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Financial Statements for the Years Ended June 30, 2018 and 2017 and Independent Auditors' Report





#### INDEPENDENT AUDITORS' REPORT

The Board of Directors of University Radio Foundation, Inc.:

We have audited the accompanying financial statements of University Radio Foundation, Inc. (the "Organization") which comprise the statements of financial position as of June 30, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

## Management's Responsibility for the Financial Statements

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

### Auditors' Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including 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 Organization'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 Organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

#### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of University Radio Foundation, Inc. as of June 30, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with generally accepted accounting principles in the United States of America.

Certified Public Accountants October 25, 2018

Charlotte. NC

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# STATEMENTS OF FINANCIAL POSITION JUNE 30, 2018 AND 2017

<u>ASSETS</u>	<u>2018</u>			<u>2017</u>
CURRENT ASSETS:				
Cash and cash equivalents	\$	465,049	\$	945,526
Restricted cash and cash equivalents		26,470		34,569
Pledges receivable, net		900,041		882,793
Accounts receivable, net		278,160		281,473
Prepaid expenses and other current assets		150,322		94,412
Total current assets		1,820,042		2,238,773
PROPERTY AND EQUIPMENT, NET		390,491		286,313
OTHER ASSETS:				
Pledges receivable, net		-		23,000
Note receivable, net		202,303		-
Investments		3,981,553		3,682,494
Total other assets		4,183,856		3,705,494
TOTAL	\$	6,394,389	\$	6,230,580
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES:				
Accounts payable	\$	192,981	\$	129,535
Accrued expenses		218,971		172,962
Deferred revenue		66,653		65,784
Total current liabilities		478,605		368,281
ACCRUED RENT		23,552		39,276
NET ASSETS:				
Unrestricted		4,763,418		4,852,661
Temporarily restricted		1,128,814		970,362
Total net assets		5,892,232		5,823,023
TOTAL	\$	6,394,389	\$	6,230,580

STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

	Year Ended June 30, 2018				Year Ended June 30, 2017					
			Τe	emporarily				Te	mporarily	
	U	nrestricted	F	Restricted	 Total	U	nrestricted	R	estricted	 Total
REVENUE, SUPPORT, AND RECLASSIFICATIONS:										
Contributions	\$	3,152,182	\$	885,511	\$ 4,037,693	\$	2,855,016	\$	837,621	\$ 3,692,637
Corporation for Public Broadcasting		303,816		-	303,816		308,768		-	308,768
Underwriting fees		2,339,851		-	2,339,851		2,084,899		-	2,084,899
Return on investments, net		312,430		-	312,430		418,506		-	418,506
Other income		47,509		-	47,509		41,204		-	41,204
Reclassifications:										
Contributions and grants released										
from time or purpose restrictions		727,059		(727,059)	 -		700,409		(700,409)	 
Total revenue, support and reclassifications		6,882,847		158,452	 7,041,299		6,408,802		137,212	 6,546,014
EXPENSES:										
Program services:										
Programming and production		2,796,361		-	2,796,361		2,446,748		-	2,446,748
Broadcast engineering		429,537		-	429,537		448,304		-	448,304
Program information		391,464		-	 391,464		282,406		-	282,406
Total program services		3,617,362		-	 3,617,362		3,177,458			3,177,458
Supporting services:										
General and administrative		950,170		-	950,170		733,367		-	733,367
Fundraising		1,525,038		-	1,525,038		1,170,266		-	1,170,266
Underwriting and grants		879,520		_	 879,520		847,817		_	 847,817
Total support services		3,354,728			 3,354,728		2,751,450			 2,751,450
Total expenses		6,972,090			 6,972,090		5,928,908			5,928,908
CHANGE IN NET ASSETS		(89,243)		158,452	69,209		479,894		137,212	617,106
NET ASSETS, BEGINNING OF YEAR		4,852,661		970,362	 5,823,023		4,372,767		833,150	 5,205,917
NET ASSETS, END OF YEAR	\$	4,763,418	\$	1,128,814	\$ 5,892,232	\$	4,852,661	\$	970,362	\$ 5,823,023

See notes to financial statements.

# STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2018

Year Ended June	30.	. 2018
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		Program					
	Program and	Broadcast	Program	General and		Underwriting	
	Production	Engineering	Information	Administrative	Fundraising	and Grants	Total
Salaries and wages	\$ 1,296,356	\$ 119,350	\$ 167,149	\$ 556,537	\$ 392,921	\$ 59,582	\$ 2,591,895
Payroll taxes	91,308	8,849	7,897	43,566	22,526	4,164	178,310
Employee benefits	96,751	7,224	9,590	25,961	22,395	5,935	167,856
Retirement plan contributions	54,624	5,868	9,053	17,372	9,687	1,792	98,396
Professional fees	30,535	5,793	18,629	89,366	47,472	766,259	958,054
Program fees	859,583	844	-	-	-	-	860,427
Outreach and promotion	4,570	-	28,605	1,322	85,502	62	120,061
Office expenses	7,375	449	1,020	14,648	3,298	1,178	27,968
Computer and IT	9,840	45,903	1,240	5,273	346,252	5,262	413,770
Occupancy	146,295	136,150	15,753	48,671	29,458	9,048	385,375
Postage and printing	2,557	316	9,802	2,435	112,105	273	127,488
Travel and entertainment	38,867	2,009	24,512	35,677	34,419	1,626	137,110
Conferences and meetings	4,537	860	50	30,809	653	860	37,769
Depreciation and amortization	19,844	60,528	5,198	4,666	1,865	1,667	93,768
Insurance	14,068	6,259	1,017	11,163	2,856	780	36,143
Dues and subscriptions	97,690	475	310	15,232	22	8,844	122,573
Bad debt expense	-	-	-	-	263,006	-	263,006
Miscellaneous	21,561	28,660	91,639	47,472	150,601	12,188	352,121
Total expenses	\$ 2,796,361	\$ 429,537	\$ 391,464	\$ 950,170	\$ 1,525,038	\$ 879,520	\$ 6,972,090

# STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2017

Year Ended June 30, 2017 Program Supporting Underwriting Program and Broadcast Program General and Production Engineering Information Administrative Fundraising and Grants Total Salaries and wages \$ 1,098,231 \$ 102,776 129,242 425,899 284,522 33,950 \$ 2,074,620 75,773 Payroll taxes 6,984 9.020 39,268 17,536 2,131 150,712 **Employee** benefits 103,305 11,053 9,380 17,981 25,289 2,893 169,901 Retirement plan contributions 56,613 5,963 6,086 9,736 14,218 263 92,879 6,259 28,741 715,871 Professional fees 13.844 3,000 32,436 800,151 Program fees 828,017 43,161 4,905 876,083 Outreach and promotion 95,357 4.858 24.327 6.088 130,630 Office expenses 1,829 428 476 13,747 1,403 948 18,831 Computer and IT 10.273 23.660 452 4.591 105.708 4.371 149.055 Occupancy 113,908 136,535 11,134 33,693 34,498 35,718 365,486 120 2,575 158,969 Postage and printing 1,119 154,493 662 Travel and entertainment 17,201 2,060 520 29,590 14,029 64 63,464 Conferences and meetings 2,540 1,362 6,405 5,240 65 15,612 7,053 113,164 Depreciation and amortization 26,328 68,661 6,224 2,637 2,261 Insurance 12,556 13,865 1,669 8.908 4,582 3,291 44,871 71,265 Dues and subscriptions 463 432 13.505 4,850 4.147 94,662 Bad debt expense 219,795 219,795 Miscellaneous 24,954 9.088 79.615 86,416 148.768 41,182 390,023 2,446,748 448,304 282,406 Total expenses 733,367 1,170,266 847,817 5,928,908

See notes to financial statements.

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

	<u>2018</u>	<u>2017</u>		
CASH FLOWS FROM OPERATING ACTIVITIES:				
Change in net assets	\$ 69,209	\$ 617,106		
Adjustments to reconcile change in net assets				
to net cash from operating activities:				
Change in allowance for pledges and accounts receivable	(7,639)	33,825		
Depreciation and amortization	93,768	113,164		
Realized gain on investments	(138,493)	(15,431)		
Unrealized gain on investments	(48,950)	(301,405)		
Changes in operating assets and liabilities:				
Pledges receivable	9,582	(148,991)		
Accounts receivable	7,122	(63,364)		
Promissory note receivable	(202,303)	-		
Prepaid expenses and other current assets	(55,910)	67,182		
Accounts payable	63,446	199		
Accrued expenses	46,009	43,095		
Deferred revenue	869	17,669		
Accrued rent	(15,724)	 (10,053)		
Net cash provided by (applied to) operating activities	(179,014)	 352,996		
CASH FLOWS FROM INVESTING ACTIVITIES:				
Net change in investments	(111,616)	(89,630)		
Purchases of property and equipment	(197,946)	(48,682)		
Net cash applied to investing activities	(309,562)	(138,312)		
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(488,576)	214,684		
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	980,095	765,411		
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 491,519	\$ 980,095		

NOTES TO FINANCIAL STATEMENTS FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

### 1. SUMMARY OF OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES

<u>Operations</u> - University Radio Foundation, Inc. ("WFAE" or the "Organization") operates independent public radio stations located in Charlotte (WFAE-FM) and Hickory (WFHE-FM), North Carolina.

<u>Financial Statement Presentation</u> - The net assets of the Organization and changes therein are classified and reported as follows:

Unrestricted net assets - Net assets that are not restricted by donors or for which donor-imposed restrictions have expired

Temporarily restricted net assets - Net assets that contain donor-imposed time or purpose restrictions that have not currently been met.

*Permanently restricted net assets* - Net assets that contain donor-imposed restrictions stipulating that the amounts be maintained by the Organization in perpetuity. As of June 30, 2018 and 2017, the Organization had no permanently restricted net assets.

<u>Use of Accounting Estimates</u> - The preparation of financial statements in conformity with generally accepted accounting principles in the United States of America requires management to make estimates and assumptions that affect the reported amounts of certain assets and liabilities and disclosures. Accordingly, the actual amounts could differ from those estimates. Any adjustments applied to estimated amounts are recognized in the year in which such adjustments are determined.

<u>Cash and Cash Equivalents</u> - The Organization considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. The Organization maintains cash deposits with financial institutions that, at times, may exceed federally insured limits.

<u>Restricted Cash and Cash Equivalents</u> - The Organization receives donations that are restricted for the compensation of its interns and are included in the Sarrow Fund in the temporarily restricted net assets.

<u>Pledges Receivable</u> - Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if restrictions expire in the same fiscal year. All other donor-restricted net assets are reported as temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets. Contributions receivable are recorded at their net realizable value. An allowance for uncollectible pledges receivable is provided based on management's review of outstanding receivables and prior collection history.

Accounts Receivable - The Organization extends credit to its underwriters. By their nature, accounts receivable involve risk, including the credit risk of nonpayment by the underwriter. Accounts receivable are considered past due based on contractual and invoice terms. The Organization maintains allowances (\$16,424 and \$20,233 as of June 30, 2018 and 2017, respectively) which management believes are adequate to absorb estimated losses to be incurred in realizing the recorded amounts of its accounts receivable. These allowances are determined by management through review of outstanding receivables and prior collection history. Accounts deemed uncollectible are charged against the allowance for doubtful accounts.

Note Receivable - The Organization was assigned a promissory note by a donor with a principal amount of \$400,000 during the year ended June 30, 2018. The note bears interest at 7% and payments on the note will begin December 1, 2019 with a final payment due November 1, 2027. The Organization recorded the note at a net realizable value of \$202,302.

<u>Property and Equipment</u> - Property and equipment that is purchased is recorded at cost. Property and equipment that is contributed is recorded at approximate fair value at the time of donation. Depreciation and amortization are computed using straight-line methods based on the estimated useful lives of the respective assets. The Organization has determined that items purchased with a value exceeding \$1,000 are to be treated as capitalized assets.

<u>Investments</u> - Investments are recorded at fair value with realized and unrealized gains and losses included in the statement of activities as increases or decreases in unrestricted net assets, unless their use is temporarily or permanently restricted by explicit donor stipulations. The fair value of investment securities is determined by reference to exchange or dealer-quoted market prices. If a quoted market price is not available, fair value is estimated using quoted market prices for similar investment securities.

<u>Deferred Revenue</u> - Underwriting and marketing fees received for the next fiscal year are deferred and will be recognized when earned in that year.

<u>Accrued Rent</u> - The Organization recognizes lease expense on a straight-line basis over the term of the respective lease. Accrued rent arises from leases that provide for lease payments that differ from a straight-line basis.

<u>Revenue Recognition</u> - The Organization recognizes contributions that are given unconditionally in the period the contributions are received or promised, whichever is earlier. Pledges receivable are recorded net of estimated uncollectible amounts and discounted to net present value when applicable.

The Organization may receive contributions of cash or other assets which it reports as temporarily restricted support if such contributions are received with donor restrictions that limit the use of the donated assets. When a donor restriction is satisfied, temporarily restricted net assets are reclassified to unrestricted net assets. Contributions of assets other than cash are recorded at their estimated fair value.

Underwriting revenue is recognized as services are performed.

<u>Donated Services and Goods</u> - The Organization receives donated services and goods and engages in trade transactions, in the ordinary course of business. Such transactions involve donation of goods or services or the exchange of underwriting time for certain goods or services. These goods and services are recorded at the estimated market value of the related goods or services received on the date that they are received. These goods and services are recorded as support in the accompanying statements of activities and in the corresponding functional expense category on the accompanying statement of functional expenses and totaled approximately \$208,000 and \$235,000 for the years ended June 30, 2018 and 2017, respectively.

Many individuals volunteer their time and perform a variety of tasks that assist the Organization with program services, management and general, and fundraising efforts. The value of this contributed time does not meet the criteria for recognition of donated services and, accordingly, is not reflected as support in the accompanying financial statements.

<u>Income Taxes</u> - The Organization is a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code and, therefore, no provision for income taxes has been recognized in the accompanying financial statements.

The Organization records liabilities for income tax positions taken or expected to be taken when those positions are deemed uncertain to be upheld in an examination by taxing authorities. No liabilities for uncertain income tax positions were recorded as of June 30, 2018 and 2017.

<u>Advertising Expense</u> - The Organization expenses the cost of advertising as incurred. The accompanying statements of activities include advertising expense in the amount of approximately \$26,000 and \$5,000 for the years ended June 30, 2018 and 2017, respectively.

<u>Functional Expense Classification</u> - The Organization's functional expense classification and allocation policy is based on a review of the current organizational structure, and the identification, reclassification and allocation of certain employee, facility, and departmental expenses, which serve multiple functional areas.

<u>Subsequent Events</u> - In preparing its financial statements, the Organization has evaluated subsequent events through October 25, 2018, which is the date the financial statements were available to be issued.

## 2. PLEDGES RECEIVABLE

Pledges outstanding consisted of the following as of June 30, 2018 and 2017:

	<u>2018</u>	<u>2017</u>		
Due in less than one year Due in 1 to 5 years Subtotal Less allowance for uncollectible pledges	\$ 998,678 	\$ 985,260 23,000 1,008,260 102,467		
Pledges receivable, net Current portion, net	900,041 900,041	905,793 882,793		
Long-term, net	<u>\$</u>	\$ 23,000		

#### 3. INVESTMENTS

Investments consisted of the following funds as of June 30, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Money Market Funds Fixed-Income Funds Equity Funds Exchange-Traded Products	\$ 53,120 1,689,428 1,890,105 348,900	\$ 37,189 1,253,692 2,052,012 339,601
Total	<u>\$ 3,981,553</u>	\$ 3,682,494

Generally accepted accounting principles in the United States of America establish a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are described as follows:

The inputs used for valuing investments are summarized in the three broad levels listed below:

- Level 1 quoted prices in active markets for identical assets
- Level 2 other significant observable inputs either directly or indirectly (including quoted prices for similar securities, interest rates, yield curves, credit risk, etc.)
- Level 3 significant unobservable inputs

The inputs or methodology used for valuing investments are not necessarily an indication of the risk associated with investing in those investments.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at June 30, 2018.

- Money Market Funds: Valued at the net asset value ("NAV") per share which is \$1 per share.
- Mutual Funds (Fixed-Income and Equity Funds): Valued at the NAV of the shares held by the Organization at year end, as listed on publicly traded exchanges.
- Exchange-Traded Products: Valued at an index, a commodity or a basket of assets like an index fund that is listed on publicly traded exchanges.

The inputs or methodology used for valuing investments are not necessarily an indication of the risk associated with investing in those investments. The following is a summary of the valuations as of June 30, 2018 and 2017 for the Organization's investments based upon the three levels defined above.

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of June 30, 2018:

	Level 1	<u>Lev</u>	<u>rel 2</u>	Lev	<u>el 3</u>	<u>Total</u>
Money Market Funds	\$ 53,120	\$	-	\$	-	\$ 53,120
Fixed-Income Funds	1,689,428		-		-	1,689,428
Equity Funds	1,890,105		-		-	1,890,105
Exchange-Traded Products	 348,900		<u>-</u>		<u>-</u>	 348,900
Total	\$ 3,981,553	\$	<u>-</u>	\$	<u>=</u>	\$ 3,981,553

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of June 30, 2017:

	-	Level 1	Lev	<u>rel 2</u>	Lev	<u>el 3</u>	<u>Total</u>
Money Market Funds	\$	37,189	\$	-	\$	-	\$ 37,189
Fixed-Income Funds		1,253,692		-		-	1,253,692
Equity Funds		2,052,012		-		-	2,052,012
Exchange-Traded Products		339,601				<u> </u>	 339,601
Total	\$	3,682,494	\$	<u>-</u>	\$	<u>=</u>	\$ 3,682,494

Return on investments in the accompanying statement of activities is comprised of the following for the years ended June 30, 2018 and 2017, respectively:

	<u>2018</u>			<u>2017</u>		
Realized gains Unrealized gains Interest Dividends	\$	138,493 48,872 - 125,065	\$	15,431 301,405 5 101,665		
Total	<u>\$</u>	312,430	\$	418,506		

## 4. PROPERTY

Property consisted of the following as of June 30, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Land	\$ 28,432	\$ 28,432
Transmitters, antenna, and tower	1,348,960	1,203,941
Equipment- studio and broadcast	714,585	674,188
Furniture and fixtures	318,044	310,327
Leasehold improvements	95,781	95,781
Subtotal	2,505,802	2,312,669
Less accumulated depreciation and amortization	<u>2,115,311</u>	2,026,356
Total, net	\$ 390,491	\$ 286,313

## 5. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets available for future periods or purposes consisted of the following as of June 30, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Subscription, memberships, and other pledges	\$ 1,102,344	\$ 905,793
Grants	-	30,000
Sarrow Fund	 26,470	 34,569
Total	\$ 1,128,814	\$ 970,362

Net assets are released from donor restrictions by satisfaction of time and purpose. Restrictions released during the years ended June 30, 2018 and 2017 consisted of the following:

	<u>2018</u>		<u>2017</u>	
Subscription, memberships, and other pledges	\$	688,960	\$	692,975
Grants		30,000		-
Sarrow Fund		8,099		7,434
Total	\$	727,059	\$	700,409

#### LINE OF CREDIT

The Organization has a line of credit agreement with a bank for an amount up to \$500,000. The line of credit is secured by substantially all assets, is payable in full on demand and renews annually. Interest is payable monthly at the bank's prime rate (5.0% as of June 30, 2018) plus 1%, subject to a floor of 5.00%. The line of credit expires on April 17, 2019. There were no outstanding borrowings under this agreement as of June 30, 2018 and 2017.

#### 7. LEASE COMMITMENTS

The Organization leases building space and a transmitter from unrelated third parties under agreements classified as operating leases. Rent expense under these agreements totaled approximately \$266,000 and \$248,000 for the years ended June 30, 2018 and 2017, respectively.

Approximate future minimum lease payments under the operating leases as of June 30, 2018 are as follows:

Year ending June 30:
2019 \$ 287,000
2020 42,000
2021 3,000

## 8. RETIREMENT PLAN

The Organization maintains a 403(b) retirement plan (the "Plan"), which covers full time employees of the Organization that have been employed for at least one year. The Plan requires employees to contribute 6% of salary following the completion of one year of service. The Organization makes discretionary contributions. Discretionary contributions were made by the Organization for the years ended June 30, 2018 and 2017 totaling approximately \$98,000 and \$93,000, respectively.

#### 9. RELATED PARTY TRANSACTIONS

Total minimum lease payments

During the years ended June 30, 2018 and 2017, the Organization received contributions from the Board of Directors and employees totaling approximately \$74,000 and \$90,000, respectively.

332,000