

Minutes for the regular National Finance Committee meeting March 8, 2022.

Meeting convened at 8:35 PM (ET) a quorum being present, the Chair and Secretary being present.

Attending: Nick Arena, Chris Cory, Elizabeth von Gunten, Julie Hewitt, Kim Kaufman, Julia Kennard (CFO), R. Paul Martin (Secretary), James McFadden, Sean Kelly McPherson, James Sagurton (Chair), Susan Young also attending was WBAI General Manager Berthold Reimers.

Agenda:

1. Convene meeting 8:30 PM (ET)
2. Roll Call
3. Adopt Agenda
4. Chair's Announcements (2 minutes)
5. Introduction of new and returning members (12 minutes)
6. Minutes Approval
7. Nominations for Chair and Secretary (5 minutes)
8. Review the WBAI FY22 budget WBAI GENERAL MANAGER, Berthold Reimers, presenting (70 minutes)
9. Budget Timelines and schedule for NFC review of budgets for FY22 KPFT Budget (5 minutes)
10. Standard Transaction Limits (5 minutes)
11. Adjourn no later than 10:15 PM (ET)

Motion: (James Sagurton) "To adopt the agenda." (Passed as amended without objection)

The Committee discussed the motion.

Amendment: (R. Paul Martin) "To add 'Standard Transaction Limits' after 'Budget Timelines and schedule for NFC review of budgets for FY22 KPFT Budget' for five minutes." (Passed without objection)

Chair's Announcements 8:43 PM (ET)

"On January 10, 2022 Pacifica received a notification from the Small Business Administration that our Economic Injury Disaster Loan (EIDL) application had been modified from \$500,000 to \$2,000,000. On Friday February 25, 2022 the remaining \$1,500,000 balance of the \$2,000,000 million EIDL was deposited in Pacifica's accounts.

Tonight we will review the WBAI FY22 Draft Budget.

Intensive work is ongoing to produce appropriate revised Draft Budgets for our remaining five

budgeted units. The Executive Director, the CFO and the NFC Chair are working together to produce realistic budgets. The CFO is working very hard with everyone involved and is working on the FY21 Audit and keeping the financials updated. These efforts are happening every day.

Last week, at our March 1, 2022 meeting, we were joined by two new members, Susan Young from KPFT and James McFadden from KPFA, and several returning members as a result of the PNB Committee election results that were announced that day. Because that meeting was a special meeting restricted to items concerning budgets only, we postponed introducing the new and returning members to each other and the public until tonight. The annual reorganization of the membership of this Committee is now complete. We will take nominations for Chair and Secretary tonight.”

Introduction of new and returning members 8:45 PM (ET)

Committee members introduced themselves and briefly spoke about themselves.

Minutes Approval 8:57 PM (ET)

Motion: (R. Paul Martin) “To approve the minutes of the February 22, 2022, NFC meeting.” (Passed without objection)

Motion: (R. Paul Martin) “To approve the minutes of the March 1, 2022, NFC meeting.” (Passed without objection)

There was a discussion of who as on the mailing list.

Nominations for Chair and Secretary 9:01 PM (ET)

Secretary

Kim Kaufman nominated R. Paul Martin for Secretary. R. Paul Martin accepted the nomination.

There were no other nominations for Secretary.

Motion: (Susan Young) “To elect R. Paul Martin as Secretary by acclamation.” (Passed without objection)

Chair

Susan Young nominated James Sagurton for Chair. James Sagurton accepted the nomination.

There were no other nominations for Chair.

Motion: (Susan Young) “To elect James Sagurton as Chair by acclamation.” (Passed without objection)

Review the WBAI FY22 budget 9:05 PM (ET)

Before the meeting the CFO sent the committee a revised WBAI draft FY22 budget. The CFO told the committee that the current revised WBAI budget includes updates for approximate YTD actuals October - January and an adjustment of the fulfillment rate to 84% from 79% in the prior version. She said that the actual estimated historical fulfillment rate has been 88% and that the revised version of the WBAI draft FY22 budget projected a net loss of \$132,983. She said that she had worked with the WBAI General Manager to shave some of the deficit down. She said that the actuals in the previous draft FY22 budget had been adjusted. She said that the fulfillment rate had been changed to what was typical rather than the conservative figure. She said that small cuts had been made to legal fees. She said that there was still some work to be done, but we need to move on and focus on what we're doing day to day to generate revenue. She said that the Consultants line had been about \$230,000 now it was reduced to about \$180,000 by cutting one programming consultant.

The WBAI General Manager told the committee that he had cut one consultant. He said that he was concerned because that consultant had increased listenership to that programming strip. He said that he was looking to see if he could get some grants to fund the consultant. He said that last year's overtime for board ops was about \$30,000 and that will be reduced to about \$15,000. He said that this cut is not in the draft budget yet. He said that he would have to approve overtime in the future and that he has to consult with the Union to make sure that this change complied with the Union Contract. There was a discussion of exactly how the Union Contract treats overtime work at WBAI. He said that Vacation and sick days were not covered in overtime provisions. The WBAI General Manager went over his idea of pitching for three or four hours every day instead of having periodic on-air fund raisers. He said that the 7:00 AM and 9:00 AM time slots are getting higher listenership numbers than *Democracy Now!* is, and he said that the gamble is working. He said that raising \$3,250 a day every day would result in a tally of \$97,500 a month, which was close to his goal of \$100,000 a month. He said he wanted 100 more BAI Buddies.

The committee discussed the WBAI draft FY22 budget proposal. The WBAI General Manager said that with the call center the use of credit and debit card donations predominates, and that checks coming in by mail have decreased considerably. He said that the WBAI fulfillment rate was 87% as of the day of this meeting, counting from early 2021.

The CFO said that there are no separate General Ledger lines for the BAI Buddies or bequests. She said that when revenue comes in there is no way for her to tell if it's from a BAI Buddy or just Listener Support. She said she would need to get reports on what went into the bank accounts according to *Allegiance* and that currently NETA does not have that kind of access to *Allegiance* at any station. There was a discussion of how *Allegiance* does things.

The committee discussed Community Events and Broadway tickets donations at WBAI. The WBAI General Manager said that since the Governor of New York was lifting mandates that the venues should open up and that one producer's film debut would happen in April or May depending on when space is available, and that he's projecting revenue of about \$48,000 from

that event. He said that events at another venue by other WBAI producers would raise about \$7,500 and that Broadway ticket donations raised about \$5,000 a month and he was projecting that to be about \$6,500 a month starting in March, which he said would result in about \$46,000 in revenue for FY22. The CFO said that they have to train everyone to post payments and have deadlines. She said that stations' being behind on posting payments is a problem because that makes it hard to match them to bank deposits.

There was a discussion of donor fatigue. In further discussions the CFO said that WBAI had made some Health Benefits payments but that the station was about \$46,000 in arrears on those premiums now.

The committee discussed the disposition of the WBAI draft FY22 budget proposal.

Motion: (Chris Cory) "To extend the time for the meeting to 10:25 PM (ET)." (Passed without objection) 10:13 PM (ET)

The CFO said that there needs to be a written plan about driving listeners and that it has to be broken down into actual items. The Chair said that that should be set as an item for another meeting.

Motion: (Elizabeth von Gunten) "That the NFC recommend to the PNB that they approve the proposed WBAI FY22 budget, recognizing that it remains a deficit budget." (Passed without objection)

The Committee discussed the motion.

The Chair said that at the next meeting the NFC would review the KPFT budget.

The KPFK Director made a last call for anyone who has any ideas about commercialized transaction limits, including any motions passed on the subject by the PNB, to contact her right away.

Adjourned 10:26 PM (ET)

Submitted by R. Paul Martin, Secretary.