

31 January 2012

Ms. Elsa Van Hulst
ATIP Coordinator
CRTC
Ottawa, ON
K1A 0N2

CAF

Dear Ms. Van Hulst,

Re: Access to Information Request concerning native radio broadcasting

Pursuant to sections 4(1) and 6 of Canada's *Access to Information Act*, R.S., 1985, c. A-1, I am asking for information about native broadcasting undertakings. Specifically, for the broadcast years from 1990/91 to 2009/10, I ask for the following information for all native Type B radio stations:

Radio – Native Type B stations	1990/91	...	2009/10
Number of reporting undertakings			
Revenue			
Local Time Sales			
National Time Sales			
Network Payments			
Infomercials			
Syndication-Production			
Government Grants			
Other Revenue			
Total Revenue			
Expenses			
Program			
Technical			
Sales and Promotion			
Administration and General			
Total Expenses			
Operating Income			
Depreciation			
P.B.I.T.			
Interest Expense			
Adjustments Gain(Loss)			
Pre-tax Profit			
Programming (%)			
Prog Expense/Expense Total			
Prog Expense/Revenue Total			
Staff			
Total Salaries			
Avg Staff Count			

Radio – Native Type B stations	1990/91	...	2009/10
Avg Salary (\$)			
Salaries/Expense Total (%)			
Profitability (%)			
Operating Margin			
P.B.I.T. Margin			
Pre-tax Margin			

I would like to receive the document via e-mail in a spreadsheet format – either as a chart in Word or as an Excel spreadsheet (- in other words, not as a PDF document). My e-mail address is set out below.

My cheque for \$5.00 is attached.

If you have any questions or envisage any difficulties meeting my request, please do not hesitate to let me know.

I look forward to hearing from you within thirty days pursuant to section 7(a) of the *Access to Information Act*.

Sincerely yours,

Monica Auer
 2658 Flannery Drive
 Ottawa, ON
 K1V 8M2

(613) 526-5244 [tel]
 ml.auer@sympatico.ca



Ottawa, Canada
K1A 0N2

March 12, 2012

Our reference: A-2011-00061

Mrs. Monica Auer
2658 Flannery Drive
Ottawa, Ontario K1V 8M2

Dear Mrs. Auer:

This is further to your request under the *Access to Information Act* (the *Act*), received on February 2, 2012, for the following documents:

“[Revised request:] Asking for information about native broadcasting undertakings. Specifically, for the broadcast years from 1990/91 to 2009/10, asking for each individual undertaking and, separately, for all undertakings in total, for all native Type B radio stations: (see Chart in attachment).”

You will find enclosed all of the records responding to your request. Please note that portions of the records have been withheld pertaining to individual native broadcasting undertakings, pursuant to sections 20(1)(b), 20(1)(c) and 20(1)(d) of the *Act*, a copy of which is attached for your information.

Sincerely,



John Traversy
Secretary General

Encl.

THIRD PARTY INFORMATION

Third party information

20. (1) Subject to this section, the head of a government institution shall refuse to disclose any record requested under this Act that contains

(a) trade secrets of a third party;

(b) financial, commercial, scientific or technical information that is confidential information supplied to a government institution by a third party and is treated consistently in a confidential manner by the third party;

(b.1) information that is supplied in confidence to a government institution by a third party for the preparation, maintenance, testing or implementation by the government institution of emergency management plans within the meaning of section 2 of the *Emergency Management Act* and that concerns the vulnerability of the third party's buildings or other structures, its networks or systems, including its computer or communications networks or systems, or the methods used to protect any of those buildings, structures, networks or systems;

(c) information the disclosure of which could reasonably be expected to result in material financial loss or gain to, or could reasonably be expected to prejudice the competitive position of, a third party; or

(d) information the disclosure of which could reasonably be expected to interfere with contractual or other negotiations of a third party.

CRTC - FINANCIAL SUMMARY - RADIO/TV

Native B Radio

Canada

	2006		2007		2008		2009		2010		CAGR (%) 5 yr
	28	29	20	27	26	27	26	27	26		
Revenue											
Local Time Sales	2,964,637	3,904,463	2,749,582	3,153,708	3,639,433	3,153,708	3,639,433	14.70	15.40	5.3	
National Time Sales	203,257	170,476	123,369	121,282	310,814	121,282	310,814	-1.69	156.27	11.2	
Network Payments	0	0	0	11,000	0	11,000	0	n/a	-100.00	n/a	
Infomercials										n/a	
Syndication-Production	274,464	347,074	0	0	358,987	0	358,987	n/a	n/a	6.9	
Other Revenue	12,134,375	11,419,259	6,273,596	10,271,610	7,754,726	10,271,610	7,754,726	63.73	-24.50		
Total Revenue	15,576,733	15,841,272	9,146,547	13,557,600	12,063,960	13,557,600	12,063,960	48.23	-11.02	-6.2	
Expenses											
Program	3,285,867	3,351,150	1,570,551	2,799,314	3,773,709	2,799,314	3,773,709	78.24	34.81	3.5	
Technical	816,017	998,621	753,428	933,426	1,372,363	933,426	1,372,363	23.89	47.02	13.9	
Sales and Promotion	3,575,700	3,687,715	3,855,973	4,996,947	4,085,160	4,996,947	4,085,160	29.59	-18.25	3.4	
Administration and General	5,792,962	6,521,889	1,849,618	2,391,569	3,622,571	2,391,569	3,622,571	29.30	51.47	-11.1	
Total Expenses	13,470,546	14,559,375	8,029,570	11,121,256	12,853,803	11,121,256	12,853,803	38.50	15.58	-1.2	
Operating Income	2,106,187	1,281,897	1,116,977	2,436,344	-789,843	2,436,344	-789,843				
Depreciation	364,459	288,600	179,650	278,772	564,939	278,772	564,939	55.18	102.65	11.6	
P.B.I.T.	1,741,728	993,297	937,327	2,157,572	-1,354,782	2,157,572	-1,354,782				
Interest Expense	79,244	79,688	40,755	22,497	46,150	22,497	46,150	-44.80	105.14		
Adjustments	-556,957	-446,382	-48,541	-746,953	622,754	-746,953	622,754	>999±	-183.37		
Pre-tax Profit	1,105,527	467,227	848,031	1,388,122	-778,178	1,388,122	-778,178				
Programming (%)											
Prog Expense/Expense Total	24.4	23.0	19.6	25.2	29.4	25.2	29.4				
Prog Expense/Revenue Total	21.1	21.2	17.2	20.6	31.3	20.6	31.3				
Staff											
Total Salaries	5,549,207	4,709,480	2,533,204	3,222,112	5,502,436	3,222,112	5,502,436	27.20	70.77	-0.2	
Avg Staff Count	184.17	182.90	84.50	119.50	152.50	119.50	152.50	41.42	27.62	4.6	
Avg Salary (\$)	30,131	25,749	29,979	26,963	36,082	26,963	36,082	-10.06	33.82		
Salaries/Expense Total (%)	41.2	32.3	31.5	29.0	42.8	29.0	42.8				
Profitability (%)											
Operating Margin	13.5	8.1	12.2	18.0	-6.5	18.0	-6.5				
P.B.I.T. Margin	11.2	6.3	10.2	15.9	-11.2	15.9	-11.2				
Pre-tax Margin	7.1	2.9	9.3	10.2	-6.5	10.2	-6.5				

CAGR = Compound Annual Growth Rate

CRTC - SYSTÈME DE LA BASE DE DONNÉES FINANCIÈRES / CRTC - FINANCIAL DATABASE SYSTEM
SOMMAIRE FINANCIER - RADIO / FINANCIAL SUMMARY - RADIO

Canada

	SELECTION/SELECTION 5224					Variation % / Percent Change									
	2005		2004		2003		2002		2001		05/04		04/03		
	24	20	19	17	12	12	12	12	12	12	12	12	12	12	
REVENUS / REVENUE(\$)															
Vente de publicité locale / Local Time Sales	2,880,009	2,206,996	2,202,187	1,546,056	1,108,517									30.5	0.2
Vente de publicité nationale / National Time Sales	102,281	90,830	223,345	180,838	137,414									12.6	-59.3
Paiements du réseau à la station / Network Payments	0	0	0	0	0									0.0	0.0
Infopublicités / Infomercials	0	0	0	0	0									0.0	0.0
Ventes de droits de diffusions / Syndication-Production	275,672	26,154	22,411	139,385	118,414									954.0	16.7
Autres / Other	7,918,028	8,265,492	9,267,965	7,146,950	6,257,750									-4.2	-10.8
REVENUS TOTAUX / TOTAL REVENUE	11,175,990	10,589,471	11,715,908	9,013,230	7,622,095									5.5	-9.6
DÉPENSES D'EXPLOITATION / EXPENSES (\$)															
Émissions / Program	2,863,950	2,812,354	2,615,470	1,226,972	1,072,556									1.8	7.5
Services techniques / Technical	693,106	496,360	714,046	434,635	224,582									39.6	-30.5
Ventes et promotion / Sales and Promotion	1,690,535	3,262,896	2,901,778	2,428,660	1,759,828									-48.2	12.4
Administration et frais généraux / Administration and General	4,944,589	3,462,927	3,782,183	3,373,911	3,402,150									42.8	-8.4
DÉPENSES TOTALES / TOTAL EXPENSES	10,192,180	10,034,537	10,013,478	7,464,178	6,459,116									1.6	0.2
Bénéfice (perte) d'exploitation / Operating income	983,809	554,934	1,702,430	1,549,051	1,162,979									77.3	-67.4
Amortissement / Depreciation	354,146	205,779	205,385	2,225,073	143,703									72.1	0.2
B.A.I.I. / P.B.I.T.	629,663	349,155	1,497,045	-676,022	1,019,276									80.3	-76.7
Intérêts versés / Interest	80,422	84,036	127,323	85,221	4,179									-4.3	-34.0
Ajustements / Adjustments	473,175	409,452	631,306	540,529	482,339									15.6	-35.1
Bénéfice net (perte) avant impôts / Pre-tax Profit	76,066	-144,333	738,416	-1,301,772	532,758									-152.7	-119.5
ÉMISSIONS / PROGRAMMING (%)															
Dépenses sur émissions/Dépenses totales / Prog. Expense/Expense Total	28.10	28.03	26.12	16.44	16.61										
Dépenses sur émissions/Revenus totaux / Prog. Expense/Revenue Total	25.63	26.56	22.32	13.61	14.07										
PERSONNEL / STAFF															
Rémunérations totales / Total Salaries (\$)	4,955,954	4,189,497	3,898,069	2,962,071	2,662,528									18.3	7.5
Effectifs moyens / Staff	174.50	162.00	146.50	93.50	108.00									7.7	10.6
Rémunérations/effectifs / Average Salaries(\$)	28,401	25,861	26,608	31,680	24,653									9.8	-2.8
Rémunérations/dépenses totales / Salaries/Expense Total (%)	48.63	41.75	38.93	39.68	41.22										
RENDEMENT / PROFITABILITY (%)															
Revenus d'exploitation / Operating Margin	8.80	5.24	14.53	17.19	15.26										
Marge B.A.I.I. / P.B.I.T. Margin	5.63	3.30	12.78	-7.50	13.37										
Marge avant impôts / Pre-tax Margin	0.68	-1.36	6.30	-14.44	6.99										

A partir de 2006, les titulaires de licence n'ont plus à fournir les informations concernant les immobilisations. De ce fait, ces informations ne seront plus présentées.
Starting in 2006, licensees are not required to report Fixed Assets. Therefore, this information will no longer appear.

CRTC - SYSTÈME DE LA BASE DE DONNÉES FINANCIÈRES / CRTC - FINANCIAL DATABASE SYSTEM
SOMMAIRE FINANCIER - RADIO / FINANCIAL SUMMARY - RADIO

FDB1

Canada

	SELECTION/SELECTION 5224				Variation % / Percent Change	
	2000	1999	1998	1997	1996	00/99 99/98
	13	14	14	12	13	
Unités rapportées: Reporting units						
REVENUS / REVENUE(\$)						
Vente de publicité locale / Local Time Sales	1,182,818	1,182,483	1,123,345	671,365	677,427	0.0 5.3
Vente de publicité nationale / National Time Sales	83,348	47,385	850	0	0	75.9 5474.7
Paiements du réseau à la station / Network Payments	0	0	0	0	0	0.0 0.0
Infopublicités / Infomercials	0	0	0	0	0	0.0 0.0
Ventes de droits de diffusions / Syndication-Production	43,527	102,620	174,577	272,546	184,445	-57.6 -41.2
Autres / Other	3,987,777	3,256,581	3,201,761	5,735,507	6,884,430	22.5 1.7
REVENUS TOTAUX / TOTAL REVENUE	5,297,470	4,589,069	4,500,533	6,691,561	7,746,302	15.4 2.0
DÉPENSES D'EXPLOITATION / EXPENSES (\$)						
Émissions / Program	1,245,964	1,292,652	849,431	2,031,685	2,430,304	-3.6 52.2
Services techniques / Technical	309,957	252,938	386,717	353,092	482,456	22.5 -34.6
Ventes et promotion / Sales and Promotion	868,333	905,475	502,970	1,188,755	497,872	-4.1 80.0
Administration et frais généraux / Administration and General	1,916,476	1,913,664	1,916,404	2,685,553	3,555,910	0.1 -0.1
DÉPENSES TOTALES / TOTAL EXPENSES	4,340,730	4,364,730	3,655,522	6,259,085	6,966,542	-0.5 19.4
Bénéfice (perte) d'exploitation / Operating income	956,740	224,339	845,011	420,575	779,759	326.5 -73.5
Amortissement / Depreciation	49,872	182,102	185,806	66,495	60,143	-72.6 -2.0
B.A.I.I. / P.B.I.T.	906,868	42,237	659,205	354,080	719,616	2047.1 -93.6
Intérêts versés / Interest	15,138	13,976	9,984	16,258	31,902	8.3 40.0
Ajustements / Adjustments	426,366	54,430	529,958	436,303	233,487	683.3 -89.7
Bénéfice net (perte) avant impôts / Pre-tax Profit	465,364	-26,169	119,263	-98,480	454,227	-1878.3 -121.9
ÉMISSIONS / PROGRAMMING (%)						
Dépenses sur émissions/Dépenses totales / Prog. Expense/Expense Total	28.70	29.62	23.24	32.46	34.89	
Dépenses sur émissions/Revenus totaux / Prog. Expense/Revenue Total	23.52	28.17	18.87	30.36	31.37	
PERSONNEL / STAFF						
Rémunérations totales / Total Salaries (\$)	2,448,092	2,427,328	2,021,258	2,589,540	3,645,175	0.9 20.1
Effectifs moyens / Staff	88.00	124.50	95.00	102.00	131.00	-29.3 31.1
Rémunérations/effectifs / Average Salaries(\$)	27,819	19,497	21,276	25,388	27,826	42.7 -8.4
Rémunérations/dépenses totales / Salaries/Expense Total (%)	56.40	55.61	55.29	41.37	52.32	
RENDEMENT / PROFITABILITY (%)						
Revenus d'exploitation / Operating Margin	18.06	4.89	18.78	6.29	10.07	
Marge B.A.I.I. / P.B.I.T. Margin	17.12	0.92	14.65	5.29	9.29	
Marge avant impôts / Pre-tax Margin	8.78	-0.57	2.65	-1.47	5.86	

A partir de 2006, les titulaires de licence n'ont plus à fournir les informations concernant les immobilisations. De ce fait, ces informations ne seront plus présentées.
 Starting in 2006, licensees are not required to report Fixed Assets. Therefore, this information will no longer appear.

**CRTC - SYSTÈME DE LA BASE DE DONNÉES FINANCIÈRES / CRTC - FINANCIAL DATABASE SY
SOMMAIRE FINANCIER - RADIO / FINANCIAL SUMMARY - RADIO**

FDB1

Canada

Native B Radio

	Unités rapportées: Reporting units					Variation % / P	
	1995	1994	1993	1992	1991		
	11	11	9	9	8	95/94	94/93
REVENUS / REVENUE(\$)							
Vente de publicité locale / Local Time Sales	748,201	610,611	558,374	314,024	183,918	22.5	9.4
Vente de publicité nationale / National Time Sales	0	0	0	0	0	0.0	0.0
Paiements du réseau à la station / Network Payments	0	0	17,892	0	0	0.0	-100.0
Infopublicités / Infomercials	0	0	0	0	0	0.0	0.0
Ventes de droits de diffusions / Syndication-Production	33,673	509,735	309,025	261,017	147,070	-93.4	64.9
Autres / Other	3,878,247	3,870,367	3,759,506	2,719,113	560,005	0.2	2.9
REVENUS TOTAUX / TOTAL REVENUE	4,660,121	4,990,713	4,644,797	3,294,154	890,993	-6.6	7.4
DÉPENSES D'EXPLOITATION / EXPENSES (\$)							
Émissions / Program	1,109,070	1,615,288	1,092,114	749,167	497,575	-31.3	47.9
Services techniques / Technical	216,416	844,512	1,021,844	761,477	577,661	-74.4	-17.4
Ventes et promotion / Sales and Promotion	430,459	380,417	498,820	307,770	13,285	13.2	-23.7
Administration et frais généraux / Administration and General	2,643,104	1,886,189	1,939,661	1,239,261	1,249,374	40.1	-2.8
DÉPENSES TOTALES / TOTAL EXPENSES	4,399,049	4,726,408	4,552,439	3,057,675	2,337,895	-6.9	3.8
Bénéfice (perte) d'exploitation / Operating income	261,072	264,305	92,358	236,479	-1,446,902	-1.2	186.2
Amortissement / Depreciation	23,568	8,081	53,441	10,065	5,485	191.6	-84.9
B.A.I.I. / P.B.I.T.	237,504	256,224	38,917	226,414	-1,452,387	-7.3	558.4
Intérêts versés / Interest	20,854	23,416	15,899	11,962	15,996	-10.9	47.3
Ajustements / Adjustments	145,696	148,032	70,021	-15,266	-1,577,331	-1.6	111.4
Bénéfice net (perte) avant impôts / Pre-tax Profit	70,954	84,777	-47,003	229,718	108,948	-16.3	-280.4
ÉMISSIONS / PROGRAMMING (%)							
Dépenses sur émissions/Dépenses totales / Prog. Expense/Expense Total	25.21	34.18	23.99	24.50	21.28		
Dépenses sur émissions/Revenus totaux / Prog. Expense/Revenue Total	23.80	32.37	23.51	22.74	55.84		
PERSONNEL / STAFF							
Rémunérations totales / Total Salaries (\$)	2,510,522	2,591,390	2,031,338	1,769,790	1,249,338	-3.1	27.6
Effectifs moyens / Staff	93.00	82.00	104.00	54.00	30.00	13.4	-21.2
Rémunérations/effectifs / Average Salaries(\$)	26,995	31,602	19,532	32,774	41,645	-14.6	61.8
Rémunérations/dépenses totales / Salaries/Expense Total (%)	57.07	54.83	44.62	57.88	53.44		
RENDEMENT / PROFITABILITY (%)							
Revenus d'exploitation / Operating Margin	5.60	5.30	1.99	7.18	-162.39		
Marge B.A.I.I. / P.B.I.T. Margin	5.10	5.13	0.84	6.87	-163.01		
Marge avant impôts / Pre-tax Margin	1.52	1.70	-1.01	6.97	12.23		

A partir de 2006, les titulaires de licence n'ont plus à fournir les informations concernant les immobilisations. De ce fait, ces informations ne seront plus présentées.
Starting in 2006, licensees are not required to report Fixed Assets. Therefore, this information will no longer appear.