

## KVCR TV/FM 5 YEAR FORECAST FY2018-FY2022

|  | YEAR 1                | YEAR 2                | YEAR 3              | YEAR 4              | YEAR 5              |
|--|-----------------------|-----------------------|---------------------|---------------------|---------------------|
|  | FY2018                | FY2019                | FY2020              | FY2021              | FY2022              |
| <b>Revenues (Additions)</b>            |                       |                       |                     |                     |                     |
| Contributions (Pledges, Gifts)         | \$ 1,846,218          | \$ 2,123,151          | \$ 2,229,308        | \$ 2,340,774        | \$ 2,457,812        |
| Radio Underwriting                     | \$ 367,862            | \$ 441,435            | \$ 529,722          | \$ 688,638          | \$ 826,366          |
| TV Underwriting                        | \$ 225,000            | \$ 292,500            | \$ 380,250          | \$ 456,300          | \$ 547,560          |
| Corporate Sponsorship                  | \$ 150,000            | \$ 225,000            | \$ 500,000          | \$ 1,000,000        | \$ 1,500,000        |
| Grants                                 | \$ 30,000             | \$ 100,000            | \$ 200,000          | \$ 350,000          | \$ 500,000          |
| Distribution Fees                      | \$ 200,000            | \$ 350,000            | \$ 560,000          | \$ 896,000          | \$ 1,344,000        |
| Rentals & Leases                       | \$ 726,493            | \$ 944,441            | \$ 972,775          | \$ 1,001,958        | \$ 1,032,016        |
| <b>Total Revenues</b>                  | <b>\$ 3,545,574</b>   | <b>\$ 4,476,527</b>   | <b>\$ 5,372,055</b> | <b>\$ 6,733,670</b> | <b>\$ 8,207,755</b> |
| <b>Expenses (Subtractions)</b>         |                       |                       |                     |                     |                     |
| Salaries                               | \$ 1,964,958          | \$ 2,063,206          | \$ 2,125,102        | \$ 2,188,855        | \$ 2,254,521        |
| Employee Benefits                      | \$ 708,594            | \$ 729,852            | \$ 751,747          | \$ 774,300          | \$ 797,529          |
| Supplies & Materials                   | \$ 17,631             | \$ 18,512             | \$ 19,438           | \$ 20,410           | \$ 21,430           |
| Contracts & Services (PBS, NPR, etc.)  | \$ 3,100,000          | \$ 3,193,000          | \$ 3,288,790        | \$ 3,387,454        | \$ 3,489,077        |
| Maintenance & Operations               | \$ 40,575             | \$ 17,250             | \$ 17,768           | \$ 18,301           | \$ 18,850           |
| <b>Total Expenditures</b>              | <b>\$ 5,831,758</b>   | <b>\$ 6,021,820</b>   | <b>\$ 6,202,845</b> | <b>\$ 6,389,319</b> | <b>\$ 6,581,406</b> |
| <b>Net Operating Income / (Loss)</b>   | <b>\$ (2,286,184)</b> | <b>\$ (1,545,293)</b> | <b>\$ (830,790)</b> | <b>\$ 344,351</b>   | <b>\$ 1,626,349</b> |
| <b>DISTRICT ENDOWMENT SUPPORT NEED</b> | <b>\$ 2,286,184</b>   | <b>\$ 1,545,293</b>   | <b>\$ 830,790</b>   | <b>\$ -</b>         | <b>\$ -</b>         |