KUTE Inc.
KSUT Board of Directors
Monthly Meeting
July 14, 2021, 5:30 p.m.

"KSUT is a community supported public broadcasting organization serving the communities of the Four Corners, providing diverse and eclectic entertainment, education, news, and information while promoting multicultural awareness and understanding."

1. Call to Order at 5:35 PM
2. Approval of Meeting Agenda
   Buz moved approval, Gary seconded. Approved unanimously.
3. Approval of Prior Meeting Minutes (May 2021, No June Minutes as meeting was cancelled)

Minutes from Buz. Gary moved approval. Second by Buz. Unanimous approval.

4. Staff Guest: Jill Davis, membership and Festival Director

Jill is very busy with the 4 Corners Folk Festival and Parties in Park coming up.

Jill: Everything is going well, in spite of COVID challenges. Finding great solutions to those, so really a blessing in disguise. We're slightly ahead of schedule for the Four Corners Folk Festival. Ice may be the only problem (ongoing ice shortage)

Revenue: Did mid-year adjustment 306K for admissions

4 Corners Folk, we've sold 2051 tix now for $276,000 and change in revenue Compared to 2019, have nearly 2X tickets sold. Expect to sell out. May sell out in next few weeks, "wildly encouraging".

$12,500 sponsorship target, Breckenridge Brewing has already provided $9,500, has been $3,000 in the past. For the Children has $3,000sponsorship for the Kids Tent. Jessica got a Four Corners Organics $3,000 sponsorship, potentially another $3,000 for the workshop tent

$5,000K for grant assistance in the budget, got Pagosa marketing for $2'500, unsolicited El Pomar grant of $7,500. The SW Regional board of El Pomar had excess funds, and independently decided to award the $7,500 to KSUT, Tami has sent thanks to them.

Fiscally looks great! Expect to exceed all budgetary goals.

Party in Park – July 30 Durango/July 31 in Pagosa, Motet and Afrobeaniks

297 tickets sold, revenue $9723 for Durango.

Pagosa – 119 tickets sold, $3920 revenue.

Minimal investment for Party in Parks, so we should make good revenue on both.

Trennie had asked about land acknowledgment, Jill looking for recommendations on how to address. Not sure how to do it, but will build in.

Buz asked about catering. Jill said still working on it. Past caterer not available. He had his own equipment, but Jill has found it from tent provider from Albuquerque. Charlie Berry, "man on the ground" for festivals in the past, helped as sous chef, understands logistics, will be assisting. Have menu to work with. Still some details to be worked out. Also working with new caterer in Durango. Have time to get everything in place.

KSUT will be providing emcees.

Dan Peha and Elwin Johnson will be helping as well. Elwin is working through health issues, but will be welcome if he can attend, has done some emceeing in past.

Buz asked about VIP tent, it will be up and runinng.

Vehicle/camping passes are sold out. Other passes nearly sold out.

Tami noted that board volunteers are needed for Parties in Park, email Jill to volunteer: festivaldirector@ksut.org

Tami noted that board is welcome at 4 Corners Folk Festival as well.

Robert noted that Parties in Park are coming up soon. Asked about slower ticket sales in Pagosa, Jill felt that it is partly due to it being new there, also their county fair starts the next day. Expects high gate sales in Pagosa, lower gate in Durango. Posters going up soon. Pagosa Sun and Daily Post will run press releases. Expect 1000 or more in Durango, planning for ½ that in Pagosa.

Robert said S. Ute Drum will publish any info needed.

Robert also asked about single vs 3 day passes, they are almost sold out. Jill said this is with higher ticket prices, had increased by $10 for early bird tickets.

About 224 2019 tickets rolled over, which has resulted in additional memberships and donations.

Mike asked about 3 day passes…how much of daily attendance is from 3-day, should we sell more 3-days? Jill said we used past ticketing structure that FolkWest had developed and explained how the tickets are allocated among the days.

5. Executive Director Report

Tami praised Jill for doing a great job.

Changeover to Grove for website has changed the look of some parts.

a. COVID-19 Impacts Update

75% capacity of staff at the Eddie Box Media Center, masks required. Leadership staff is moving to 3 days per week in the building.

b. Media Center Update

Performance studio is up and running, 2 on air events on Friday.

Grants…waiting on a couple of big ones. Doing some Zoom meetings for tribal center funding.

Development report—we're breaking records in many areas. Membership revenues are up. Really strong position.

Buz asked about the Spoke and Blossom magazine, Tami's interview will be in fall issue.

Rick asked about development report. We are still receiving revenue from the Capital Campaign…is it in this report? Tami said no, but will ask Chris to put it into next month's report.

Membership pledges – are they just membership, not festival sales? Yes. Tami felt people appreciated all of KSUT's effort, and the local news in particular. KSUT has become a key provider of local news.

Was bank loan paid off? Yes, we are totally debt free.

Buz asked about in-studio performances, are they regularly scheduled? Tami said no, opportunistic when bands are in town. Mile 12 (bluegrass) and Take 3 this Friday. Recording of them is continuing, will be putting then on the KSUT YouTube channel.

Robert—how do the in-studio performances happen? Tami said KSUT usually approaches the performer but sometimes it's the performer that contacts KSUT. Staff is trying to find a catchy name for the performance studio. The Board is welcome to attend the performances.

Kree asked about impacts of the COVID Delta variant since it is in area. Tami said we're not currently expecting any changes, more than 70% of residents are vaccinated. There have been no messages from Pagosa or Durango in relation to events, and KSUT is following tribal protocols. Masks required most of the time.

Robert asked about signal being dropped in Towoac, has it been fixed? Farmington feeder site had power outage, backup generator did not kick in. Need to assess the situation, working on some technical equipment issues. Hoping for some funding from federal infrastructure bill. Will be working to upgrade equipment.

c. Four Corners: see report
d. Tribal Radio: see report

6. Pagosa Festivals Enterprise Zone (Action required – Board approval)

On Jan 30 2020 Region 9 approved the Pagosa festivals as Enterprise Zone projects. Region 9 needs official acceptance of that designation from Board, it gives tax incentives for donations.

Gary made the following motion:

Motion: The KSUT Board recognizes that the music festivals in Pagosa Springs are considered Enterprise Zone projects under the Archuleta County's designation.

Buz seconded. Passed unanimously.

7. Committees
    a. Activities and Updates: None
    b. Finance (**Rick**, Mike, Tami): None

    End of June was end of 3rd quarter, will have report for August meeting. Robert noted again that all of our debt has been paid off.

8. Board Document Storage and File Management update

Mike has worked on Google Drive document storage, we should all be able to use it. Mike moved all Dropbox materials over to Google Drive. Mike will send out a 1 page set of instructions on how to access and use the Google Drive.

9. Board reminder – Upcoming Officers Nominations in September, take effect in October.

10. Next Meeting Date (August 11, 2021 – Virtual meeting until further notice)

Buz asked why we would not meet in person in August. Tami said there is the current 75% staff limit, not sure how that applies to board meetings. We'd all like to meet in person again but may be better not to yet to avoid issues.

Robert said 45th anniversary was great fun, especially from the music end, noting that Metal was not yet a recognized genre (1976!).

Volunteer for Party in Park! Email Jill.

Trennie suggested brainstorming on how we can better support Tribal Radio. They do a great job for the community. We will discuss at August meeting, look for creative ways to support. We have had a Tribal Radio subcommittee in past, need to work with Tribal Radio to see how they think we can help. Trennie, Kree and Robert will revive theTribal Radio committee.

Tribal Radio is now a member of the Native American Journalists Association (NAJA).

Tami expects profile of Tribal Radio to grow, especially with the hiring of a Tribal Media Center director later this year.

11. Adjournment: moved by Buz, 2nd by Mike. passed unanimously. 7:07