

ARBITRON INC  
Form 10-Q  
August 03, 2006

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION**  
**Washington, DC 20549**

**FORM 10-Q**

**Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**  
**For the quarterly period ended June 30, 2006**

Or

**Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**  
**For the transition period from \_\_\_\_\_ to \_\_\_\_\_**

**Commission file number: 1-1969**

**ARBITRON INC.**

(Exact name of registrant as specified in its charter)

**Delaware**

(State or other jurisdiction of  
incorporation or organization)

**52-0278528**

(I.R.S. Employer Identification No.)

**142 West 57<sup>th</sup> Street**

**New York, New York 10019**

(Address of principal executive offices) (Zip Code)

**(212) 887-1300**

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act.

Large Accelerated Filer  Accelerated Filer  Non-Accelerated Filer

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).  
Yes  No

The registrant had 29,255,427 shares of common stock, par value \$0.50 per share, outstanding as of July 31, 2006.

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Arbitron owns or has the rights to various trademarks, trade names or service marks used in its radio audience measurement business and subsidiaries, including the following: the Arbitron name and logo, *Arbitrends*<sup>SM</sup>, *RetailDirect*<sup>®</sup>, *RADAR*<sup>®</sup>, *Tapscan*<sup>®</sup>, *Tapscan WorldWide*<sup>®</sup>, *LocalMotion*<sup>®</sup>, *MaximiSer*<sup>®</sup>, *MaximiSer*<sup>®</sup> *Plus*, *Arbitron PD Advantage*<sup>®</sup>, *SmartPlus*<sup>®</sup>, *Arbitron Portable People Meter*<sup>TM</sup>, *Marketing Resources Plus*<sup>TM</sup>, *MRP*<sup>®</sup>, *PrintPlus*<sup>TM</sup>, *MapMAKER Direct*<sup>SM</sup>, *Media Professional*<sup>SM</sup>, *Media Professional Plus*<sup>SM</sup>, *Qualitap*<sup>SM</sup>, *MediaMaster*<sup>SM</sup>, *Prospector*<sup>SM</sup>, and *Schedule-It*<sup>SM</sup>.

The trademarks *Windows*<sup>®</sup>, *Media Rating Council*<sup>®</sup> and *Homescan*<sup>®</sup> are the registered trademarks of others.

**PART I FINANCIAL INFORMATION**  
**ITEM 1. FINANCIAL STATEMENTS**

**ARBITRON INC.**

Consolidated Balance Sheets  
(In thousands, except par value data)

	<b>June 30, 2006 (unaudited)</b>	<b>December 31, 2005 (audited)</b>
<b>Assets</b>		
Current assets		
Cash and cash equivalents	\$ 21,307	\$ 40,848
Receivables from brokers		30,000
Short-term investments	49,950	52,560
Trade accounts receivable, net of allowance for doubtful accounts of \$1,324 at June 30, 2006 and \$1,165 at December 31, 2005	28,371	27,708
Deferred tax assets	5,093	5,703
Inventories	4,516	442
Prepaid expenses and other current assets	3,665	3,665
<b>Total current assets</b>	<b>112,902</b>	<b>160,926</b>
Investment in affiliate	11,687	12,959
Property and equipment, net of accumulated depreciation of \$26,135 at June 30, 2006 and \$22,816 at December 31, 2005	36,030	30,875
Goodwill, net	40,558	40,558
Other intangibles, net	2,676	3,578
Noncurrent deferred tax assets	769	911
Other noncurrent assets	897	1,073
<b>Total assets</b>	<b>\$ 205,519</b>	<b>\$ 250,880</b>
<b>Liabilities and Stockholders Equity</b>		
Current liabilities		
Accounts payable	\$ 7,284	\$ 8,605
Accrued expenses and other current liabilities	25,260	31,123
Deferred revenue	64,343	62,434
<b>Total current liabilities</b>	<b>96,887</b>	<b>102,162</b>
Noncurrent liabilities		
Long-term debt	50,000	50,000
Other noncurrent liabilities	7,104	6,364
<b>Total liabilities</b>	<b>153,991</b>	<b>158,526</b>

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Stockholders' equity		
Common stock, \$0.50 par value, authorized 500,000 shares, issued 32,338 shares at June 30, 2006 and December 31, 2005	16,169	16,169
Additional paid-in capital	35,364	94,908
Accumulated earnings (net distributions to Ceridian in excess of accumulated earnings) prior to spin-off	(242,870)	(242,870)
Retained earnings subsequent to spin-off	247,682	228,211
Common stock held in treasury, 3,090 shares at June 30, 2006 and 1,294 shares at December 31, 2005	(1,545)	(647)
Accumulated other comprehensive loss	(3,272)	(3,417)
Total stockholders' equity	51,528	92,354
Total liabilities and stockholders' equity	\$ 205,519	\$ 250,880

See notes to consolidated financial statements.

**ARBITRON INC.**  
Consolidated Statements of Income  
(In thousands, except per share data)  
(unaudited)

	<b>Three Months Ended June 30,</b>	
	<b>2006</b>	<b>2005</b>
Revenue	\$ 74,165	\$ 69,816
Costs and expenses		
Cost of revenue	36,684	29,869
Selling, general and administrative	20,557	16,909
Research and development	10,031	8,658
Total costs and expenses	67,272	55,436
Operating income	6,893	14,380
Equity in net income of affiliate	5,053	4,234
Income before interest and income tax expense	11,946	18,614
Interest income	829	819
Interest expense	937	1,016
Income before income tax expense	11,838	18,417
Income tax expense	4,478	3,022
Net income	\$ 7,360	\$ 15,395
Net income per weighted-average common share		
Basic	\$ 0.25	\$ 0.49
Diluted	\$ 0.24	\$ 0.48
Dividends declared per common share	\$ 0.10	\$ 0.10
Weighted-average common shares used in calculations		
Basic	29,945	31,457
Potentially dilutive securities	205	369
Diluted	30,150	31,826

See notes to consolidated financial statements.





**ARBITRON INC.**  
Consolidated Statements of Income  
(In thousands, except per share data)  
(unaudited)

	<b>Six Months Ended June 30,</b>	
	<b>2006</b>	<b>2005</b>
Revenue	\$ 159,253	\$ 149,011
Costs and expenses		
Cost of revenue	60,939	50,286
Selling, general and administrative	40,013	32,863
Research and development	20,012	16,696
Total costs and expenses	120,964	99,845
Operating income	38,289	49,166
Equity in net income of affiliate	2,678	2,144
Income before interest and income tax expense	40,967	51,310
Interest income	1,816	1,428
Interest expense	1,880	2,067
Income before income tax expense	40,903	50,671
Income tax expense	15,357	15,440
Net income	\$ 25,546	\$ 35,231
Net income per weighted-average common share		
Basic	\$ 0.84	\$ 1.13
Diluted	\$ 0.83	\$ 1.11
Dividends declared per common share	\$ 0.20	\$ 0.20
Weighted-average common shares used in calculations		
Basic	30,500	31,300
Potentially dilutive securities	235	378
Diluted	30,735	31,678

See notes to consolidated financial statements.



**ARBITRON INC.**  
Consolidated Statements of Cash Flows  
(In thousands)  
(unaudited)

	<b>Six Months Ended June 30,</b>	
	<b>2006</b>	<b>2005</b>
Cash flows from operating activities		
Net income	\$ 25,546	\$ 35,231
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization of property and equipment	3,455	2,013
Other amortization	902	785
Asset impairment charges	638	
Loss on asset disposals	177	154
Deferred income taxes	663	1,276
Equity in net income of affiliate	(2,678)	(2,144)
Distributions from affiliate	3,950	4,350
Bad debt expense	470	246
Excess tax benefit from stock option exercises		4,054
Non-cash share-based compensation	3,775	196
Changes in operating assets and liabilities, excluding effects of business acquisitions		
Trade accounts receivable	(965)	123
Inventories	(4,074)	28
Prepaid expenses and other assets	(131)	(601)
Accounts payable	(966)	415
Accrued expenses and other current liabilities	(7,269)	(12,378)
Deferred revenue	1,884	2,993
Other noncurrent liabilities	740	1,026
Net cash provided by operating activities	26,117	37,767
Cash flows from investing activities		
Additions to property and equipment	(9,846)	(4,821)
Purchases of short-term investments	(276,565)	
Sale of short-term investments	309,175	
Net cash provided by (used in) investing activities	22,764	(4,821)
Cash flows from financing activities		
Proceeds from stock option exercises and stock purchase plan	5,396	19,585
Excess tax benefit from stock option exercises	722	
Dividends paid to stockholders	(6,208)	(3,123)
Stock repurchases	(68,529)	
Net cash (used in) provided by financing activities	(68,619)	16,462
Effect of exchange rate changes on cash	197	(190)

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Net (decrease) increase in cash and cash equivalents	(19,541)	49,218
Cash and cash equivalents at beginning of period	40,848	86,901
Cash and cash equivalents at end of period	\$ 21,307	\$ 136,119

See notes to consolidated financial statements.

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**ARBITRON INC.**

Notes to Consolidated Financial Statements

June 30, 2006

(unaudited)

**1. Basis of Presentation and Consolidation**

***Presentation***

The accompanying unaudited consolidated financial statements of Arbitron Inc. (the Company or Arbitron ) have been prepared in accordance with U.S. generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by U.S. generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments considered necessary for fair presentation have been included and are of a normal recurring nature. Certain amounts in the financial statements for prior periods have been reclassified to conform to the current period's presentation. The consolidated balance sheet as of December 31, 2005, was audited at that date, but all of the information and footnotes as of December 31, 2005, required by U.S. generally accepted accounting principles, have not been included in this Form 10-Q. For further information, refer to the consolidated financial statements and footnotes thereto included in the Company's Annual Report on Form 10-K for the year ended December 31, 2005.

***Consolidation***

The consolidated financial statements of Arbitron reflect the consolidated financial position, results of operations and cash flows of Arbitron Inc. and its subsidiaries: Arbitron Holdings Inc., Audience Research Bureau S.A. de C.V., Ceridian Infotech (India) Private Limited, CSW Research Limited, Euro Fieldwork Limited, and Arbitron International, LLC. All significant intercompany balances have been eliminated in consolidation.

**2. Pro Forma Disclosures of Share-Based Payments**

During the six months ended June 30, 2005, the Company applied the intrinsic-value-based method of accounting prescribed by Accounting Principles Board ( APB ) Opinion No. 25, *Accounting for Stock Issued to Employees*, and related interpretations including Financial Accounting Standards Board ( FASB ) Interpretation No. 44, *Accounting for Certain Transactions Involving Stock Compensation*, an interpretation of APB Opinion No. 25, to account for its fixed-plan stock options. Under this method, compensation expense was recorded on the date of option grant only if the current market price of the underlying stock exceeded the exercise price of the options. In the case of issuances of stock awards, compensation expense was recorded based upon the quoted market value of shares of common stock on the date of grant. Any resulting compensation expense was recognized ratably over the vesting period. Statement of Financial Accounting Standards ( SFAS ) No. 123 ( SFAS No. 123 ), *Accounting for Stock-Based Compensation* (as amended by SFAS No. 148, *Accounting for Stock-Based Compensation Transitions and Disclosures*), established accounting and disclosure requirements using a fair-value-based method of accounting for stock-based employee compensation plans. As allowed by SFAS No. 123, the Company adopted only the disclosure requirements of SFAS No. 123 for fiscal reporting periods through December 31, 2005. Effective January 1, 2006, the Company adopted SFAS No. 123R, *Share-Based Payments Revised*. See Note 13 for the additional disclosures required by SFAS No. 123R for the fair-value-based method of accounting.

The following table illustrates the effect on net income and net income per share if the fair-value-based method had been applied to all outstanding and unvested awards during the three and six months ended June 30, 2005, (dollars in thousands, except per share data):

	<b>Three Months Ended June 30, 2005</b>	<b>Six Months Ended June 30, 2005</b>
Net income, as reported	\$ 15,395	\$ 35,231
Add: Stock-based compensation expense, net of tax	62	121
Less: Stock-based compensation expense determined under fair value method, net of tax	1,796	2,828
Pro forma net income	\$ 13,661	\$ 32,524
Basic net income per weighted-average common share, as reported	\$ 0.49	\$ 1.13
Pro forma basic net income per weighted-average common share	\$ 0.43	\$ 1.04
Diluted net income per weighted-average common share, as reported	\$ 0.48	\$ 1.11
Pro forma diluted net income per weighted- average common share	\$ 0.43	\$ 1.03
Options granted to employees and directors	59,466	554,932
Weighted-average exercise price	\$ 41.03	\$ 40.90
Weighted-average fair value	\$ 13.52	\$ 13.72
Weighted-average assumptions:		
Expected lives in years	6.5	6.5
Expected volatility	28.5%	28.6%
Expected dividend rate	1.0%	1.0%
Risk-free interest rate	3.78%	3.86%

### 3. New Accounting Pronouncements

Effective January 1, 2006, the Company adopted SFAS No. 123R, *Share-Based Payments Revised*. See Note 13 for the additional disclosures required by SFAS No. 123R.

In July 2006, the FASB issued FASB Interpretation ( FIN ) 48, *Accounting for Uncertainty in Income Taxes* ( FIN 48 ) which clarifies the accounting for uncertainty in tax positions. This Interpretation requires that the Company recognize in its financial statements, the impact of a tax position, if it is not more-likely-than not that such position will be sustained on audit, based on the technical merits of the position. The provisions of FIN 48 are effective as of the beginning of the Company s 2007 fiscal year, with the cumulative effect of the change in accounting principle recorded as an adjustment to opening retained earnings for that year. The management of the Company is currently evaluating the impact of adopting FIN 48 to the Company s financial statements.

### 4. Long-Term Debt

Long-term debt consisted of senior-secured fixed-rate notes in the amount of \$50.0 million as of June 30, 2006, and December 31, 2005. The notes bear interest at a fixed rate of 9.96% and mature on January 31, 2008. The fair values of the senior-secured notes as of June 30, 2006, and December 31, 2005, were \$51.0 million and \$51.8 million, respectively, and were estimated using a cash flow valuation model and

available market data for securities with similar maturity dates. The senior-secured notes agreement contains certain financial covenants and also contains a make-whole provision that applies in the event of early prepayment of principal. The senior-secured notes limit, among other things, the Company's ability to incur additional indebtedness, grant or incur liens on its assets, pay cash dividends, make investments or acquisitions, repurchase or redeem capital stock and engage in certain mergers or consolidations. The Company has been in compliance with its covenants under the senior-secured notes agreement since the inception of all borrowings.

If a default occurs under the terms of Arbitron's senior-secured notes, the lenders could proceed against the lenders collateral, which includes a first-priority lien on substantially all of the assets of Arbitron and its domestic subsidiaries and a pledge of the capital stock of all of its domestic subsidiaries and of 65% of the capital stock of its foreign subsidiaries. In addition, a default may result in higher rates of interest and the inability to obtain additional financing. Under the terms of the senior-secured notes, all of the Company's subsidiaries guarantee the senior-secured notes. Interest paid for each of the three and six month periods ended June 30, 2006, and 2005 was approximately \$1.2 million and \$2.5 million, respectively. Non-cash amortization of deferred financing costs classified as interest expense during the three months ended June 30, 2006, and 2005 was \$0.1 million and less than \$0.1 million, respectively. Non-cash amortization of deferred financing costs classified as interest expense during each of the six month periods ended June 30, 2006, and 2005 was \$0.1 million.

## 5. Stockholders' Equity

Changes in stockholders' equity for the six months ended June 30, 2006, were as follows (in thousands):

	Shares	Common	Treasury	Paid-In	Net Distributions to Ceridian in Excess of Accumulated Earnings	Retained Earnings Subsequent to Spin-off	Accumulated Other Compre- hensive Loss	Total Stock- holders Equity
	Outstanding	Stock	Stock	Capital	Earnings	to Spin-off	Loss	Equity
Balance as of December 31, 2005	31,044	\$ 16,169	\$ (647)	\$ 94,908	\$ (242,870)	\$ 228,211	\$ (3,417)	\$ 92,354
Net income						25,546		25,546
Common stock issued	196		98	4,963				5,061
Stock repurchased	(1,992)		(996)	(69,004)				(70,000)
Tax benefit from stock option exercises				722				722
Non-cash compensation				3,775				3,775
Dividends declared						(6,075)		(6,075)

Other  
comprehensive  
loss

145            145

Balance as of

June 30, 2006      29,248    \$ 16,169    \$ (1,545)    \$ 35,364    \$ (242,870)    \$ 247,682    \$ (3,272)    \$ 51,528

A quarterly cash dividend of \$0.10 per common share was paid to stockholders on July 3, 2006.



## **6. Short-term Investments**

Short-term investments as of June 30, 2006, and December 31, 2005, consisted of \$50.0 million and \$52.6 million, respectively, in municipal and other government-issued variable rate demand notes and auction-rate securities recorded by the Company at fair value. In addition, the Company recorded a \$30.0 million receivable from brokers on unsettled trades as of December 31, 2005. All of the Company's short-term investment assets are classified as available-for-sale securities in accordance with SFAS No. 115, *Accounting for Certain Investments in Debt and Equity Securities*.

For the three and six months ended June 30, 2006, gross purchases of available-for-sale securities were \$54.1 million and \$276.6 million, respectively, and gross proceeds from sales of available-for-sale securities were \$92.6 million and \$309.2 million for the three and six months ended June 30, 2006, respectively. There were no purchases or sales of short-term investments during the three and six months ended June 30, 2005.

## **7. Inventories**

Inventories as of June 30, 2006, and December 31, 2005, consisted of \$4.5 million and \$0.4 million, respectively, of Portable People Meter ( PPM ) equipment held for resale to international licensees of PPM. The inventory is accounted for on a first-in, first-out (FIFO) basis.

## **8. Net Income Per Weighted-Average Common Share**

The computations of basic and diluted net income per weighted-average common share for the three and six months ended June 30, 2006 and 2005 are based on Arbitron's weighted-average shares of common stock and potentially dilutive securities outstanding.

Potentially dilutive securities are calculated in accordance with the treasury stock method, which assumes that the proceeds from the exercise of stock options are used to repurchase the Company's common stock at the average market price for the period. At June 30, 2006, there were options to purchase 2,514,252 shares of the Company's common stock outstanding, of which, options to purchase 1,427,187 shares of the Company's common stock were excluded from the computation of diluted net income per weighted-average common share, either because the options' exercise prices were greater than the average market price of the Company's common shares or assumed repurchases from proceeds from the options' exercise were potentially antidilutive.

On January 24, 2006, the Company announced that its Board of Directors authorized a program to repurchase up to \$70.0 million of its outstanding common stock through either periodic open-market or private transactions at then-prevailing market prices through December 31, 2006. As of June 30, 2006, the Company completed the program by repurchasing 1,991,944 shares for an aggregate purchase price of \$70.0 million.

## **9. Contingencies**

The Company is involved, from time to time, in litigation and proceedings arising out of the ordinary course of business. Legal costs for services rendered in the course of these proceedings are charged to expense as they are incurred.

During 2005, the Pennsylvania Department of Revenue concluded a sales tax audit and notified the Company of an assessment of \$3.6 million, including outstanding sales tax and accumulated interest since 2001. Since 2005, the assessment has increased due to additional interest incurred to \$3.8 million as of June 30, 2006.

Currently, the Company is in the appeals process with the Commonwealth of Pennsylvania, and is continuing to contest the assessment in its entirety. Consistent with the findings of a previous Pennsylvania sales tax audit, the Company contends that it continues to provide nontaxable services to its Pennsylvania customers and intends to vigorously defend this position during the appeals process. Although the Company anticipates a successful outcome, it cannot guarantee that a favorable settlement will occur. Given the nature of this uncertainty, no loss has been recognized as of June 30, 2006.

**10. Comprehensive Income and Accumulated Other Comprehensive Loss**

The Company's comprehensive income comprises net income and foreign currency translation adjustments, net of tax (expense) benefits. The components of comprehensive income were as follows (in thousands) :

	<b>Three Months Ended</b>		<b>Six Months Ended</b>	
	<b>June 30,</b>		<b>June 30,</b>	
	<b>2006</b>	<b>2005</b>	<b>2006</b>	<b>2005</b>
Net income	\$ 7,360	\$ 15,395	\$ 25,546	\$ 35,231
Other comprehensive income (loss):				
Foreign currency translation adjustment, net of tax expense of \$76 and \$89 for the three and six month periods in 2006 and tax benefit of \$53 and \$71 for the three and six month periods in 2005, respectively.	123	(119)	145	(149)
Other comprehensive income (loss)	123	(119)	145	(149)
Comprehensive income	\$ 7,483	\$ 15,276	\$ 25,691	\$ 35,082

The components of accumulated other comprehensive loss were as follows (in thousands):

	<b>June 30,</b>	<b>December</b>
	<b>2006</b>	<b>31,</b>
		<b>2005</b>
Foreign currency translation adjustment	\$ 222	\$ 77
Additional minimum pension liability	(3,494)	(3,494)
Accumulated other comprehensive loss	\$ (3,272)	\$ (3,417)

**11. Retirement Plans**

Certain of Arbitron's United States employees participate in a defined-benefit pension plan that closed to new participants effective January 1, 1995. Arbitron subsidizes health care benefits for eligible retired employees who participate in the pension plan and were hired before January 1, 1992.

The components of periodic benefit costs for the defined-benefit pension plan and postretirement plan were as follows (in thousands):

	<b>Defined-Benefit Pension Plan Three Months Ended June 30,</b>		<b>Postretirement Plan Three Months Ended June 30,</b>	
	<b>2006</b>	<b>2005</b>	<b>2006</b>	<b>2005</b>
Service cost	\$ 242	\$ 202	\$ 8	\$ 10
Interest cost	413	387	17	20
Expected return on plan assets	(494)	(410)		
Amortization of prior service cost	5	6		
Amortization of net loss	180	140	5	8
Net periodic benefit cost	\$ 346	\$ 325	\$ 30	\$ 38

	<b>Defined-Benefit Pension Plan Six Months Ended June 30,</b>		<b>Postretirement Plan Six Months Ended June 30,</b>	
	<b>2006</b>	<b>2005</b>	<b>2006</b>	<b>2005</b>
Service cost	\$ 483	\$ 405	\$ 17	\$ 20
Interest cost	826	775	33	40
Expected return on plan assets	(988)	(820)		
Amortization of prior service cost	11	11		
Amortization of net loss	359	279	10	15
Net periodic benefit cost	\$ 691	\$ 650	\$ 60	\$ 75

Arbitron estimates that it will contribute \$2.0 million in 2006 to the defined-benefit pension plan.

**12. Taxes**

The effective tax rate was reduced from 37.75% for the year ended December 31, 2005 to 37.2% for the six months ended June 30, 2006, to reflect the impact of increased tax-exempt interest income. During the second quarter 2005, Arbitron recognized a reversal of certain liabilities for tax contingencies related to prior periods. The net benefit of the reversal was \$3.9 million. Income taxes paid for the six months ended June 30, 2006, and 2005 was \$15.0 million and \$13.8 million, respectively.

**13. Share-Based Compensation**

The following table sets forth information with regard to the financial statement impact of adopting SFAS No. 123R, effective January 1, 2006, (dollars in thousands):

	Three Months Ended June 30, 2006	Six Months Ended June 30, 2006
Cost of revenue	\$ 182	\$ 313
Selling, general and administrative	1,958	3,066
Research and development	126	224
Operating income (loss)	(2,266)	(3,603)
Income (loss) before income tax expense	(2,266)	(3,603)
Net income (loss)	\$ (1,398)	\$ (2,223)
Basic earnings per weighted-average common share	\$ (0.05)	\$ (0.07)
Diluted earnings per weighted-average common share	\$ (0.05)	\$ (0.07)
Net cash used by operating activities	\$ (263)	\$ (722)
Net cash provided by financing activities	\$ 263	\$ 722

The share-based compensation expense charged against operating income for the Company's share-based compensation plans was approximately \$3.8 million for the six months ended June 30, 2006, consisting of \$3.3 million, \$0.3 million, and \$0.2 million, for selling, general and administrative expense, cost of revenue, and research and development, respectively. The Company's share-based compensation expense was approximately \$2.4 million for the three months ended June 30, 2006, consisting of \$2.1 million, \$0.2 million, and \$0.1 million, for selling, general and administrative expense, cost of revenue, and research and development, respectively. The share-based compensation expense for the three and six months ended June 30, 2006, included \$0.1 million of expense related to deferred stock units granted to nonemployee directors, which were historically required to be expensed prior to the implementation of SFAS No. 123R. Share-based compensation expense for the three and six months ended June 30, 2005 was \$0.1 million and \$0.2 million, respectively. The total income tax benefit recognized in the income statement for share-based compensation arrangements was \$0.9 million and \$1.4 million for the three and six months ended June 30, 2006, respectively. There was no capitalized share-based compensation cost incurred as of June 30, 2006.

The Company has two stock incentive plans (SIPs) from which awards of stock options, nonvested share awards and performance unit awards are granted to eligible participants: the 1999 SIP, which was approved by the Company's stockholders, and the 2001 SIP, which was not approved by the Company's stockholders. The Company's 1999 and 2001 SIPs permit the grants of share-based awards, including stock options and nonvested share awards, for up to 5,204,009 shares of common stock. The Company believes that such awards align the interests of its employees with those of its shareholders. Eligible participants in the 1999 and 2001 SIPs include all employees of the Company and any nonemployee director, consultant, and independent contractor of the Company. The Company's policy for issuing shares upon option exercise or conversion of its nonvested share awards and deferred stock units is to issue new shares of common stock, unless treasury stock is available at the time of exercise or conversion.



In some cases the vesting of share-based awards is accelerated due to an employee's retirement. Prior to the adoption of SFAS No. 123R, the amount disclosed for the Company's pro forma compensation expense did not include an acceleration of expense recognition for retirement eligible employees. For share-based arrangements granted subsequent to the adoption of SFAS No. 123R, the Company accelerates expense recognition if retirement eligibility affects the vesting of the award. If the accelerated pro forma expense recognition had occurred prior to January 1, 2006, the share-based compensation expense for the three and six months ended June 30, 2006, would have been lower by \$0.3 million and \$0.6 million, respectively.

### **Stock Options**

Stock options awarded to employees under the 1999 and 2001 SIPs generally vest annually over a three-year period, have five-year or 10-year terms and have an exercise price not less than the fair market value of the underlying stock at the date of grant. Stock options granted to directors under the 1999 SIP generally vest upon the date of grant, are generally exercisable in six months, have 10-year terms and have an exercise price not less than the fair market value of the underlying stock at the date of grant. Certain option and share awards provide for accelerated vesting if there is a change in control (as defined in the SIPs).

The Company uses historical data to estimate option exercise and employee termination in order to determine the expected term of the option; identified groups of employees that have similar historical exercise behavior are considered separately for valuation purposes. The expected term of options granted represents the period of time that such options are expected to be outstanding. The expected term can vary for certain groups of employees exhibiting different behavior. The risk-free rate for periods within the contractual life of the option is based on the U.S. Treasury strip bond yield curve in effect at the time of grant. Expected volatilities are based on the historical volatility of the Company's common stock. The fair value of each option granted during the three and six months ended June 30, 2006, is estimated on the date of grant using a Black-Scholes option valuation model that uses the assumptions noted in the following table.

	<b>Three Months Ended June 30, 2006</b>	<b>Six Months Ended June 30, 2006</b>
Expected volatility	27.34%	27.33%
Expected dividends	1.00%	1.00%
Expected term (in years)	5.25 - 6.00	5.25 - 6.00
Risk-free rate	4.96 - 5.07%	4.37 - 5.07%

The weighted-average risk-free rate for options granted during the three and six months ended June 30, 2006 was 4.99% and 4.70%, respectively. The weighted-average expected term for options granted during the three and six months ended June 30, 2006 was 5.52 years and 5.74 years, respectively.

A summary of option activity under the SIPs as of June 30, 2006, and changes during the six months then ended, is presented below:

<b>Options</b>	<b>Shares</b>	<b>Weighted-Average Exercise Price</b>	<b>Weighted-Average Remaining Contractual Term (Years)</b>	<b>Aggregate Intrinsic Value (\$000)</b>
Outstanding at January 1, 2006	2,416,733	\$ 34.97		
Granted	299,113	39.51		
Exercised	(174,514)	25.64		
Forfeited or expired	(27,080)	29.06		
Outstanding at June 30, 2006	2,514,252	\$ 36.22	5.98	\$ 7,259
Vested or expected to vest at June 30, 2006	2,508,502	\$ 36.21	5.97	\$ 7,259
Exercisable at June 30, 2006	1,752,100	\$ 34.73	4.73	\$ 7,210

The weighted-average grant-date fair value of options granted during the six months ended June 30, 2006 and 2005 was \$12.56 and \$13.72, respectively. The weighted-average grant-date fair value of options granted during the three months ended June 30, 2006 and 2005 was \$12.73 and \$13.52, respectively. The total intrinsic value of options exercised during the six months ended June 30, 2006 and 2005 was \$1.9 million and \$10.6 million, respectively. The total intrinsic value of options exercised during the three months ended June 30, 2006, and 2005 was \$0.7 million and \$3.7 million, respectively.

As of June 30, 2006, there was \$5.3 million of total unrecognized compensation cost related to options granted under the SIPs. Cash received from option exercises for the six months ended June 30, 2006, and 2005 was \$4.8 million and \$19.0 million, respectively. The tax benefit realized for the tax deductions from option exercises totaled \$0.7 million and \$4.1 million for the six months ended June 30, 2006 and 2005, respectively.

#### **Nonvested Share Awards**

A summary of the status of the Company's nonvested share awards as of June 30, 2006, and changes during the six months ended June 30, 2006, is presented below:

<b>Nonvested Share Awards</b>	<b>Shares</b>	<b>Weighted-Average Grant-Date Fair Value</b>
Outstanding at January 1, 2006	14,250	\$ 40.90
Granted	79,482	38.88
Vested	(1,500)	40.90
Forfeited		
Nonvested at June 30, 2006	92,232	\$ 39.16
Expected to vest at June 30, 2006	92,232	\$ 39.16

As of June 30, 2006, there was \$3.3 million of total unrecognized compensation cost related to nonvested share-based compensation arrangements granted under the SIPs. Nonvested share awards generally vest over four or five years. The aggregate cost of nonvested share-based awards is expected to be recognized over a weighted-average period of 3.69 years. The total fair value of share awards vested during the three and six month periods ended June 30,

2006, was less than \$0.1 million and \$0.1 million, respectively.



**Deferred Stock Units**

A summary of the status of the Company's deferred stock units as of June 30, 2006, and changes during the six months ended June 30, 2006, is presented below:

<b>Nonvested Deferred Stock Units</b>	<b>Shares</b>	<b>Weighted-Average Grant-Date Fair Value</b>
Outstanding at January 1, 2006		
Granted	22,101	38.77
Vested	(3,915)	35.92
Forfeited		
Nonvested at June 30, 2006	18,186	\$ 38.88
Vested at June 30, 2006	16,000	\$ 38.92
Expected to vest at June 30, 2006	18,186	\$ 38.88

As of June 30, 2006, the total unrecognized compensation cost related to deferred stock units granted under the SIPs to employees and non-employee directors was \$0.7 million and \$0, respectively. Deferred stock units granted to employees vest over a three-year period and are convertible to shares of common stock, subsequent to their termination of employment. Deferred stock units granted to non-employee directors vest immediately upon grant, are convertible to shares of common stock subsequent to their termination of service as a director, and are issued at the fair market value of the Company's stock upon the date of grant. The aggregate cost of deferred stock units granted to employees is expected to be recognized over a three-year period beginning January 1, 2007. The total fair value of deferred stock units granted to non-employee directors and vested during the six months ended June 30, 2006 was \$0.1 million.

**Employee Stock Purchase Plan**

The Company's compensatory Employee Stock Purchase Plan ( ESPP ) provides for the issuance of up to 600,000 shares of newly issued or treasury common stock of Arbitron. The purchase price of the stock to ESPP participants is 85% of the lesser of the fair market value on either the first day or the last day of the applicable three-month offering period. The total amount of compensation expense recognized for ESPP share-based arrangements was approximately \$0.1 million for the three and six months ended June 30, 2006. The number of ESPP shares granted during the three and six months ended June 30, 2006, was 10,268 and 19,746 shares, respectively.

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion should be read in conjunction with Arbitron's consolidated financial statements and the notes related to those consolidated financial statements contained elsewhere in this Form 10-Q.

### Forward-Looking Statements

This quarterly report on Form 10-Q contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The statements regarding Arbitron Inc. and its subsidiaries (we, Arbitron or the Company) in this document that are not historical in nature, particularly those that utilize terminology such as may, will, should, likely, expects, anticipates, estimates, believes, or plans, or comparable terminology, are forward-looking statements based on current expectations about future events, which Arbitron has derived from information currently available to it. These forward-looking statements involve known and unknown risks and uncertainties that may cause our results to be materially different from results implied in such forward-looking statements. These risks and uncertainties include whether we will be able to:

renew all or part of contracts with large customers as they expire;

successfully execute our business strategies, including implementation of our Portable People Meter (PPM<sup>SM</sup>) services and to execute potential joint-venture or third-party agreements;

effectively manage the impact of any further consolidation in the radio and advertising agency industries;

keep up with rapidly changing technological needs of our customer base, including creating new proprietary software systems and new customer products and services that meet these needs in a timely manner;

successfully manage the impact on our business of any economic downturn generally and in the advertising market in particular;

successfully manage the impact on costs of data collection due to lower respondent cooperation in surveys, privacy concerns, consumer trends, technology changes and/or government regulations; and

successfully develop and implement technical devices to measure multi-media and advertising in an increasingly competitive environment.

Additional important factors known to Arbitron that could cause forward-looking statements to turn out to be incorrect are identified and discussed from time to time in Arbitron's filings with the Securities and Exchange Commission, including, in particular, the risk factors discussed under the caption ITEM 1A. RISK FACTORS in Arbitron's Annual Report on Form 10-K for the year ended December 31, 2005.

The forward-looking statements contained in this document speak only as of the date hereof, and Arbitron undertakes no obligation to correct or update any forward-looking statements, whether as a result of new information, future events or otherwise.

## Overview

Arbitron is an international media and marketing research firm primarily serving radio, cable television, advertising agencies, advertisers, outdoor and out-of-home media and, through its Scarborough joint venture, broadcast television and print media. Arbitron currently has four main services:

measuring radio audiences in local markets in the United States and Mexico;

measuring national radio audiences and the audience size and composition of network radio programs and commercials;

providing application software used for accessing and analyzing media audience and marketing information data; and

providing consumer, shopping and media usage information services to radio, cable television, advertising agencies, advertisers, retailers, outdoor and out-of-home media, online industries and, through its Scarborough joint venture, broadcast television and print media.

## Portable People Meter

For several years, Arbitron has pursued a strategy of evolving its data collection business from diaries, which are completed by hand and returned by mail from respondents, to portable electronic measurement devices, which passively provide measurement services without additional manual effort by respondents beyond carrying or wearing the meter. This strategy has been pursued to improve quality by taking advantage of new technological capabilities and to address the vast increase in media delivery vehicles, both inside and outside of the home. Arbitron has developed a Portable People Meter ( PPM ) system capable of measuring radio, broadcast television, cable television, Internet broadcasts, satellite radio and television audiences, and retail store video and audio broadcasts.

In May 2000, Arbitron entered into an agreement with Nielsen Media Research, Inc. ( Nielsen Media Research ), a provider of U.S. television and cable audience measurement services, under which Arbitron granted Nielsen Media Research an option to join Arbitron in the potential commercial deployment of the PPM for audience measurement in the United States, for both the television and radio industries, and the costs of such commercialization would be shared with Nielsen Media Research. On March 1, 2006, Arbitron announced that Nielsen Media Research, Inc. did not exercise its option and the option was terminated.

Arbitron currently is concentrating its efforts on previously announced plans to create a PPM ratings service for radio, as well as develop services for broadcast television and the cable television industry. On March 14, 2006, Arbitron announced that it would begin the rollout of the PPM system as its radio ratings service in the top 50 markets in the United States. Under its current rollout schedule, PPM is expected to be introduced into the top 10 radio markets by the fall of 2008, and into all of the top 50 radio markets two to three years thereafter. Pending accreditation by the Media Rating Council ( MRC ), Houston is expected to become the first radio market to be electronically measured before the end of 2006. Arbitron is committed to pursuing continued MRC accreditation of the PPM service as additional markets are rolled out.

On May 18, 2006, Arbitron announced that CBS Radio, which is one of the largest major-market operators in the United States and in 2005 represented approximately nine percent of Arbitron's revenue, had entered into a seven-year agreement for PPM radio ratings when the new audience ratings technology is deployed in the 35 CBS Radio markets encompassed in Arbitron's previously announced PPM rollout plan. In addition to CBS Radio, 10 other radio broadcasters have recently signed long-term contracts to use PPM, if Arbitron deploys the PPM service.

To date, Arbitron has signed contracts with a number of national and regional advertising agencies to use radio audience estimates based on the PPM, if Arbitron deploys the PPM service. These agencies account for more than 90% of the national advertising dollars spent on radio advertising.

Arbitron believes this is a significant start in an effort to gain a critical mass of industry support for deploying the PPM as a local market radio ratings system.

Although additional milestones remain and there is the possibility that commercialization of the PPM could be delayed, or that a competitor might preempt PPM commercialization entirely, Arbitron continues to believe that the PPM service represents a significant enhancement to and a viable replacement for its diary-based ratings service and is an essential component of the Company's future growth.

As Arbitron has previously disclosed, commercialization of the PPM will require a substantial financial investment. While the Company has preserved some of its cash and short-term investments in anticipation of such requirements, the expenditures likely to be incurred in connection with such commercialization are significant. The Company currently estimates that the aggregate capital expenditure associated with PPM commercialization for audience ratings measurement will be approximately \$25.0 million for the first two to three years of commercialization. Arbitron also anticipates that, over the same period, its results of operations will be negatively impacted as a result of the rollout of this PPM service, which impact likely will be material. Ultimately, the Company believes that, while commercialization of PPM for the radio ratings service will have a near-term negative impact on the Company's results of operations, its operating margins can be restored to historical levels by the end of the rollout period, although there can be no assurance that this will be the case.

The amount of capital required for deployment of the PPM and the impact of the rollout on the Company's results of operations will be greatly affected by the speed with which the radio industry requests PPM technology and the timing of the rollout. If the radio industry is slow to accept PPM, as opposed to the use of diaries or some other competing alternative, then it will take longer to roll out the commercialization of the PPM, and the costs associated with that deployment will be delayed. On the other hand, if the radio industry asks for electronic measurement sooner rather than later, Arbitron's capital needs will intensify, and the near-term negative impact on the Company's results of operations will be more significant.

In June 2005, Clear Channel Communications, Inc. ( Clear Channel ), which is the largest owner of radio stations in the United States and represented approximately 19 percent of Arbitron's revenue in 2005, announced that it was issuing a Request for Proposals to create a state-of-the-art radio ratings system to replace the current diary measurement system to which it subscribes. This process is ongoing. Clear Channel has organized a cross-industry evaluation team to review the proposals and this team has identified Arbitron as one of the few companies to move forward to the next level of review.

#### **Portable People Meter National Marketing Panel ( Project Apollo )**

Arbitron began testing additional marketing research applications of the PPM technology in 2003. One application that Arbitron began testing was the use of the PPM as the media collection tool for a national marketing-oriented panel designed to correlate advertising with shopping behavior and sales. The objective is to provide multimedia exposure data combined with sales data from a single source to produce a measure of advertising effectiveness for advertisers, agencies and broadcasters.

In September 2004, Arbitron announced that Arbitron and VNU, Inc. ( VNU ) agreed to jointly explore the development of a new national marketing research service, called Project Apollo, that collects multimedia and purchase information from a common sample of consumers. In April 2005, Arbitron and VNU entered into a cost-sharing agreement to share costs and capital expenditures associated with the development and deployment of the pilot panel. Although this contract has expired, Arbitron and VNU have agreed to continue sharing costs and capital expenditures while they negotiate the terms of a formal joint venture for this service. In January 2006, Arbitron announced that a test panel of more than 5,000 households and 11,000 people had been installed as part of the demonstration of the national marketing research service. Six advertisers, including Procter and Gamble, which in the aggregate spend more than \$6.2 billion on advertising on measured media, are collaborating with Arbitron and VNU to help ensure that the service properly addresses the needs of marketers. These companies have signed, or are expected to sign, an agreement to receive Project Apollo pilot panel data.

The national marketing research service is a new service, for which market acceptance is not yet known. This service would require substantial additional expenditures if it ultimately proves to be a viable commercial service. During the six months ended June 30, 2006, the Company incurred approximately \$2.8 million of incremental expenditures relating to the national marketing pilot as compared to the same period of 2005. If a decision is made to commercialize this service, substantial additional expenditures would be incurred in the next few years.

Since the pilot program for the PPM national marketing service is in progress and customer response is preliminary, it is not yet possible to provide a meaningful assessment of future costs associated with a potential commercialization of this service. However, the same general cost pattern would apply as with the PPM ratings service substantial costs would have to be incurred in advance of revenues, which would result in a negative impact on results of operations in the first two to three years of commercialization, which impact likely would be material.

#### **Portable People Meter International**

Arbitron has entered into commercial agreements with a number of international media information services companies pursuant to which the companies have been granted a license to use Arbitron's PPM encoding technology in their audience measurement services in specific countries outside the United States. Use of the PPM continues to make progress internationally. On March 24, 2006, Arbitron announced that TNS Inc. ( TNS ), a PPM licensee, signed a five-year contract with the Kazakhstan television Joint Industry Committee to provide trading currency television audience measurement using Arbitron's PPM system. TNS and the Steadman Group also announced plans to provide industry audience measurement for radio, television, and print to Kenya.

On May 18, 2006, Arbitron announced that RAJAR (Radio Joint Audience Research Limited), the industry radio ratings consortium for the United Kingdom, in combination with BARB (Broadcaster's Audience Research Board), the joint industry committee responsible for television audience measurement in the United Kingdom, have selected Arbitron's PPM system for an electronic radio and television audience measurement demonstration panel in London, a market of more than six million persons. This two-year panel will operate in parallel to the current ratings systems in the United Kingdom and the data will be analyzed separately.

These international licenses are not currently a material part of Arbitron's business.

#### **Significant Concentrations**

Arbitron's quantitative radio audience measurement business and related software sales accounted for approximately 78% and 87% of its revenue for the three and six months ended June 30, 2006, respectively. The Company expects that for the year ended December 31, 2006, Arbitron's quantitative radio audience measurement business and related software sales will account for approximately 85% of its revenue, which is consistent with historic annual trends. Quarterly fluctuations in this percentage are reflective of the seasonal delivery schedule of our radio audience measurement business. Consolidation in the radio broadcasting industry has led to Arbitron's dependence on a limited number of key customers.

In 2005, Clear Channel and CBS Radio, formerly known as Infinity Broadcasting Corp., represented approximately 19 percent and nine percent, respectively, of Arbitron's revenue. Arbitron's agreements with these customers are not exclusive and contain no renewal obligations. Arbitron currently has license agreements with Clear Channel to provide radio ratings and software services for Clear Channel's radio stations and networks through the Company's Fall 2008 survey.

In May 2006, Arbitron announced that the Company has entered into a license agreement with CBS Radio to provide diary-based services and PPM radio ratings, when the new audience ratings technology is deployed, through the Company's Winter 2014 survey.

Arbitron cannot give any assurances that it could replace the revenue that would be lost if a key customer failed to renew all or part of its agreements with Arbitron. The loss of a key customer would materially impact Arbitron's business, financial position and operating results.

#### **Response Rates and Sample Proportionality**

Arbitron uses listener diaries to gather radio listening data from sample households in the United States local markets for which it currently provides radio ratings. A representative sample of the population in each local market is randomly selected for each survey. This sample is recruited by telephone to keep a diary of their radio listening for one week. Participants are asked to designate in their diary the station(s) to which they are listening, when they are listening and where they are listening, such as home, car, work or other place. To encourage their participation in the survey, Arbitron gives diarykeepers a modest cash incentive. Arbitron processes more than 1.4 million diaries every year to produce its audience listening estimates. It is increasingly difficult and more costly to obtain consent from the phone sample to participate in the surveys. Arbitron must achieve response rates sufficient to maintain confidence in its ratings, the support of the industry and accreditation by the MRC. Response rates are a quality measure of survey performance and an important factor impacting costs associated with data collection. Overall response rates have declined over the past several years. If response rates continue to decline further, Arbitron's radio audience measurement business could be adversely affected. Arbitron has committed extensive efforts and resources to address the decline of response rates.

A measure often used by clients to assess quality in Arbitron's surveys is proportionality, which refers to how well the distribution of the sample for any individual survey matches the distribution of the population in the market. In recent years, Arbitron's ability to deliver good proportionality in its surveys among younger demographic groups has deteriorated, caused in part by the trend among some households to disconnect their landline phones, effectively removing these households from the Arbitron sample frame. Arbitron has conducted a number of research tests over the past two years addressing this issue, including calling cellular phones to place diaries. The Company expects to phase in cellular-phone-only households into the Arbitron sample frame beginning in 2008.

In March 2006, Arbitron announced a comprehensive set of initiatives to bolster response rates and improve sample proportionality for young men in the Company's diary-based markets. These initiatives include providing for substantial increases in cash incentives and other survey treatments. We continue to research and test new measures to address these sample quality challenges.

#### **Small Market Initiatives**

In May 2005, Arbitron announced a program designed to increase the stability of radio audience estimates in certain small markets by applying a quarterly rolling-sample approach to surveys covering 110 small markets. The goal of this program is to provide quality enhancements for our service in certain small markets and increase the reliability of reported data by reducing the fluctuations in audience estimates from measurement period to measurement period. By combining the quarterly measurement of the related surveys, the sample size for analyzing audience demographics for these small markets will be increased without any increased cost to our customers. The first phase of this program was successfully implemented during the Fall 2005 survey, with all affected reports issued during the three months ended March 31, 2006. The result of these enhancements was a 40-50% reduction in ratings share variation. The second phase is scheduled to begin with the release of the Spring 2008 radio survey results.

#### **Stock Repurchase**

On January 24, 2006, Arbitron announced that its Board of Directors authorized a program to repurchase up to \$70.0 million of its outstanding common stock through either periodic open-market or private transactions at then-prevailing market prices through December 31, 2006.

As of June 30, 2006, the program was completed with 1,991,944 shares being repurchased for an aggregate purchase price of \$70.0 million.

#### **New Accounting Pronouncement**

Effective January 1, 2006, the Company adopted Statement of Financial Accounting Standards ( SFAS ) No. 123R ( SFAS No. 123R ), *Share-Based Payments Revised*. See Notes 2 and 13 in the Notes to the Consolidated Financial Statements for the additional disclosures required by SFAS No. 123R.

In July 2006, the FASB issued FASB Interpretation ( FIN ) FIN 48, *Accounting for Uncertainty in Income Taxes* ( FIN 48 ) which clarifies the accounting for uncertainty in tax positions. This Interpretation requires that the Company recognize in its financial statements, the impact of a tax position, if that position is more likely than not of being sustained on audit, based on the technical merits of the position. The provisions of FIN 48 are effective as of the beginning of the Company s 2007 fiscal year, with the cumulative effect of the change in accounting principle recorded as an adjustment to opening retained earnings of that year. The management of the Company is currently evaluating the impact of adopting FIN 48 to the Company s financial statements.

#### **Critical Accounting Policies and Estimates**

Critical accounting policies and estimates are those that are both important to the presentation of the Company s financial position and results of operations, and require management s most difficult, complex or subjective judgments.

The Company capitalizes software development costs with respect to significant internal-use software initiatives or enhancements in accordance with Statement of Position 98-1, *Accounting for the Costs of Computer Software Developed or Obtained for Internal Use*. The costs are capitalized from the time that the preliminary project stage is completed and management considers it probable that the software will be used to perform the function intended until the time the software is placed in service for its intended use. Once the software is placed in service, the capitalized costs are amortized over periods of three to five years. Management performs an assessment quarterly to determine if it is probable that all capitalized software will be used to perform its intended function. If an impairment exists, the software cost is written down to estimated fair value. During the six months ended June 30, 2006, Arbitron recorded an impairment charge of \$0.6 million for internally developed PPM software associated with the Nielsen Media Research election not to join Arbitron in the commercial deployment of PPM. As of June 30, 2006, and December 31, 2005, the Company s capitalized software developed for internal use had carrying amounts of \$17.7 million and \$15.2 million, respectively, including \$6.9 million and \$6.7 million, respectively, of software related to the PPM.

Arbitron uses the asset and liability method of accounting for income taxes. Under this method, income tax expense is recognized for the amount of taxes payable or refundable for the current year and for deferred tax liabilities and assets for the future tax consequences of events that have been recognized in an entity s financial statements or tax returns. Management must make assumptions, judgments and estimates to determine the current provision for income taxes and also deferred tax assets and liabilities and any valuation allowance to be recorded against a deferred tax asset. Assumptions, judgments, and estimates relative to the current provision for income taxes take into account current tax laws, interpretation of current tax laws and possible outcomes of current and future audits conducted by domestic and foreign tax authorities. Changes in tax law or interpretation of tax laws and the resolution of current and future tax audits could significantly impact the amounts provided for income taxes in the consolidated financial statements. Assumptions, judgments and estimates relative to the value of a deferred tax asset take into account predictions of the amount and nature of future taxable income. Actual operating results and the underlying amount and nature of income in future years could render current assumptions, judgments and estimates of recoverable net deferred taxes inaccurate. Any of the assumptions, judgments and estimates mentioned above could cause actual income tax obligations to differ from estimates, thus impacting Arbitron s financial position and results of operations.

**Results of Operations****Comparison of the Three Months Ended June 30, 2006 to the Three Months Ended June 30, 2005**

The following table sets forth information with respect to the consolidated statements of income of Arbitron:

**Consolidated Statements of Income**  
(Dollars in thousands, except per share amounts)

	Three Months Ended June 30,		Increase (Decrease)		Percentage of Revenue	
	2006	2005	Dollars	Percent	2006	2005
Revenue	\$ 74,165	\$ 69,816	\$ 4,349	6.2%	100.0%	100.0%
Costs and expenses						
Cost of revenue	36,684	29,869	6,815	22.8%	49.5%	42.8%
Selling, general and administrative	20,557	16,909	3,648	21.6%	27.7%	24.2%
Research and development	10,031	8,658	1,373	15.9%	13.5%	12.4%
Total costs and expenses	67,272	55,436	11,836	21.4%	90.7%	79.4%
Operating income	6,893	14,380	(7,487)	(52.1%)	9.3%	20.6%
Equity in net income of affiliate	5,053	4,234	819	19.3%	6.8%	6.1%
Income before interest and income tax expense	11,946	18,614	(6,668)	(35.8%)	16.1%	26.7%
Interest income	829	819	10	1.2%	1.1%	1.2%
Interest expense	937	1,016	(79)	(7.8%)	1.3%	1.5%
Income before income tax expense	11,838	18,417	(6,579)	(35.7%)	16.0%	26.4%
Income tax expense	4,478	3,022	1,456	48.2%	6.0%	4.3%
Net income	\$ 7,360	\$ 15,395	\$ (8,035)	(52.2%)	10.0%	22.1%
Net income per weighted-average common share						
Basic	\$ 0.25	\$ 0.49	\$ (0.24)	(49.0%)		
Diluted	\$ 0.24	\$ 0.48	\$ (0.24)	(50.0%)		
Dividends declared per share	\$ 0.10	\$ 0.10	\$			
Other data:						
EBIT (1)	\$ 11,946	\$ 18,614	\$ (6,668)	(35.8%)		
EBITDA (1)	\$ 14,215	\$ 20,002	\$ (5,787)	(28.9%)		
EBIT and EBITDA Reconciliation (1)						
Net income	\$ 7,360	\$ 15,395	\$ (8,035)			
Income tax expense	4,478	3,022	1,456			
Interest income	(829)	(819)	10			
Interest expense	937	1,016	(79)			



EBIT (1)	11,946	18,614	(6,668)
Depreciation and amortization	2,269	1,388	881
EBITDA (1)	\$ 14,215	\$ 20,002	\$ (5,787)

(1) EBIT (earnings before interest and income taxes) and EBITDA (earnings before interest, income taxes, depreciation and amortization) are non-GAAP financial measures that the management of Arbitron believes are useful to investors in evaluating the Company's results. For further discussion of these non-GAAP financial measures, see paragraph below entitled "EBIT and EBITDA" of this quarterly report.

The following table sets forth information with regard to share-based compensation expense recognized under SFAS No. 123R and APB 25 for the three months ended June 30, 2006, and June 30, 2005, respectively:

**Supplementary Information: Share-Based Compensation**

	Three Months Ended June 30,		Change
	2006	2005	
Cost of revenue	\$ 182	\$ 182	182
Selling, general and administrative	2,047	100	1,947
Research and development	126		126
Total costs and expenses	2,355	100	2,255
Operating income (loss)	(2,355)	(100)	(2,255)
Income tax benefit	902	39	863
Net income (loss)	\$ (1,453)	\$ (62)	\$ (1,392)
Net income (loss) per weighted-average common share			
Basic	\$ (0.05)	\$ (0.00)	\$ (0.05)
Diluted	\$ (0.05)	\$ (0.00)	\$ (0.05)

**Revenue.** Revenue increased 6.2% to \$74.2 million for the three months ended June 30, 2006, from \$69.8 million for the same period in 2005, due significantly to a \$2.4 million increase in Scarborough revenue, which resulted from a 16 market increase in the number of delivered Scarborough markets for the three months ended June 30, 2006, as compared to the same period of 2005. The remainder of the increase in revenues was primarily due to increased revenue from the licensing of analytical software applications.

**Cost of Revenue.** Cost of revenue increased by 22.8% to \$36.7 million for the three months ended June 30, 2006, from \$29.9 million for the same period in 2005, and as a percentage of revenue to 49.5% in 2006 from 42.8% in 2005. The increase in cost of revenue was primarily attributable to a \$4.1 million increase in Arbitron's core quantitative and qualitative and software application services, which includes a \$2.2 million increase in royalties and a \$2.0 million increase in data collection costs. The increase in royalties resulted primarily from a 16 market increase in delivered Scarborough markets for the three months ended June 30, 2006 as compared to the same period of 2005. Increased spending of \$1.7 million related to the Project Apollo pilot panel for the national marketing research service also contributed to the overall increase in cost of revenue.

**Selling, General and Administrative.** Selling, general and administrative expenses increased 21.6% to \$20.6 million for the three months ended June 30, 2006, from \$16.9 million for the same period in 2005, and increased as a percentage of revenue to 27.7% in 2006 from 24.2% in 2005. The adoption of SFAS No. 123R, effective January 1, 2006, resulted in approximately \$1.9 million of additional compensation expense related to the Company's share-based awards. In addition, approximately \$1.6 million of the increase in selling, general and administrative expenses was due to an increase in Arbitron's core quantitative, qualitative and software application services, including a \$0.4 million increase in marketing costs associated with the strategic development of our ratings business.

**Research and Development.** Research and development expenses increased 15.9% to approximately \$10.0 million during the three months ended June 30, 2006, from \$8.7 million for the same period in 2005, and increased as a percentage of revenue to 13.5% in 2006 from 12.4% in 2005. Increased spending resulted from the Company's continued development of the next generation of client software, and applications and infrastructure to support PPM and the diary-based service. The Company expects that its research and development expenses will increase in the future as a result of the strategic development of our ratings business.



**Operating Income.** Operating income decreased 52.1% to \$6.9 million for the three months ended June 30, 2006, from \$14.4 million for the same period in 2005. Operating margin percentage decreased to 9.3% in 2006 from 20.6% in 2005. Operating margins for the year ended December 31, 2006, will be negatively impacted due to higher costs related to the national marketing service and the PPM ratings service, as well as continued expensing related to the Company's share-based awards.

**Equity in Net Income of Affiliate.** Equity in net income of affiliate (relating to the Company's Scarborough joint venture) increased 19.3% to \$5.1 million for the three months ended June 30, 2006, from \$4.2 million for the same period in 2005. The increase in equity in net income of affiliate was primarily related to the timing of 16 delivered markets mentioned previously.

**Interest Income.** Interest income was relatively flat for the three months ended June 30, 2006, as compared to the same period of 2005.

**Interest Expense.** Interest expense decreased by 7.8% to \$0.9 million for the three months ended June 30, 2006 from approximately \$1.0 million for the same period in 2005, due to increased capitalization of interest incurred in association with higher balances of internally developed software.

**Income Tax Expense.** The effective tax rate was reduced from 37.5%, which excludes the impact of the \$3.9 million tax benefit recognized for certain tax contingencies during the three months ended June 30, 2005, to 37.2% for the three months ended June 30, 2006, to reflect the impact of increased tax-exempt interest income.

**Net Income.** Net income decreased 52.2% to \$7.4 million for the three months ended June 30, 2006, from \$15.4 million for the same period in 2005, due primarily to \$1.4 million in additional share-based compensation expense, net of tax, and increased expenses related to Project Apollo and the strategic development of our ratings business. The Company also expects that higher costs in the remainder of 2006 related to the deployment of Project Apollo will continue to adversely impact annual net income. The Company also expects that significant increases in PPM ratings expenses will be incurred to support future large-scale PPM commercialization efforts.

**EBIT and EBITDA.** Arbitron has presented EBIT and EBITDA, both non-GAAP financial measures, as supplemental information that management of Arbitron believes is useful to investors to evaluate the Company's results because they exclude certain items that are not directly related to the Company's core operating performance. EBIT is calculated by adding back net interest expense and income tax expense to net income. EBITDA is calculated by adding back net interest expense, income tax expense, depreciation and amortization to net income. EBIT and EBITDA should not be considered substitutes either for net income, as indicators of Arbitron's operating performance, or for cash flow, as measures of Arbitron's liquidity. In addition, because EBIT and EBITDA may not be calculated identically by all companies, the presentation here may not be comparable to other similarly titled measures of other companies. EBIT decreased by 35.8% to \$11.9 million, and EBITDA decreased by 28.9% to \$14.2 million for the three months ended June 30, 2006, from \$18.6 million and \$20.0 million, respectively, for the same period in 2005.

**Comparison of the Six Months Ended June 30, 2006 to the Six Months Ended June 30, 2005**

The following table sets forth information with respect to the consolidated statements of income of Arbitron:

**Consolidated Statements of Income**  
(Dollars in thousands, except per share amounts)

	Six Months Ended June 30,		Increase (Decrease)		Percentage of Revenue	
	2006	2005	Dollars	Percent	2006	2005
Revenue	\$ 159,253	\$ 149,011	\$ 10,242	6.9%	100.0%	100.0%
Costs and expenses						
Cost of revenue	60,939	50,286	10,653	21.2%	38.3%	33.7%
Selling, general and administrative	40,013	32,863	7,150	21.8%	25.1%	22.1%
Research and development	20,012	16,696	3,316	19.9%	12.6%	11.2%
Total costs and expenses	120,964	99,845	21,119	21.2%	76.0%	67.0%
Operating income	38,289	49,166	(10,877)	(22.1%)	24.0%	33.0%
Equity in net income of affiliate	2,678	2,144	534	24.9%	1.7%	1.4%
Income before interest and income tax expense	40,967	51,310	(10,343)	(20.2%)	25.7%	34.4%
Interest income	1,816	1,428	388	27.2%	1.1%	1.0%
Interest expense	1,880	2,067	(187)	(9.0%)	1.2%	1.4%
Income before income tax expense	40,903	50,671	(9,768)	(19.3%)	25.7%	34.0%
Income tax expense	15,357	15,440	(83)	(0.5%)	9.6%	10.4%
Net income	\$ 25,546	\$ 35,231	\$ (9,685)	(27.5%)	16.1%	23.6%
Net income per weighted-average common share						
Basic	\$ 0.84	\$ 1.13	\$ (0.29)	(25.7%)		
Diluted	\$ 0.83	\$ 1.11	\$ (0.28)	(25.2%)		
Dividends declared per share	\$ 0.20	\$ 0.20	\$			
Other data:						
EBIT (1)	\$ 40,967	\$ 51,310	\$ (10,343)	(20.2%)		
EBITDA (1)	\$ 45,324	\$ 54,108	\$ (8,784)	(16.2%)		
EBIT and EBITDA Reconciliation (1)						
Net income	\$ 25,546	\$ 35,231	\$ (9,685)			
Income tax expense	15,357	15,440	(83)			
Interest income	(1,816)	(1,428)	388			
Interest expense	1,880	2,067	(187)			
EBIT (1)	40,967	51,310	(10,343)			

Depreciation and amortization	4,357	2,798	1,559
EBITDA (1)	\$ 45,324	\$ 54,108	\$ (8,784)

(1) EBIT (earnings before interest and income taxes) and EBITDA (earnings before interest, income taxes, depreciation and amortization) are non-GAAP financial measures that the management of Arbitron believes are useful to investors in evaluating the Company's results. For further discussion of these non-GAAP financial measures, see paragraph below entitled "EBIT and EBITDA" of this quarterly report.

The following table sets forth information with regard to share-based compensation expense recognized under SFAS No. 123R and APB 25 for the six months ended June 30, 2006, and June 30, 2005, respectively:

**Supplementary Information: Share-Based Compensation**

	Six Months Ended June 30,		Change
	2006	2005	
Cost of revenue	\$ 313	\$	313
Selling, general and administrative	3,238	196	3,042
Research and development	224		224
Total costs and expenses	3,775	196	3,579
Operating income (loss)	(3,775)	(196)	(3,579)
Income tax benefit	1,446	75	1,371
Net income (loss)	\$ (2,329)	\$ (121)	\$ (2,208)
Net income (loss) per weighted-average common share			
Basic	\$ (0.08)	\$ (0.00)	\$ (0.07)
Diluted	\$ (0.08)	\$ (0.00)	\$ (0.07)

**Revenue.** Revenue increased 6.9% to \$159.3 million for the six months ended June 30, 2006, from \$149.0 million for the same period in 2005, due primarily to a \$5.2 million increase in quantitative data license revenue caused by an increase in the ratings subscriber base, contract renewals, and price escalations in multiyear customer contracts. A \$2.4 million increase in Scarborough revenue, which resulted from a 16 market increase in the number of delivered Scarborough markets, and a \$1.8 million increase in revenue from the licensing of analytical software applications also increased revenues for the six months ended June 30, 2006 as compared to the same period of 2005.

**Cost of Revenue.** Cost of revenue increased by 21.2% to \$60.9 million for the six months ended June 30, 2006, from \$50.3 million for the same period in 2005, and as a percentage of revenue to 38.3% in 2006 from 33.7% in 2005. The increase in cost of revenue was primarily attributable to a \$6.6 million increase in Arbitron's core quantitative and qualitative and software application services, which includes a \$3.3 million increase in data collection and processing costs and a \$2.8 million increase in royalties. The increase in royalties resulted primarily from a 16 market increase in delivered Scarborough markets for the six months ended June 30, 2006, as compared to the same period of 2005. Increased spending of \$3.0 million and \$1.1 million related to the Project Apollo pilot panel for the national marketing research service and PPM international business, respectively, also contributed to the overall increase in cost of revenue.

**Selling, General and Administrative.** Selling, general and administrative expenses increased 21.8% to \$40.0 million for the six months ended June 30, 2006, from \$32.9 million for the same period in 2005, and increased as a percentage of revenue to 25.1% in 2006 from 22.1% in 2005. The adoption of SFAS No. 123R, effective January 1, 2006, resulted in approximately \$3.0 million of additional compensation expense related to the Company's share-based awards. Approximately \$3.5 million of the increase in selling, general and administrative expenses was due to an increase in Arbitron's core quantitative, qualitative and software application services, including a \$1.3 million increase in marketing costs associated with the strategic development of our ratings business. Asset impairment charges related to internally developed software associated with the Nielsen Media Research election not to join Arbitron in the commercial deployment of PPM accounted for \$0.6 million of the increase in selling, general, and administrative expenses.

**Research and Development.** Research and development expenses increased 19.9% to approximately \$20.0 million during the six months ended June 30, 2006, from \$16.7 million for the same period in 2005, and increased as





a percentage of revenue to 12.6% in 2006 from 11.2% in 2005. Increased spending of \$3.4 million resulted from the Company's continued development of the next generation of client software, and applications and infrastructure to support PPM and the diary-based service. The Company expects that its research and development expenses will increase in the future as a result of the strategic development of our ratings business.

**Operating Income.** Operating income decreased 22.1% to \$38.3 million for the six months ended June 30, 2006, from \$49.2 million for the same period in 2005. Operating margin percentage decreased to 24.0% in 2006 from 33.0% in 2005. Operating margins for the year ended December 31, 2006 will be negatively impacted due to higher research and development costs related to the national marketing service and the PPM ratings service.

**Equity in Net Income of Affiliate.** Equity in net income of affiliate (relating to the Company's Scarborough joint venture) increased 24.9% to \$2.7 million for the six months ended June 30, 2006, from \$2.1 million for the same period in 2005. The increase in equity in net income of affiliate was primarily related to the timing of 16 delivered markets mentioned previously.

**Interest Income.** Interest income increased 27.2% to \$1.8 million for the six months ended June 30, 2006, from \$1.4 million for the same period in 2005. The \$0.4 million increase was due to higher interest rates for the six months ended June 30, 2006, as compared to the same period of 2005.

**Interest Expense.** Interest expense decreased by 9.0% to \$1.9 million for the six months ended June 30, 2006 from approximately \$2.1 million for the same period in 2005, due to increased capitalization of interest incurred in association with higher balances of equipment associated with higher balances of internally developed software.

**Income Tax Expense.** The effective tax rate was reduced from 37.5%, which excludes the impact of the \$3.9 million tax benefit recognized for certain tax contingencies during the three months ended June 30, 2005, to 37.2% for the six months ended June 30, 2006, to reflect the impact of increased tax-exempt interest income.

**Net Income.** Net income decreased 27.5% to \$25.5 million for the six months ended June 30, 2006, from \$35.2 million for the same period in 2005, due primarily to \$2.2 million in additional share-based compensation expense, net of tax, and increased expenses related to Project Apollo and the strategic development of our ratings business. The Company also expects that higher costs in the remainder of 2006 related to the deployment of Project Apollo will continue to adversely impact annual net income. The Company also expects that significant increases in PPM ratings expenses will be incurred to support future large-scale PPM commercialization efforts.

**EBIT and EBITDA.** Arbitron has presented EBIT and EBITDA, both non-GAAP financial measures, as supplemental information that management of Arbitron believes is useful to investors to evaluate the Company's results because they exclude certain items that are not directly related to the Company's core operating performance. EBIT is calculated by adding back net interest expense and income tax expense to net income. EBITDA is calculated by adding back net interest expense, income tax expense, depreciation and amortization to net income. EBIT and EBITDA should not be considered substitutes either for net income, as indicators of Arbitron's operating performance, or for cash flow, as measures of Arbitron's liquidity. In addition, because EBIT and EBITDA may not be calculated identically by all companies, the presentation here may not be comparable to other similarly titled measures of other companies. EBIT decreased by 20.2% to \$41.0 million, and EBITDA decreased by 16.2% to \$45.3 million for the six months ended June 30, 2006, from \$51.3 million and \$54.1 million, respectively, for the same period in 2005.

## Liquidity and Capital Resources

Working capital was \$16.0 million and \$58.8 million as of June 30, 2006, and December 31, 2005, respectively. Cash and cash equivalents were \$21.3 million and \$40.8 million as of June 30, 2006, and December 31, 2005, respectively. In addition, short-term investments and receivables from brokers, collectively, were \$50.0 million and \$82.6 million as of June 30, 2006 and December 31, 2005, respectively. Management expects that the Company's cash position, along with these readily convertible assets, as of June 30, 2006, and cash flow generated from operations will be sufficient to support the Company's operations for the foreseeable future.

Net cash provided by operating activities was \$26.1 million and \$37.8 million for the six months ended June 30, 2006, and 2005, respectively. The \$11.7 million decrease in net cash provided by operating activities was mainly attributable to a \$9.7 million decrease in net income, partially offset by a non-cash compensation increase of \$3.6 million in share-based compensation due to the January 1, 2006 adoption of SFAS No. 123R. Increased operating expenses significantly impacted the decrease in net income, including those associated with developing the next generation of client software, and applications and infrastructure to support PPM and the diary-based service; developing the national marketing research service through the Project Apollo pilot panel; and growing the PPM international business.

In accordance with SFAS No. 123R, effective January 1, 2006, the excess tax benefit from stock option exercises is required to be presented in the Company's cash flow statement as an investing activity rather than as an operating activity for periods subsequent to the adoption of SFAS No. 123R. Therefore, the \$4.1 million excess tax benefit from stock option exercises for the six months ended June 30, 2005, which continues to be presented as an operating activity, adversely impacts the change in net cash provided by operating activities for the six months ended June 30, 2006, as compared to the same period of 2005.

Additionally, net cash from operating activities was impacted by a \$4.1 million decrease related to increased purchases of PPM international inventory in 2006. The increase related to changes in accrued expenses and other current liabilities was primarily due to a \$3.9 million tax reserve reversal in 2005.

Net cash provided by investing activities was \$22.8 million for the six months ended June 30, 2006, and net cash used in investing activities was \$4.8 million for the six months ended June 30, 2005. The \$27.6 million increase in cash provided by investing activities was driven primarily by net sales of short-term investments of \$32.6 million in available-for-sale variable rate demand notes issued by municipal government agencies and auction-rate securities, partially offset by increased capital spending of \$5.0 million, which was largely related to PPM metering equipment purchases during 2006 for the PPM ratings service and Project Apollo.

Net cash used in financing activities was \$68.6 million for the six months ended June 30, 2006, and net cash provided by financing activities was \$16.5 million for the six months ended June 30, 2005. The \$85.1 million fluctuation in financing activities was primarily attributable to \$68.5 million in repurchases of the Company's outstanding common stock during the six months ended June 30, 2006. No stock repurchases were made during the same period of 2005. Arbitron's first quarterly dividend payment to Company stockholders was paid in April 2005. A \$3.1 million increase in dividend payments resulted for the six months ended June 30, 2006 as compared to the same period of 2005 because two quarterly dividend payments to Company stockholders were made during the first six months of 2006 as compared to the one payment made for the first six months of 2005. The \$14.2 million decrease in stock option exercises for the six months ended June 30, 2006, as compared to the same period of 2005, was the result of significantly less options nearing expiration and lower average stock prices.

Arbitron's \$50.0 million in senior-secured notes matures on January 31, 2008. Arbitron's senior-secured notes contain non-investment-grade financial terms, covenants and operating restrictions that increase the cost of financing and restrict financial flexibility. Under the terms of the senior-secured notes, Arbitron is required to maintain certain leverage and coverage ratios and meet other financial conditions. The senior-secured notes agreement contains certain financial covenants and also contains a make-whole provision that applies in the event of early prepayment of principal. The senior-secured notes limit, among other things, the Company's ability to incur additional indebtedness, grant or incur liens on its assets, pay cash dividends, make investments or acquisitions, repurchase or redeem capital stock and engage in certain mergers or consolidations. Under the terms of the senior-secured notes, all of the Company's subsidiaries guarantee the senior-secured notes. The terms of the senior-secured notes may restrict or

prohibit Arbitron's ability to raise additional capital when needed or could prevent

Arbitron from making acquisitions or investing in other growth initiatives. Arbitron has been in compliance with all covenants since the inception of all borrowings.

In 2005, Clear Channel and CBS Radio, formerly known as Infinity Broadcasting Corp., represented approximately 19 percent and nine percent, respectively, of Arbitron's revenue. Arbitron's agreements with these customers are not exclusive and contain no renewal obligations. Arbitron currently has license agreements with Clear Channel to provide radio ratings and software services for Clear Channel's radio stations and networks through the Company's Fall 2008 survey. In May 2006, Arbitron announced that the Company has entered into a license agreement with CBS Radio to provide diary-based services and PPM radio ratings, when the new audience ratings technology is deployed, through the Company's Winter 2014 survey. Arbitron cannot give any assurances that it will retain current customers or that it will be able to replace the revenue that is lost should a key customer fail to renew its agreements with Arbitron.

As discussed above in *Portable People Meter*, commercialization of the PPM for radio ratings services will require a substantial financial investment by Arbitron. While the Company has preserved some of its cash and short-term investments in anticipation of such requirements, the expenditures likely to be incurred in connection with such commercialization are significant. The Company currently believes that the aggregate capital expenditure associated with PPM commercialization for audience ratings measurement will be approximately \$25.0 million for the first two to three years of commercialization.

Similarly, as previously discussed, the Company is pursuing a possible additional application of the PPM technology that involves use of the PPM as a media collection tool for a national marketing-oriented panel designed to correlate advertising with shopping behavior and sales. The Company is participating with VNU in the development and deployment of a national marketing pilot panel as a demonstration of this service. If a decision is made to commercialize this service, substantial additional expenditures would be incurred in the next few years.

Arbitron expects to fund the national marketing pilot panel, the expected commercialization of the PPM radio ratings service and the possible commercialization of the PPM marketing research applications service with its existing cash position and short-term investments, future excess cash from operations or through the most advantageous source of capital at the time, which may include the incurrence of new debt through borrowings, sales of common and preferred stock and/or joint venture capital transactions. Arbitron believes that one or more of these sources of capital will be available to fund its PPM-related cash needs, but there can be no assurance that the external sources of capital will be available on favorable terms, if at all.

#### **Seasonality**

Arbitron recognizes revenue for services over the terms of license agreements as services are delivered, and expenses are recognized as incurred. Arbitron gathers radio-listening data in 297 United States local markets. All markets are measured at least twice per year (April-May-June for the *Spring Survey* and October-November-December for the *Fall Survey*). In addition, all major markets are measured two additional times per year (January-February-March for the *Winter Survey* and July-August-September for the *Summer Survey*). Arbitron's revenue is generally higher in the first and third quarters as a result of the delivery of the *Fall Survey* and *Spring Survey*, respectively, to all markets, compared to revenue in the second and fourth quarters, when delivery of the *Winter Survey* and *Summer Survey*, respectively, is only provided to major markets. Arbitron's expenses are generally higher in the second and fourth quarters as the *Spring Survey* and *Fall Survey* are being conducted.

### **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

#### **Interest Risk**

The Company holds its cash and cash equivalents in highly liquid securities. The Company also holds short-term investments, which consist of investment grade, highly liquid securities classified as available-for-sale. A hypothetical interest rate change of 1% would have an impact of approximately \$0.4 million on interest income over a six month period.

The Company currently has no exposure to interest rate risk with respect to debt securities because the Company's only outstanding debt is its senior-secured notes that bear interest at a fixed rate of 9.96%. The Company does not use derivatives for speculative or trading purposes.

Because the Company currently has no outstanding floating rate debt, a hypothetical market interest rate change of 1% would have no effect on the Company's results of operations. The fair values of the senior-secured notes as of June 30, 2006, and December 31, 2005, were \$51.0 million and \$51.8 million, respectively, and were estimated using a cash flow valuation model and available market data for securities with similar maturity dates. A hypothetical market interest rate change of 1% would have an impact of approximately \$0.7 million on the fair value of the Company's senior-secured notes.

#### **Foreign Currency Risk**

Arbitron's foreign operations are not significant at this time, and, therefore, Arbitron's exposure to foreign currency risk is minimal.

### **ITEM 4. CONTROLS AND PROCEDURES**

#### **Evaluation of Disclosure Controls and Procedures**

The Company carried out an evaluation, under the supervision and with the participation of the Company's management, including the Company's President and Chief Executive Officer and the Company's Chief Financial Officer, of the effectiveness of the design and operation of the Company's disclosure controls and procedures (as defined in Rule 13a-15(e) of the rules promulgated under the Securities Exchange Act of 1934, as amended) as of the end of the most recently completed fiscal quarter. Based upon that evaluation, the Company's President and Chief Executive Officer and the Company's Chief Financial Officer concluded that the Company's disclosure controls and procedures were effective as of the end of the period covered by this report.

#### **Changes in Internal Control Over Financial Reporting**

During the quarter ended June 30, 2006, the Company began using a new accounts receivable system to manage its records of billing and collections activity. Other financial reporting modules of this system will continue to be installed in phases. In conjunction with this implementation, the Company's management evaluated the effectiveness of the design of internal controls over financial reporting for this system. There have been no other changes in the Company's internal control over financial reporting during the quarterly period ended June 30, 2006, that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

**PART II OTHER INFORMATION****ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

On January 24, 2006, Arbitron announced that its Board of Directors authorized a program to repurchase up to \$70.0 million of its outstanding common stock from time to time in either open market or private transactions at then prevailing market prices through December 31, 2006. The Company completed the repurchase program by June 30, 2006. The following table outlines the stock repurchase activity during the three months ended June 30, 2006.

<b>Period</b>	<b>Total Number of Shares Purchased</b>	<b>Average Price Paid Per Share</b>	<b>Total Number of Shares Purchased as Part of Publicly Announced Program</b>	<b>Maximum Dollar Value of Shares That May Yet Be Purchased Under the Program</b>
April 1-30	817,000	\$ 33.62	817,000	\$ 35,636,344
May 1-31	516,100	35.99	516,100	17,063,337
June 1-30	456,744	37.36	456,744	29
<b>Total</b>	<b>1,789,844</b>	<b>\$ 35.26</b>	<b>1,789,844</b>	<b>\$ 29</b>

**ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS**

Arbitron's annual meeting of stockholders was held on May 24, 2006. There were 30,733,843 shares of Arbitron common stock outstanding and entitled to vote at the annual meeting. Of the 30,733,843 shares of Arbitron common stock entitled to vote at the annual meeting, a total of 29,090,393 shares were present in person or by proxy at the annual meeting.

The following people designated by Arbitron's Board of Directors as nominees for director were elected at the annual meeting, with the voting as follows:

<b>Nominee</b>	<b>Votes For</b>	<b>Votes Withheld</b>
Alan W. Aldworth	28,855,353	235,040
Shellye L. Archambeau	29,053,534	36,859
Erica Farber	28,988,647	101,746
Philip Guarascio	29,053,003	37,390
Larry E. Kittelberger	28,855,162	235,231
Stephen B. Morris	28,988,104	102,289
Luis G. Nogales	28,918,788	171,605
Lawrence Perlman	28,988,361	102,032
Richard A. Post	27,524,918	1,565,475

No additional items were on the agenda of the annual meeting of stockholders and no other items were brought to a vote during the meeting.

**ITEM 6. EXHIBITS**

Exhibit No.	Description
Exhibit 10.1	Form of Executive Retention Agreement (Filed as Exhibit 10.1 to Arbitron's Current Report on Form 8-K, dated June 5, 2006, and incorporated herein by reference)*
Exhibit 10.2	Radio Station License Agreement to Receive and Use Arbitron PPM Data and Estimates, effective May 18, 2006, by and between the Company and CBS Radio Inc.
Exhibit 10.3	Master Station License Agreement to Receive and Use Arbitron Radio Audience Estimates, effective May 18, 2006, by and between the Company and CBS Radio Inc.
Exhibit 31.1	Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
Exhibit 31.2	Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
Exhibit 32.1	Certifications of Chief Executive Officer and Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

\* Indicates management contract or compensatory plan, contract or arrangement.

A request for confidential treatment has been submitted with respect to this exhibit. The copy filed as an exhibit omits the information subject to the request for confidential treatment.

**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

ARBITRON INC.

By: /s/ SEAN R. CREAMER

Sean R. Creamer  
Executive Vice President of Finance and  
Planning and  
Chief Financial Officer (on behalf of the  
registrant and as the registrant's principal  
financial and principal accounting officer)

Date: August 3, 2006

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