

BEETHOVEN, INC. AND SUBSIDIARIES
CONSOLIDATED FINANCIAL STATEMENTS
With Independent Auditor's Report
YEARS ENDED DECEMBER 31, 2017 AND 2016



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INDEPENDENT AUDITOR'S REPORT

May 24, 2018

Board of Directors
Beethoven, Inc.
Seattle, Washington

We have audited the accompanying consolidated financial statements of Beethoven, Inc. and Subsidiaries, which comprise the consolidated statements of financial position as of December 31, 2017 and 2016, and the related consolidated statements of activities, functional expenses 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 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 consolidated 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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 in the first paragraph of this letter present fairly, in all material respects, the financial position of Beethoven, Inc. and Subsidiaries as of December 31, 2017 and 2016, 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.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The Classical 98.1 statements of activities for the years ended December 31, 2017 and 2016 are presented for purposes of additional analysis, and are 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 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 Classical 98.1 statements of activities for the years ended December 31, 2017 and 2016 are fairly stated in all material respects in relation to the consolidated financial statements as a whole.



Jacobson Jarvis & Co, PLLC

BEETHOVEN, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2017 AND 2016

| | <u>2017</u> | <u>2016</u> |
|--|---------------------|---------------------|
| <u>ASSETS</u> | | |
| Current Assets | | |
| Cash and cash equivalents | \$ 497,041 | \$ 672,026 |
| Promises to give | 31,500 | 58,070 |
| Receivables, net of allowance for doubtful accounts of \$2,400 | 262,420 | 233,499 |
| Prepaid expenses | 28,192 | 27,440 |
| | <u>819,153</u> | <u>991,035</u> |
| | | |
| Total Current Assets | 819,153 | 991,035 |
| | | |
| Long Term Promises to Give | - | 80 |
| Property and Equipment, net | 244,572 | 341,327 |
| Goodwill | 133,518 | 133,518 |
| FCC License | 1,425,647 | 1,425,647 |
| Other Intangible Assets, net | 586 | 919 |
| | <u>2,623,476</u> | <u>2,892,526</u> |
| | | |
| <u>LIABILITIES AND NET ASSETS</u> | | |
| Current Liabilities | | |
| Accounts payable | \$ 78,724 | \$ 46,441 |
| Accrued payroll and other liabilities | 120,750 | 132,389 |
| Deferred revenue | 17,023 | 18,119 |
| | <u>216,497</u> | <u>196,949</u> |
| | | |
| Total Current Liabilities | 216,497 | 196,949 |
| | | |
| Net Assets | | |
| Unrestricted | 2,249,235 | 2,536,514 |
| Temporarily restricted | 157,744 | 159,063 |
| | <u>2,406,979</u> | <u>2,695,577</u> |
| | | |
| Total Net Assets | 2,406,979 | 2,695,577 |
| | | |
| | <u>\$ 2,623,476</u> | <u>\$ 2,892,526</u> |

BEETHOVEN, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF ACTIVITIES

YEARS ENDED DECEMBER 31, 2017 AND 2016

| | 2017 | | | 2016 | | |
|--|---------------------|------------------------|---------------------|---------------------|------------------------|---------------------|
| | Unrestricted | Temporarily Restricted | Total | Unrestricted | Temporarily Restricted | Total |
| Public Support and Revenue | | | | | | |
| Listener support | \$ 2,982,991 | \$ 91,460 | \$ 3,074,451 | \$ 2,881,725 | \$ 75,000 | \$ 2,956,725 |
| Underwriting | 489,747 | | 489,747 | 542,667 | | 542,667 |
| Corporation for Public Broadcasting | | | | | | |
| Community Service Grants | 169,758 | 60,361 | 230,119 | 198,025 | 69,831 | 267,856 |
| Travel club | 123,000 | | 123,000 | - | | - |
| Other income | 72 | | 72 | 128 | | 128 |
| | <u>3,765,568</u> | <u>151,821</u> | <u>3,917,389</u> | <u>3,622,545</u> | <u>144,831</u> | <u>3,767,376</u> |
| Net Assets Released from Restrictions | | | | | | |
| Purpose restrictions | 153,140 | (153,140) | - | 155,120 | (155,120) | - |
| Time restrictions | - | - | - | - | - | - |
| Total Public Support, Revenue, and Other Support | <u>3,918,708</u> | <u>(1,319)</u> | <u>3,917,389</u> | <u>3,777,665</u> | <u>(10,289)</u> | <u>3,767,376</u> |
| Expenses | | | | | | |
| Program services | | | | | | |
| Programming and production | 1,661,772 | | 1,661,772 | 1,671,121 | | 1,671,121 |
| Broadcasting | 595,375 | | 595,375 | 597,536 | | 597,536 |
| Public information | 336,921 | | 336,921 | 242,932 | | 242,932 |
| Total Program Services | <u>2,594,068</u> | | <u>2,594,068</u> | <u>2,511,589</u> | | <u>2,511,589</u> |
| Administration | 314,638 | | 314,638 | 287,401 | | 287,401 |
| Underwriting | 294,278 | | 294,278 | 382,612 | | 382,612 |
| Listener support | 1,003,003 | | 1,003,003 | 895,194 | | 895,194 |
| Total Supporting Services | <u>1,611,919</u> | | <u>1,611,919</u> | <u>1,565,207</u> | | <u>1,565,207</u> |
| Total Expenses | <u>4,205,987</u> | | <u>4,205,987</u> | <u>4,076,796</u> | | <u>4,076,796</u> |
| Change in Net Assets | (287,279) | (1,319) | (288,598) | (299,131) | (10,289) | (309,420) |
| Net Assets - beginning of year | <u>2,536,514</u> | <u>159,063</u> | <u>2,695,577</u> | <u>2,835,645</u> | <u>169,352</u> | <u>3,004,997</u> |
| Net Assets - end of year | <u>\$ 2,249,235</u> | <u>\$ 157,744</u> | <u>\$ 2,406,979</u> | <u>\$ 2,536,514</u> | <u>\$ 159,063</u> | <u>\$ 2,695,577</u> |

BEETHOVEN, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2017

| | Programming & Production | Broadcasting | Public Information | Total Program Services | Administration | Underwriting | Listener Support | Total |
|-----------------------------------|-----------------------------|-------------------|-----------------------|------------------------------|-------------------|-------------------|---------------------|---------------------|
| Salaries | \$ 965,601 | \$ 132,414 | \$ 116,950 | \$ 1,214,965 | \$ 139,056 | \$ 132,312 | \$ 470,535 | \$ 1,956,868 |
| Payroll taxes | 87,204 | 14,935 | 7,307 | 109,446 | 7,193 | 13,985 | 36,399 | 167,023 |
| Employee benefits | 76,621 | 15,342 | 13,622 | 105,585 | 33,749 | 5,225 | 34,812 | 179,371 |
| Total Personnel Expenses | 1,129,426 | 162,691 | 137,879 | 1,429,996 | 179,998 | 151,522 | 541,746 | 2,303,262 |
| Lease agreements | 100,071 | 192,150 | 30,200 | 322,421 | 30,200 | 30,200 | 30,200 | 413,021 |
| Other fees for services | 82,949 | 82,355 | 71,094 | 236,398 | 8,215 | 2,000 | - | 246,613 |
| Professional fundraising services | - | - | - | - | - | 1,717 | 200,648 | 202,365 |
| Advertising and promotion | 96,383 | - | 11,894 | 108,277 | 2,668 | - | 72,972 | 183,917 |
| Depreciation and amortization | 24,383 | 97,530 | - | 121,913 | - | - | - | 121,913 |
| Information technology | 44,436 | - | - | 44,436 | - | 28,872 | 33,940 | 107,248 |
| Other expenses | 17,773 | - | - | 17,773 | 2,244 | - | 73,991 | 94,008 |
| Utilities | 26,283 | 27,598 | 8,027 | 61,908 | 8,027 | 8,027 | 8,027 | 85,989 |
| Art marketing partnerships | - | - | 75,000 | 75,000 | - | - | - | 75,000 |
| Underwriting services | - | - | - | - | - | 71,615 | - | 71,615 |
| Office supplies | 26,089 | - | - | 26,089 | 1,178 | 250 | 36,648 | 64,165 |
| Accounting | - | - | - | - | 62,821 | - | - | 62,821 |
| Repair and maintenance | 52,618 | 5,846 | - | 58,464 | - | - | - | 58,464 |
| Insurance | 38,813 | 9,703 | - | 48,516 | - | - | - | 48,516 |
| Conference, conventions, meetings | 18,034 | 1,862 | 167 | 20,063 | 2,887 | 75 | 1,260 | 24,285 |
| Travel and meetings | 4,514 | - | 2,660 | 7,174 | 6,479 | - | 3,571 | 17,224 |
| Business taxes and licenses | - | 15,640 | - | 15,640 | - | - | - | 15,640 |
| Legal fees | - | - | - | - | 9,921 | - | - | 9,921 |
| Program Acquisition Fee | - | - | - | - | - | - | - | - |
| Total Expenses | \$ 1,661,772 | \$ 595,375 | \$ 336,921 | \$ 2,594,068 | \$ 314,638 | \$ 294,278 | \$ 1,003,003 | \$ 4,205,987 |

BEETHOVEN, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2016

| | Programming & Production | Broadcasting | Public Information | Total Program Services | Administration | Underwriting | Listener Support | Total |
|-----------------------------------|-----------------------------|-------------------|-----------------------|------------------------------|-------------------|-------------------|---------------------|---------------------|
| Salaries | \$ 899,915 | \$ 123,388 | \$ 103,381 | \$ 1,126,684 | \$ 132,458 | \$ 170,310 | \$ 350,482 | \$ 1,779,934 |
| Payroll taxes | 84,048 | 16,507 | 2,802 | 103,357 | 3,804 | 13,434 | 31,884 | 152,479 |
| Employee benefits | 88,759 | 15,281 | 430 | 104,470 | 28,043 | 7,272 | 34,541 | 174,326 |
| Total Personnel Expenses | 1,072,722 | 155,176 | 106,613 | 1,334,511 | 164,305 | 191,016 | 416,907 | 2,106,739 |
| Lease agreements | 106,598 | 190,502 | 26,600 | 323,700 | 26,640 | 26,640 | 26,638 | 403,618 |
| Other fees for services | 126,928 | 77,806 | 18,772 | 223,506 | 10,951 | 4,959 | - | 239,416 |
| Professional fundraising services | - | - | - | - | - | - | 178,504 | 178,504 |
| Advertising and promotion | 115,277 | - | 7,635 | 122,912 | 1,081 | - | 73,696 | 197,689 |
| Depreciation and amortization | 29,417 | 117,904 | - | 147,321 | - | - | - | 147,321 |
| Information technology | 41,210 | - | - | 41,210 | - | 23,145 | 22,989 | 87,344 |
| Other expenses | 25,810 | - | - | 25,810 | 3,340 | - | 123,057 | 152,207 |
| Utilities | 27,718 | 23,911 | 6,956 | 58,585 | 6,956 | 6,956 | 6,956 | 79,453 |
| Art marketing partnerships | - | - | 75,000 | 75,000 | - | - | - | 75,000 |
| Underwriting services | - | - | - | - | - | 125,757 | - | 125,757 |
| Office supplies | 29,411 | - | - | 29,411 | 1,394 | 829 | 40,277 | 71,911 |
| Accounting | - | - | - | - | 63,281 | - | - | 63,281 |
| Repair and maintenance | 35,628 | 6,427 | - | 42,055 | - | - | - | 42,055 |
| Insurance | 39,010 | 9,753 | - | 48,763 | - | - | - | 48,763 |
| Conference, conventions, meetings | 14,637 | - | 103 | 14,740 | 2,259 | 1,605 | 3,197 | 21,801 |
| Travel and meetings | 3,715 | - | 1,253 | 4,968 | 3,133 | 1,705 | 2,973 | 12,779 |
| Business taxes and licenses | - | 16,057 | - | 16,057 | - | - | - | 16,057 |
| Legal fees | - | - | - | - | 4,061 | - | - | 4,061 |
| Program Acquisition Fee | 3,040 | - | - | 3,040 | - | - | - | 3,040 |
| Total Expenses | \$ 1,671,121 | \$ 597,536 | \$ 242,932 | \$ 2,511,589 | \$ 287,401 | \$ 382,612 | \$ 895,194 | \$ 4,076,796 |

BEETHOVEN, INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2017 AND 2016

| | <u>2017</u> | <u>2016</u> |
|---|---------------------|--------------------|
| Cash Flows from Operating Activities | | |
| Cash received from: | | |
| Listener support | \$ 3,004,718 | \$ 2,986,209 |
| Underwriters | 448,409 | 617,389 |
| Corporation for Public Broadcasting | 241,440 | 264,091 |
| Other | 123,202 | 128 |
| Cash paid for: | | |
| Personnel | (2,314,901) | (2,076,304) |
| Services and supplies | <u>(1,671,532)</u> | <u>(1,718,201)</u> |
| Net Cash (Used) Provided by Operating Activities | (168,664) | 73,312 |
| Cash Flows Used by Investing Activities | | |
| Purchases of property and equipment | <u>(6,321)</u> | <u>(24,249)</u> |
| Changes in Cash and Cash Equivalents | (174,985) | 49,063 |
| Cash and cash equivalents - beginning of year | <u>672,026</u> | <u>622,963</u> |
| Cash and cash equivalents - end of year | <u>\$ 497,041</u> | <u>\$ 672,026</u> |
| Reconciliation of Change in Net Assets to Net Cash Flows from Operating Activities | | |
| Change in net assets | \$ (288,598) | \$ (309,420) |
| Adjustments to reconcile change in net assets to net cash (used) provided by operating activities | | |
| Depreciation and amortization | 121,913 | 147,321 |
| Loss on disposal of equipment | 130 | - |
| Decrease (increase) in | | |
| Promises to give | 26,650 | 144,681 |
| Receivables | (28,921) | 52,613 |
| Prepaid expenses | (752) | (1,581) |
| Increase (decrease) in | | |
| Accounts payable | 13,649 | (9,081) |
| Accrued payroll and other liabilities | (11,639) | 30,435 |
| Deferred revenue | <u>(1,096)</u> | <u>18,344</u> |
| Net Cash (Used) Provided by Operating Activities | <u>\$ (168,664)</u> | <u>\$ 73,312</u> |

See notes to consolidated financial statements.

BEETHOVEN, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2017 AND 2016

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

Beethoven, Inc., a nonprofit corporation, is a charitable trust whose purpose is to support Artsfund, Seattle Symphony Orchestra, and Seattle Opera Association and thereby advance the appreciation and performance of opera, symphonic music and chamber music in the Puget Sound area of Washington State. Beethoven, Inc. holds the stock of a wholly-owned subsidiary, Classic Radio. Classic Radio is the licensee of KING FM 98.1, a radio station that broadcasts classical music throughout western Washington and digitally via the Internet and mobile devices.

Classic Radio has a Programming and Operating Agreement with Classical 98.1, a nonprofit corporation. The purpose of Classical 98.1 is to support the broadcasting of classical music in western Washington and thereby further the education and involvement of the general public audience in classical music and advance the appreciation and performance of opera, symphonic music and chamber music, using a wide spectrum of technologies to deliver the highest quality experience.

Historical background

Classic Radio, Inc. (CRI), a for-profit corporation, was formed in August 1991 and purchased KING FM 98.1 in February 1992; at that time KING FM 98.1 held a commercial FCC license. In May 1995, the stock of CRI was transferred from private owners to Beethoven, Inc. In March 2010, the Board of Directors (the Board) approved a change in CRI's business model to pursue the restructuring of KING FM 98.1 from a commercial to noncommercial FCC licensee.

In March 2011, Classic Radio, a separate Washington State not-for-profit organization, was formed and Beethoven, Inc. contributed its investment in CRI to Classic Radio. In July 2010, Classical 98.1 was formed and applied for IRS exemption. Both not-for-profit entities were formed to facilitate the change in structure from a commercial to noncommercial model. In April 2011, the IRS exemption letter was received for Classical 98.1 and the Board approved complete liquidation of CRI, with all assets being distributed to Classic Radio upon dissolution on July 11, 2011.

Beginning May 2, 2011, KING FM 98.1 began operating as a noncommercial radio station supported by donations and Classical 98.1 began operating KING FM 98.1 pursuant to a Programming and Operating Agreement with Classic Radio. In July 2011, Classic Radio received FCC approval to convert its operating license to a noncommercial license, completing the transition from a for-profit commercial radio station to a not-for-profit listener supported radio station.

Principles of consolidation

The accompanying financial statements include the accounts of Beethoven, Inc. and all of its wholly-owned subsidiaries.

BEETHOVEN, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2017 AND 2016

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Inter-entity transactions and balances have been eliminated in consolidation. The consolidated entity is referred to as Classical KING FM 98.1 in the notes to the financial statements.

Federal income taxes

The Internal Revenue Service has recognized Beethoven, Inc. and Classical 98.1 as exempt from federal income taxes under provision of Section 501(a) of the Internal Revenue Code as entities described in Section 501(c)(3) and not as private foundations.

Income taxes are provided for the tax effects of transactions related Classic Radio's operations and consist of taxes currently due or refundable and deferred taxes. Deferred taxes represent the tax effect of temporary differences between the financial reporting basis and tax basis of assets and liabilities. These basis differences primarily relate to fixed assets, goodwill, FCC license, and certain accrued liabilities.

Basis of presentation

In accordance with financial accounting standards, Classical KING FM 98.1 reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. The net assets of Classical KING FM 98.1 are classified as follows:

Unrestricted net assets are available without restriction for support of Classical KING FM 98.1's operations.

Temporarily restricted net assets are restricted to be used for certain purposes or future periods by Classical KING FM 98.1. Temporarily restricted net assets as of December 31, are as follows:

| | <u>2017</u> | <u>2016</u> |
|--------------------------------------|-------------------|-------------------|
| Corporation for Public Broadcasting | | |
| - Specified Programming | \$ 18,108 | \$ 18,168 |
| Northwest Focus/Northwest Focus Live | 96,176 | 140,895 |
| Grand Piano Hour | 25,000 | - |
| Other restricted | 18,460 | - |
| | <u>\$ 157,744</u> | <u>\$ 159,063</u> |

Permanently restricted net assets are endowment gifts given with the intent that the principal will be maintained intact in perpetuity, and the income may be used for current operations. Classical KING FM 98.1 had no permanently restricted net assets as of December 31, 2017 or 2016.

BEETHOVEN, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2017 AND 2016

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair value measurements

In accordance with financial accounting standards, a three-tiered hierarchy of input levels is used for measuring fair value. Financial accounting standards defines fair value 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. Valuation techniques utilized to determine fair value are consistently applied. The three tiers of inputs used for fair value measurements are as follows:

Level 1: Fair values are based on quoted prices in active markets for identical assets and liabilities.

Level 2: Fair values are based on observable inputs that include: quoted market prices for similar assets or liabilities; quoted market prices that are not in an active market; or other inputs that are observable in the market and can be corroborated by observable market data for substantially the full term of the assets.

Level 3: Fair values are calculated by the use of pricing models and/or discounted cash flow methodologies, and may require significant management judgment or estimation. These methodologies may result in a significant portion of the fair value being derived from unobservable data.

There were no assets measured at fair value on a recurring basis as of December 31, 2017 or 2016. Assets and liabilities carried at fair value on a nonrecurring basis using level 2 inputs generally include donated goods and services. Long-term promises to give are valued on a nonrecurring basis using the net present value of future cash flows which is a level 3 input. Classical KING FM 98.1 also uses fair value concepts to test various long-lived assets for impairment.

Cash and cash equivalents

Cash and cash equivalents in the bank accounts are interest bearing and, at times, may exceed federally insured limits. Classical KING FM 98.1 has not experienced any losses in such accounts and believes they are not exposed to any significant related credit risk.

Promises to give

Promises to give that are expected to be collected within one year are recorded at net realizable value. Pledges due in more than one year are reflected at the present value of estimated future cash flows. Amortization of the discounts is included in contribution revenue.

BEETHOVEN, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2017 AND 2016

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Conditional contributions are not included as support until the conditions are substantially met. Unconditional promises to give as of December 31 consist of the following:

| | <u>2017</u> | <u>2016</u> |
|----------------------------------|------------------|------------------|
| Receivable in less than one year | \$ 31,500 | \$ 58,070 |
| Receivable in one to five years | - | 80 |
| | <u>\$ 31,500</u> | <u>\$ 58,150</u> |

Discounts on long-term promises to give are considered immaterial and uncollectible promises are expected to be insignificant.

Receivables

Accounts receivable are stated at unpaid balances on underwriting contracts, less an allowance for doubtful accounts. Classical King FM 98.1 adopted a policy of providing for losses on accounts receivable using the allowance method. The allowance is based on experience, third-party contracts, and other circumstances which may affect the ability of the underwriters to meet their obligations. Receivables are written off as a charge to the allowance for doubtful accounts once all reasonable efforts to collect have been exhausted.

Fixed assets, depreciation, and amortization

Additions, improvements, and expenditures of \$1,000 or greater that significantly extend the life of an asset are capitalized at cost. Depreciation is computed using the straight line method over the useful lives of assets ranging from 5 to 7 years. Amortization is computed using the straight-line method over 3 years for software and the shorter of the useful life or the remaining lease term (including expected renewals) for leasehold improvements (20 years). Property and equipment consist of the following as of December 31:

| | <u>2017</u> | <u>2016</u> |
|---|--------------------|--------------------|
| Buildings and leasehold improvements | \$ 1,102,258 | \$ 1,102,258 |
| Towers, antennae, and transmitter equipment | 1,030,086 | 1,030,086 |
| Studio technical equipment | 267,467 | 267,467 |
| Program production material | 44,699 | 44,699 |
| Furniture and office equipment | 444,350 | 433,274 |
| | <u>2,888,860</u> | <u>2,877,784</u> |
| Less: Accumulated depreciation | <u>(2,644,288)</u> | <u>(2,536,457)</u> |
| | <u>\$ 244,572</u> | <u>\$ 341,327</u> |

BEETHOVEN, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2017 AND 2016

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Goodwill and other intangible assets

Classic Radio acquired certain intangible assets from Classic Radio, Inc. in connection with the purchase of KING FM 98.1 in 1992. The FCC license is considered to have an indefinite life; however, Classic Radio must renew the license with the FCC every 7 years. The license was renewed in 2014. Goodwill and the FCC license are tested annually for impairment and, if impaired, are written down to fair value.

Finite-lived intangible assets are amortized over the estimated useful lives ranging from 1 to 25 years, and are not expected to have any residual value. Finite-lived intangible assets are also tested annually for impairment. Goodwill and other intangible assets were not impaired as of December 31, 2017 or 2016 and accordingly no write down is included in the consolidated statements of activities for the years then ended.

Underwriting

Underwriting fees are considered exchange transactions and are recognized as revenue when credits are aired or delivered digitally. Underwriting fees paid in advance of credits aired or delivered digitally are reflected as deferred revenue until the credits are aired or delivered.

Restricted and unrestricted support

Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the year in which the support is recognized. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported as net assets released from restrictions.

In-kind goods and services

Contributed materials have been recorded at their fair value at date of donation. Donated services are recorded as in-kind contributions and are recognized as revenue at estimated values at the date of receipt if they (a) create or enhance non-financial assets, or (b) require specialized skills and would need to be purchased if not provided by donation. Corresponding expenses are recognized as the assets and services are utilized.

Advertising costs

Classical King FM 98.1 expenses advertising costs as incurred. The consolidated statements of activities include \$106,657 and \$127,219, respectively, in advertising costs for the years ended December 31, 2017 and 2016.

BEETHOVEN, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2017 AND 2016

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Art marketing partnerships

As noted above, one of the purposes of Classical 98.1 is to further the education and involvement of the general public audience in classical music and advance the appreciation and performance of opera, symphonic music and chamber music. As such, Classical 98.1 entered into marketing partnerships with Artsfund, Seattle Symphony Orchestra, and Seattle Opera Association in the amount of \$25,000 each to further the education mission of each organization and develop a further awareness of Classical 98.1's mission.

Functional allocation of expenses

The costs of providing program services and other activities have been summarized on a functional basis in the statements of activities and of functional expenses. Accordingly, certain costs have been allocated among the program and supporting services benefited.

Use of estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

NOTE B - UNDERWRITING

During March 2011, Classical KING FM 98.1 entered into an agreement with a third party through June 30, 2016, which called for the third party to provide administration, oversight, collection and financial reporting of corporate sponsorships. Classical KING FM 98.1 paid a variable commission based on the revenue earned from corporate sponsorships. Commission expense paid by Classical KING FM 98.1 under the contract was \$92,941 for the year ended December 31, 2016, of which \$0 was included in accounts payable at December 31, 2016.

NOTE C - LINE OF CREDIT

Classical 98.1 has a \$50,000 revolving line of credit agreement with Pacific Continental Bank. The line of credit bears interest at 1% over prime rate but not less than 5.5%, expires on September 1, 2018, and is secured by Classical 98.1's and Classic Radio's assets. There were no outstanding borrowings on the line of credit at December 31, 2017 or 2016.

BEETHOVEN, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2017 AND 2016

NOTE D – PROFIT SHARING AND 401(k) PLAN

Classical KING FM 98.1 has a profit sharing and 401(k) plan covering substantially all full-time employees employed more than one year. Classical KING FM 98.1 matches 100% of participant contributions up to 3% of eligible compensation, plus 50% of participant contributions over 3%, but not more than 5% of eligible compensation. This expense totaled \$38,962 and \$41,338, respectively, for the years ended December 31, 2017 and 2016.

NOTE E – LEASE COMMITMENTS

Classic Radio leases tower sites from a single entity under terms of operating leases expiring in various years through 2027. The main tower site is at West Tiger Mt. (WTM). The initial lease term expired on December 31, 2017 and was extended through the ten-year renewable period which expires on December 31, 2027. The backup tower site is at Cougar Mt. (CM). CM's original term was ten years starting in 2000. CM is currently on the renewal term of ten years, which will expire on June 30, 2020.

Classical KING FM 98.1 leases its facilities from Artsfund, a related party, under a lease with an initial 10-year term which commenced on March 1, 2000. The lease was renewable for two five-year periods. As of March 1, 2015, Classical KING FM 98.1 entered into the second five-year lease renewal expiring February 28, 2020. As of March 1, 2016, the lease was modified to include additional office space. Future minimum lease payments are as follows:

| | <u>Facilities</u> | <u>Tower Sites</u> | <u>Total</u> |
|------------|-----------------------------|---------------------|---------------------|
| 2018 | \$ 195,589 | \$ 194,454 | \$ 390,043 |
| 2019 | 199,291 | 199,051 | 398,342 |
| 2020 | 33,318 | 157,715 | 191,033 |
| 2021 | | 116,552 | 116,552 |
| 2022 | | 121,214 | 121,214 |
| Thereafter | <u> </u> | <u>682,787</u> | <u>682,787</u> |
| Total | <u>\$ 428,198</u> | <u>\$ 1,471,773</u> | <u>\$ 1,899,971</u> |

Lease expense for the tower sites totaled \$189,570 and \$184,847, respectively, for the years ended December 31, 2017 and 2016, and lease expense for the facilities totaled \$191,887 and \$185,006, respectively, for the years ended December 31, 2017 and 2016.

BEETHOVEN, INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2017 AND 2016

NOTE F - FEDERAL INCOME TAXES

Deferred income taxes resulted primarily from the 2011 net operating loss carry forward as well as the temporary differences between the financial and tax basis of the intangible assets, property and equipment, accrued liabilities, and charitable contributions. Management has provided a 100% valuation allowance on the net deferred tax assets at December 31, 2017 that would result from recognition of the benefit of the deferred tax assets due to the uncertainty of realizing any future taxable earnings.

The valuation allowance increased by \$16,880 in 2017, representing the change in potential tax benefits relating to differences between financial and tax basis accrued liabilities at December 31, 2017. As of December 31, 2017, there were no net current deferred income tax assets or liabilities and long-term deferred income tax assets and liabilities consisted of the following:

| | |
|---|-----------------|
| Non-current deferred balances: | |
| Non-current deferred income tax asset | \$ 348,560 |
| Non-current deferred income tax liability | (300,550) |
| Less allowance for uncollectable | |
| non-current deferred income tax asset | <u>(48,010)</u> |
| Net non-current deferred income tax liability | <u>\$ -</u> |

NOTE G - SUBSEQUENT EVENTS

Management has evaluated events occurring subsequent to December 31, 2017 through May 24, 2018, which is the date the financial statements were available to be issued and has recognized in the financial statements the effects of all subsequent events that provide additional evidence about conditions that existed at December 31, 2017, including the estimates inherent in the processing of financial statements.

SUPPLEMENTARY INFORMATION

CLASSICAL 98.1

STATEMENTS OF ACTIVITIES

YEARS ENDED DECEMBER 31, 2017 AND 2016

| | 2017 | | | 2016 | | |
|--|---------------------|------------------------|---------------------|---------------------|------------------------|---------------------|
| | Unrestricted | Temporarily Restricted | Total | Unrestricted | Temporarily Restricted | Total |
| Public Support and Revenue | | | | | | |
| Listener support | \$ 2,982,991 | \$ 91,460 | \$ 3,074,451 | \$ 2,881,725 | \$ 75,000 | \$ 2,956,725 |
| Underwriting | 489,747 | | 489,747 | 542,667 | | 542,667 |
| Corporation for Public Broadcasting | | | | | | |
| Community Service Grants | 169,758 | 60,361 | 230,119 | 198,025 | 69,831 | 267,856 |
| Other income | 123,202 | | 123,202 | 187 | | 187 |
| | <u>3,765,698</u> | <u>151,821</u> | <u>3,917,519</u> | <u>3,622,604</u> | <u>144,831</u> | <u>3,767,435</u> |
| Net Assets Released from Restrictions | | | | | | |
| Purpose restrictions | 153,140 | (153,140) | - | 155,120 | (155,120) | - |
| Time restrictions | - | - | - | - | - | - |
| Total Public Support, Revenue, and Other Support | <u>3,918,838</u> | <u>(1,319)</u> | <u>3,917,519</u> | <u>3,777,724</u> | <u>(10,289)</u> | <u>3,767,435</u> |
| Expenses | | | | | | |
| Program services | | | | | | |
| Programming, production, and broadcasting | 2,319,604 | | 2,319,604 | 2,334,030 | | 2,334,030 |
| Public information | 298,694 | | 298,694 | 209,376 | | 209,376 |
| Total Program Services | 2,618,298 | | 2,618,298 | 2,543,406 | | 2,543,406 |
| Administration | 225,508 | | 225,508 | 212,279 | | 212,279 |
| Underwriting | 254,334 | | 254,334 | 349,016 | | 349,016 |
| Listener support | 966,493 | | 966,493 | 861,600 | | 861,600 |
| Total Expenses | <u>4,064,633</u> | | <u>4,064,633</u> | <u>3,966,301</u> | | <u>3,966,301</u> |
| Change in Net Assets | <u>\$ (145,795)</u> | <u>\$ (1,319)</u> | <u>\$ (147,114)</u> | <u>\$ (188,577)</u> | <u>\$ (10,289)</u> | <u>\$ (198,866)</u> |