

WBAI Treasurer's Report
June 9, 2021

The National Finance Committee (NFC) met on May 25, and June 8, 2021. The local Finance Committee met on May 19, 2021. All of these meetings were held by teleconference.

At the May 19, 2021, local Finance Committee meeting the General Manager sent the committee a written report titled "WBAI LSB Finance Committee Report – May 19, 2021" which is appended to this report. The General Manager told the committee that WBAI had about \$24,000 cash in Chase Bank, and about \$19,000 in PayPal. He said that he'd paid about \$9,900 in health insurance premiums that day and that WBAI was current on everything else. He said that he had to look into the Time Warner Cable bill. He said that Volusion had gotten paid. He said that the new call center, ACD, has been paid about \$10,000 for April which he said was significant. He said that the level of calls in April was much higher than it had been. He said that he looked forward to seeing the level of calls in May when the station has a regular month, rather than having lots of people calling in to become members, to see what our bill from ACD is then. He said that it seemed to him that Signius seems to have been padding their bills. He said he wasn't accusing, that he was just making an observation.

He said that consultants were paid on a monthly basis. He said that WBAI spent about \$25,000 catching up with premiums in April, and the General Manager sent the committee a page about premiums which is appended to this report. He said that the station raised about \$120,000 in March and about \$155,000 in April. He said that the National Educational Telecommunications Association (NETA) has us short in March. He said that he thinks they didn't include PayPal. He said that he put the typical *Allegiance* report in his report. He said that the *Allegiance* reports can be generated within a couple of minutes. He said it shows the different premiums and how much money they raised in the month of April. He said that the BAI Buddies project is raising about \$18,000 a month. He said that WBAI had made two Central Services payments to Pacifica Radio Archives (PRA) which the station had not done in a long time. He said that the Accounts Payable Ageing Summary hasn't changed much, only the National Office Central Services which are \$16,890 in the red for the short term. He said that he has paid a lot of the little bills. He said that this Accounts Payable Ageing Summary does not include the Paycheck Protection Plan (PPP) covered expenses for payroll and health insurance premiums. He said that according to his *QuickBooks* WBAI is about \$186,000 in the red for FY21 as of April 30, which is about \$26,000 per month, and he noted again that the PPP covered payroll expenses are not included. He said he's still concerned about WBAI's reliance on Gary Null, Tony Bates and Mimi Rosenberg related to money. He said the station is taking a different initiative. He said that having Sojourner Truth pitching will help.

He said that WBAI should be getting that \$200,000 bequest very soon. He said that the lawyer of the company that's managing the bequest is asking for proof of any payments the person leaving the bequest had made to WBAI in past, and now that lawyer wants signatures from the PNB Chair and the interim Executive Director. The General Manager said that it's ridiculous and that the lawyer is just busting our chops until he gets all of the documents he wants. The General Manager said that the \$200,000 check will be put against the \$563,000 in Central Services arrears to the National Office that WBAI owes.

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The May 25, 2021, NFC meeting was mostly taken up with KPFFK's finances and the draft KPFT FY21 budget proposal.

At the June 8, 2021, NFC meeting the committee was again dealing with KPFFK's finances and the KPFT draft FY21 budget proposal. The big, and good, news from this meeting is that the NFC Chair announced that, **the FY20 audit has gone to the auditors where consolidated trial balances are under sampling review**. The interim CFO said that the FY20 audit had gone to the auditors in early June which was almost a week ahead of NETA's schedule, and she is hoping that the FY20 audit is finished and sent to the California Attorney General's Office by the June 30, deadline. She said that she hoped that the FY20 audit gets to the Audit Committee by the week of June 21.

At this meeting the idea of floating a private placement bond that would be exclusively for members of Pacifica was brought up. A private placement bond is different from a public bond offering in that it can only be offered to members of the organization. It has the advantage of lower interest rates, lower costs to manage it and it is not subject to the labor intensive and costly regulations of the Securities and Exchange Commission. This idea came from the PNB's Strategic Planning Committee. Some Directors on the NFC are looking for the right lending institution to handle this for Pacifica. The NFC was told that this type of bond offering was very popular a century ago, before the big investment banks began to make huge financial moves with bonds. It was noted that churches frequently use this type of private bond to raise money for new buildings or needed repairs to buildings. Members also voiced the hope that some members might even forgive what part of the bond they get or roll a bond over. It was speculated that the minimum amount for a Pacifica member to invest would be between \$500 and \$1,000 so people of moderate income could invest in these bonds.

The NFC discussed another idea from the PNB's Strategic Planning Committee that would involve a non-fungible token (NFT). An NFT is a relatively new financial arrangement where someone sort of owns an original of something but the organization retains copyrights and can still make copies of it. The transactions are kept track of by blockchains, which are complicated cryptographic ledgers with calculations that show who owns what. The blockchains are used to authenticate the NFT. An example given at the meeting was that on July 4, Major League Baseball will be auctioning off an NFT of the film of the final Speech by Lou Gherig at Yankee Stadium in 1939, when he retired due to his advancing amyotrophic lateral sclerosis.

In something else that's not WBAI-specific but which will affect all of the Pacifica stations the KPFFK Director on the NFC raised the issue of emergency preparedness and risk management for Pacifica. It was noted that over the years Pacifica stations have faced emergencies of all sorts from blackouts to having their antenna towers bombed to Super Storm Sandy flooding WBAI out of 120 Wall St. in New York to the fires that nearly took out the radio towers on Mount Wilson to the ever-present risk of a big earthquake in California that could take one or both California stations off the air. The KPFFK Director said that preparedness takes time effort and expense but ultimately it saves time, money and grief and reduces liability. She said that radio stations qualify as critical infrastructure from the Federal Emergency Management Agency (FEMA) and that there are large grants handed out for radio stations to prepare for possible emergencies. The KPFFK Director pointed out that over the air broadcasting is prioritized for grants because Internet communications can be taken down entirely if something happens to a large fiber optic cable but broadcast is not so vulnerable. So Pacifica with its

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five radio stations could qualify for these grants and those grants would help the stations remain on the air, or recover more quickly if they've forced off the air, in case of an emergency.

The KPFK Director said that she had written to all of the General Managers and all of the people directing other Pacifica units, eight in all, asking for copies of their emergency response plans. She said that she didn't get any replies from them. She said that she sent her request for each station's and other unit's preparedness plan again and re-sent it as a Director's inspection. She said she got a report from Davis Baes General Manager of KPFT on the day of this NFC meeting. She is anticipating replies from all of the other Management people in Pacifica about this. She says that she wants to establish a baseline for all units. This is apparently another initiative that's been brought up at the PNB's Strategic Planning Committee.

It is really great news that **Pacifica has gotten the FY20 audit to the auditors and that we are on track to get it posted before the deadline.** This will allow stations that qualify in other ways to apply for Corporation for Public Broadcasting (CPB) grants. Unfortunately, I am seeing conversations on-line that suggest that not all Pacifica stations are going to meet all of the CPB guidelines to qualify for those grants. Some people have suggested that WBAI might not qualify for various reasons. I will again note that having a current audit will allow WBAI to apply for and receive other kinds of grants that have been available in the past but which WBAI couldn't even apply for during the past eight years or so because Pacifica didn't have current audits. This development could go along way toward getting WBAI close to being self-sustaining.

I don't know at this time what the current bylaws referendum election is going to cost Pacifica, and WBAI. The last one was quoted as costing between \$53,000 and \$102,000. The difference may be the legal fees involved with lawsuits surrounding last year's bylaws referendum. Either way, Pacifica can hardly afford these costly and divisive referendums.

It was good to see the initiatives that have come out of the PNB's Strategic Planning Committee last night. Maybe they will save the financially strapped Pacifica Foundation. The trends of fund raising at the stations are still troubling though. It will be good if we can fight our way out of the financial mess we've been in for years.

The next local Finance Committee meeting is scheduled for Wednesday, June 16, 2021, at 7:00 PM (ET). The next regular NFC meeting is scheduled for Tuesday June 22, 2021, at 8:30 PM (ET). Both of these meetings will be held by teleconference.

R. Paul Martin
WBAI LSB Treasurer

Appendix

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WBAI LSB Finance Committee Report – May 19, 2021

1. 2021-05-19: In Chase Bank: \$24,251.68 and \$19,103.51 in PayPal
2. Rent at 388 Atlantic (Office) \$5,300.00 is current
3. 4 TIMES SQUARE is current
4. Payroll is current
5. Healthcare Billback of \$9,000.00 is due
6. Phone and cable bills are current
7. Call Center ACD is paid in full \$17,430.67
8. Our consultants are paid up to date \$16,333.34:
 - a. FundDrive pitcher Christine Blosdale \$5,000.00 per month
 - b. FundDrive pitcher Tony Bates \$2,000.00 per month
 - c. Assistant to Leonard Lopate Jesse Lent \$2,000.00 per month
 - d. Morning Show hosts: Johanna Fernandez \$2,333.34 per month
 - e. Morning Show hosts King Downing \$2,333.34 per month
 - f. Webmaster Chris LaPilusa \$2,000.00 per month
 - g. Premium & Customer service Hannah Simpson – about \$1,000 per month
9. We were falling behind on shipping premiums because of the transition to Allegiance. In April 2021 WBAI spent \$25,517.62 in Premiums to catch up. See attached PDF file
10. On air FundDrive seems to have picked up the pace. WBAI raised \$120, 106.82 in March 2021 and \$155, 808.02 in April 2021 but we still need to run reports in the new system (Allegiance) and get more acquainted with it.

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11. A typical Allegiance report:

Description	Total #	Total	Web	Web %	New	Renewal	Add Gift	Expired	%
??	543	\$42,494.24	\$318.37	0.70%	\$16,028.45	\$3,524.83	\$13,858.46	\$9,082.50	26%
20210401 GN WATER FILTER DEVICE	164	\$36,974.14	\$0.00	0.00%	\$9,464.04	\$4,275.00	\$10,807.02	\$12,428.08	23%
20210401 XXXXX	45	\$17,310.00	\$0.00	0.00%	\$2,010.00	\$4,410.00	\$6,685.00	\$4,205.00	11%
20210401 BOKU SUPERFOOD IMMUNE BOOST PA	72	\$10,814.34	\$154.78	1.40%	\$3,000.00	\$2,109.56	\$2,854.78	\$2,850.00	7%
20210401 YOUTHBLAST ANTI AGING SKINCARE	51	\$10,200.00	\$0.00	0.00%	\$5,400.00	\$1,800.00	\$1,200.00	\$1,800.00	6%
20210401 PROTEKT PROBIOTIC SPRING CLEAN	51	\$9,197.01	\$0.00	0.00%	\$3,611.34	\$1,805.67	\$1,080.00	\$2,700.00	6%
20210401 GN IMMUNE STUFF MEGAPACK	38	\$6,055.62	\$150.00	2.50%	\$1,891.28	\$304.78	\$1,409.56	\$2,450.00	4%
20210401 THE REVOLUTIONARY PAUL ROBESON	22	\$3,304.78	\$0.00	0.00%	\$600.00	\$450.00	\$1,504.78	\$750.00	2%
20210401 WHITE SUN MANTRA BOX	18	\$3,245.67	\$0.00	0.00%	\$900.00	\$720.00	\$1,265.67	\$360.00	2%
20210401 HOT PLANTS FOR HIM - 1 BOTTLE	39	\$3,120.00	\$0.00	0.00%	\$880.00	\$480.00	\$1,120.00	\$640.00	2%
20210401 HOT PLANTS FOR HIM AND HER	20	\$3,009.56	\$154.78	5.10%	\$1,059.56	\$450.00	\$1,350.00	\$150.00	2%
20210401 THE AFRICAN HISTORY PACK - 3 D	17	\$2,608.06	\$0.00	0.00%	\$1,354.03	\$125.00	\$125.00	\$1,004.03	2%
20210401 WAKING THE WARRIOR GODDESS PAC	15	\$1,800.00	\$0.00	0.00%	\$600.00	\$120.00	\$240.00	\$840.00	1%
20210401 EXPLORATION SPECIAL	17	\$1,725.00	\$0.00	0.00%	\$400.00	\$200.00	\$400.00	\$725.00	1%
20210401 HP-200: OZONE GENERATOR WITH A	7	\$1,406.27	\$0.00	0.00%	\$400.00	\$206.27	\$400.00	\$400.00	1%
20210401 STOP ASIAN HATE 5 DVD BOX SET	8	\$1,320.00	\$0.00	0.00%	\$330.00	\$0.00	\$660.00	\$330.00	1%
20210401 VANTAGE POINT SPECIAL	11	\$1,103.29	\$0.00	0.00%	\$100.00	\$500.00	\$403.29	\$100.00	1%
20210401 PETE SEEGER CENTENNIAL COLLECT	9	\$964.65	\$0.00	0.00%	\$558.07	\$203.29	\$100.00	\$103.29	1%
20210401 FRIDGEZONE	10	\$805.36	\$0.00	0.00%	\$242.68	\$160.00	\$162.68	\$240.00	0%
20210401 XXXXXX	2	\$580.00	\$0.00	0.00%	\$0.00	\$280.00	\$0.00	\$300.00	0%
20210401 RICHARD LUI ENOUGH ABOUT ME	10	\$515.00	\$0.00	0.00%	\$105.00	\$70.00	\$140.00	\$200.00	0%
20210401 RHYTHMS OF FREEDOM - A HISTORY	2	\$500.00	\$0.00	0.00%	\$0.00	\$0.00	\$250.00	\$250.00	0%
20210401 HOT PLANTS FOR HER - 1 BOTTLE	5	\$440.00	\$0.00	0.00%	\$80.00	\$240.00	\$120.00	\$0.00	0%
20210401 IN DEFENSE OF JULIAN ASSANGE -	8	\$400.00	\$0.00	0.00%	\$200.00	\$50.00	\$0.00	\$150.00	0%
20210401 NATURAL MEDICINE: A SURVIVORS	2	\$400.00	\$0.00	0.00%	\$250.00	\$150.00	\$0.00	\$0.00	0%
20210401 XXX	2	\$346.50	\$0.00	0.00%	\$346.50	\$0.00	\$0.00	\$0.00	0%
20210401 NINA SIMONE + SHOCKWAVE COMBO	3	\$300.00	\$0.00	0.00%	\$100.00	\$0.00	\$100.00	\$100.00	0%
20210401 ORTHO-BIOTIC AND VIRACID	2	\$300.00	\$0.00	0.00%	\$0.00	\$0.00	\$300.00	\$0.00	0%
20210401 CHRIS HOWARD WEALTH PROPULSION	2	\$200.00	\$0.00	0.00%	\$100.00	\$0.00	\$0.00	\$100.00	0%
20210401 SHOCKWAVE - THE MIDNIGHT RAVER	1	\$100.00	\$0.00	0.00%	\$0.00	\$0.00	\$100.00	\$0.00	0%
20210401 NINA SIMONE SOUL AND FIRE	1	\$100.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$100.00	0%
20210401 ORTHO-BIOTIC	1	\$80.00	\$0.00	0.00%	\$80.00	\$0.00	\$0.00	\$0.00	0%
20210401 ABBEY LINCOLN 2 CD SPECIAL	1	\$55.00	\$0.00	0.00%	\$0.00	\$0.00	\$55.00	\$0.00	0%
20210401 IAN MANUEL MY TIME WILL COME	1	\$50.00	\$0.00	0.00%	\$50.00	\$0.00	\$0.00	\$0.00	0%
Total	1,200	\$161,824.49	\$777.93	0.5 %	\$50,140.95	\$22,634.40	\$46,691.24	\$42,357.90	100%

12. BAI Buddy is still averaging \$18,000.00 per month

13. We made two PRA payment of \$4,222,00 each.

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14. See our Aging Summary below.

WBAI 99.5 FM Radio Pacifica Foundation

A/P Aging Summary

As of May 19, 2021

Description	30-Jan	31 - 60	61 - 90	91 AND OVER	TOTAL
Accrued Pension		2,500.00	2,500.00	104,114.58	\$109,114.58
Associated Press, AP	328.88				\$328.88
Boku	624				\$624.00
Empire State Building				0	\$0.00
Gary Null & Associates				0	\$0.00
Health Care Bill Back	9,902.45		9,867.59	91,009.60	\$110,779.64
Pacifica National Office	16,890.00	16,890.00	16,890.00	512,443.62	\$563,113.62
Pacifica Radio Archives			4,222.00	214,384.50	\$218,606.50
Payroll Expenses		20,628.01	41,256.02	170,452.79	\$232,336.82
Renee Lynn Medical		136.64			\$136.64
Withdrawal				-500	(\$500.00)
TOTAL	\$27,745.33	\$40,154.65	\$69,435.61	\$1,091,905.09	\$1,229,240.68

PPO covered Payroll Expenses

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15. Profit and Loss – According to WBAI’s QuickBooks our P&L from 10/2020 to 04/30/2021 is -\$186,857.12 these past 7 months or 26,693.87 per month. This does not include credit for the recent PPP Loan for Payroll and Healthcare.

16. I continue to worry that the our reliance on Gary Null, Christine Blodale, Tony Bates and Mimi Rosenberg to make the money for us. We are encouraging producers to continue to pitch BAI Buddies and set a goal for every show they do without pre-emption.

WBAI’s Management work on diversifying pitching is bearing fruit:

- Strongly encouraging producers to look at premiums produced by other producers. For example, Gary Byrd pitched a strong show with a package produced by Mimi and Ken – The Revolutionary Paul Robeson. We are working with producers to develop more pitches using the # (212) 209-2950.
- Replacing the Democracy Now! rerun at 4:00 pm with Sojourner Truth and working with Margaret Prescod on the production of pitches. Sojourner Truth was the number 1 fundraiser at KPFK in L.A. during their recent fund drive.
- Reconnecting Tony Bates with various producers to pitch with. For example, Take Charge of Your Health has produced 3 pitches with Tony Bates: Waking The Warrior Goddess, Fridgezone, Viracid and Hot Plants for him
- Harriette Cole of Dreamleaper had a strong interview with the Author of Live Forever (passing our knowledge and tradition to the next generation). This book is being shipped to David Rothenberg who we believe can move 50+

Paul DeRienzo interviewed Roy Royce who wrote cardiac arrest (how to handle wrongful police arrest). I made arrangement for free books to be shipped to WBAI and to have a pitch interview late in May 2021.

WBAI is still waiting on a \$200,000.00 bequest to pay Central Services of \$202,680.00 for the year 10-01-2020 to 09-30-2021. That money will definitely be in by June 2021. We hope to get CPB money next year to cover Central Services, pending completion of Pacifica’s Audit. WBAI paid 2 months of PRA (\$4,222.00 per month)

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WBAI 99.5 FM Radio Pacifica Foundation_New

Transaction Report

April 2021

DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	ACCOUNT	SPLIT	AMOUNT	BALANCE
Premiums Expense								
Premiums - Development								
Premiums - Third Party								
04/07/2021	Bill		Amazon.com		Premiums Expense:Premiums - Development:Premiums - Third Party	2286-01 Inter Company ACCT - PRA	14.14	14.14
04/07/2021	Bill		Amazon.com		Premiums Expense:Premiums - Development:Premiums - Third Party	2286-01 Inter Company ACCT - PRA	78.38	92.52
04/08/2021	Bill		Clean Water Revival	Shipping \$	Premiums Expense:Premiums - Development:Premiums - Third Party	2286-01 Inter Company ACCT - PRA	5,750.00	5,842.52
04/10/2021	Bill		Julia Loggins, LLC		Premiums Expense:Premiums - Development:Premiums - Third Party	2286-01 Inter Company ACCT - PRA	1,841.00	7,683.52
04/12/2021	Bill		Remee Lynn Medical Esthetics		Premiums Expense:Premiums - Development:Premiums - Third Party	2286-01 Inter Company ACCT - PRA	5,710.00	13,393.52
04/21/2021	Bill		Boku		Premiums Expense:Premiums - Development:Premiums - Third Party	2286-01 Inter Company ACCT - PRA	624.00	14,017.52
04/28/2021	Bill		Clean Water Revival	Shipping \$	Premiums Expense:Premiums - Development:Premiums - Third Party	2286-01 Inter Company ACCT - PRA	11,500.00	25,517.52
Total for Premiums - Third Party							\$26,517.62	
Total for Premiums - Development							\$25,517.52	
Total for Premiums Expense							\$52,035.14	
TOTAL							\$52,035.14	