		231,475
Total other assets		20,379,769		20,206,480
Total assets	<u>\$</u>	25,410,647	\$	25,422,076
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES:				
Accounts payable and accrued expenses	\$	723,246	\$	617,678
Current portion of long-term debt		122,116		123,307
Deferred revenue		253,958		13,881
Current portion of split-interest agreements		15,355		14,735
Total current liabilities		1,114,675		769,601
LONG-TERM LIABILITIES:				
Long-term debt, net of current portion		3,041,205		3,163,321
Split-interest agreements, net of current portion		13,184		14,018
Contracts payable		448,022		365,064
Interest rate swap contract		13,920		142,007
Total long-term liabilities		3,516,331		3,684,410
Total liabilities		4,631,006		4,454,011
NET ASSETS:				
Unrestricted		8,729,373		9,821,171
Temporarily restricted		6,674,605		6,246,231
Permanently restricted		5,375,663		4,900,663
Total net assets		20,779,641		20,968,065
Total liabilities and net assets	\$	25,410,647	\$	25,422,076
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# CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED JUNE 30, 2017

	<u>Unrestricted</u>		<u>Unrestricted</u>				Temporarily <u>Restricted</u>				Permanently <u>Restricted</u>				<u>Total</u>
REVENUE:															
Contributions	\$	1,682,777	\$	2,076,434	\$	475,000	\$ 4,234,211								
Membership income		3,376,062		-		-	3,376,062								
Corporation for Public Broadcasting grants		1,366,681		198,439		-	1,565,120								
New York State Department of Education grants		1,478,095		28,500		-	1,506,595								
Box office sales		596,342		-		-	596,342								
Investment income allocated to operations		561,037		-		-	561,037								
Café and concession sales		432,738		-		-	432,738								
Rental and other income		197,749		-		-	197,749								
Other grants		276,521		-		-	276,521								
Auction		143,202		-		-	143,202								
In-kind contributions		29,455		-		-	29,455								
Split-interest agreements		-		10,000		-	10,000								
Satisfaction of purpose/time restrictions		2,662,563		(2,662,563)		<u>-</u>	 <u>-</u>								
Total revenue		12,803,222		(349,190)		475,000	 12,929,032								
EXPENSES:															
Program services -															
Programming and production		7,822,159		-		-	7,822,159								
Broadcasting		1,963,927		-		-	1,963,927								
Program information		483,341		<u> </u>		<u> </u>	 483,341								
Total program services		10,269,427				<u>-</u>	 10,269,427								
Supporting services -															
Fundraising and development:															
Membership and other development		1,449,695		-		-	1,449,695								
Auction		120,769		-		-	120,769								
Underwriting		458,442		-		-	458,442								
Management and general		2,020,618		<u>-</u>			 2,020,618								
Total supporting services		4,049,524				<u>-</u>	 4,049,524								
Total expenses		14,318,951		<u>-</u>		<u>-</u>	 14,318,951								
CHANGE IN NET ASSETS FROM OPERATIONS		(1,515,729)		(349,190)		475,000	 (1,389,919)								
NON-OPERATING REVENUE (LOSS):															
Capital grants and contributions		-		236,863		-	236,863								
Investment income, net of amount allocated to operations		592,271		805,311		-	1,397,582								
Accumulated endowment earnings allocated to operations		(296,427)		(264,610)		-	(561,037)								
Gain on interest rate swap contract		128,087					 128,087								
Total non-operating revenue (loss)		423,931		777,564		<u> </u>	 1,201,495								
CHANGE IN NET ASSETS		(1,091,798)		428,374		475,000	(188,424)								
NET ASSETS - beginning of year	-	9,821,171		6,246,231		4,900,663	 20,968,065								
NET ASSETS - end of year	\$	8,729,373	\$	6,674,605	\$	5,375,663	\$ 20,779,641								

# CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED JUNE 30, 2016

		<u>Unrestricted</u>	Temporarily Permanently Restricted Restricted		<u>Total</u>
REVENUE:					
Contributions	\$	1,561,955	\$ 1,381,797	\$ 38,481	\$ 2,982,233
Membership income		3,731,052	25,000	-	3,756,052
Corporation for Public Broadcasting grants		1,424,024	269,411	-	1,693,435
New York State Department of Education grants		1,491,642	23,500	-	1,515,142
Box office sales		567,826	-	-	567,826
Investment income allocated to operations		357,014	243,680	-	600,694
Café and concession sales		408,124	-	-	408,124
Rental and other income		151,007	-	-	151,007
Other grants		264,305	-	-	264,305
Auction		209,788	-	-	209,788
In-kind contributions		43,635	-	-	43,635
Split-interest agreements		<u>-</u>	4,750	-	4,750
Satisfaction of purpose/time restrictions	_	3,122,287	(3,122,287)		
Total revenue		13,332,659	(1,174,149)	38,481	12,196,991
EXPENSES:					
Program services -					
Programming and production		8,123,248	-	-	8,123,248
Broadcasting		1,539,573	-	-	1,539,573
Program information		447,751			447,751
Total program services	_	10,110,572	<u>-</u>		10,110,572
Supporting services -					
Fundraising and development:					
Membership and other development		1,454,592	=	-	1,454,592
Auction		209,788	-	-	209,788
Underwriting		454,734	-	-	454,734
Management and general	_	1,812,209		<del>_</del>	1,812,209
Total supporting services	_	3,931,323	<u>-</u>	<del>-</del>	3,931,323
Total expenses	_	14,041,895		<u> </u>	14,041,895
CHANGE IN NET ASSETS FROM OPERATIONS	_	(709,236)	(1,174,149)	38,481	(1,844,904)
NON-OPERATING REVENUE (LOSS):					
Capital grants and contributions		-	2,301,648	-	2,301,648
Investment income, net of amount allocated to operations		27,140	40,397	-	67,537
Accumulated endowment earnings allocated to operations		(357,014)	(243,680)	-	(600,694)
Loss on interest rate swap contract		(134,775)			(134,775)
Total non-operating revenue (loss)		(464,649)	2,098,365	<del>_</del>	1,633,716
CHANGE IN NET ASSETS		(1,173,885)	924,216	38,481	(211,188)
NET ASSETS - beginning of year	_	10,995,056	5,322,015	4,862,182	21,179,253
NET ASSETS - end of year	<u>\$</u>	9,821,171	\$ 6,246,231	\$ 4,900,663	\$ 20,968,065

# CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	<u>2017</u>	<u>2016</u>
CASH FLOW FROM OPERATING ACTIVITIES: Change in net assets Adjustments to reconcile change in net assets	\$ (188,424)	\$ (211,188)
to net cash flow from operating activities: Capital grants and contributions Permanently restricted contributions Provision for doubtful accounts Change in pledge discount Depreciation Loss on disposal of property and equipment	(236,863) (475,000) 14,743 (18,678) 906,146 56	(2,301,648) (38,481) 165,169 (10,247) 1,028,201 7,690
Change in value of split-interest agreements, net (Gain) loss on investments, net (Gain) loss on interest rate swap contract Changes in:	7,805 (1,115,389) (128,087)	16,682 63,298 134,775
Receivables Costs incurred for programs not yet broadcast Program rights Prepaid expenses and other current assets Accounts payable and accrued expenses Deferred revenue	89,909 95,000 31,503 18,794 105,568 240,077	180,343 23,234 (31,024) (12,904) (231,392) (4,999)
Net cash flow from operating activities	 (652,840)	 (1,222,491)
CASH FLOW FROM INVESTING ACTIVITIES: Purchases of property and equipment Proceeds from disposal of property and equipment Proceeds from the sale (purcahse) of investments, net Purchase of other investment	(435,120) - (247,271) (33,333)	(750,448) 3,350 646,432 (51,316)
Net cash flow from investing activities	 (715,724)	 (151,982)
CASH FLOW FROM FINANCING ACTIVITIES: Proceeds from issuance of long-term debt Repayment of long-term debt Change in contracts payable Receipt of capital grants and contributions Receipt of permanently restricted contributions	 (123,307) 82,958 1,173,453 475,000	 57,693 (116,553) (1,017) 1,116,633 38,481
Net cash flow from financing activities	 1,608,104	 1,095,237
CHANGE IN CASH	239,540	(279,236)
CASH - beginning of year	 1,151,585	 1,430,821
CASH - end of year	\$ 1,391,125	\$ 1,151,585

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

#### 1. THE ORGANIZATION

The consolidated financial statements include the accounts of the following entities (collectively, the Organization):

• WXXI Public Broadcasting Council (WXXI) is located in Rochester, New York and is the sole corporate member of The Little Theatre Film Society, Inc. (The Little). WXXI owns and operates four television channels within Monroe County, WXXI-TV/HD (DT 21.1/cable 1221 and 11), WXXI-World (DT21.2/cable 1275), WXXI-Create (DT21.3/cable 1276), and WXXI-Kids 24/7 (DT21.4/1277). It also operates cable City 12 in partnership with the City of Rochester. WXXI's radio services include: WXXI-AM 1370, WXXI-FM 91.5, plus two HD radio channels and Reachout Radio, a closed circuit 24-hour radio reading service for those who are visually impaired. WXXI also manages and operates WRUR-FM 88.5 in broadcast partnership with the University of Rochester, along with two radio stations in partnership with Hobart and William Smith Colleges - WEOS-FM 89.5 in Geneva, New York and WITH-FM 90.1 in Ithaca, New York.

WXXI puts the community first with programming that stimulates and expands thought, inspires the spirit, opens cultural horizons, and promotes understanding of diverse community issues. By being Rochester's source for Public Broadcasting Service (PBS) and National Public Radio (NPR) programming, WXXI is one of the most accessible and trusted voices in the community.

WXXI's Educational Outreach Center delivers educational services to the community to improve learning opportunities for all. WXXI's Educational Services include: instructional TV programming and local educational productions for use by families and schools; PBS LearningMedia New York, a free video on-demand service for schools and families; Ready-To-Learn programming to prepare young children for school success; training in the use of media to improve education for parents, teachers, and childcare providers; adult literacy services with area agencies to provide GED Connection and workforce development programming; and training for adult literacy agencies through WXXI's Finger Lakes Regional Adult Education Network.

WXXI produces a variety of programming, including *Second Opinion*, a national healthcare TV series; *Biz Kid\$*, public television's financial literacy program for children; *Connections with Evan Dawson*, a daily talk radio show on AM 1370; *Need to Know Rochester*, a weekly news and public affairs program on WXXI-TV; *Homework Hotline*, a statewide TV program that helps kids with their homework right on the air; and *Arts InFocus*, a half-hour, weekly show featuring in-depth stories and profiles of the Rochester region's artists and arts organizations. WXXI also produces documentaries that spotlight the greater Rochester community including: *Benches on Parade*, *Restoring a Masterpiece: The Renovation of the Eastman Theatre*, and *Frank Lloyd Wright's Boynton House: The Next Hundred Years*.

### 1. THE ORGANIZATION (Continued)

WXXI News presents an on-air and on-line news service that provides the community with rich content in local, national, and international news and information. WXXI News also leads a group of reporters from five neighboring New York public broadcasting stations, known as Innovation Trail. This local journalism center is dedicated to delivering focused, in-depth news reports on innovative technology and its role in Upstate New York's economy. It also is part of Great Lakes Today, a new Regional Journalism Collaborative, designed to increase coverage of the iconic Great Lakes and the people who live in the region.

WXXI is at the forefront of innovative and accessible technologies and is constantly looking at new, innovative ways to deliver quality educational, cultural, and informational programming to its audiences. Current unique methods of delivery include streaming its radio services over the web, hosting a video player at WXXI.org where users can watch WXXI-produced and PBS-presented programs, and using the Interconnect - a fiber optic interconnection that enables New York State's public broadcasting stations to deliver innovative, live educational, and public service programming to the entire state in the most economical fashion.

• The Little began operations in Rochester in 1929 as a link in a proposed chain of small theatres designed to provide an "intimate" alternative to the large commercial movie houses of the day. As a not-for-profit organization, the Little continues to deliver the finest in film, art, and music, while expanding its education and outreach programs, and ensuring its financial integrity through individual and corporate memberships and donations.

The Little was formed to promote the art of filmmaking, and to give the general public access to films not otherwise made available by commercial theatres. The Little has five screens showing the best in foreign and American independent films. The Little also serves as a multi-cultural gathering place for affordable and accessible entertainment, screening more than 100 films per year, as well as hosting several annual community film festivals. The Little hosts talkback forums following select screenings, allowing filmmakers to discuss their work, or for community members to take part in a meaningful dialogue. Through Skyped-in producers and filmmakers, The Little also provides patrons insights from accomplished and emerging filmmakers from around the world.

Arts and culture at The Little extend beyond film, as those five theatres also host music concerts throughout the year. Not only is The Little an official venue for the Xerox Rochester International Jazz Festival, the recently introduced Little Concert Series has brought music lovers to the historic Little with four sold-out shows in Little Theatre 1. Music also resonates evenings in The Little Café as local artists perform nightly to a diverse audience. Along with a full array of offerings from the Little Café menu, patrons of the Café can also take in The Little Art Gallery, which provides curated, month-long showings from talented artists spanning styles and subjects.

In December 2011, WXXI and the Little announced a formal, long-term affiliation. This parent-subsidiary affiliation, which became effective January 1, 2012, enables the individual organizations to work more efficiently by pooling resources and strengths in a number of areas, including back-office operations and fundraising capabilities. This affiliation promises to enhance the cultural life of the community and helps to strengthen two of Rochester's most vital cultural institutions.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## **Principles of Consolidation**

The consolidated financial statements include the accounts of WXXI and the Little. All significant intercompany balances and transactions have been eliminated.

#### **Basis of Accounting**

The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States.

#### **Financial Reporting**

The activities of the Organization are reported in the following net asset categories:

#### Unrestricted

Unrestricted net assets include funds available for the Organization's operating activities. Unrestricted net assets also include certain amounts designated by the Board of Trustees. The amount designated by the Board of Trustees was \$5,168,991 and \$4,812,110 at June 30, 2017 and 2016, respectively. Board-designated invested funds result from operating surpluses and funded depreciation in previous years. It is anticipated that a portion of the return on these investments will be used to support operations and that a portion of the principal will be available to support special projects, replace property and equipment, and for occasional extraordinary needs.

## • Temporarily Restricted

Temporarily restricted net assets include resources that have been donated subject to time or purpose restrictions, as defined by the donor and also include unrestricted investment earnings on permanently restricted endowment funds not yet appropriated for expenditure by the Board of Trustees. When a donor restriction expires or appropriation is made by the Board of Trustees, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statements of activities and change in net assets as satisfaction of purpose/time restrictions.

#### Permanently Restricted

Permanently restricted net assets include resources that have been donated with the stipulation that the principal be maintained in perpetuity. Earnings on permanently restricted assets are classified as temporarily restricted until appropriated for expenditure by the Board of Trustees.

## **Gifts of Long-Lived Assets**

The Organization reports gifts of property and equipment as unrestricted support, unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as temporarily restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expiration of donor restrictions when the donated or acquired long-lived assets are placed in service.

#### Cash

The Organization maintains its cash bank demand deposit accounts. The balances in these accounts may, at times, exceed federally insured limits. The Organization has not experienced any losses in these accounts and believes it is not exposed to any significant credit risk with respect to cash.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Receivables

Receivables consist of underwriting commitments and amounts due from grantors and contributions from other organizations, as well as pledges received for operational support. The Organization does not charge interest on these accounts and records an allowance for uncollectible amounts based on historical collection experience and a review of specific outstanding balances. Amounts are written-off against the allowance when uncollectibility becomes known.

#### **Pledges Receivable**

The Organization records pledges receivable and contribution revenue in the year the pledge is received. Pledges are recorded at their estimated net present value, based on anticipated future cash flow, and discounted using U.S. Treasury rates to reflect the time value of money. The discount rates ranged from 0.88% through 1.01% at June 30, 2017. The difference between the total pledges outstanding and their net present value is recorded as a reduction of pledges receivable and will be recognized as contribution revenue over the term of the pledge. Pledges receivable are written off when they are determined to be uncollectible. The allowance for uncollectible pledges was \$61,424 and \$111,466 at June 30, 2017 and 2016, respectively.

#### **Costs Incurred for Programs Not Yet Broadcast**

Costs incurred for programs not yet broadcast are recorded as an asset. These costs relate to programs produced by WXXI that will be broadcast subsequent to June 30. As the programs are broadcast, the costs incurred will be included in operating expenses. Program status is evaluated annually and costs associated with programs not considered to have future benefit are charged to operating expense as incurred. Programs to be completed and broadcast within one year are classified as a current asset, whereas programs to be completed and broadcast in more than one year are classified as long-term. At June 30, 2017, WXXI did not have any costs incurred for programs not yet broadcast.

### **Program Rights**

Program rights relate to programs that will be aired in future periods. Program rights purchased by WXXI are amortized on an accelerated method over the period of their expected usage.

#### **Property and Equipment**

Property and equipment is recorded at cost, if purchased, or fair market value at the date of donation. The Organization capitalizes additions of property and equipment in excess of \$500 that have a useful life greater than one year. Depreciation is provided using accelerated methods over the assets' estimated useful lives, which range from three to forty years. Impairment losses are recognized when the carrying value of an asset exceeds its fair market value.

#### **Split-Interest Agreements**

The Organization is the beneficiary of various charitable gift annuities. The Organization has control of these assets and they consist of temporary cash investments, equity mutual funds, and fixed income mutual funds.

Annuities payable relating to the split-interest agreements for which the Organization is the trustee are measured at the present value of estimated future annuity payments utilizing estimated mortality rates and discount rates.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **Long-Term Investments**

Long-term investments are stated at fair value based on quoted market prices and are maintained to provide for capital replacement and other operating needs as the Board of Trustees designates. In order to maximize return on all long-term investments, the Board of Trustees has chosen to invest operating and equipment replacement funds with board-designated funds without distinction. Although returns on these investments are intended for the long-term growth of the account and for the offset of depreciation, actual transfers are only made on an as-needed basis as prescribed in the Organization's annual budget.

The Organization invests in various types of investment securities. Investment securities are exposed to various risks, such as interest rate, market, and credit risk. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that these changes could materially affect the amounts reported in the accompanying consolidated financial statements.

#### **Endowment**

The Organization's endowment consists of individual funds established for a variety of purposes. The Organization's endowment includes permanently restricted endowment funds, unappropriated earnings on the Organization's permanently restricted endowment funds, and funds designated by the Board of Trustees to function as endowment. As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Board of Trustees to function as endowment, are classified and reported based on the existence or absence of donor-imposed restrictions.

#### **Fair Value of Financial Instruments**

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value measurement assumes that the transaction to sell the asset or transfer the liability occurs in the principal market for the asset or liability or, in the absence of a principal market, the most advantageous market for the asset or liability.

The Organization uses various valuation techniques in determining fair value. Observable inputs are inputs that market participants would use in pricing the asset or liability developed based on market data obtained from sources independent of the Organization. Unobservable inputs are inputs that reflect the Organization's estimate about the assumptions market participants would use in pricing the asset or liability, developed based on the best information available in the circumstances. The fair value hierarchy consists of three levels based on the reliability of inputs as follows:

- Level 1 Valuations are based on quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access. Valuation adjustments are not applied to Level 1 instruments. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation does not entail a significant degree of judgment.
- Level 2 Valuations are based on quoted prices in markets that are not active or for which all significant inputs are observable, directly or indirectly.
- Level 3 Valuations are based on inputs that are unobservable and significant to the overall fair value measurement.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Fair Value of Financial Instruments (Continued)

The availability of observable inputs can vary and is affected by a wide variety of factors. To the extent that valuation is based on models or inputs that are less observable or unobservable in the market, the determination of fair value requires more judgment. Accordingly, the degree of judgment exercised in determining fair value is greatest for instruments categorized in Level 3. In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, for disclosure purposes the level in the fair value hierarchy within which the fair value measurement in its entirety falls is determined based on the lowest level input that is significant to the fair value measurement in its entirety.

#### **Deferred Revenue**

Deferred revenue represents cash received or billing in advance of service provision.

## **Contracts Payable**

Contracts payable represents contracts entered into for program acquisitions.

### Advertising

Advertising costs are expensed as incurred and totaled approximately \$64,000 and \$71,000 for the years ended June 30, 2017 and 2016, respectively.

#### **Donated Services**

A substantial number of volunteers have donated time in support of the Organization's program activities. The value of these services is not reflected in the accompanying consolidated financial statements as they do not meet the criteria for recognition under generally accepted accounting principles.

### **Income Taxes**

WXXI and the Little are not-for-profit corporations exempt from income taxes as organizations qualified under Section 501(c)(3) of the Internal Revenue Code. WXXI and the Little have also been classified by the Internal Revenue Service as entities that are not private foundations.

#### **Sales Taxes**

The Organization presents sales net of taxes collected.

#### **Fstimates**

The preparation of consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and accompanying notes. Actual results could differ from those estimates.

#### Reclassifications

Certain reclassifications have been made to the 2016 financial statements to conform to current year presentation.

## 3. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets represent the accumulated principal of gifts that have not yet been used in accordance with donor stipulations and endowment earnings that have not been appropriated for expenditure by the Board of Trustees. These funds were restricted for the following purposes at June 30:

	<u>2017</u>	<u>2016</u>
Comprehensive campaign Productions and special projects Unappropriated endowment earnings Split-interest agreements, net of obligations Capital expenditures	\$ 2,657,021 1,996,102 1,855,712 18,943 146,827	\$ 2,580,674 2,318,371 1,323,162 24,024
	\$ 6,674,605	\$ 6,246,231

Net assets were released from donor restrictions related to the following purposes during the years ended June 30:

		<u>2017</u>	<u>2016</u>
Comprehensive campaign Productions and special projects Appropriated endowment earnings Capital expenditures	\$	1,074,564 817,875 264,610 505,514	\$ 868,146 1,645,595 243,860 364,686
	<u>\$</u>	2,662,563	\$ 3,122,287

### 4. RECEIVABLES

# **Government Receivables**

Government receivables consisted of the following at June 30:

	<u>2017</u>	<u>2016</u>
New York State Corporation for Public Broadcasting City of Rochester, New York County of Monroe, New York	\$ 96,833 64,820 12,500	\$ 200,725 278,666 8,400 10,000
	\$ 174,153	\$ 497,791

## 4. RECEIVABLES (Continued)

#### **Accounts Receivable - Other**

Accounts receivable - other consisted of the following at June 30:

		<u>2017</u>		<u>2016</u>
Trade and billed underwriting, net of allowance for doubtful accounts of \$8,399 in 2017 and \$13,378	_		_	
in 2016	\$	1,272,137	\$	800,080
Membership pledges, net of allowance for doubtful accounts of \$37,946 in 2016. There was no allowance for membership pledges in 2017.		416,729		494,679
Unbilled underwriting commitments		79,104		118,387
Barter-trade balance, net of allowance for doubtful		•		
accounts of \$6,344 in 2017 and \$5,814 in 2016		72,949		<u>68,452</u>
	\$	1,840,919	\$	1,481,598

The Organization engages in various fundraising campaigns manifested by offering special 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 pledges received from responding viewers and listeners.

Contributions and collected pledges are reported as unrestricted membership pledges based on the nature of the campaign and solicitation. There were no bad debt write-offs related to trade receivables for the year ended June 30, 2017 and 2016.

#### 5. PLEDGES RECEIVABLE

Pledges receivable are scheduled for payment to the Organization as follows during the years ending June 30:

2018 2019 2020 2021	\$	691,607 539,300 9,250 350
Less: Discount on pledges receivable Less: Allowance for uncollectible pledges		1,240,507 (8,298) (61,424)
	<u>\$</u>	1,170,785

## 6. PROGRAM RIGHTS

Program rights consisted of the following at June 30:

	<u>2017</u>	<u>2016</u>
Acquisition costs Current year amortization	\$ 2,787,247 (1,729,705)	\$ 2,738,565 (1,649,520)
Total program rights Less: Current portion	1,057,542 (791,228)	 1,089,045 (816,351)
Long-term portion of program rights	\$ 266,314	\$ 272,694

## 7. PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at June 30:

	<u>2017</u>	<u>2016</u>
Land and land improvements Buildings Transmitter, antennae, and tower Satellite interconnection system Studio and technical equipment Furniture and fixtures Computer and related equipment Other equipment	\$ 1,180,067 15,199,898 3,726,726 400,039 8,885,126 842,329 825,498 610,727	\$ 1,180,067 15,042,790 3,901,724 682,035 10,996,249 820,606 1,143,777 518,086
Construction-in-progress	 55,11 <u>2</u>	 72,856
Less: Accumulated depreciation	\$ 31,725,522 (24,782,256) 6,943,266	\$ 34,358,190 (26,943,842) 7,414,348

The National Telecommunications and Information Administration (NTIA) has liens against certain property purchased in 2007 and 2012 with the proceeds from a NTIA grant. The terms of the lien extend ten years and expire in September 2017 and 2022. Equipment purchased with this grant totaled approximately \$1,066,000.

#### 8. INVESTMENTS

## Composition

The Organization's investments consisted of the following at June 30:

	<u>2017</u>	<u>2016</u>
Cash equivalents Equity mutual funds Fixed income mutual funds Real estate funds	\$ 128,478 8,523,812 3,445,229 248,301	\$ 100,070 8,601,523 2,264,911 16,656
	<u>\$ 12,345,820</u>	\$ 10,983,160

#### **Net Investment Income**

The Organization's net investment income consisted of the following for the years ended June 30:

	<u>2017</u>	<u>2016</u>
Dividends and interest Net realized and unrealized gains (losses)	\$ 276,241 1,121,341	\$ 130,835 (63,298)
	\$ 1,397,582	\$ 67,537

### 9. OTHER INVESTMENT

During the year ended June 30, 2012, WXXI entered into an agreement with eight other public broadcasting corporations (members) to form Centralcast, LLC (the LLC). The LLC was formed exclusively to further the charitable purposes of its members. Members of the LLC have ownership percentages ranging from 10% to 22%. WXXI's ownership percentage is 12% and its investment in the LLC is accounted for under the cost method. At June 30, 2017 and 2016, the Organization's investment in the LLC was \$264,808 and \$231,475, respectively.

### 10. FAIR VALUE OF FINANCIAL INSTRUMENTS

The Organization's investments and split-interest agreements are measured at fair value on a recurring basis using the following input levels at June 30, 2017:

	Level 1	Level 2	<u>Level 3</u>	<u>Total</u>
Cash equivalents	\$ 135,555	\$ -	\$ -	\$ 135,555
Equity mutual funds	8,545,392	-	-	8,545,392
Fixed income mutual funds	3,461,330	-	-	3,461,330
Real estate funds	248,301			248,301
	\$ 12,390,578	\$ -	<u>\$</u>	\$ 12,390,578

# 10. FAIR VALUE OF FINANCIAL INSTRUMENTS (Continued)

The Organization's investments and split-interest agreements are measured at fair value on a recurring basis using the following input levels at June 30, 2016:

	Level 1	Level 2	Level 3	<u>Total</u>
Cash equivalents	\$ 124,576	\$ -	\$ -	\$ 124,576
Equity mutual funds	8,626,494	-	-	8,626,494
Fixed income mutual funds	2,267,220	-	-	2,267,220
Real estate funds	17,647			17,647
	<u>\$ 11,035,937</u>	<u> </u>	<u>\$</u>	\$ 11,035,937

Fair value of the Organization's equity mutual funds, fixed income mutual funds, government agency mutual funds, and real estate investment trust are determined based on quoted market prices. There have been no changes to valuation techniques during the years ended June 30, 2017 and 2016.

The interest rate swap agreement is measured at fair value on a recurring basis utilizing the following input levels at June 30, 2017:

	Level 1	Level 2	Level 3	<u>Total</u>
Interest rate swap	\$ 	\$ (13,920)	\$ _	\$ (13,920)

The interest rate swap agreement is measured at fair value on a recurring basis utilizing the following input levels at June 30, 2016

	Level 1			Level 2	Level 3		<u>Total</u>
Interest rate swap	\$ -	9	3	(142,007)	\$	 \$	(142,007)

The fair value of the interest rate swap agreement is based on estimates obtained from an intermediary bank. The intermediary bank values the agreement based on the expected cash flows from each transaction between WXXI and the intermediary bank, which are subject to the interest rate swap agreement using relevant mid-market data inputs and based on the assumption of no unusual market conditions or forced liquidation.

The fair value of the Organizations' interest rate swap contract was as follows at June 30:

	<u>Description</u>	<u>Location</u>	<u>Amount</u>
2017	Interest rate swap contract	Long-term liabilities	\$ (13,920)
2016	Interest rate swap contract	Long-term liabilities	\$ (142,007)

# 10. FAIR VALUE OF FINANCIAL INSTRUMENTS (Continued)

The effect of derivative instruments on the consolidated statements of activities and change in net assets for the years ended June 30 was as follows:

	<u>Description</u>	Location of Gain (Loss) Recognized (Effective Portion)	Amount of Gain (Loss) Recognized (Effective <u>Portion)</u>
2017	Gain on interest rate swap contract	Non-operating revenue (loss)	<u>\$ 128,087</u>
2016	Loss on interest rate swap contract	Non-operating revenue (loss)	\$ (134,77 <u>5</u> )

#### 11. ENDOWMENT

#### Composition

The Organization's endowment consists of donor-restricted permanent endowment funds, earnings on donor-restricted permanent endowment funds, and amounts designated by the Board of Trustees for specific program purposes. As required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions. The Organization's endowment funds are classified as unrestricted, temporarily restricted, and permanently restricted in the accompanying consolidated statements of financial position.

The Organization's endowment consisted of the following at June 30:

	<u>2017</u>	<u>2016</u>
Unrestricted (board designated) Temporarily restricted Permanently restricted	\$ 5,114,445 1,855,712 5,375,663	\$ 4,759,335 1,323,162 4,900,663
	\$ 12,345,820	\$ 10,983,160

#### Interpretation of Relevant Law

The Organization's Board of Trustees has interpreted the applicable provisions of New York Not-for-Profit Corporation Law (the Law) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. The remaining portion of the donor-restricted endowment fund that is not classified as permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Board of Trustees in a manner consistent with the standard of prudence prescribed by the Law.

#### **Funds with Deficiencies**

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the capital preservations level required by the Law. There were no such deficiencies at June 30, 2017 and 2016.

### 11. ENDOWMENT (Continued)

#### **Return Objectives and Risk Parameters**

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of board-designated funds that the Organization must contribute towards the operation of the Organization. Under this policy, as approved by the Board of Trustees, the endowment assets are invested in a manner that is intended to produce results that exceed an appropriate market index rate of return while assuming a moderate level of investment risk. The Organization expects its endowment funds, over time, to provide an average rate of return of approximately 5% over the rate of inflation. Actual returns in any given period may vary from this amount.

#### **Strategies Employed for Achieving Objectives**

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

### **Spending Policy and Related Investment Objectives**

The Organization has a policy of appropriating for distribution to support its operations each year amounts based on 5% of its endowment fund's moving 20-quarter market value average. In establishing this policy, the Organization considered the long-term expected return on its endowment. This is consistent with the Organization's objective to preserve principal, while providing a sustainable source of income for the Organization's operation.

The Law allows the Board of Trustees to expend net appreciation of endowment investments. The Board of Trustees must consider the long and short-term needs of the Organization in carrying out its purposes, its present and anticipated financial requirements, expected total return on its investments, price level trends, and general economic conditions when determining the amount to expend. The Organization believes that its total return spending policy meets New York State requirements.

## 11. ENDOWMENT (Continued)

### **Annual Activity**

The Organization's endowment experienced the following changes during the years ended June 30, 2017 and 2016:

	Unrestricted (Board <u>Designated)</u>	Temporarily <u>Restricted</u>	Permanently <u>Restricted</u>	<u>Total</u>
Balance - July 1, 2015	\$ 5,099,487	\$ 1,524,824	\$ 4,862,182	\$ 11,486,493
Net investment gain Contributions Appropriation of assets	16,862 -	42,198 -	38,481	59,060 38,481
for expenditure	(357,014)	(243,860)		(600,874)
Balance - June 30, 2016	4,759,335	1,323,162	4,900,663	10,983,160
Net investment gain Unappropriated earnings on endowment Contributions Appropriation of assets for expenditure	651,537	-	-	651,537
	- -	797,160 -	475,000	797,160 475,000
	(296,427)	(264,610)	<del>_</del>	(561,037)
Balance - June 30, 2017	<u>\$ 5,114,445</u>	<u>\$ 1,855,712</u>	\$ 5,375,663	\$ 12,345,820

#### 12. SPLIT-INTEREST AGREEMENTS

# Composition

The underlying assets of the Organization's split-interest agreements consisted of the following at June 30:

	<u>2017</u>	<u>2016</u>
Cash equivalents Equity mutual funds Fixed income mutual funds Real estate funds	\$ 7,077 21,580 16,101	\$ 24,506 24,971 2,309 991
	\$ 44,758	\$ 52,777

### **Split-Interest Agreements' Liability**

The Organization has recorded a liability at an amount equal to the estimated present value of payments that the Organization is required to make to specific beneficiaries under the terms of these arrangements and was \$28,539 and \$28,753 at June 30, 2017 and 2016, respectively. The expected liability for payments to the annuitants is based on factors established at the time of the gift and is updated annually based on the estimated present value of the liability and the primary beneficiaries' estimated remaining life expectancy.

#### 13. FINANCING ARRANGEMENTS

#### **Lines of Credit**

At June 30, 2017 and 2016, WXXI had a \$3,000,000 revolving line of credit with a bank. Borrowings on this line of credit bear interest at the 30-day LIBOR plus 1.65% (2.88% at June 30, 2017) and are secured by WXXI's equipment, fixtures, inventories, and receivables. There were no amounts outstanding on this line of credit at June 30, 2017 and 2016.

The Little may borrow up to \$10,000 under the terms of an annually renewable line of credit arrangement with a bank. Amounts borrowed bear interest at the bank's prime rate plus 1.75% (6.00% at June 30, 2017). There were no amounts outstanding under the terms of this arrangement at June 30, 2017 and 2016.

#### **Long-Term Debt**

Long-term debt consisted of the following at June 30:

	<u>2017</u>	<u>2016</u>
Mortgage payable to a bank in monthly installments of principal ranging from \$7,260 to \$10,096, plus interest, through April 2023, when a balloon payment equal to the principal amount outstanding is due. This mortgage bears interest at the 30-day LIBOR plus 1.65% (2.88% at June 30, 2017) and is collateralized by property located at 280 State Street, Rochester, New York.	\$ 3,119,475	\$ 3,220,660
Notes payable to banks in aggregate monthly installments of \$1,760, including interest ranging from 0% to 2.0%, through August 2021. These notes are collateralized by the related vehicles.	43,846	 65,968
Less: Current portion	 3,163,321 (122,116)	 3,286,628 (123,307)
	\$ 3,041,205	\$ 3,163,321

Future minimum principal payments on long-term debt are as follows for the years ending June 30:

2018	\$ 122,116
2019	122,343
2020	113,990
2021	113,372
2022	117,159
Thereafter	 2,574,341
	\$ 3,163,321

### **Interest Rate Swap Agreement**

WXXI has entered into an interest rate swap agreement to reduce the impact of changes in interest rates on its floating rate mortgage payable. This agreement effectively changed WXXI's interest rate exposure on this obligation from a floating rate equal to the 30-day LIBOR rate plus 1.65% to a fixed rate of 3.65%. The notional amount of the swap was \$2,230,793 and \$2,300,471 at June 30, 2017 and 2016, respectively. This agreement expires in May 2023.

# 13. FINANCING ARRANGEMENTS (Continued)

#### Interest

Interest expense and interest paid under the terms of all of WXXI's financing arrangements was \$110,579 and \$107,519 during the years ended June 30, 2017 and 2016, respectively.

#### **Financial Covenants**

WXXI's mortgage with the bank contains various covenants, including a minimum debt service coverage ratio and a minimum unrestricted investment balance of \$3,500,000. At June 30, 2017, WXXI was not in compliance with the debt service coverage ratio. This instance of noncompliance was waived by the bank on a one-time basis. WXXI was in compliance with these covenants at June 30, 2016.

#### 14. RETIREMENT PLAN

WXXI participates in contributory retirement plans administered by the Teachers Insurance Annuity Association of America (TIAA) and College Retirement Equities Fund (CREF) for substantially all employees. WXXI's policy is to accrue the costs of these defined contribution benefits as they are incurred. Total expense charged to operations relating to these plans was approximately \$389,000 and \$333,000 for the years ended June 30, 2017 and 2016, respectively.

WXXI has also established deferred compensation plans in accordance with sections 457(b) and 457(f) of the Internal Revenue Service Code and entered into participation agreements with its president and executive vice-president under the terms of the plans. WXXI has recorded a liability of \$448,022 and \$365,064 at June 30, 2017 and 2016, respectively, in connection with these plans, which is included in contracts payable in the accompanying consolidated statements of financial position. The amounts accrued through June 30, 2017 are funded with TIAA/CREF. These funds are included in long-term investments in the accompanying consolidated statements of financial position.

### 15. COMMITMENTS

#### Leases

WXXI leases land for its transmission tower, transmitting equipment, and building space that contains production facilities under the terms of various operating leases. The Little also leases parking space and building space under the terms of a separate lease. Future minimum rental commitments under the terms of all leases are as follows for the years ending June 30:

2018	\$ 97,725
2019	86,813
2020	80,164
2021	65,786
2022	4,750
Thereafter	33,250
	\$ 368,488

Rent expense under the terms of these lease arrangements was approximately \$112,000 and \$108,000 for the years ended June 30, 2017 and 2016, respectively.

# 16. SUBSEQUENT EVENTS

Subsequent events have been evaluated through September 22, 2017, which is the date the consolidated financial statements were available to be issued.

# CONSOLIDATING STATEMENT OF FINANCIAL POSITION JUNE 30, 2017

		/XXI Public roadcasting <u>Council</u>	Т	The Little heatre Film ociety, Inc.	<u>E</u>	liminations		<u>Total</u>
ASSETS								
CURRENT ASSETS:								
Cash	\$	1,261,109	\$	130,016	\$	-	\$	1,391,125
Receivables -								
Government		174,153		-		-		174,153
Current portion of pledges receivable, net of allowance		628,948		27,034		-		655,982
Other, net  Due from affiliate		1,767,520 363,878		73,399		(363,878)		1,840,919
Current portion of note receivable from affiliate		11,192		_		(303,878)		-
Current portion of program rights, net of accumulated amortization		791,228		_		(11,132)		791,228
Prepaid expenses and other current assets		137,644		39,827				177,471
Total current assets		5,135,672		270,276		(375,070)		5,030,878
OTHER ASSETS:								
Property and equipment, net		5,415,860		1,527,406		-		6,943,266
Pledges receivable, net of current portion, discount, and allowance		493,706		21,097		-		514,803
Note receivable from affiliate, net of current portion		519,047		-		(519,047)		
Program rights, net of current portion and accumulated amortization		266,314		-		-		266,314
Split-interest agreements		44,758		- 125,593		-		44,758
Investments Other investment		12,220,227 264,808		125,595		-		12,345,820 264,808
Total other assets		19,224,720		1,674,096		(519,047)		20,379,769
Total assets	\$	24,360,392	\$	1,944,372	\$	(894,117)	\$	25,410,647
LIABILITIES AND NET ASSETS								
CURRENT LIABILITIES:								
Accounts payable and accrued expenses	\$	652,590	\$	70,656	\$	-	\$	723,246
Current portion of note payable to affiliate		-		11,192		(11,192)		-
Current portion of long-term debt		122,116		-		-		122,116
Deferred revenue		243,974		9,984		<del>-</del>		253,958
Due to affiliate		45.055		363,878		(363,878)		45.055
Current portion of split-interest agreements		15,355	-	<u> </u>		<del></del>	_	15,355
Total current liabilities	_	1,034,035		455,710		(375,070)	_	1,114,675
LONG-TERM LIABILITIES:								
Long-term debt, net of current portion		3,041,205		-		-		3,041,205
Note payable to affiliate, net of current portion		-		519,047		(519,047)		40 404
Split-interest agreements, net of current portion Contracts payable, net of current portion		13,184 448,022		-		-		13,184 448,022
Interest rate swap contract		13,920		-		-		13,920
Total long-term liabilities		3,516,331		519,047		(519,047)		3,516,331
Total liabilities		4,550,366		974,757		(894,117)		4,631,006
NET ASSETS:		.,,		,,		(:,)	_	.,,
Unrestricted		7,989,608		739,765		_		8,729,373
Temporarily restricted		6,504,755		169,850		-		6,674,605
Permanently restricted		5,315,663		60,000				5,375,663
Total net assets		19,810,026		969,615				20,779,641
Total liabilities and net assets	\$	24,360,392	\$	1,944,372	\$	(894,117)	\$	25,410,647

# CONSOLIDATING STATEMENT OF FINANCIAL POSITION JUNE 30, 2016

	WXXI Public Broadcasting <u>Council</u>	The Little Theatre Film Society, Inc.	Eliminations	<u>Total</u>
ASSETS				
CURRENT ASSETS:				
Cash	\$ 1,012,606	\$ 138,979	\$ -	\$ 1,151,585
Receivables -				
Government	497,791	-	-	497,791
Current portion of pledges receivable, net of allowance	908,291	68,715	-	977,006
Other, net	1,399,177	82,421	-	1,481,598
Due from affiliate	253,780	-	(253,780)	-
Current portion of note receivable from affiliate	10,647	-	(10,647)	-
Costs incurred for programs not yet broadcast	95,000	-	-	95,000
Current portion of program rights, net of accumulated amortization	816,351 157,317	38,948	-	816,351 196,265
Prepaid expenses and other current assets	<u> </u>		<u></u>	
Total current assets	5,150,960	329,063	(264,427)	5,215,596
OTHER ASSETS:				
Property and equipment, net	5,878,038	1,536,310	-	7,414,348
Pledges receivable, net of current portion, discount, and allowance	1,183,460	68,566	-	1,252,026
Note receivable from affiliate, net of current portion	530,239	-	(530,239)	-
Program rights, net of current portion and accumulated amortization	272,694	-	-	272,694
Split-interest agreements	52,777	-	-	52,777
Investments	10,867,526	115,634	-	10,983,160
Other investment	231,475			231,475
Total other assets	19,016,209	1,720,510	(530,239)	20,206,480
Total assets	\$ 24,167,169	\$ 2,049,573	\$ (794,666)	\$ 25,422,076
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES:				
Accounts payable and accrued expenses	\$ 559,549	\$ 58,129	\$ -	\$ 617,678
Current portion of note payable to affiliate	-	10,647	(10,647)	-
Current portion of long-term debt	123,307	-	-	123,307
Deferred revenue	1,860	12,021	-	13,881
Due to affiliate	-	253,780	(253,780)	-
Current portion of split-interest agreements	14,735		<del>-</del>	14,735
Total current liabilities	699,451	334,577	(264,427)	769,601
LONG-TERM LIABILITIES:				
Long-term debt, net of current portion	3,163,321	-	-	3,163,321
Note payable to affiliate, net of current portion	-	530,239	(530,239)	-
Split-interest agreements, net of current portion	14,018	-	-	14,018
Contracts payable, net of current portion	365,064	-	-	365,064
Interest rate swap contract	142,007			142,007
Total long-term liabilities	3,684,410	530,239	(530,239)	3,684,410
Total liabilities	4,383,861	864,816	(794,666)	4,454,011
NET ASSETS:				
Unrestricted	9,023,143	798,028	-	9,821,171
Temporarily restricted	5,919,502	326,729	-	6,246,231
Permanently restricted	4,840,663	60,000		4,900,663
T ( )	19,783,308	1,184,757	_	20,968,065
Total net assets	19,700,000	1,104,101		20,000,000

# CONSOLIDATING STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED JUNE $30,\,2017$

	WXXI Public Broadcasting Council							
	<u>U</u>	nrestricted		emporarily Restricted		ermanently Restricted		<u>Total</u>
REVENUE:								
Contributions	\$	1,603,336	\$	2,062,059	\$	475,000	\$	4,140,395
Membership income		3,043,127		-		-		3,043,127
Corporation for Public Broadcasting grants		1,366,681		198,439		-		1,565,120
New York State Department of Education grants		1,478,095		-		-		1,478,095
Box office sales				-		-		
Investment income allocated to operations		560,000		-		-		560,000
Café and concession sales		-		-		-		-
Rental and other income		185,267		-		-		185,267
Other grants		276,521		-		-		276,521
Auction		143,202		-		-		143,202
In-kind contributions		29,455		-		-		29,455
Split-interest agreements		2 200 657		10,000		-		10,000
Satisfaction of purpose/time restrictions		2,390,657		(2,390,657)		<u>-</u>	_	<u>-</u>
Total revenue		11,076,341		(120,159)		475,000		11,431,182
EXPENSES:								
Program services -								
Programming and production		6,299,439						6,299,439
Broadcasting		1,963,927		-		-		1,963,927
Program information		483,341		-		-		483,341
Frogram information	-	400,041	-			<u></u>		400,041
Total program services		8,746,707		<u>-</u>				8,746,707
Supporting services -								
Fundraising and development:								
Membership and other development		1,315,304		-		-		1,315,304
Auction		120,769		-		-		120,769
Underwriting		470,218		-		-		470,218
Management and general		1,902,671		<u> </u>		<u>-</u>		1,902,671
Total supporting services		3,808,962						3,808,962
Total expenses		12,555,669		_		_		12,555,669
Total experiess		,,					_	
CHANGE IN NET ASSETS FROM OPERATIONS		(1,479,328)		(120,159)		475,000		(1,124,487)
NON-OPERATING REVENUE (LOSS):								
Capital grants and contributions		-		172,441		_		172,441
Investment income, net of amount allocated to operations		613,096		797,581		_		1,410,677
Accumulated endowment earnings allocated to operations		(295,390)		(264,610)		_		(560,000)
Gain on interest rate swap contract		128,087						128,087
Total non-operating revenue (loss)		445,793		705,412		<u> </u>		1,151,205
CHANGE IN NET ASSETS		(1,033,535)		585,253		475,000		26,718
NET ASSETS - beginning of year		9,023,143		5,919,502		4,840,663		19,783,308
NET ASSETS - end of year	\$	7,989,608	\$	6,504,755	\$	5,315,663	\$	19,810,026

		The	e Little Theatre	Film So	ciety, Inc.						
<u>U</u>	Inrestricted		emporarily estricted	Permanently <u>Restricted</u> <u>Total</u>				<u>Eli</u>	minations		<u>Total</u>
\$	87,881 340,935	\$	14,375 -	\$	-	\$	102,256 340,935	\$	(8,440) (8,000)	\$	4,234,211 3,376,062
	-		- 28,500		-		- 28,500		-		1,565,120 1,506,595
	596,342		20,300		-		596,342		-		596,342
	1,037		-		-		1,037		-		561,037
	435,074		-		-		435,074		(2,336)		432,738
	12,482		-		-		12,482		-		197,749 276,521
	-		_		-		-		-		143,202
	-		-		-		-		-		29,455
	-		(074 000)		-		-		-		10,000
	271,906		(271,906)		<u> </u>		<u>-</u>				<u> </u>
	1,745,657		(229,031)		<u>-</u>		1,516,626		(18,776)		12,929,032
	1,556,478		_		_		1,556,478		(33,758)		7,822,159
	-		-		-		-		-		1,963,927
-	<u>-</u>		<u> </u>				<u>-</u>		<u>-</u>		483,341
	1,556,478		<u>-</u>		<u>-</u>		1,556,478		(33,758)		10,269,427
	424 204						424 204				4 440 005
	134,391		-		-		134,391		-		1,449,695 120,769
	-		_		-		-		(11,776)		458,442
	117,947						117,947		<u>-</u>		2,020,618
	252,338		<u>-</u>		<u>-</u>		252,338		(11,776)	_	4,049,524
	1,808,816		<u> </u>		<u>-</u>		1,808,816		(45,534)		14,318,951
	(63,159)		(229,031)		<u>-</u>		(292,190)		26,758		(1,389,919)
			64,422				64,422				236,863
	5,933		7,730		-		13,663		(26,758)		1,397,582
	(1,037)		-		-		(1,037)		-		(561,037)
			<u>-</u>	-					<u> </u>		128,087
	4,896		72,152		<u>-</u>		77,048		(26,758)		1,201,495
	(58,263)		(156,879)		-		(215,142)		-		(188,424)
	798,028		326,729		60,000		1,184,757		<u>-</u>		20,968,065
\$	739,765	\$	169,850	\$	60,000	\$	969,615	\$		\$	20,779,641

# CONSOLIDATING STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED JUNE 30, 2016

			V	VXXI Public Broa	adcastir	ng Council		_
	<u>U</u>	<u>nrestricted</u>		emporarily Restricted		ermanently Restricted		<u>Total</u>
REVENUE:								
Contributions	\$	1,457,141	\$	1,267,443	\$	38,481	\$	2,763,065
Membership income		3,402,917		25,000		-		3,427,917
Corporation for Public Broadcasting grants		1,424,024		269,411		-		1,693,435
New York State Department of Education grants		1,491,642		-		-		1,491,642
Box office sales		-		-		-		-
Investment income allocated to operations		382,023		243,680		-		625,703
Café and concession sales		-		-		-		-
Rental and other income		136,372		-		-		136,372
Other grants		264,305		-		-		264,305
Auction		209,788		-		-		209,788
In-kind contributions		43,635		-		-		43,635
Split-interest agreements		-		4,750		-		4,750
Satisfaction of purpose/time restrictions		2,676,397		(2,676,397)		<u>-</u>		<u>-</u>
Total revenue		11,488,244		(866,113)		38,481		10,660,612
EXPENSES:								
Program services -								
Programming and production		6,619,412		-		-		6,619,412
Broadcasting		1,539,573		-		-		1,539,573
Program information		447,751		<del>-</del>		<u>-</u>		447,751
Total program services		8,606,736				<u>-</u>		8,606,736
Supporting services -								
Fundraising and development:								
Membership and other development		1,338,612		-		-		1,338,612
Auction		209,788		-		-		209,788
Underwriting		456,092		-		-		456,092
Management and general		1,694,219		<del>-</del>		<u>-</u>		1,694,219
Total supporting services		3,698,711		<u>-</u>		<u>-</u>		3,698,711
Total expenses		12,305,447		<u>-</u>		<u>-</u>		12,305,447
CHANGE IN NET ASSETS FROM OPERATIONS		(817,203)		(866,113)		38,481		(1,644,835)
NON-OPERATING REVENUE (LOSS):								
Capital grants and contributions		-		1,980,171		-		1,980,171
Investment income, net of amount allocated to operations		27,140		40,397		-		67,537
Accumulated endowment earnings allocated to operations		(357,014)		(243,680)		-		(600,694)
Loss on interest rate swap contract		(134,775)				<u>-</u>		(134,775)
Total non-operating revenue (loss)		(464,649)		1,776,888		<u>-</u>		1,312,239
CHANGE IN NET ASSETS		(1,281,852)		910,775		38,481		(332,596)
NET ASSETS - beginning of year		10,304,995		5,008,727		4,802,182	_	20,115,904
NET ASSETS - end of year	\$	9,023,143	\$	5,919,502	\$	4,840,663	\$	19,783,308

		The Little Theatre Film Society, Inc.									
<u>L</u>	<u> Jnrestricted</u>	Temporarily <u>Restricted</u>			Permanently <u>Restricted</u>		<u>Total</u>	<u>Elii</u>	<u>minations</u>		<u>Total</u>
\$	109,674	\$	114,354	\$	-	\$	224,028	\$	(4,860)	\$	2,982,233
	328,135		-		-		328,135		-		3,756,052
	-		-		-		-		-		1,693,435
	-		23,500		-		23,500		-		1,515,142
	568,726		-		-		568,726		(900)		567,826
	2,270		-		-		2,270		(27,279)		600,694
	409,482		-		-		409,482		(1,358)		408,124
	15,195		-		-		15,195		(560)		151,007
	-		-		-		-		-		264,305
	-		-		-		-		-		209,788
	-		-		-		-		-		43,635
	-		-		-		-		-		4,750
	445,890		(445,890)				<u> </u>	-	<u> </u>	-	<u>-</u>
	1,879,372		(308,036)		<u>-</u>		1,571,336		(34,957)		12,196,991
	4 500 075						4 500 075		(00.000)		0.400.040
	1,536,875		-		-		1,536,875		(33,039)		8,123,248
	-		-		-		-		-		1,539,573
	<u>-</u>		<u>-</u>		<u>-</u>		<del>_</del>	-	<u>-</u>		447,751
	1,536,875		<u>-</u>				1,536,875		(33,039)		10,110,572
									(222)		
	116,540		-		-		116,540		(560)		1,454,592
	-		-		-		-		- (4.050)		209,788
	117.000		-		-		117 000		(1,358)		454,734
	117,990		<u>-</u>		<u>-</u>		117,990	-	<u>-</u>		1,812,209
	234,530				<u>-</u>		234,530		(1,918)		3,931,323
	1,771,405						1,771,405		(34,957)		14,041,895
	107,967		(308,036)		<u> </u>		(200,069)		<u>-</u>		(1,844,904)
	_		321,477		_		321,477		_		2,301,648
	-		, <u>-</u>		-		, -		-		67,537
	-		-		_		-		-		(600,694)
									<u>-</u>		(134,775)
			321,477		<u>-</u>		321,477		<u>-</u>	_	1,633,716
	107,967		13,441		-		121,408		-		(211,188)
	690,061		313,288		60,000		1,063,349		<u>-</u>		21,179,253
\$	798,028	\$	326,729	\$	60,000	\$	1,184,757	\$		\$	20,968,065

# CONSOLIDATING STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2017

	XXI Public roadcasting Council	Th	he Little eatre Film ciety, Inc.	Elimina	ations		<u>Total</u>
CASH FLOW FROM OPERATING ACTIVITIES:							
Change in net assets	\$ 26,718	\$	(215,142)	\$	-	\$	(188,424)
Adjustments to reconcile change in net assets							
to net cash flow from operating activities:							
Capital grants and contributions	(172,441)		(64,422)		-		(236,863)
Permanently restricted contributions	(475,000)		-		-		(475,000)
Provision for doubtful accounts	14,743		-		-		14,743
Change in pledge discount	(17,646)		(1,032)		-		(18,678)
Depreciation	738,060		168,086		-		906,146
Loss on disposal of property and equipment	56		-		-		56
Change in value of split-interest agreements, net	7,805		-		-		7,805
Gain on investments, net	(1,115,389)		-		-		(1,115,389)
Gain on interest rate swap contract	(128,087)		-		-		(128,087)
Changes in:	400.040		(70.007)				00.000
Receivables	166,246		(76,337)		-		89,909
Due (from) to affiliate	(110,098)		110,098		-		-
Costs incurred for programs not yet broadcast	95,000		-		-		95,000
Program rights	31,503		- (070)		-		31,503
Prepaid expenses and other current assets	19,673		(879)		-		18,794
Accounts payable and accrued expenses	93,041 242,114		12,527 (2,037)		-		105,568 240,077
Deferred revenue	 242,114		(2,037)			-	240,077
Net cash flow from operating activities	 (583,702)		(69,138)				(652,840)
CACLLELOW EDOM INVESTING ACTIVITIES							
CASH FLOW FROM INVESTING ACTIVITIES:	(075,000)		(450, 400)				(425 420)
Purchases of property and equipment	(275,938)		(159,182)		-		(435,120)
Proceeds from sale (purchases) of investments, net Purchase of other investment	(237,312) (33,333)		(9,959)		-		(247,271) (33,333)
Purchase of other investment	 (33,333)		<u>-</u>	-	<del>_</del>	_	(33,333)
Net cash flow from investing activities	 (546,583)		(169,141)				(715,724)
CASH FLOW FROM FINANCING ACTIVITIES:							
Repayment of long-term debt	(123,307)		_		_		(123,307)
Proceeds (issuance) of note receivable (from) to affiliate, net	10,647		(10,647)		_		(.20,00.)
Change in contracts payable	82,958		(.0,0)		_		82,958
Receipt of capital grants and contributions	933,490		239,963		_		1,173,453
Receipt of permanently restricted contributions	475,000		_		_		475,000
,							
Net cash flow from financing activities	 1,378,788		229,316				1,608,104
CHANGE IN CASH	248,503		(8,963)		-		239,540
CASH - beginning of year	 1,012,606		138,979				1,151,585
CASH - end of year	\$ 1,261,109	\$	130,016	\$		\$	1,391,125

# CONSOLIDATING STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2016

	VXXI Public roadcasting <u>Council</u>	The	he Little eatre Film ciety, Inc.	Elimina	ations		<u>Total</u>
CASH FLOW FROM OPERATING ACTIVITIES:							
Change in net assets	\$ (332,596)	\$	121,408	\$	-	\$	(211,188)
Adjustments to reconcile change in net assets							
to net cash flow from operating activities:							
Capital grants and contributions	(1,980,171)		(321,477)		-		(2,301,648)
Permanently restricted contributions	(38,481)		-		-		(38,481)
Provision for doubtful accounts	165,169		-		-		165,169
Change in pledge discount	(9,638)		(609)		-		(10,247)
Depreciation	842,155		186,046		-		1,028,201
(Gain) loss on disposal of property and equipment	(60)		7,750		-		7,690
Change in value of split-interest agreements, net	16,682		-		-		16,682
Gain on investments, net	63,298		_		_		63,298
Loss on interest rate swap contract	134,775		_		_		134,775
Changes in:	101,110						101,770
Receivables	19,790		160,553		_		180,343
Due (from) to affiliate	95,161		(95,161)				100,040
Costs incurred for programs not yet broadcast	23,234		(95, 101)		_		23,234
, ,	(31,024)		-		-		(31,024)
Program rights	, ,		- (47 572)		-		
Prepaid expenses and other current assets	4,668		(17,572)		-		(12,904)
Accounts payable and accrued expenses	(206,302)		(25,090)		-		(231,392)
Deferred revenue	 <u>-</u>		(4,999)		<del>_</del>		(4,999)
Net cash flow from operating activities	 (1,233,340)		10,849			_	(1,222,491)
CARLE COM FROM INDIFFERENCE ACTIVITIES							
CASH FLOW FROM INVESTING ACTIVITIES:	(454.055)		(000 004)				(=== 4.40)
Purchases of property and equipment	(451,357)		(299,091)		-		(750,448)
Proceeds from disposal of property and equipment	3,350		-		-		3,350
Proceeds from sale (purchases) of investments, net	665,902		(19,470)		-		646,432
Purchase of other investment	 (51,316)		<u>-</u>		<del>_</del>		(51,316)
Net cash flow from investing activities	 166,579		(318,561)			_	(151,982)
CACH ELOW EDOM EINANGING ACTIVITIES							
CASH FLOW FROM FINANCING ACTIVITIES:	F7 000						F7 000
Proceeds from issuance of long-term debt	57,693		-		-		57,693
Repayment of long-term debt	(116,553)		-		-		(116,553)
Proceeds (issuance) of note receivable (from) to affiliate, net	10,129		(10,129)		-		<u>-</u>
Change in contracts payable	(1,017)				-		(1,017)
Receipt of capital grants and contributions	876,670		239,963		-		1,116,633
Receipt of permanently restricted contributions	 38,481		<u> </u>		<u>-</u>		38,481
Net cash flow from financing activities	 865,403		229,834	-	<u>-</u>		1,095,237
CHANGE IN CASH	(201,358)		(77,878)		-		(279,236)
CASH - beginning of year	 1,213,964		216,857				1,430,821
CASH - end of year	\$ 1,012,606	\$	138,979	\$		\$	1,151,585

SCHEDULE OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2017

					WXXI Public Bro	adcasting Coun	cil
		Program	Services		s	upporting Servic	es
	Programming and <u>Production</u>	Broadcasting	Program <u>Information</u>	Total Program <u>Services</u>	Membership and Other <u>Development</u>	Auction and Station <u>Events</u>	<u>Underwriting</u>
Salaries and wages Payroll taxes and employee benefits Program acquisition	\$ 2,433,299 652,455 1,698,203	\$ 482,587 177,928	\$ 229,450 77,426	\$ 3,145,336 907,809 1,698,203	\$ 451,056 143,798	\$ 50,274 25,022	\$ 347,163 85,720
Contract services Depreciation Occupancy	512,856 252,980 22,882	260,667 370,411 483,340	24,603 13,290	798,126 636,681 506,222	125,568 12,908	8,231 12,196	18,007 8,494
Program production Film and production Premiums	292,503 2,151	- 12	2,839 18	295,342 2,181	23,747 39 207,103	-	- - - 285
Rental and maintenance of equipment Memberships	25,278 172,524	82,343 1,271	17,798 1,599	125,419 175,394	4,403 7,386	- - 95	2,889
Cost of goods sold Interconnections Telephone	13,998 19,105	65,105 27,464	- - 1,578	79,103 48,147	- 1,836	- 354	- - 577
Printing and publications Direct mail Interest	19,233 - -	3,665 - -	57,518 - -	80,416 - -	23,178 130,148	365 1,569	1,363 - -
Postage Bank charges Professional services, excluding in-kind contributions	2,336	-	16,193 - -	18,529 - -	60,487 62,438 3,300	733 4,310 -	561 55 -
Advertising In-kind contributions Travel	5,811 12,000 17,717	- - 5,084	20,349 17,455 19	26,160 29,455 22,820	1,927 - 6,396	3,444	- - 3,710
Office supplies Stationwide training	12,896 1,064	1,229	2,639 270	16,764 1,334	6,713 79	311	902
Shipping Other	880 34,268	1,259 1,562	7 290	2,146 36,120	1,546 41,248	13,865	492
COSTS INCURRED FOR PROGRAMS	6,204,439	1,963,927	483,341	8,651,707	1,315,304	120,769	470,218
NOT YET BROADCAST - beginning of year  COSTS INCURRED FOR PROGRAMS	95,000	-	-	95,000	-	-	-
NOT YET BROADCAST - end of year							
	\$ 6,299,439	\$ 1,963,927	\$ 483,341	\$ 8,746,707	<u>\$ 1,315,304</u>	\$ 120,769	\$ 470,218

The Little Theatre Film Society,	. Inc.
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Supportin	g Services								
Management and <u>General</u>	Total Supporting <u>Services</u>	<u>Total</u>	Program <u>Services</u>	Management and General	Fundraising and Development	<u>Total</u>	<u>Eliminations</u>	<u>Total</u>	<u>%</u>
\$ 1,019,488	\$ 1,867,981	\$ 5,013,317	\$ 484,708	\$ 39,829	\$ 56,509	\$ 581,046	\$ -	\$ 5,594,363	39.08
295,781	550,321	1,458,130	97,768	2,333	11,910	112,011	_	1,570,141	10.97
200,701	-	1,698,203	-	2,000		-	_	1,698,203	11.86
193,496	345,302	1,143,428	80,599	54,206	1,500	136,305	(10,356)	1,269,377	8.87
67,781	101,379	738,060	168,086	-	-	168,086	-	906,146	6.33
-	-	506,222	124,472	213	_	124,685	_	630,907	4.41
4,060	27,807	323,149	47,833	-	_	47,833	_	370,982	2.59
6	45	2,226	231,493	-	_	231,493	-	233,719	1.63
25	207,413	207,413	-	-	39,183	39,183	(8,420)	238,176	1.66
21,039	25,442	150,861	37,283	-	-	37,283	-	188,144	1.31
20,017	30,387	205,781	60	200	-	260	-	206,041	1.44
-	-	-	163,756	-	-	163,756	-	163,756	1.14
3,036	3,036	82,139	-	-	-	-	-	82,139	0.57
8,475	11,242	59,389	5,576	4,052	135	9,763	-	69,152	0.48
11,719	36,625	117,041	10,710	6,229	3,989	20,928	-	137,969	0.96
-	131,717	131,717	-	-	-	-	-	131,717	0.92
110,579	110,579	110,579	26,758	-	-	26,758	(26,758)	110,579	0.77
3,050	64,831	83,360	9,505	857	8,916	19,278	-	102,638	0.72
36,019	102,822	102,822	22,887	1,162	6,864	30,913	-	133,735	0.93
51,368	54,668	54,668	-	-	-	-	-	54,668	0.38
-	5,371	31,531	32,137	-	-	32,137	-	63,668	0.44
-	-	29,455	-	-	-	-	-	29,455	0.21
15,388	25,494	48,314	4,660	-	2,114	6,774	-	55,088	0.38
-	7,926	24,690	998	6,975	68	8,041	-	32,731	0.23
6,800	6,879	8,213	-	-	-	-	-	8,213	0.06
158	1,704	3,850	-	-	-	-	-	3,850	0.03
34,386	89,991	126,111	7,189	1,891	3,203	12,283	<u>-</u>	138,394	0.97
1,902,671	3,808,962	12,460,669	1,556,478	117,947	134,391	1,808,816	(45,534)	14,223,951	99.34
-	-	95,000	-	-	-	-	-	95,000	0.66
<del>_</del>		<del>_</del>	<del>-</del>				<del>-</del>		<u> </u>
\$ 1,902,671	\$ 3,808,962	\$ 12,555,669	\$ 1,556,478	\$ 117,947	\$ 134,391	\$ 1,808,816	\$ (45,534)	\$ 14,318,951	100.00

SCHEDULE OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2016

	WXXI Public Broadcasting Council									
		Program	Supporting Services							
	Programming and <u>Production</u>	Broadcasting	Program <u>Information</u>	Total Program <u>Services</u>	Fundraising and <u>Development</u>	<u>Underwriting</u>				
Salaries and wages	\$ 2,483,244	\$ 440,488	\$ 173,737	\$ 3,097,469	\$ 604,972	\$ 321,493				
Payroll taxes and employee benefits	622,166	147,900	66,430	836,496	171,672	80,120				
Program acquisition	1,703,798	-	-	1,703,798	-	-				
Contract services	506,294	207,930	32,713	746,937	149,540	16,643				
Depreciation	254,802	464,167	13,367	732,336	24,578	8,979				
Occupancy	257,456	85,066	23,876	366,398	45,282	15,123				
Program production	340,553	84	3,086	343,723	10,889	-				
Film and production	-	-	-	-	-	-				
Premiums	-	-	-	-	202,258	652				
Rental and maintenance of equipment	57,181	103,327	-	160,508	3,500	-				
Memberships	159,058	966	1,984	162,008	6,779	2,567				
Cost of goods sold	-	-	-	-	25,448	-				
Telephone and telecommunications	44,585	73,051	2,049	119,685	4,122	1,320				
Printing and publications	20,662	3,925	72,375	96,962	12,625	2,297				
Direct mail	-	-	-	-	119,668	-				
Interest	-	588	-	588	-	-				
Postage	2,105	7	13,688	15,800	61,480	655				
Bank charges	-	-	-	-	66,939	-				
Professional services, excluding in-kind contributions	-	-	-	-	6,990	-				
Advertising	34,512	-	13,635	48,147	10,161	-				
In-kind contributions	12,000	-	28,135	40,135	-	-				
Travel	15,640	8,284	52	23,976	6,987	3,168				
Office supplies	22,377	956	1,776	25,109	2,312	299				
Stationwide training	6,442	976	605	8,023	1,277	408				
Shipping	3,532	1,715	-	5,247	234	172				
Other	49,771	143	243	50,157	10,687	2,196				
	6,596,178	1,539,573	447,751	8,583,502	1,548,400	456,092				
COSTS INCURRED FOR PROGRAMS NOT YET BROADCAST - beginning of year	118,234	-	-	118,234	-	-				
COSTS INCURRED FOR PROGRAMS NOT YET BROADCAST - end of year	(95,000)			(95,000)						
	\$ 6,619,412	\$ 1,539,573	\$ 447,751	\$ 8,606,736	\$ 1,548,400	\$ 456,092				

Supporting Services  Management Total Supporting General Services		•															
		Supporting	<u>Total</u>		Program <u>Services</u>		Management and General		Fundraising and <u>Development</u>			<u>Total</u>	<u>Eliminations</u>			<u>Total</u>	<u>%</u>
\$	859,631	\$ 1,786,096	\$	4,883,565	\$	469,470	\$	36,714	\$	43,653	\$	549,837	\$	-	\$	5,433,402	38.69
	295,323	547,115		1,383,611		89,325		2,406		7,222		98,953		-		1,482,564	10.56
	-	-		1,703,798		-		-		-		-		-		1,703,798	12.13
	137,157	303,340		1,050,277		65,736		58,467		5,663		129,866		(900)		1,179,243	8.40
	76,262	109,819		842,155		186,046		-		-		186,046		-		1,028,201	7.32
	46,279	106,684		473,082		110,473		3,823		-		114,296		-		587,378	4.18
	-	10,889		354,612		42,522		-		-		42,522		-		397,134	2.83
	-	-		-		263,376		-		-		263,376		-		263,376	1.88
	-	202,910		202,910		-		-		32,165		32,165		(560)		234,515	1.67
	21,488	24,988		185,496		36,767		588		-		37,355		-		222,851	1.59
	17,425	26,771		188,779		270		307		125		702		-		189,481	1.35
	-	25,448		25,448		184,483		-		-		184,483		-		209,931	1.50
	7,589	13,031		132,716		5,396		4,228		120		9,744		-		142,460	1.01
	916	15,838		112,800		8,964		5,924		6,814		21,702		-		134,502	0.96
	-	119,668		119,668		-		-		-		-		-		119,668	0.85
	106,931	106,931		107,519		27,279		-		-		27,279		(27,279)		107,519	0.77
	3,607	65,742		81,542		7,216		1,083		9,173		17,472		-		99,014	0.71
	11,275	78,214		78,214		13,723		408		10,083		24,214		-		102,428	0.73
	62,312	69,302		69,302		-		-		-		-		-		69,302	0.49
	-	10,161		58,308		17,110		118		-		17,228		(4,860)		70,676	0.50
	-	-		40,135		-		-		-		-		_		40,135	0.29
	15,570	25,725		49,701		2,412		-		1,224		3,636		-		53,337	0.38
	4,868	7,479		32,588		3,283		3,924		47		7,254		-		39,842	0.28
	1,355	3,040		11,063		-		_		-		-		-		11,063	0.08
	40	446		5,693		_		-		-		-		-		5,693	0.04
	26,191	39,074		89,231		3,024				251		3,275		(1,358)		91,148	0.65
	1,694,219	3,698,711	1:	2,282,213		1,536,875		117,990		116,540		1,771,405		(34,957)		14,018,661	99.84
	-	-		118,234		-		-		-		-		-		118,234	0.84
_	<u>-</u>			(95,000)		<u>-</u>			_		_				_	(95,000)	(0.68)
\$	1,694,219	\$ 3,698,711	\$ 1:	2,305,447	\$	1,536,875	\$	117,990	\$	116,540	\$	1,771,405	\$	(34,957)	\$	14,041,895	100.00