

Minutes for the regular National Finance Committee meeting November 13, 2018.

Meeting convened at 8:36 PM (ET) a quorum being present, the Chair being vacant and the Secretary being present.

Attending: Ken Aaron, Nick Arena, Chris Cory, William Heerwagen, R. Paul Martin (Secretary), P.K. McCary.

Agenda:

1. Roll Call
2. Approve Agenda
3. Elect Chair *pro tem* (5 minutes)
4. Minutes approval (5 minutes)
5. Executive Director's report (10 minutes)
6. Report on NETA phone call (10 minutes)
7. Reports on budgets from each unit
 - A. National Office (5 minutes)
 - B. KPFA (5 minutes)
 - C. KPFK (5 minutes)
 - D. KPFT (5 minutes)
 - E. WBAI (5 minutes)
 - F. WPFW (5 minutes)
8. New Business
9. Adjourn no later than 10:30 PM (ET)

In the absence of a Chair the Secretary convened the meeting.

Motion: (R. Paul Martin) "To adopt the agenda." (Passed as amended without objection)

Amendment: (Ken Aaron) "To make the 'KPFK' budget report five minutes." (Passed without objection)

Amendment: (Ken Aaron) "To add before 'Reports on budgets from each unit,' 'Report on NETA phone call' for 10 minutes." (Passed without objection)

Elect Chair *pro tem* 8:45 PM (ET)

Ken Aaron nominated Chris Cory for Chair *pro tem*, Chris Cory accepted the nomination.

There were no further nominations. Chris Cory was elected Chair *pro tem* without objection.

Chris Cory took the chair 8:47 PM (ET)

Minutes approval 8:47 PM (ET)

Motion: (R. Paul Martin) "To approve the minutes of the October 9, 2018, meeting." (Passed without

objection)

Executive Director's report 8:49 PM (ET)

The Executive Director was not on the call.

Report on NETA phone call 8:49 PM (ET)

The KPFK Treasurer told the committee that he had spoken to Anita Sims, the Executive Vice President of NETA. He said that she had told him that she was too busy to attend this meeting. She said that NETA had sent a report to the PNB a month ago. It was reported that NETA people have had a meeting with the Executive Director, the financial person at the National Office, Barry Brown and the General Managers. They are getting information and documents for the audit and to do an analysis of Pacifica's finances. Reportedly their access to information is better now than it was two weeks ago, they'll have another meeting tomorrow and she'll send the KPFK Treasurer information on what the units are doing and who's delinquent, etc. The KPFK Treasurer said that when he gets that information he'll send it to the committee. For customer relations management most of Pacifica has used MEMSYS to keep track of subscribers. KPFA has installed a system called Sales Force to do this work, and the KPFK General Manager was thinking of using it too. NETA says that Sales Force is an industry standard for non profit media. NETA's next major project will be the implementation of an on-line time management system, electronic time cards. The system has been selected and will be implemented system-wide. NETA says that it should relieve the back and forth between units and the National Office.

Motion: (Ken Aaron) "To contact Anita Sims of NETA and invite her to the next NFC meeting."
(Passed without objection)

The KPFK Treasurer said that he would contact her and the facilitator of the NFC meetings.

Reports on budgets from each unit 8:58 PM (ET)

National Office - There was no one from the National Office on the call.

KPFA - The KPFA Director said that the KPFA draft FY19 budget had come up at the last KPFA LSB meeting, and he thinks it was passed by the LSB. He said that additions to the draft budget were not passed. He said that if the draft FY19 budget was passed that he would get it to the NFC within 48 hours so it can be considered at the next meeting.

KPFK - The KPFK Treasurer said that the last KPFK LSB meeting was closed for consideration of Program Director candidates, and they didn't do anything with the FY19 budget. He said that the General Manager has chosen one of the four candidates for Program Director. He said that the KPFK LSB will review the draft FY19 budget on November 18, and if it's approved he will send it to the NFC.

KPFT - The KPFT Treasurer told the committee that the KPFT LSB had passed their draft FY19 budget after seven months of working on it. She said that the new interim General Manager, who is also the Program Director, has been doing a good job with bringing in money besides the on-air fund raisers. She noted that the station will be getting revenue from people renting studios for podcasts. She said that she had sent a summary draft FY19 budget to the committee. She said that the only change would be what to pay to reduce the loan debt.

The Committee discussed the report.

WBAI - The WBAI Treasurer told the committee that he'd gotten the WBAI draft FY19 budget from the station's General Manager yesterday and he has sent it to the NFC. The General Manager is projecting 143 days of pitching with a daily tally of \$7,500 and he's projecting a year end deficit of about \$254,000. Listener support is projected to be about \$840,000, and a total revenue of about \$1,374,000. The local Finance Committee has gone over the draft FY19 budget with the General Manager and his original numbers had had the station pitching for more than 143 days. The WBAI Treasurer said there would be another local Finance Committee meeting with the General Manager on November 29, when they'll go over this draft FY19 budget with him again.

The Committee discussed the report. It was noted that WBAI's budget shows a small surplus before Central Services. The history of WBAI making Central Services payments was discussed. In answer to a question the WBAI Treasurer said that any influx of new listeners for the new afternoon strip program is not reflected in the Fall on-air fund raiser. That Fall on-air fund raiser had a daily tally of about \$7,000 a day. In answer to a question the WBAI Treasurer said that last year's Fall on-air fund raiser had had a daily tally of about \$11,700.

WPFW - The WPFW Treasurer said that the WPFW local Finance Committee has reviewed the WPFW draft FY19 budget in October, and with the LSB in October as well. The local Finance Committee has approved it and they will present it to the LSB tomorrow and he'll be able to speak to it at the December NFC meeting.

New business 9:18 PM (ET)

The committee discussed the issue of underwriting and whether it was legal for Pacifica. A Director said that underwriting was mentioned in the loan agreement. In general, underwriting was not favored when it has been discussed at LSBs.

Motion: (Ken Aaron) "To elect a new Chair for the rest of this term at the next meeting." (Passed without objection)

Motion: (R. Paul Martin) "To adjourn." (Passed without objection)

Adjourned 9:29 PM (ET)

Submitted by R. Paul Martin, Secretary.