KSUT Board of Directors Regular Meeting
Wednesday, May 22, 2024

Roll Call: Present – Wade Griffith (President), Kirsten Langmade (Vice President), Robert Ortiz (Secretary), Tami Graham (KSUT Executive Director), Gary Skiba, Mike May (via Audio zoom), Mikki Naranjo (via zoom).
Guests: Robb Brantley, Robert "Buz" Bricca (outgoing KSUT Board member)

Absent – Eddie Box Jr. (Excused)

1. CALL TO ORDER: 5:30 P.M.

2. APPROVAL OF AGENDA:
Tami Graham amended Agenda to move, a. Q2 Budget to Actual and b. Mid-Year Budget Revisions to item #4. Motion to Approve with Amendment – Gary Skiba, Second by Kirsten Langmade, Unanimous Approval by Board.

3. APPROVAL OF MEETING MINUTES:
Motion to Approve – Gary Skiba, Second by Kirsten Langmade, Unanimous Approval by Board.

4. COMMITTEE REPORTS: PRESENTED BY Robb Brantley and Tami Graham
a. Q2 Budget to Actual (see budget)
b. Mid-Year Budget Revisions (see mid-year budget)

Tami: Finance committee meeting, with Mike May and Mikki Naranjo, serving as our mid-year revised budget.
High level summary, no loss due to no events.
Separated Station ops and Special Events, to see them on their own.
Mid-Year Budget reflects year end, 129K net profit. Lowered projection.
Reduced by 45K from 520K to 475K, shooting to have major donor event, in sept.

Wade: 475K in comparison to last year, increase form 2023.
Major donors, (Development Report), 2nd best year in membership, 274K FY23 – 296, FY22 – 231. Made 20K more in the Spring Fund Drive.

Tami: Secured two major donors, Zinks and Rob Winkley matched.
Increased line item in Special Events.

Adjustments:
Salaries/Wages, up to match midyear.
Private insurer family tax returned in 2023, refund tax to employees. 2500 to KSUT, rate to contribute for employer is less. Employee is paying the same. Credit returned in fiscal year.
Reduced in Legal.

Contract: Editor, Adam Burke produced a contract over 30K. Editing is now done by another editor for Reporter, Clark Adomaitis.
Increase in printing: 3 drives a year, Spring, Fall and End of Year "Silent" fund raisers.

Wade: Cut in Special Promotions.

Robb: Clarified, this is for Operational, not Festivals.
Radio programming: Carriage fees for the privilege, access costs have gone up.
Reduction in Native Voice 1, negotiate for Tribal airing of NV1. As not broadcast on Four Corners.

FESTIVALS: No changes.

Special Events: No inclusion to Tico Times and City of Durango for 4th of July.
MOU – KSUT will pay for Motet, reimbursement from City of Durango.
Bumped Beverage sales bumped.
Ticket Sales: over 2,000 tickets, we received $5 per ticket.
Merch: Net in profit. 43k ad sales from brochure. (3945k), amendment to this number.

Robb: Benefit, from in-house design.
Sponsorship. We are paying 17K, show as an expense, City of Durango is paying, show as sponsorship revenue, effectively the promoter, City of Durango is sponsor of the band. Helps with the CPB grant.

Kirsten: Who's promoting?

Tami: City of Durango is promoting, with big marketing. KSUT pushing on-air promotions.

Kirsten: Who's doing the Social Media?

Tami: Johnathan is doing a lot.

Kirsten: People learn a lot through social media.

Tami: Crystal Ashike does a good job for Four Corners and Tribal Radio.

Tami: Franti Concert – Community Concert Hall is taking the lead.
Franti ticket sales are about 2450 or close to 3K.

Kirsten: Commented, some asked "Why was this (Franti) not promoted sooner or heavily?"

Wade: Outsourcing, sporadic, surge events.

Special Events: Added Tico Times/4th of July

45K Gross Income, Net of 84K

Motion To Approve: Motion to Approve Budget – Kirsten Langmade, pending amendment, Second – Gary Skiba. Unanimous Approval by Board.

Robb: Same place as in the beginning of the year, hovers at 200K, front loaded income, I send them the money we have every month. We would be in flat lined position with a tight cash flow. Not getting noticeably worse,

Wade: Employee retention Tax is concerning. Gov. paused due to fraudulent claims.
Letter to be made, initial call to John Whitney, asking for help.

5. EXECUTIVE DIRECTOR REPORT: Presented by Tami Graham (see individual reports)

CPB, closer as of last review, awaiting FIMA approval. KSUT will have 2 years to expend funds.
Asked for 37K, got 78K, however won't see grant-money until Aug. 2024.
Press forward with grants for funding Clark Adomaitis.
Volunteer orientation meeting, to streamline access for parking.
Medical personnel and an ambulance on site.

6. OPEN BOARD SEAT: COMMUNITY MEMBER

Buz: Cindy Cobright, suggestion for open seat.

Open Community Member at-Large Board, letters of interest submitted by: Suzanne Kerns, Tim Kroos, Bill Babcock, and Brian Coby Warren.
Invitation for those interested to attend June Meeting

7. NEXT MEETING: JUNE 12, 2024 @ 5:30 P.M.

Acknowledgement: To Buz Bricca, outgoing KSUT Board Member by Wade "we enjoy and admire you Buz, always volunteering and committed to KSUT."
Buz: "The feeling is Paramutual"

8. ADJORN: Motion to Approve – Gary Skiba, Second by Kirsten Langmade, Unanimous Approval by Board. **Adjorned at 6:28 P.M.**