

Pacifica Foundation
Cash Flow Projection FY20

Assumptions:

National Office rent expenses removed

NETA paid monthly at expanded rate

Large Bequest for FY19 is not factored in FY20 Estimate

Overall decrease in giving of 10% is estimated

20% Health Insurance Cost Increase

National elections are held every two years, so no expenses for FY20

Loan Interest Payments are covered until June 2020

Cash Flow Projection:
Consolidated

Cash Balance	\$ 1,225,980	\$ 852,709	\$ (1,360,647)
Accounts	2018FY	2019FY	2020FY
	Total	Total	Total
Cash In:			
Listener Support	8,835,493	8,160,150	7,648,039
Mail Fund Drive	0	1,280	576
Website Income	143,911	363,475	228,324
Corporate Match	16,453	14,000	13,704
Major Donor Income >\$1K/Yr	492,254	1,494,264	532,422
Donations	392,720	449,663	379,072
Car Donations	199,451	186,416	173,640
Restricted Contributions	0	0	0
Sponsorships Underwriting	0	20,700	9,315
Community Events Income	218,083	151,881	166,484
Crafts Fair Income	0	25,000	11,250
Premium Sale - Pacifica Stations	140,060	37,942	80,101
Premium Sale, Non-Pacifica	21,463	18,051	17,782
Income from Affiliates	219,120	273,641	221,743
SCA Rent Income	280,500	275,750	250,313
Grant Income	288,110	71,588	80,864
Grant Income - Non Operating	0	100	45
Miscellaneous/Other Income	103,247	29,798	59,870
Central Services Revenue	1,152,765	1,220,740	1,342,128
Total Cash Received	12,503,629	12,794,439	11,215,671
Cash Out:			
Personnel Costs	6,000,574	6,388,067	6,485,642
Board Expenses	167,182	206,501	130,317
Administration Expenses	3,196,087	3,276,225	3,334,328
Programming Expenses	728,623	757,761	764,729
Development Expenses	1,329,111	1,215,005	1,272,058
Community/Special Events	108,589	103,412	99,825
Total Cash Out Before Central Svc	11,530,167	11,946,971	12,086,898
Central Services			
C/Svs Exp - PNO	1,019,761	1,078,492	1,184,232
C/Svs Exp - PRA	133,004	142,248	157,896
Central Services	1,152,765	1,220,740	1,342,128
Total / Net Cash Out	12,682,932	13,167,711	13,429,026
Net Cash Change	179,302	373,271	2,213,356

Cash Flow Projection:

KPFA

Cash Balance	\$476,747	\$292,555	(\$365,652)
Accounts	2018FY	2019FY	2020FY
	Total	Total	Total
Cash In:			
Listener Support	2,296,369	2,377,128	2,103,074
Mail Fund Drive	0	0	0
Website Income	143,911	132,307	124,298
Corporate Match	1,564	21	713
Major Donor Income >\$1K/Yr	417,339	244,061	297,630
Donations	203,507	205,982	184,270
Car Donations	45,602	36,397	36,899
Restricted Contributions	0	0	0
Sponsorships Underwriting	0	0	0
Community Events Income	111,923	59,817	77,283
Crafts Fair Income	0	25,000	11,250
Premium Sale - Pacifica Stations	0	0	0
Premium Sale, Non-Pacifica	0	0	0
Income from Affiliates	0	0	0
SCA Rent Income	0	0	0
Grant Income	0	0	0
Grant Income - Non Operating	0	0	0
Miscellaneous/Other Income	0	0	0
Central Services Revenue	0	0	0
Total Cash Received	3,220,215	3,080,713	2,835,417
Cash Out:			
Personnel Costs	2,105,286	1,981,016	2,160,543
Board Expenses	987	6,186	3,586
Administration Expenses	358,005	230,928	294,466
Programming Expenses	129,950	181,716	155,833
Development Expenses	401,622	342,701	372,162
Community/Special Events	41,103	28,947	35,578
Total Cash Out Before Central Svc	3,036,952	2,771,494	3,022,168
Central Services			
C/Svs Exp - PNO	381,326	433,325	415,992
C/Svs Exp - PRA	50,842	60,086	55,464
Central Services	432,168	493,411	471,456
Total / Net Cash Out	3,469,120	3,264,905	3,493,624
Net Cash Change	248,906	184,193	658,207

Cash Flow Projection:

KPFK

Cash Balance	\$190,517	\$152,753	(\$314,214)
	2018FY	2019FY	2020FY
Accounts	Total	Total	Total
Cash In:			
Listener Support	3,033,929	2,682,297	2,572,302
Mail Fund Drive	0	0	0
Website Income	0	231,168	104,026
Corporate Match	59	0	27
Major Donor Income >\$1K/Yr	25,025	366,665	176,261
Donations	1,437	101,325	46,243
Car Donations	131,553	115,313	111,090
Restricted Contributions	0	0	0
Sponsorships Underwriting	0	20,700	9,315
Community Events Income	58,446	75,557	60,301
Crafts Fair Income	0	0	0
Premium Sale - Pacifica Stations	0	0	0
Premium Sale, Non-Pacifica	0	0	0
Income from Affiliates	0	0	0
SCA Rent Income	0	0	0
Grant Income	800	22,595	10,528
Grant Income - Non Operating	0	100	45
Miscellaneous/Other Income	56,737	9,799	29,941
Central Services Revenue		0	0
Total Cash Received	3,307,986	3,625,519	3,120,077
Cash Out:			
Personnel Costs	1,825,375	2,023,778	1,985,647
Board Expenses	0	0	0
Administration Expenses	364,445	375,493	369,969
Programming Expenses	174,225	168,240	171,232
Development Expenses	500,067	537,953	519,010
Community/Special Events	21,484	59,153	40,318
Total Cash Out Before Central Svc	2,885,595	3,164,616	3,086,176
Central Services			
C/Svs Exp - PNO	333,258	439,748	441,948
C/Svs Exp - PRA	58,920	58,920	58,920
Central Services	392,178	498,668	500,868
Total / Net Cash Out	3,277,773	3,663,284	3,587,044
Net Cash Change	30,214	37,765	466,967

Cash Flow Projection:

KPFT

Cash Balance	\$193,830	\$116,680	\$50,130
	2018FY	2019FY	2020FY
Accounts	Total	Total	Total
Cash In:			
Listener Support	734,972	652,877	624,532
Mail Fund Drive	0	0	0
Website Income	0	0	0
Corporate Match	14,580	11,306	11,648
Major Donor Income >\$1K/Yr	33,890	45,180	35,582
Donations	1,377	0	620
Car Donations	21,809	32,215	24,311
Restricted Contributions	0	0	0
Sponsorships Underwriting	0	0	0
Community Events Income	37,583	13,438	22,959
Crafts Fair Income	0	0	0
Premium Sale - Pacifica Stations	0	0	0
Premium Sale, Non-Pacifica	0	0	0
Income from Affiliates	0	0	0
SCA Rent Income	0	0	0
Grant Income	7,000	10,000	7,650
Grant Income - Non Operating	0	0	0
Miscellaneous/Other Income	39,908	15,762	25,052
Central Services Revenue	0	0	0
Total Cash Received	891,118	780,778	752,353
Cash Out:			
Personnel Costs	175,975	244,797	216,230
Board Expenses	1,450	1,360	2,810
Administration Expenses	192,258	224,446	208,352
Programming Expenses	72,769	87,591	80,180
Development Expenses	156,170	130,596	143,383
Community/Special Events	5,132	7,510	6,321
Total Cash Out Before Central Svc	603,754	696,299	657,276
Central Services			
C/Svs Exp - PNO	142,608	142,608	142,608
C/Svs Exp - PRA	19,020	19,020	19,020
Central Services	161,628	161,628	161,628
Total / Net Cash Out	765,382	857,927	818,904
Net Cash Change	125,737	77,149	66,550

Cash Flow Projection:

WBAI Assumes not funding Central Services FY20

**\$180,000 not funded to PNO FY19 for Central Services, Payroll & Benefits

Cash Balance	\$9,185	(\$12,636)	(\$393,879)
	2018FY	2019FY	2020FY
Accounts	Total	Total	Total
Cash In:			
Listener Support	1,325,576	1,105,342	1,093,913
Mail Fund Drive	0	0	0
Website Income	0	0	0
Corporate Match	0	0	0
Major Donor Income >\$1K/Yr	14,000	222,879	9,000
Donations	139	0	62
Car Donations	0	0	0
Restricted Contributions	0	0	0
Sponsorships Underwriting		0	0
Community Events Income	0	524	236
Crafts Fair Income	0	0	0
Premium Sale - Pacifica Stations	0	0	0
Premium Sale, Non-Pacifica	0	0	0
Income from Affiliates	0	0	0
SCA Rent Income	0	0	0
Grant Income	180,000	0	0
Grant Income - Non Operating	0	0	0
Miscellaneous/Other Income	2	2	2
Central Services Revenue	0	0	0
	0	0	0
Total Cash Received	1,519,717	1,328,747	1,103,213
Cash Out:			
Personnel Costs	534,897	589,246	659,749
Board Expenses	900	9,686	10,586
Administration Expenses	529,413	445,809	458,492
Programming Expenses	124,168	127,325	168,960
Development Expenses	209,412	153,975	181,694
Community/Special Events	6,538	3,415	4,977
Total Cash Out Before Central Svc	1,405,328	1,329,456	1,484,456
Central Services			
C/Svs Exp - PNO	101,340	16,890	0
C/Svs Exp - PRA	4,222	4,222	0
Central Services	105,562	21,112	0
Total / Net Cash Out	1,510,890	1,350,568	1,484,456
Net Cash Change	8,827	21,821	381,243

Cash Flow Projection:

WPFW

Cash Balance	\$103,083	\$157,184	(\$90,508)
	2018FY	2019FY	2020FY
Accounts	Total	Total	Total
Cash In:			
Listener Support	1,354,415	1,251,572	1,172,694
Mail Fund Drive	0	0	0
Website Income	0	0	0
Corporate Match	0	0	0
Major Donor Income >\$1K/Yr	0	4,000	1,800
Donations	3,182	1,278	2,007
Car Donations	0	0	0
Restricted Contributions	0	0	0
Sponsorships Underwriting		0	0
Community Events Income	10,032	2,545	5,659
Crafts Fair Income	0	0	0
Premium Sale - Pacifica Stations	0	0	0
Premium Sale, Non-Pacifica	0	0	0
Income from Affiliates	0	0	0
SCA Rent Income	0	0	0
Grant Income	55,000	0	24,750
Grant Income - Non Operating	0	0	0
Miscellaneous/Other Income	62	0	28
Central Services Revenue	0		
Total Cash Received	1,422,690	1,259,396	1,206,939
Cash Out:			
Personnel Costs	587,038	644,171	623,559
Board Expenses	232	1,347	789
Administration Expenses	606,831	413,120	509,976
Programming Expenses	74,285	68,504	71,395
Development Expenses	36,592	28,896	32,744
Community/Special Events	12,649	3,336	7,993
Total Cash Out Before Central Svc	1,317,627	1,159,375	1,246,455
Central Services			
C/Svs Exp - PNO	61,229	45,921	183,684
C/Svs Exp - PRA	0	0	24,492
Central Services	61,229	45,921	208,176
Total / Net Cash Out	1,378,856	1,205,296	1,454,631
Net Cash Change	43,835	54,100	247,692

Cash Flow Projection:

PRA

Cash Balance	\$41,526	\$8,491	(\$46,672)
	2018FY	2019FY	2020FY
Accounts	Total	Total	Total
Cash In:			
Listener Support	89,000	86,470	78,962
Mail Fund Drive	0	0	0
Website Income	0	0	0
Corporate Match	0	0	0
Major Donor Income >\$1K/Yr	2,000	0	900
Donations	7,577	11,775	8,708
Car Donations	487	2,491	1,340
Restricted Contributions	0	0	0
Sponsorships Underwriting	0	0	0
Community Events Income	100	0	45
Crafts Fair Income	0	0	0
Premium Sale - Pacifica Stations	140,060	37,942	80,101
Premium Sale, Non-Pacifica	21,463	18,051	17,782
Income from Affiliates	0	0	0
SCA Rent Income	0	0	0
Grant Income	9,000	0	4,050
Grant Income - Non Operating	0	0	0
Miscellaneous/Other Income	1	0	0
Central Services Revenue	133,004	142,248	157,896
Total Cash Received	402,692	298,978	349,784
Cash Out:			
Personnel Costs	284,796	255,048	278,128
Board Expenses	0	0	0
Administration Expenses	38,309	41,603	39,956
Programming Expenses	106,147	27,553	66,850
Development Expenses	23,992	6,758	15,375
Community/Special Events	200	1,050	4,638
Total Cash Out Before Central Svc	453,444	332,012	404,947
Total / Net Cash Out	453,444	332,012	404,947
Net Cash Change	50,752	33,034	55,163

Cash Flow Projection:

National Office

Cash Balance	\$211,093	\$137,684	(\$199,849)
	2018FY	2019FY	2020FY
Accounts	Total	Total	Total
Cash In:	0		
Listener Support	1,231	4,463	2,563
Mail Fund Drive	0	1,280	576
Website Income	0	0	0
Corporate Match	250	2,674	1,316
Major Donor Income >\$1K/Yr	0	611,479	11,250
Donations	175,500	129,303	137,161
Car Donations	0	0	0
Restricted Contributions	0	0	0
Sponsorships Underwriting		0	0
Community Events Income	0	0	0
Crafts Fair Income	0	0	0
Premium Sale - Pacifica Stations	0	0	0
Premium Sale, Non-Pacifica	0	0	0
Income from Affiliates	219,120	273,641	221,743
SCA Rent Income	280,500	275,750	250,313
Grant Income	36,310	38,993	33,886
Grant Income - Non Operating	0	0	0
Miscellaneous/Other Income	6,538	4,235	4,848
Central Services Revenue	1,019,761	1,078,492	1,184,232
Total Cash Received	1,739,210	2,420,309	1,847,887
Cash Out:			
Personnel Costs	487,207	650,011	561,786
Board Expenses	163,614	187,923	112,545
Administration Expenses	1,106,826	1,544,826	1,453,117
Programming Expenses	47,080	96,831	50,280
Development Expenses	1,256	14,127	7,692
Community/Special Events	21,484		
Total Cash Out Before Central Svc	1,827,467	2,493,719	2,185,420
Total / Net Cash Out	1,827,467	2,493,719	2,185,420
Net Cash Change	(88,257)	(73,409)	(337,533)