



WAY-FM MEDIA GROUP, INC.

Financial Statements  
With Independent Auditors' Report

June 30, 2017 and 2016

# WAY-FM MEDIA GROUP, INC.

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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
WAY-FM Media Group, Inc.  
Colorado Springs, Colorado

We have audited the accompanying financial statements of WAY-FM Media Group, Inc., (WAY-FM) which comprise the statements of financial position as of June 30, 2017 and 2016, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

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

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

### *Auditors' 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 WAY-FM'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 WAY-FM'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.

Board of Directors  
WAY-FM Media Group, Inc.  
Colorado Springs, Colorado

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of WAY-FM Media Group, Inc., as of June 30, 2017 and 2016, and the changes in its net assets and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Capin Crouse LLP*

Colorado Springs, Colorado  
October 30, 2017

# WAY-FM MEDIA GROUP, INC.

## Statements of Financial Position

	June 30,	
	2017	2016
<b>ASSETS:</b>		
Cash and cash equivalents	\$ 4,534,209	\$ 4,130,448
Investments–restricted	16,923	1,012,876
Prepaid expenses and other assets	275,817	277,465
Note receivable	112,860	113,071
Radio broadcast licenses	12,543,637	12,543,637
Land, buildings, and equipment–net	2,732,150	2,812,327
<b>Total Assets</b>	<b>\$ 20,215,596</b>	<b>\$ 20,889,824</b>
<b>LIABILITIES AND NET ASSETS:</b>		
Liabilities:		
Accounts payable and other liabilities	\$ 292,570	\$ 286,221
Accrued expenses	447,253	565,232
Deferred revenue	336,344	630,214
Notes payable–net	7,958,790	9,368,628
	9,034,957	10,850,295
Net assets:		
Unrestricted:		
Operating	3,862,185	4,042,652
Equity in land, buildings, and equipment, and radio broadcast licenses	7,316,997	5,987,336
	11,179,182	10,029,988
Temporarily restricted–video projects and other	1,457	9,541
	11,180,639	10,039,529
<b>Total Liabilities and Net Assets</b>	<b>\$ 20,215,596</b>	<b>\$ 20,889,824</b>

See notes to financial statements

# WAY-FM MEDIA GROUP, INC.

## Statements of Activities

	Year Ended June 30,					
	2017			2016		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
<b>OPERATING:</b>						
<b>SUPPORT AND REVENUE:</b>						
Contributions	\$ 12,424,627	\$ 64,100	\$ 12,488,727	\$ 11,848,785	\$ 147,853	\$ 11,996,638
Broadcast revenue	1,247,947	-	1,247,947	1,096,877	-	1,096,877
Concert series	882,243	-	882,243	1,104,721	-	1,104,721
Non-cash donations	502,876	-	502,876	441,386	-	441,386
Other income	164,030	-	164,030	512,854	-	512,854
<b>Total Support and Revenue</b>	<b>15,221,723</b>	<b>64,100</b>	<b>15,285,823</b>	<b>15,004,623</b>	<b>147,853</b>	<b>15,152,476</b>
<b>NET ASSETS RELEASED:</b>						
Purpose restrictions	72,184	(72,184)	-	382,376	(382,376)	-
<b>EXPENSES:</b>						
Program services	9,062,375	-	9,062,375	9,099,854	-	9,099,854
Supporting activities:						
General and administrative	3,236,352	-	3,236,352	2,994,345	-	2,994,345
Fund-raising	1,845,986	-	1,845,986	1,592,342	-	1,592,342
<b>Total Expenses</b>	<b>14,144,713</b>	<b>-</b>	<b>14,144,713</b>	<b>13,686,541</b>	<b>-</b>	<b>13,686,541</b>
<b>Change in Net Assets</b>	<b>1,149,194</b>	<b>(8,084)</b>	<b>1,141,110</b>	<b>1,700,458</b>	<b>(234,523)</b>	<b>1,465,935</b>
<b>Net Assets, Beginning of Year</b>	<b>10,029,988</b>	<b>9,541</b>	<b>10,039,529</b>	<b>8,329,530</b>	<b>244,064</b>	<b>8,573,594</b>
<b>Net Assets, End of Year</b>	<b>\$ 11,179,182</b>	<b>\$ 1,457</b>	<b>\$ 11,180,639</b>	<b>\$ 10,029,988</b>	<b>\$ 9,541</b>	<b>\$ 10,039,529</b>

See notes to financial statements

# WAY-FM MEDIA GROUP, INC.

## Statements of Cash Flows

	Year Ended June 30,	
	2017	2016
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Change in net assets	\$ 1,141,110	\$ 1,465,935
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation and amortization	534,784	511,958
Discount on note payable	-	(34,309)
Change in operating assets and liabilities:		
Prepaid expenses and other assets	1,648	106,534
Accounts payable and accrued expenses	(111,630)	157,823
Deferred revenue	(293,870)	552,206
Net Cash Provided by Operating Activities	1,272,042	2,760,147
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Purchases of land, buildings, and equipment	(435,513)	(584,262)
Purchases of radio broadcast licenses	-	(1,934,500)
Proceeds from sale of investments	995,953	495,105
Issuance of note receivable	-	(113,105)
Collection of note receivable	211	34
Net Cash Provided (Used) by Investing Activities	560,651	(2,136,728)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Payments of capitalized loan fees	(16,538)	-
Principal payments on notes payable	(1,412,394)	(1,112,942)
Proceeds from borrowings of notes payable	-	1,739,959
Net Cash Provided (Used) by Financing Activities	(1,428,932)	627,017
Net Change in Cash and Cash Equivalents	403,761	1,250,436
Cash and Cash Equivalents, Beginning of Year	4,130,448	2,880,012
Cash and Cash Equivalents, End of Year	\$ 4,534,209	\$ 4,130,448
<b>SUPPLEMENTAL DISCLOSURE:</b>		
Cash paid for interest (none capitalized)	\$ 351,500	\$ 409,237
Refinance of notes payable	\$ 6,578,719	\$ -

See notes to financial statements

# WAY-FM MEDIA GROUP, INC.

## Notes to Financial Statements

June 30, 2017 and 2016

### 1. NATURE OF ORGANIZATION:

WAY Media, Inc. d.b.a WAY-FM Media Group, Inc. (WAY-FM) is a nonprofit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC) and comparable state laws. However, WAY-FM is subject to federal income tax on any unrelated business taxable income. In addition WAY-FM is not classified as a private foundation within the meaning of Section 509(a) of the IRC.

WAY-FM was organized for the purpose of establishing and operating Christian radio stations across America as well as internet radio offerings, podcasts, and videos that extend our reach online. At June 30, 2017, WAY-FM operated the following radio stations:

<u>Location and Stations</u>	
Charleston, SC - WAYA 100.9	New Johnsonville, TN - WAYW
Mt Pleasant, SC 101.3	Auburn, AL 91.9
Huntsville, AL - WAYH 88.1	Chattanooga, TN - 104.7
Gadsden, AL - WAYU 91.1	Montgomery, AL - 102.3
Birmingham, AL - 89.9	Owensboro, KY - 91.3
Denver, CO - KXWA 101.9	Brush, CO - KBWA 89.1
Colorado Springs, CO - 99.3	Weldona, CO - KFWA 103.1
Fort Myers/Naples, FL - WAYJ 89.5	Loveland, CO - KCWA 93.9
Punta Gorda, FL - 100.5	Pueblo/Rye, CO - KRWA 90.9
New Albany, IN - WAYK 105.9	Trinidad, CO - KJWA 89.7
Louisville, KY - WAYI 104.3	Rome, GA - 90.3
Evansville, IN - 91.9	Spokane, WA - 89.1
Nashville, TN - WAYM 88.7	Cleveland, TN - 89.3
Clarksville, TN - WAYQ 88.3	Central City, KY - 91.5
Bowling Green, KY - WAYD 88.1	Murray, KY - 106.1
Tallahassee, FL - WAYT 88.1	Stuart, FL 96.7
Panama City, FL - WAYP 88.3	West Palm/Ft. Lauderdale, FL - WAYF 88.1
Portland, OR - 104.5	Dallas/Ft Worth - KAWA 89.7
Wichita, KS - KYWA 90.7	

WAY-FM is a non-profit, faith-based, and donor-supported organization that uses media in a culturally relevant way to influence this generation to love and follow Jesus. Since 1987, WAY-FM remains a leader in the radio and media industry. We accomplish our mission primarily with award-winning on-air communicators, today's best contemporary Christian music, compelling social media content, and online listening formats. WAY-FM's contemporary Christian music radio stations are intentional about challenging this generation of listeners and users to live out their faith in authentic and practical ways to make a difference in their community. Our results are best demonstrated by our local involvement that positively and tangibly impacts every community's youth and young adult culture we serve in. In 2012, WAY-FM's President/Founder and Board announced the WAY Media 2020 Vision, focused on impacting 10 million people throughout the world by the end of this decade. This goal will be reached through the combined growth of WAY-FM's radio stations, digital properties, and new international initiatives.



# WAY-FM MEDIA GROUP, INC.

## Notes to Financial Statements

June 30, 2017 and 2016

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

WAY-FM maintains its accounts and prepares its financial statements on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America. The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts and disclosures at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could vary from the estimates that were assumed in preparing the financial statements. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

#### CASH AND CASH EQUIVALENTS

Cash and cash equivalents consist of short-term, highly liquid investments with an original maturity term of three months or less. These accounts from time to time exceed federally insured limits; however, WAY-FM has not experienced any losses on these accounts and does not believe it is exposed to any significant risk.

#### INVESTMENTS

Investments consist of a certificate of deposit with a maturity greater than ninety days. During the year ended June 30, 2017, the certificate matured and an additional certificate with a maturity date of February 2018 was purchased. The certificate is carried at cost including any interest that has been capitalized or rolled into the current value, the certificate is not subject to market fluctuations and is not subject to the Fair Value Measurements Topic of the FASB ASC.

#### RADIO BROADCAST LICENSES

Radio broadcast licenses are recorded at cost. WAY-FM has determined these licenses have an indefinite life, as renewing the licenses does not carry any specific requirements. If an intangible asset is determined to have an indefinite useful life, it shall not be amortized until its useful life is determined to be no longer indefinite. WAY-FM tests the licenses on an annual basis for impairment as no amortization is being recorded. Management has evaluated the radio broadcast licenses for impairment and no impairment was identified as of June 30, 2017 and 2016.

#### LAND, BUILDINGS, AND EQUIPMENT—NET

Land, buildings, and equipment—net are recorded at cost if purchased or fair value if contributed and include improvements that significantly add to utility or extend useful lives. Costs of maintenance and repairs are charged to expenses as incurred. Depreciation is recorded using the straight-line method to allocate cost over the estimated useful lives, which range from five to thirty-nine years. When depreciable assets are disposed of, the cost and related accumulated depreciation are removed from the accounts, and any gain or loss is included in support and revenue for the period. Purchases in excess of \$2,000 are capitalized.

# WAY-FM MEDIA GROUP, INC.

## Notes to Financial Statements

June 30, 2017 and 2016

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued:

#### NET ASSETS

The net assets of WAY-FM are reported in the following classes:

*Unrestricted net assets* are currently available at the discretion of the board for use in WAY-FM's operations and those resources invested in land, buildings, and equipment and radio broadcast licenses.

*Temporarily restricted net assets* are stipulated by donors for specific operating purposes.

#### SUPPORT AND REVENUE

Contributions are recorded when made, which may be when cash and other assets are received or when unconditionally promised. WAY-FM reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions. All contributions are considered available for unrestricted use unless specifically restricted by the donor. Non-cash donations consist of airtime traded for other services, are valued at fair market value, and are recorded when earned.

Concert series income is recognized when earned, which is when the concerts are held. Broadcast revenue is also recorded when earned, which is when commercial advertisements are aired or when affiliate agreements are fulfilled.

Other income consists of interest income and other miscellaneous revenue. Other income is recognized when earned.

#### CONTRIBUTED SERVICES

Many individuals volunteer their time and perform a variety of tasks that assist WAY-FM with its fund-raising campaigns and daily operations. WAY-FM receives numerous hours per year that have not been recorded in the statements of activities, since these tasks do not meet the accounting criteria to record as contributed services.

#### FUNCTIONAL ALLOCATION OF EXPENSES

Expenses of WAY-FM are reported on the functional basis in the statements of activities. Accordingly, the expenses have been allocated among the various program services and supporting activities benefited.

#### ADVERTISING

WAY-FM uses advertising to promote its programs and recruit potential employees among the audience it serves. Advertising costs are expensed as incurred. Advertising expense for the years ended June 30, 2017 and 2016, was \$420,451 and \$551,207, respectively.

# WAY-FM MEDIA GROUP, INC.

## Notes to Financial Statements

June 30, 2017 and 2016

### 3. NOTE RECEIVABLE:

Note receivable consists of a receivable from an individual, due in monthly principal and interest payments, with interest calculated at 3.00%, of \$300 through April 2021, at which time the monthly payment amount gradually increases until maturity in April 2031. Management has reviewed for collectability and no allowance has been recorded as of June 30, 2017 and 2016. Future minimum collections are:

<u>Year Ending June 30,</u>	
2018	\$ 217
2019	224
2020	231
2021	438
2022	1,468
Thereafter	<u>110,282</u>
	<u>\$ 112,860</u>

### 4. LAND, BUILDINGS, AND EQUIPMENT-NET:

Land, buildings, and equipment-net consist of:

	<u>June 30,</u>	
	<u>2017</u>	<u>2016</u>
Land and improvements	\$ 127,399	\$ 127,399
Buildings and improvements	752,306	747,506
Equipment and furnishings	6,446,037	5,989,107
Vehicles	315,646	332,043
	<u>7,641,388</u>	<u>7,196,055</u>
Accumulated depreciation and amortization	<u>(4,983,133)</u>	<u>(4,482,443)</u>
	2,658,255	2,713,612
Construction in progress	<u>73,895</u>	<u>98,715</u>
	<u>\$ 2,732,150</u>	<u>\$ 2,812,327</u>

# WAY-FM MEDIA GROUP, INC.

## Notes to Financial Statements

June 30, 2017 and 2016

4. LAND, BUILDINGS, AND EQUIPMENT-NET, continued:

Equity in land, buildings, and equipment–net and radio broadcast licenses consists of:

	June 30,	
	2017	2016
Land, buildings, and equipment–net	\$ 2,732,150	\$ 2,812,327
Radio broadcast licenses	12,543,637	12,543,637
Related debt	(7,958,790)	(9,368,628)
	<u>\$ 7,316,997</u>	<u>\$ 5,987,336</u>

5. NOTES PAYABLE:

Notes payable consist of:

	June 30,	
	2017	2016
Note payable to a financial institution, refinanced during the fiscal year ended June 30, 2017, due in monthly installments of \$54,163, including interest at 4.5%. Note matures April 2024 and is secured by investments and land, buildings, and equipment.	\$ 5,157,375	\$ 4,752,247
Note payable to a financial institution, with interest-only payments through April 2017. In May 2017, monthly payments due in installments of \$15,187 began. These installments include interest at 4%. Note matures September 2022 and is secured by investments and land, buildings, and equipment.	1,479,762	1,750,000
Note payable to a financial institution, with monthly interest only payments, calculated at 1.75% interest. As of June 30, 2017, this note payable had been refinanced and included in the \$5,157,375 note payable balance. This note is secured by investments and land, buildings, and equipment.	-	1,500,000
Note payable to a financial institution, refinanced during the fiscal year ended June 30, 2017, with monthly installments of \$8,345, including interest at 4.15%. Note matures April 2022 and is secured by investments and land, buildings, and equipment.	<u>1,345,290</u>	<u>1,392,574</u>

# WAY-FM MEDIA GROUP, INC.

## Notes to Financial Statements

June 30, 2017 and 2016

5. NOTES PAYABLE, continued:

Notes payable consist of:

	June 30,	
	2017	2016
	7,982,427	9,394,821
Less capitalized loan fees-net	<u>(23,637)</u>	<u>(26,193)</u>
	<u>\$ 7,958,790</u>	<u>\$ 9,368,628</u>

Capitalized loan fees are amortized over the life of the associated notes payable. Amortization expense for the years ended June 30, 2017 and 2016 was \$19,095 and \$23,908, respectively. Accumulated amortization as of June 30, 2017 and 2016 was \$2,942 and \$52,522, respectively. As of June 30, 2017, previously fully amortized capitalized loan fees of \$68,675 were written off due to the refinance.

Future minimum payments are:

<u>Year Ending June 30,</u>	
2018	\$ 593,059
2019	625,107
2020	647,097
2021	676,914
2022	1,811,140
Thereafter	<u>3,629,110</u>
	<u>\$ 7,982,427</u>

WAY-FM was in compliance with all debt covenants, or obtained waivers, as of June 30, 2017.

6. PENSION PLAN:

WAY-FM maintains a 401(k) defined contribution pension plan (the Plan) covering all employees who have completed one year of service. WAY-FM matches up to 3% of each employee's salary, and half of each employee's contribution on the next 3% of their salaries. The Plan provides for discretionary contributions by WAY-FM. Contributions to the Plan by WAY-FM were \$123,723 and \$109,453 for the years ended June 30, 2017 and 2016, respectively.

# WAY-FM MEDIA GROUP, INC.

## Notes to Financial Statements

June 30, 2017 and 2016

7. OPERATING LEASE OBLIGATIONS:

WAY-FM leases certain offices and broadcasting towers. Total rent expense paid during the years ended June 30, 2017 and 2016, amounted to \$1,126,859 and \$1,118,486, respectively. Future minimum lease payments required under all operating leases in effect at June 30, 2017, are:

<u>Year Ending June 30,</u>	
2018	\$ 1,122,616
2019	818,993
2020	624,664
2021	433,517
2022	340,339
Thereafter	<u>259,086</u>
	<u>\$ 3,599,215</u>

8. DEFERRED COMPENSATION AGREEMENT:

WAY-FM designated funds in an investment account for a key employee under a non-qualified deferred compensation plan. The deferred compensation is discretionary and may extend to additional employees in the future. During the years ended June 30, 2017 and 2016, WAY-FM designated \$23,006 and \$20,435, respectively, to this fund, and may continue to make discretionary payments for the remaining years of employment for the covered employee. Payments to the employee are to be paid after retirement. The fund was fully vested and funded at June 30, 2017 and 2016.

9. RELATED PARTY TRANSACTIONS:

WAY-FM contracted with a marketing company owned by a board member to assist the Dallas Fort-Worth radio station with social media marketing. During the years ended June 30, 2017 and 2016, WAY-FM paid the marketing company \$32,000 and \$0, respectively.

WAY-FM engaged a recruiting company to assist them in their search for a new CEO. During the years ended June 30, 2017 and 2016, WAY-FM paid the recruiting company \$33,000 and \$0, respectively. As of June 30, 2017 and 2016, WAY-FM owed the recruiters \$10,000 and \$0, respectively, for work performed during the fiscal years then ended.

10. SUBSEQUENT EVENTS:

Subsequent events were evaluated through October 30, 2017, which is the date the financial statement were available to be issued.

## **SUPPLEMENTAL INFORMATION**

**INDEPENDENT AUDITORS' REPORT  
ON SUPPLEMENTAL INFORMATION**

Board of Directors  
WAY-FM Media Group, Inc.  
Colorado Springs, Colorado

We have audited the financial statements of WAY-FM Media Group, Inc., as of and for the years ended June 30, 2017 and 2016, and our report thereon dated October 30, 2017, which expresses an unmodified opinion on those financial statements, appears on page 1. Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expenses are presented for purposes of additional analysis and are not a required part of the 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 combined financial statements. The information has been subjected to the auditing procedures applied in the audit of the combined financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the combined financial statements or to the combined 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 combined financial statements as a whole.

*Capin Crouse LLP*

Colorado Springs, Colorado  
October 30, 2017



# WAY-FM MEDIA GROUP, INC.

## Schedule of Functional Expenses

Year Ended June 30, 2017

	Program Services	Supporting Activities		Total Expenses
		General and Administrative	Fund- Raising	
Personnel	\$ 4,124,322	\$ 1,998,474	\$ 912,790	\$ 7,035,586
Rent	1,037,370	105,615	42,735	1,185,720
Postage and printing	29,785	71,115	642,744	743,644
Concert series	673,073	-	-	673,073
Telephone and utilities	485,135	74,980	51,214	611,329
Professional services	196,576	318,814	37,586	552,976
Depreciation and amortization	472,614	46,319	15,851	534,784
Advertising and promotion	378,406	42,045	-	420,451
General and office	225,768	138,250	41,489	405,507
Travel and entertainment	219,657	109,490	71,789	400,936
Program and satellite services	350,340	-	-	350,340
Interest	313,938	16,268	7,719	337,925
Repairs and maintenance	228,112	70,856	16,291	315,259
Credit card fees	-	224,377	-	224,377
Taxes and licenses	202,791	1,475	700	204,966
Insurance	105,634	18,274	5,078	128,986
Contributions	15,721	-	-	15,721
Production supplies	3,133	-	-	3,133
<b>Total Expenses</b>	<b>\$ 9,062,375</b>	<b>\$ 3,236,352</b>	<b>\$ 1,845,986</b>	<b>\$ 14,144,713</b>
	64%	23%	13%	100%

# WAY-FM MEDIA GROUP, INC.

## Schedule of Functional Expenses

Year Ended June 30, 2016

	Program Services	Supporting Activities		Total Expenses
		General and Administrative	Fund- Raising	
Personnel	\$ 3,780,120	\$ 1,811,706	\$ 814,526	\$ 6,406,352
Rent	1,032,687	102,599	42,179	1,177,465
Concert series	874,621	-	-	874,621
Postage and printing	51,494	99,356	467,761	618,611
Telephone and utilities	450,530	77,445	45,070	573,045
Advertising and promotion	496,086	55,121	-	551,207
Depreciation and amortization	443,886	52,017	16,055	511,958
General and office	284,418	176,463	37,159	498,040
Travel and entertainment	252,034	114,160	70,331	436,525
Professional services	151,830	198,113	68,434	418,377
Program and satellite services	373,097	-	-	373,097
Interest	339,552	18,256	7,302	365,110
Repairs and maintenance	230,987	63,919	16,344	311,250
Credit card fees	-	199,661	-	199,661
Taxes and licenses	190,610	1,178	471	192,259
Insurance	119,064	24,351	6,710	150,125
Contributions	19,980	-	-	19,980
Production supplies	8,858	-	-	8,858
<b>Total Expenses</b>	<b>\$ 9,099,854</b>	<b>\$ 2,994,345</b>	<b>\$ 1,592,342</b>	<b>\$ 13,686,541</b>
	66%	22%	12%	100%