

**NORTHERN NEW MEXICO  
RADIO FOUNDATION**

Financial Statements

December 31, 2012 and 2011

(With Independent Auditors' Report Thereon)

**NORTHERN NEW MEXICO RADIO FOUNDATION**

Official Roster  
Board of Directors  
As of December 31, 2012

Marilyn Mason.....	President
Jane Bingham.....	Vice President/Treasurer
Frank Katz.....	Secretary
Frank Adelo.....	Director
Jim Fitzpatrick.....	Director
Tom Johnson.....	Director
Ruth Kovnat.....	Director
Sharon O'Shea.....	Director
Lois Rudnick.....	Director

# NORTHERN NEW MEXICO RADIO FOUNDATION

## Financial Statements

December 31, 2012 and 2011

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Shelly Felt  
CPA♦LLC

**Independent Auditors' Report**

Board of Directors  
Northern New Mexico Radio Foundation  
Santa Fe, New Mexico

We have audited the accompanying financial statements of Northern New Mexico Radio Foundation which comprise the statements of financial position as of December 31, 2012 and 2011, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

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

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

**Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free 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 financial statements referred to above present fairly, in all material respects, the financial position of Northern New Mexico Radio Foundation (NNMRF) as of December 31, 2012 and 2011, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Shelly Felt  
CPA ♦ LLC

**Other Matter**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses on pages 15 and 16 is presented for purposes of additional analysis and is 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 financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the 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 financial statements as a whole.



Shelly Felt, CPA, LLC

November 11, 2013  
Santa Fe, New Mexico

**NORTHERN NEW MEXICO RADIO FOUNDATION**  
**Statements of Financial Position**  
**December 31, 2012 and 2011**

**ASSETS**

	2012	2011
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 23,663	\$ 64,343
Accounts receivable, net	28,639	26,590
Government revenue receivable	2,984	6,025
Pledges receivable	20,000	17,540
Prepaid expenses	5,541	-
Total current assets	80,827	114,498
Property and equipment, net	18,685	39,852
Total assets	\$ 99,512	\$ 154,350

The accompanying notes are an integral part of these financial statements.

**NORTHERN NEW MEXICO RADIO FOUNDATION**  
**Statements of Financial Position (Continued)**  
**December 31, 2012 and 2011**

**LIABILITIES AND NET ASSETS**

	<u>2012</u>	<u>2011</u>
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued expenses	\$ 20,489	\$ 25,992
Payroll and payroll taxes payable	3,347	4,551
Deferred revenue	27,951	37,264
Line of credit	<u>18,960</u>	<u>-</u>
Total current liabilities	70,747	67,807
Total liabilities	70,747	67,807
<b>NET ASSETS</b>		
Unrestricted	28,765	86,543
Temporarily restricted	<u>-</u>	<u>-</u>
Total net assets	28,765	86,543
Total liabilities and net assets	<u><u>\$ 99,512</u></u>	<u><u>\$ 154,350</u></u>

The accompanying notes are an integral part of these financial statements.

**NORTHERN NEW MEXICO RADIO FOUNDATION**  
**Statement of Activities**  
**For the Year Ended December 31, 2012**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Revenues and support				
Contributions	\$ 281,761	\$ -	\$ -	\$ 281,761
Program underwriting	152,867	-	-	152,867
Government revenue	35,634	-	-	35,634
Grants	69,000	-	-	69,000
Barter transactions	11,363	-	-	11,363
In-kind donations	28,913	-	-	28,913
Studio rental	200	-	-	200
Investment income (loss)	49	-	-	49
Gain (loss) on asset disposition	-	-	-	-
Special events	37,535	-	-	37,535
Royalty and licensing fees	289	-	-	289
Total revenues and support	617,611	-	-	617,611
Net assets released from restrictions	-	-	-	-
Total revenues, support and reclassifications	617,611	-	-	617,611
Expenses				
Program expenses	483,513	-	-	483,513
Management & administrative	48,641	-	-	48,641
Fundraising expenses	143,235	-	-	143,235
Total expenses	675,389	-	-	675,389
Change in net assets	(57,778)	-	-	(57,778)
Net assets, beginning of year	86,543	-	-	86,543
Net assets, end of year	<u>\$ 28,765</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 28,765</u>

The accompanying notes are an integral part of these financial statements.



**NORTHERN NEW MEXICO RADIO FOUNDATION**  
**Statement of Activities**  
**For the Year Ended December 31, 2011**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Revenues and support				
Contributions	\$ 297,636	\$ -	\$ -	\$ 297,636
Program underwriting	146,174	-	-	146,174
Government revenue	42,401	-	-	42,401
Grants	100,000	-	-	100,000
Barter transactions	49,643	-	-	49,643
In-kind donations	28,900	-	-	28,900
Studio rental	600	-	-	600
Investment income (loss)	55	-	-	55
Gain (loss) on asset disposition	-	-	-	-
Special events	24,902	-	-	24,902
Royalty and licensing fees	76	-	-	76
	<u>690,387</u>	<u>-</u>	<u>-</u>	<u>690,387</u>
Total revenues and support				
Net assets released from restrictions	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total revenues, support and reclassifications	690,387	-	-	690,387
Expenses				
Program expenses	508,707	-	-	508,707
Management & administrative	47,283	-	-	47,283
Fundraising expenses	115,313	-	-	115,313
Total expenses	<u>671,303</u>	<u>-</u>	<u>-</u>	<u>671,303</u>
Change in net assets	19,084	-	-	19,084
Net assets, beginning of year	<u>67,459</u>	<u>-</u>	<u>-</u>	<u>67,459</u>
Net assets, end of year	<u>\$ 86,543</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 86,543</u>

The accompanying notes are an integral part of these financial statements.

**NORTHERN NEW MEXICO RADIO FOUNDATION**  
**Statements of Cash Flows**  
**For the Years Ended December 31, 2012 and 2011**

	<u>2012</u>	<u>2011</u>
Cash flows from operating activities:		
Change in net assets	\$ (57,778)	\$ 19,084
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities		
Depreciation	21,167	21,167
Allowance for doubtful accounts	-	-
(Increase) decrease in:		
Accounts receivable	(2,049)	(3,573)
Pledges receivable	(2,460)	(2,139)
Government revenue receivable	3,041	(929)
Other assets	(5,541)	5,624
Increase (decrease) in:		
Accounts payable and accrued expenses	(5,503)	2,745
Payroll & taxes payable	(1,204)	3,056
Deferred underwriting revenue	(9,313)	8,012
Net cash provided by (used in) operating activities	<u>(59,640)</u>	<u>53,047</u>
Cash flows from investing activities:		
(Purchases) of property and equipment	-	-
(Purchase) of investments	-	-
Sale of investments	-	-
Net cash provided by (used in) investing activities	<u>-</u>	<u>-</u>
Cash flows from financing activities:		
Draws on line of credit	20,000	8,000
Paydown of line of credit	(1,040)	(25,896)
	<u>18,960</u>	<u>(17,896)</u>
Net increase (decrease) in cash and cash equivalents	(40,680)	35,151
Cash and cash equivalents, beginning of year	<u>64,343</u>	<u>29,192</u>
Cash and cash equivalents, end of year	<u>\$ 23,663</u>	<u>\$ 64,343</u>
Supplemental Disclosure		
Interest paid in cash	\$ 35	\$ 688

The accompanying notes are an integral part of these financial statements.

# NORTHERN NEW MEXICO RADIO FOUNDATION

## Notes to Financial Statements

### A. NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

Organization and Nature of Activities: Northern New Mexico Radio Foundation (Organization) is a not-for-profit New Mexico corporation organized under the laws of the State of New Mexico in 1996. The purpose of the Organization is to manage and operate a public non-commercial radio station, KSFR (101.1 FM). KSFR serves the public interest by providing cultural, entertainment, and educational radio broadcast programs for the Santa Fe area and surrounding community. The station's support comes primarily from individual contributions, underwriting contributions, foundation grants, and state and city grants.

In 2001, the Organization entered into a Management Agreement (the Agreement) with Santa Fe Community College (College) for the operation of KSFR (the Station). Pursuant to the Agreement, the Organization assumed responsibility for the management and operation of the Station, while the College remains the Federal Communication Commission (FCC) licensee of the Station.

Basis of Accounting: The financial statements of the Organization are prepared on the accrual basis of accounting in conformity with generally accepted accounting principles.

Basis of Presentation: In accordance with U.S. generally accepted accounting principles, net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. The net assets of the Organization are classified and reported as follows:

Unrestricted Net Assets: The Organization reports assets whose use is not restricted by donors as unrestricted net assets. Contributions are available for unrestricted use unless specifically restricted by the donor. Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulations or law.

Temporarily Restricted Net Assets: Temporarily restricted net assets include gifts, unconditional promises to give, trusts and remainder interests, income and gains which can be expended but for which restrictions have not yet been met. Such restrictions include restrictions where donors have specified the purpose for which the net assets are to be spent, or time limitations imposed by donors or implied by the nature of the gift (capital projects and unconditional promises to give to be paid in the future). Expirations of temporary restrictions on net assets, that is, the donor-imposed stipulated purpose has been accomplished and or the stipulated time period has elapsed, are reported as reclassifications between the applicable classes of net assets. Temporarily restricted grants and donations received and spent within the same year are recorded as unrestricted for purposes of the statement of activities.

# NORTHERN NEW MEXICO RADIO FOUNDATION

## Notes to Financial Statements

### A. NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Permanently Restricted Net Assets: Permanently restricted net assets are contributed with donor restrictions requiring that they be held in perpetuity with investment return available for operations. There were no permanently restricted net assets at December 31, 2012 and 2011.

Estimates: The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents: The Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents. The Organization maintains cash deposits in bank checking and savings accounts which at times may exceed FDIC limits.

Property and Equipment: Purchased property, equipment, and intangible assets are recorded at cost and donations of property and equipment are recorded as support at their estimated fair value at the date of donation. It is the policy of the Organization to capitalize expenditures for property and equipment in excess of \$1,000 when the useful life extends beyond one year. Donations of property, equipment and intangible assets are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose.

Certain property may be purchased with government grants, restrictive financing agreements, or under the terms of the Agreement with the College. If these assets were to be sold by the Organization or not used for their intended charitable purpose repayment may be required or the property may be required to be returned to the College or other entity upon cessation of the Agreement with the Organization.

Amortization and depreciation is calculated using the straight-line method over the estimated useful lives, from five to ten years.

Accounts, Contributions, Pledges and Grants Receivable: The Organization's receivables are principally due from members, donors and sponsors. Receivables are due on receipt for most membership donations. Receivables from sponsors for underwriting agreements are due per predetermined payment schedules related to underwriting program placement. Receivables are included in the statement of financial position at amounts due net of an allowance for doubtful accounts. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance. Allowances for uncollectible receivables are based on analysis and aging of

# NORTHERN NEW MEXICO RADIO FOUNDATION

## Notes to Financial Statements

### A. NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Accounts, Contributions, Pledges and Grants Receivable (Continued): receivables. Pledges receivable represent amounts pledged by the public during periodic fundraising drives held by the Organization that are paid thereafter by monthly installment. Grants receivable represent unconditional pledges by corporations, private foundations or other grantors. Government revenue receivables represent amounts collectible under broadcasting service agreements with government entities.

#### Revenue Recognition:

*Contributions* - Unrestricted contributions are recognized when cash or ownership of donated assets is unconditionally promised to the Organization. The Organization recognizes gifts of cash and other assets as temporarily restricted if they are received with donor stipulations of purpose or time.

*Program Underwriting* – Revenue for program underwriting is deferred and recognized on a pro rata basis for the period covered. The Organization considers these contributions as conditional gifts in the year received or pledged and defers this revenue as the gift may be returned if the program sponsorship is not completed.

*Productions and Educational Resources* – Revenue for production and educational resource grants is deferred and recognized on the percentage of completion method. The Organization considers these contributions as conditional gifts in the year received or pledged and defers this revenue as the gift may be returned if the production is not completed.

*Support from Governmental Agencies* - The Organization recognizes revenue from governmental agencies as it is earned and is reported as unrestricted revenue.

*Royalties and Licensing Fees* - The Organization recognizes income for royalties and licensing fees from the use of its intellectual property. Revenue is recognized as earned based on contractual agreements or when its intellectual property is made available for use.

*Barter transactions* – The Organization records revenue and expense for barter transactions based on the estimated fair value of goods and services exchanged during the year.

*Special events* – Revenues and expenses relating to special events are recognized in the period the event takes place.

# NORTHERN NEW MEXICO RADIO FOUNDATION

## Notes to Financial Statements

### A. NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

#### Revenue Recognition (Continued):

*Contributed Materials and Services:* The Organization receives in-kind donations of facilities, services and supplies. Contributions of facilities and supplies are recorded at their estimated fair values at the date of donation. Donated services that (a) create or enhance non-financial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would otherwise be purchased by the Organization if not provided by donation, are recorded at their fair values in the period received. A substantial number of unpaid volunteers have made significant contributions of their time that did not meet the criteria for recognition.

Licensed Program Rights: Licensed program rights are recorded at cost. These programs are expensed on a straight-line basis over the period of the license agreement and are included in prepaid expenses in the accompanying financial statements.

Advertising: The Organization follows the policy of charging the costs of advertising to expense as incurred.

Functional Allocation of Expenses: The costs of providing the various program services and other activities have been summarized on a functional basis in the statement of activities and changes in net assets. Accordingly, certain costs have been allocated among the program and supporting services benefited.

Income Tax Status: The Organization has received recognition from the Internal Revenue Service that it qualifies as a non-profit Corporation under Section 501(c)(3) of the Internal Revenue Code. The Organization files required annual tax returns with the Internal Revenue Service and the New Mexico Attorney General. The Organization may be subject from time to time to taxation on unrelated business income, but, in the opinion of management, such tax, if any, is immaterial.

Reclassifications: Certain amounts in the prior year financial statements may have been reclassified for comparative purposes to conform with the presentation in the current year financial statements.

### B. CASH AND CASH EQUIVALENTS

At December 31, 2012 and 2011, respectively, the Organization had on deposit \$23,663 and \$64,343 in checking and savings accounts.

Interest earned on the checking and savings accounts for the year ended December 31, 2012 was \$49 and for the year ended December 31, 2011 was \$55.

# NORTHERN NEW MEXICO RADIO FOUNDATION

## Notes to Financial Statements

### C. RECEIVABLES

There were \$34,139 and \$32,090 in accounts receivable associated with underwriting revenue for the years ended December 31, 2012 and 2011, respectively. Management established a receivable allowance of \$5,500 in both years for estimated uncollectible accounts associated with these accounts. The net accounts receivable as of year-end were \$28,639 and \$26,590.

There were \$20,000 and \$17,540 in pledges receivable as of December 31, 2012 and December 31, 2011, with an estimated allowance of \$0. The pledges receivable represent pledges made during the calendar year that are estimated will be paid in monthly installments during the next calendar year.

There were \$2,984 and \$6,025 in government revenue receivables due for the years ended December 31, 2012 and 2011, respectively. Management did not establish an allowance for the government revenue receivable. Any amounts owed the organization were collected in full after year-end.

### D. PROPERTY AND EQUIPMENT

	<u>12/31/2011</u>	<u>Additions</u>	<u>Deletions</u>	<u>12/31/2012</u>
Signal upgrade	\$ 86,056	\$ -	\$ -	\$ 86,056
Studio improvements and equipment	<u>40,845</u>	<u>-</u>	<u>-</u>	<u>40,845</u>
Subtotal	126,901	-	-	126,901
Accumulated depreciation	<u>(87,049)</u>	<u>(21,167)</u>	<u>-</u>	<u>(108,216)</u>
Property and equipment, net	<u>\$ 39,852</u>	<u>\$ (21,167)</u>	<u>\$ -</u>	<u>\$ 18,685</u>

Depreciation for the years ended December 31, 2012 and 2011 was \$21,167 each year.

### E. RESTRICTED NET ASSETS

There were no temporarily restricted net assets as of December 31, 2012 and 2011.

There were no permanently restricted net assets as of December 31, 2012 and 2011.

### F. IN-KIND CONTRIBUTIONS

The Organization receives in-kind donations of facilities, services and supplies. These donations are reflected in the financial statements to the extent they meet the criteria for recognition.

# NORTHERN NEW MEXICO RADIO FOUNDATION

## Notes to Financial Statements

### F. IN-KIND CONTRIBUTIONS – CONTINUED

The Organization leases broadcast tower space under a month-to-month operating lease with the College. No rent payment is due under the lease terms. However, \$16,000 per year is the fair value, which is recorded as an annual in-kind rental expense.

The Organization leases office and studio space under a month-to-month operating lease with the College. No rent payment is due under the lease terms. However, \$12,600 per year is the fair value, which is recorded as an annual in-kind rental expense.

The Organization recognized \$313 and \$300 in donated professional services during the years ended December 31, 2012 and 2011, respectively.

### G. COMMITMENTS AND CONTINGENCIES

The Organization has an operating agreement with Santa Fe Community College. Under the agreement, the College, the holder of a Federal Communications Commission (FCC) license, has engaged the Organization to undertake the management and operation of the Station KSFR, White Rock, 101.1 FM. The College may terminate its agreement with the Organization if the Station is operated contrary to the requirements of the FCC licenses or applicable laws, rules and regulations and if the Organization is operating the Station in a manner that is likely to have a negative financial impact on the College.

The Organization has a lease commitment with a third party to rent tower space. The Organization pays approximately \$1,500 per month for the tower space.

Amounts received and expended by the Organization under various governmental award programs are subject to audit by governmental agencies. In the opinion of management, changes arising from such audits, if any, will not have a significant effect on its financial position. The Organization is party to various legal proceedings arising in the ordinary course of business. Management believes that resolution of these matters will not have a significant adverse effect on the Organization's financial position, changes in net assets, or cash flows.

### H. LINE OF CREDIT

In November 2012, the Organization renewed for one year a line of credit agreement with a bank which permits the Organization to borrow up to \$25,000 at a variable interest rate based on the Wall Street Journal Prime rate, with a minimum interest rate of 6%. The balance on the line of credit as of December 31, 2012 and 2011 was \$18,960 and \$0, respectively.



# NORTHERN NEW MEXICO RADIO FOUNDATION

## Notes to Financial Statements

### I. RISKS AND UNCERTAINTIES

KSFR depends on government awards, grants, individual contributions, and underwriting funds for its revenue. The ability of certain of its contributors and grantors and underwriters to continue giving amounts comparable with prior years may be dependent upon current and future overall economic conditions. While KSFR believes it has the resources to continue its programs, its ability to do so and the extent to which it continues to do so may be dependent upon such economic factors.

### J. SUBSEQUENT EVENTS

Management has evaluated subsequent events through November 11, 2013, the date on which the financial statements were available to be issued.

On August 7, 2013, KSFR and Santa Fe Community College entered into a new management agreement. As part of the agreement, the College, holder of the FCC license for the Station, engaged the Organization to undertake the management and operation of the Station for and behalf of the College in furtherance of the College's mission to service the Santa Fe community. The agreement specifies that as of its effective date neither party owes the other party any payment of funds or other property in connection with the Station or the Licensed Premises, except for charges or costs arising primarily from use of the College's telecommunications information network, mail service and delivery, and nonroutine requisition maintenance charged at standard rates charged to other entities or organizations authorized to use the facilities of the College. There is no charge to the Organization for use of the Licensed Premises or the College's West Alameda Tower.

**NORTHERN NEW MEXICO RADIO FOUNDATION**  
**Schedule of Functional Expenses**  
**For the Year Ended December 31, 2012**

	<u>Program</u>	<u>Management &amp; Administration</u>	<u>Fundraising</u>	<u>Total</u>
Salaries & commissions	\$ 280,538	\$ 25,590	\$ 72,978	\$ 379,106
Payroll taxes	24,129	2,201	6,277	32,607
Employee benefits & expenses	5,162	471	1,343	6,976
Reimbursed expenses	120		7,280	7,400
Advertising	865	-	-	865
Advertising, barter	11,362	-	-	11,362
Bank & credit card charges	125	-	6,680	6,805
Broadcast supplies	1,181	-	-	1,181
Contractors	322	313	-	635
Depreciation	21,167	-	-	21,167
Dues & memberships	1,155	-	-	1,155
Fund drive expenses	-	-	3,021	3,021
Insurance	11,200	1,976	-	13,176
Interest	26	3	6	35
Licenses & fees	874	46	-	920
Miscellaneous	-	-	-	-
Postage	-	683	6,150	6,833
Professional services	5,945	13,401	19,041	38,387
Professional services, in-kind	-	313	-	313
Programming	26,664	-	-	26,664
Promotional merchandise	-	-	1,928	1,928
Provision for bad debts	-	-	-	-
Rent, in-kind	27,170	1,144	286	28,600
Special events	130	650	15,169	15,949
Station operations	1,408	-	-	1,408
Station operations, small equipment	18,941	-	-	18,941
Supplies	874	1,748	874	3,496
Telecommunications	2,427	102	26	2,555
Tower, Pajarito	21,890	-	-	21,890
Tower, West Alameda	247	-	-	247
Web-site hosting & content	19,591	-	2,176	21,767
	<u>\$ 483,513</u>	<u>\$ 48,641</u>	<u>\$ 143,235</u>	<u>\$ 675,389</u>

The accompanying notes are an integral part of these financial statements.

**NORTHERN NEW MEXICO RADIO FOUNDATION**  
**Schedule of Functional Expenses**  
**For the Year Ended December 31, 2011**

	<u>Program</u>	<u>Management &amp; Administration</u>	<u>Fundraising</u>	<u>Total</u>
Salaries & commissions	\$ 279,898	\$ 22,694	\$ 75,649	\$ 378,241
Payroll taxes	25,972	2,106	7,019	35,097
Employee benefits & expenses	6,991	567	1,889	9,447
Reimbursed expenses	87		7,200	7,287
Advertising	594	-	-	594
Advertising, barter	49,643	-	-	49,643
Bank & credit card charges	343	-	6,524	6,867
Broadcast supplies	1,583	-	-	1,583
Contractors	881	-	-	881
Depreciation	21,167	-	-	21,167
Dues & memberships	1,156	-	-	1,156
Fund drive expenses	-	-	3,114	3,114
Insurance	8,886	1,568	-	10,454
Interest	516	48	124	688
Licenses & fees	863	45	-	908
Miscellaneous	378	20	-	398
Postage	-	515	4,639	5,154
Professional services	-	15,826	-	15,826
Professional services, in-kind	-	300	-	300
Programming	28,345	-	-	28,345
Promotional merchandise	-	-	1,853	1,853
Provision for bad debts	-	-	912	912
Rent, in-kind	27,170	1,144	286	28,600
Special events	-	-	3,036	3,036
Station operations	2,363	-	-	2,363
Station operations, small equipment	7,049	-	-	7,049
Supplies	1,170	2,340	1,169	4,679
Telecommunications	2,610	110	27	2,747
Tower, Pajarito	21,875	-	-	21,875
Tower, West Alameda	2,320	-	-	2,320
Web-site hosting & content	16,847	-	1,872	18,719
	<u>\$ 508,707</u>	<u>\$ 47,283</u>	<u>\$ 115,313</u>	<u>\$ 671,303</u>

The accompanying notes are an integral part of these financial statements.