KVCR Business Plan Presentation
August 23, 2017

SCHEDULE A

5-Year Forecast
Detail

701 S. Mt. Vernon Ave. San Bernardino, CA 92410

KVCR
Financial Forecast FY2018-FY2022

	General	FM	TV	CPB TV Grants	Foundation	FY2016-2017	FY2017-2018	FY2018-2019	FY2019-2020	FY2020-2021	FY2021-2022
Revenues (Additions)											
Pledge, Mail, Sustainers, Vehicles	$ -	$ -	$ -	$ -	$ 1,607,006	$ 1,607,006	$ 1,848,057	$ 2,310,072	$ 2,887,590	$ 3,609,487	$ 4,511,859
Underwriting TV	-	-	-	-	11,562	$ 11,562	$ 255,000	$ 382,500	$ 573,750	$ 860,625	1,290,938
Underwriting Radio					123,960	$ 123,960	$ 204,000	$ 265,200	$ 306,000	$ 400,000	450,000
Underwriting Digital / Online							$ 25,000	$ 50,000	$ 120,000	$ 120,000	120,000
Underwriting Trades/Comps (TV/Radio)					255,342	$ 255,342	$ 293,643	$ 367,054	$ 458,818	$ 573,522	716,903
Corporate Anchor Sponsorship						$ -	$ 100,000	$ 250,000	$ 500,000	$ 500,000	500,000
Sales (Merchandise & Tickets)	-	-	-	-	1,243	$ 1,243	$ 1,430	$ 1,644	$ 2,055	$ 2,569	3,211
Interest Income	-	-	3,651	-	3,271	$ 6,921	$ 7,960	$ 9,154	$ 11,442	$ 14,303	17,878
Grants - CPB and Foundations	-			837,996	15,000	$ 852,996	$ 535,000	$ 1,000,000	$ 1,250,000	$ 1,562,500	1,953,125
Major Gifts						$ -	$ 15,000	$ 100,000	$ 250,000	$ 250,000	250,000
Initiatives (Autism, Veterans, Education)					45,607	$ 45,607	$ 75,000	$ 100,000	$ 125,000	$ 175,000	218,750
Digital Marketing and Services						$ -	$ 25,000	$ 50,000	$ 100,000	$ 150,000	225,000
Rentals & Leases	-	-	529,906	-	-	$ 529,906	$ 609,392	$ 700,801	$ 1,250,000	$ 1,500,000	1,750,000
Total Revenues	$ 1,130,955	$ -	$ 533,557	$ 837,996	$ 2,062,991	$ 3,434,544	$ 3,994,482	$ 5,586,424	$ 7,834,654	$ 9,718,005	12,007,663
Expenses (Subtractions)											
Full Time - Mgmt. / Classified Salaries	$ 243,454	$ 261,235	$ 370,925	$ -	$ 200,227	$ 1,075,842	$ 1,884,722	$ 2,073,194	$ 2,280,514	$ 2,508,565	2,759,422
Professional Experts	-	15,344	303,068		$ 120,458	$ 438,870	$ 231,980	$ 255,178	$ 280,696	$ 308,765	339,642
Employee Benefits	102,289	65,178	199,899		$ 100,787	$ 468,153	$ 630,406	$ 693,447	$ 762,792	$ 839,071	922,978
Supplies & Materials	-	774	4,627	$ 7,221	$ 11,015	$ 23,637	$ 24,819	$ 28,542	$ 32,823	$ 37,747	43,409
Productions, Services and Acquisitions						$ -					
-TV Productions						$ -	$ 150,000	$ 1,500,000	$ 750,000	$ 750,000	1,500,000
-Radio Productions							$ 100,000	$ 200,000	$ 300,000	$ 400,000	500,000
-Consultant & Other Services	-	11,814	4,170	$ -	$ 164,457	$ 180,440	$ 200,000	$ 230,000	$ 264,500	$ 304,175	349,801
-Travel	1,332	-	400	$ 6,684	$ 2,264	$ 10,680	$ 20,000	$ 23,000	$ 26,450	$ 30,418	34,980
-Dues & Membership	-	24,406	262	$ 5,892	$ -	$ 30,560	$ 35,144	$ 40,416	$ 46,478	$ 53,450	61,467
-Postage & Freight	-	-	6	$ 3,066	$ 31,759	$ 34,832	$ 40,057	$ 46,065	$ 52,975	$ 60,921	70,060
-Liability Insurance	-	-	-	$ 3,905	$ -	$ 3,905	$ 15,000	$ 17,250	$ 19,838	$ 22,813	26,235
-Electric	-	-	-	$ 63,000	$ (160)	$ 62,840	$ 65,982	$ 75,879	$ 87,261	$ 100,350	115,403
-Telephone	-	1,668	-	$ 64,094	$ -	$ 65,762	$ 69,050	$ 79,407	$ 91,319	$ 105,016	120,769
-Rentals (Booth, other, District Use)	-	-	-	$ 1,532	$ 4,230	$ 5,762	$ 6,051	$ 6,958	$ 8,002	$ 9,202	10,583
-Leases/Software Leases (LTN, PBS)	-	6,353	37,588	$ 109,944	$ 18,215	$ 172,100	$ 215,125	$ 247,394	$ 284,503	$ 327,178	376,255
-Repairs & Maintenance	-	1,414	5,846	$ 3,474	$ 2,280	$ 13,014	$ 19,520	$ 22,448	$ 25,816	$ 29,688	34,141
-Legals Expenses	-	-	-	$ 11,000	$ -	$ 11,000	$ 50,000	$ 57,500	$ 66,125	$ 76,044	87,450
-Audit Expense	-	-	-	$ 5,832	$ 5,828	$ 11,660	$ 12,243	$ 14,079	$ 16,191	$ 18,620	21,413
-Advertising/Marketing/Promotional	-	-	-	$ -	$ 480,158	$ 480,158	$ 600,000	$ 700,000	$ 800,000	$ 1,000,000	1,000,000
-Other Expenses & Fees (Nielsen)	-	15,000	3,316	$ 1,207	$ 37,280	$ 56,804	$ 59,644	$ 68,590	$ 78,879	$ 90,711	104,317
-Programming(Renewal/Acquisition)	-	229,697	1,863	$ 784,614	$ 40,000	$ 1,056,175	$ 1,562,575	$ 1,609,452	$ 1,657,736	$ 1,707,468	1,758,692
Maintenance & Operations (Equipment)	-	-	381,413	$ 22,182	$ 8,438	$ 412,032	$ 100,000	$ 150,000	$ 165,000	$ 165,000	165,000
Digitial Platform Maintenance							$ 120,000	$ 120,000	$ 120,000	$ 120,000	120,000
CPB Overfunding Return	-	-			$ 109,269	$ 109,269	$ 109,269	$ -	$ -	$ -	-
Total Expenditures	$ 347,075	$ 632,883	$ 1,313,384	$ 1,093,646	$ 2,218,276	$ 4,723,495	$ 6,321,587	$ 8,258,801	$ 8,217,896	$ 9,065,203	10,522,017
Net Operating Income / (Loss)	$ 783,880	$ (632,883)	$ (779,828)	$ (255,650)	$ (155,285)	$ (1,288,951)	$ (2,327,105)	$ (2,672,377)	$ (383,242)	$ 652,803	1,485,646

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SCHEDULE B

TV Production

701 S. Mt. Vernon Ave. San Bernardino, CA 92410

KVCR TV PRODUCTION SLATE

TITLE	FORMAT	GENRE	LOGLINE	PROJECTED AIR DATE	BUDGET	COST (KVCR STAFF)	KVCR CASH COSTS
FROM SCRATCH	13 Episodes 30 Minutes	Edu-Reality	A family-based educational reality show that combines Home Improvement, Cooking, Nutritional education and Financial advice into one show, hosted by the adorably multi-talented Korcok family.	16-Oct-2017	$ 130,000	$ 105,000	$ 25,000
HIDDEN HIKES	13 Episodes 30 Minutes	Education / Local Travel	Elementary school kids and their families go on a free trip to the San Bernardino National Forest with local guides that help provide guidance in Forestry, Biology and other Earth Sciences.	16-Oct-2017	$ 31,000	$ 21,000	$ 10,000
I REMEMBER TELEVISION	13 Episodes 30 Minutes	TV History	An updated take on the format previously developed at KVCR where an in-studio host guides us on a nostalgic journey into television's history.	16-Oct-2017	$ 5,000	$ -	$ 5,000
A FIGHTING CHANCE	13 Episodes 30 Minutes	Docu-Series / Sports	The hard-hitting youth of San Bernardino's Project Fighting Chance prove that there's a new, positive narrative taking place locally, with aspiring Junior Olympic Boxers looking to claim glory and put to rest any stigmas associated with the city that they fight to proudly represent.	8-Jan-2018	$ 130,000	$ 80,000	$ 50,000
GOLDY KNOWS	13 Episodes 30 Minutes	DIY / Home Improvement	A DIY Home Improvement show that highlights Goldy Locks, Professional wrestling personality, rock-star and home and auto-repair expert as she guides single mothers towards self-sufficiency in the household and under the hood.	8-Jan-2018	$ 130,000	$ 80,000	$ 50,000
SELF-MADE	13 Episodes 30 Minutes	Talk Show	A Talk show about what it takes to succeed in local Business, designed to support local entrepreneurship and provide micro-loans for start-up businesses.	8-Jan-2018	$ 100,000	$ 90,000	$ 10,000

NOTE: The model with our Production slate is to atempt to cover the majority of the anticipated budget with Sponsorship/Underwriting. There are certain costs (Talent, Legal, Travel, etc.) that we will need to treat as a cash cost to KVCR TV. Whatever remaining amount of the budget cannot be raised will be a cost that we bear as overhead with our existing production staff.

Total $ 150,000

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SCHEDULE C

Radio Production

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KVCR RADIO PRODUCTION BUDGET
FY2017-2018

Role	Live to Tape Program	Pre-produced Program	Outsourced Program
Management	4 @ $100 = $400	4 @ $100 = $400	4 @ $100 = $400
Producer	15 @ $50 = $750	10 @ $50 = $500	
P.A.	10 @ $35 = $350	10 @ $35 = $350	
Host	15 @ $60 = $900	10 @ $60 = $600	
Engineer	5 @ $50 = $250	2 @ $50 = $100	
Editor	2 @ $50 = $100	15 @ $50 = $750	
Web	1 @ $40 = $40	1 @ $40 = $40	1 @ $40 = $40
Social Media	1 @ $40 = $40	1 @ $40 = $40	1 @ $40 = $40
Operations			3 @ $50 = $150
Marketing	3 @ $60 = $180	3 @ $60 = $180	3 @ $60 = $180
Facilities:			
Studio $400 day	5 hrs = 1 day = $400	2 hrs = ½ day = $200	
Tech $100 day	7 hrs = 1 day = $100	17 hrs = 2 days = $200	
Office	N/C	N/C	N/C
Weekly	$3,510	$3,360	$810
Annual	**$182,520**	**$174,720**	**$42,120**

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SCHEDULE D

TV Acquisitions

KVCR TV
ACQUISITIONS BUDGET

DISTRIBUTOR	TITLE	FORMAT	GENRE	LOGLINE	AIR DATE	TERM	COST
EPS	RED GREEN	1/2 Hour	Comedy	Sketch comedy series from Canada.	15-Oct-2017	3 Years	$ 14,400
APT	TBD (Previously Vera, Fake or Fortune)	1-Hour	Drama	British Dramas with noteworthy cast.	15-Oct-2017	3 Years	$ 25,000
BBC	Dickensian (Steven Rea); Eastenders; Multiple single programs	1-Hour	Drama / Fantasy	Selection of contemporary BBC Worldwide Dramas and long-running series.	15-Oct-2017	2 Years	$ 30,000
PBS	Lawrence Welk	1/2 Hour	Variety	The syndicated variety show hosted by legendary band leader Lawrence Welk.	Oct-15-2017	2 Years	$ 14,000
Corinth Films	100 Film Package - International and Classics	2-Hour	Drama	Films from 1930s to 1960s in Classics as well as International selections from 1940-Modern day	15-Oct-2017	3 Years	$ 23,000
U.S. Network Distributors	Previous selections like Norther Exposure; Alfred Hitchcock Presents	1-Hour	Drama	Series from NBC and others spanning comedy and drama	15-Jan-2018	1 Year	$ 150,000
International Distributors	TV Series Packages	1-Hour	Drama	Hit series from Canada, UK, Germany, Spain and other territories	15-Jan-2018	1 Year	$ 150,000
MGM Package	50 Film Package	2-Hour	Multi-Genre	MGM Classics including Bull Durham, Rain Man, Magnificent Seven and many more	15-Jan-2018	1 Year	$ 100,000

Total $ 506,400

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SCHEDULE E

Station Upgrade Summary

KVCR STUDIO UPGRADE EQUIPMENT BUDGET OVERVIEW

Phase	Equipment	Total USD
1	**VHF TRANSMITTER AND ANTENNA SYSTEMS**	$1,503,149
1	**CENTRAL APPARATUS ROOM CONSISTING OF 24 RACKS OF EQUIPMENT**	$3,608,269
1	**RADIO TOWER AND ASSOCIATED EQUIPMENT**	$821,119
1	**MASTER CONTROL ROOM AND SUPPORTING SYSTEMS**	$946,559
1	**FIELD PRODUCTION EQUIPMENT**	$167,432
1	**COMPUTER UPGRADES**	$237,400
1	**TRAINING BUDGET - PHASE 1**	$84,667
1	**SERVICES - PHASE 1**	$513,132
1	**ANNUAL SUPPORT CONTRACT**	$66,667
2	**EDIT SUITES (4)**	$505,466
2	**RADIO STUDIOS**	$692,404
2	**KU BAND UPLINK**	$100,480
2	**4 CAMERA TELEVISION STUDIO & AUDIO CONTROL ROOM**	$3,192,265
2	**TRAINING BUDGET - PHASE 2**	$84,667
2	**SERVICES - PHASE 2**	$513,132
2	**ANNUAL SUPPORT CONTRACT**	$66,667
3	**4 CAMERA NEWS GATHERING PANEL VAN**	$2,296,066
3	**NEWS ROOM SYSTEM**	$677,344
3	**SERVICES - PHASE 3**	$513,132
3	**TRAINING BUDGET - PHASE 3**	$84,667
3	**LOGISTICS**	$169,334
3	**CONTINGENCY**	$1,100,000
	FINANCE CHARGES - NOT INCLUDED	$0

Grand Total   **17,944,017**

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SCHEDULE F

Station Upgrade Phase 1 Detail

701 S. Mt. Vernon Ave. San Bernardino, CA 92410

Phase 1 KVCR Equipment for Control Room Modernization

	Radio Transmission System		
1	Digital capable analog transmitter with digital processing	$	73,000
2	IBOC transmitter with IBOC exciter for high level combined	$	107,000
3	IBOC combiner	$	9,000
4	Analog transmitter for low level combining	$	9,000
5	IBOC exciter for low level combining	$	5,000
6	HD radio processor	$	72,000
7	IBOC licensing fees	$	30,000
8	Analog transmitter upgradable to digital w/SCA	$	25,000
9	Circular polarized antenna	$	12,500
10	Heliax transmission lines and hangers	$	2,500
11	labor for install	$	3,500
12	**Total**	$	**348,500**
	On-Air Control Room (Radio)		
1	Digital audio console	$	26,000
2	audio network router	$	55,000
3	speakers	$	1,000
4	monitor amp	$	500
5	audio hard disc storage system	$	45,000
6	microphones with booms	$	1,200
7	CD players	$	2,000
8	direct drive turntables	$	1,500
9	turntable preamps	$	790
10	turntable arms	$	240
11	cartridges for turntables	$	100
12	custom cabinety for console and turntables	$	6,000
13	equipment racks	$	2,415
14	jack panels and cords	$	4,800
15	headphones	$	300
16	distribution amps i	$	2,100
17	installation materials	$	5,000
18	labor for install	$	10,000
19	**Total**	$	**163,945**

	Production Control Room and Associated Studio (Radio)		
1	Digital audio console	$	36,000
2	non-linear editing system	$	30,000
3	speakers	$	2,000
4	monitor amplifiers	$	1,000
5	audio limiters	$	1,200
6	microphones with stands	$	2,000
7	CD players	$	2,000
8	direct drive turntables	$	1,500
9	turntable preamps	$	790
10	turntable arms	$	240
11	cartridges for turntables	$	100
12	custom cabinet for console and turntables	$	6,000
13	equipment rack	$	1,500
14	jack panels with cords	$	4,800
15	headphones	$	300
16	installation materials	$	5,000
17	labor to install	$	10,000
18	**Total**	**$**	**104,430**
	News Control Room and Remote Record Unit (Radio)		
1	audio console with monitor amplifier	$	8,000
2	speakers	$	500
3	flash card recorder	$	600
4	microphones	$	600
5	mic stands	$	140
6	portable microphones	$	130
7	headphones	$	300
8	laptop with flash card reader	$	1,500
9	flash card recorder	$	600
10	microphones with stands	$	2,000
11	portable audio console	$	1,500
12	installation material	$	1,000
13	headphones	$	300
14	**Total**	**$**	**17,170**

	Satellite Receive-Only Interconnect (Radio)		
1	3.7 meter antenna with high wind braces	$	3,500
2	ground rod	$	50
3	phase locke loop low noise block	$	350
4	coax cable	$	100
5	L-band line driver amp	$	129
6	jumper cables	$	15
7	splitters	$	35
8	basic automation system	$	6,750
9	stream decoders	$	3,370
10	storage receivers	$	3,730
11	network switch and cables	$	125
12	build foundation for antenna	$	2,500
13	**Total**	**$**	**20,654**
	Television Transmitter System		
1	Qty 2 VAXTE-6R37L 7500 transmitters	$	482,720
2	Qty 2 V AX3D Dual Drive Assembly	$	33,000
3	Qty 4 ATSC Modulation software	INC	
4	Qty 2 Kit, Tablet PC Option, VAXTE	$	1,470
5	Qty 2 ASSY, AC Distribution for use with VAXTE	$	3,160
6	Qty 2 Kit, VAXTE I/O	$	2,856
7	Qty 2 Install Material	$	1,020
8	Qty 1 Dielectric RF Filter, 6 Pole	$	25,820
9	Qty 1 VAX3D Post Filter	$	1,286
10	Qty 2 RF XMSN Line	$	5,192
11	Qty 2 A60000-300 motorized coax transfer switch	$	12,002
12	Qty 1 Dielectric Dual Switch Controller	$	3,667
13	Qty 2 Die 50ft cbl	$	634
14	Qty 1 patch panel/switch kit	$	289
15	Qty 1 RF Load, 10KW 3 - 1/8 EIA 115V	$	5,053
16	Qty 2 Parallel Surge Suppressor	$	3,022
17	Qty 1 75Kva transformer	$	2,716
18	Qty 1 Main ALT. VAXTE-6 Install	$	18,000
19	Qty 1 Transmitter specific training course, 3 days	$	1,852
20	Qty 1 Site Survey	$	6,150
21	**Total**	**$**	**609,909**

		Broadcast Antenna System		
1		Qty 1 JCPD-6/4(24)-V Circular Polarized VHF antenna	$	354,240
2		1 lot mounting brackets	$	8,000
3		1 Set 215' Andrew 3" heliax Transmission line and accessories	$	26,355
4		Qty 2 Rigid line kit	$	3,740
5		Labor to install including cranes	$	141,215
6		**Total**	**$**	**533,550**
		Production Studio - Cameras		
1		**Qty 4 - LDX 86N HD/UHD Cameras (Qty 4 on all included accessories)**	**$**	**647,921.00**
2		XF Universe Adapter	included	
3		XCU HD/4K XF IP	included	
4		LDK 4640/20	included	
5		LDK 5903/00	included	
6		LDK 5307/00	included	
7		LDK 5031/10	included	
8		LDK 4475/00	included	
9		LDK 6995/10	included	
10		LDK 5210/00	included	
11		MCP 450	included	
12		MCP Monitor	included	
13		CAM-SP	included	
14		GS-TR	included	
15		GVLICXDR	included	
16		EyeCatcher EC200	included	
17		EyeCatcher 744/15	included	
18		GVLICXDR	included	
19		EyeCatcher EC200	included	
20		EyeCatcher 744/15	included	
21		Qty 2 - CANON CJ12x4.3 UHD	$	78,200.00
22		Qty 2 - CANON CJ20x7.7 UHD	$	88,000.00
23		Qty 4 - CANON MS210D	$	14,760.00
24		**Sub total of Canon lenses and lens controllers**	**$**	**180,960**
1		**Kayenne K-Frame UHD Video Production Center**	**$**	**694,270.00**
2		K-FRM-IO-10GE	included	
3		K-FRM-INPUT	included	
4		K-FRM-OUTPUT	included	
5		K-FRM-LIC-3G-S	included	
6		K-FRM-ME-DPM	included	
7		K-FRM-LIC-ME	included	
8		K-FRM-LIC-IMG-64GB	included	
9		K-FRM-LIC-IMG-RAMREC	included	
10		SWITCHER-SP-25	included	
11		GS-TT-DAILY	included	
12		GS-TR	included	
13		SWITCHER-OST-5	included	
14		PS-STR-TT	included	
15		GS-TR	included	

1	**K2 Summit / Three- 2 (4K/UHD) Channel Servers**	$	460,650.00
2	K2-XDP2-04	included	
3	K2-XDP2-10-S800R5	included	
4	K2-XDP2-MPG2-MC	included	
5	K2-XDP2-AVC-2CH	included	
6	K2-XDP2-3G-2CH	included	
7	K2-XDP2-UHDTV1	included	
8	K2-XDP2-10GB	included	
9	K2-SYST-SP	included	
10	GS-TT-DAILY	included	
11	GS-TT-HR	included	
1	**IP Gateway**	$	328,070.00
2	DENSITE 3+ FR4	included	
3	DENSITE 3+ FR4-PSU-AC	included	
4	DENSITE 3+ CPU-ETH3-REF	included	
5	DENSITE 3+CPU-ETH3-OPT-LINK	included	
6	IPG-3901	included	
7	IPG-3901-3+DRP	included	
8	IPG-3901-OPT-TICO	included	
9	SFP-ETH10G-RT-M85-LC	included	
1	**GV Node Routing Infrastructure 288 x 288 Control Room/Machine Room**	$	437,760.00
2	GV Node Router Frame 1	included	
3	GVN-FR4	included	
4	IFM-2T	included	
5	IFM-2T-OPT-40G-6	included	
6	IFM-2T-RP1	included	
7	XIO-4901	included	
8	XIO-4901-4SRP-D	included	
9	XIO-4901-OPT-MDX	included	
10	QSFP-CBL-5MM	included	
11	GVN-FR4	included	
12	IFM-2T	included	
13	IFM-2T-OPT-40G-6	included	
14	IFM-2T-RP1	included	
15	XIO-4901	included	
16	XIO-4901-4SRP-D	included	
17	XIO-4901-OPT-MDX	included	
18	QSFP-CBL-5MM	included	
1	**NVision Control System Control Room/Machine Room**	$	112,050.00
2	**Redundant NV9000 controller with assorted control panels.**	included	
3	NV967	included	
4	NV9640A	included	
5	NV9641A	included	
6	NV9642	included	
7	NV9646 Control Panel	included	
8	NV9654	included	
9	EC9790	included	

1	**GV Node Multiviewer Control Room/Machine Room**	$	210,690.00
2	GVN-FR4	included	
3	IFM-2T	included	
4	IFM-2T-OPT-40G-6	included	
5	IFM-2T-RP1	included	
6	KMX-4911-9X1	included	
7	KMX-4911-9X2	included	
8	KMX-4911-9X2-4SRP	included	
9	QSFP-40G-SR4	included	
1	**Professional Services - Routing, Control, Multiviewer Control Room/Machine Room**	$	41,100.00
2	NvisionLG-SP	included	
3	Kaleido-SP	included	
4	GS-TR	included	
5	GS-TT-DAILY	included	
6	NV9K-TST	included	
7	NV9K-OST	included	
8	KALEIDO-OST	included	
9	GS-TR	included	
10	GS-TT-DAILY	included	
1	**Transmission Chain Equipment Machine Room**	$	90,290.00
2	DENSITE 3+ FR4	included	
3	DENSITE 3+ FR4-PSU-AC	included	
4	DENSITE 3+CPU-ETH3-OPT-LINK	included	
5	IPG-3901	included	
6	IPG-3901-3+DRP	included	
7	IPG-3901-OPT-TICO	included	
8	SFP-ETH10G-RT-M85-LC	included	
9	HDA-3911	included	
10	HDA-391N-3SRP	included	
11	HCO-3901	included	
12	HCO-3901-3DRP-R	included	
13	HCO-3901-OPT-CS	included	
14	AMX-3981	included	
15	AMX-3981-75-3DRP-F	included	
16	AMX-3981-OPT-ALC-16	included	
17	AMX-3981-OPT-ALC-8	included	
18	AMX-3981-OPT-ALC-6	included	
19	AMX-3981-OPT-ALC-2	included	
20	AMX-3981-OPT-DP	included	

1	**iTX Playout System 4 HD Channels + Redundancy Control Room/Machine Room**	$ 534,035.00
2	ITX-FW-CORE	included
3	ITX-FW-CORERES	included
4	ITX-FW-GSM	included
5	ITX-FW-ROUTER-NV	included
6	ITX-DEN-GPI-SVC	included
7	ITX-SCHED-WEBSVR	included
8	ITX-MW	included
9	ITX-M3	included
10	ITX-DM-CIFS	included
11	ITX-DM-FTP	included
12	ITX-DM-DIVA	included
13	ITX-WF-SERVICE	included
14	ITX-DESKTOP	included
15	ITX-ENC-INGMAN-VID	included
16	ITX-ENC-VID	included
17	GVSP-3TB-WIN-ING	included
18	ITX-TVCHAN-HD-OS2	included
19	ITX-TVCHAN-HDBU-OS2	included
20	GVSP-3TB-Win-8IO	included
21	ITX-TV-CC	included
22	ITX-TV-EXT-LGK	included
23	ITX-TV-INT-ALC-GV	included
24	ITX-TV-INT-XG	included
25	ITX-TV-LIVE	included
26	ITX-TV -VCHIP	included
27	DENSITE 3	included
28	DENSITE 3-PSU-AC	included
29	REF-1801	included
30	REF-1801-3RU	included
31	HCO-3901	included
32	HCO-3901-3DRP-R	included
33	HCO-3901-OPT-CS	included
34	LGK-3901-3DRP-R	included
35	LGK-3901-4GB	included
36	LGK-3901-OPT-EAS	included
37	LGK-44-TBA-75	included
38	GPI-1501-3RU	included
39	GPI-1501-SRP-3RU	included
40	IC-BASE-EDITION-V3	included
41	iTX-PRO-MAN	included
42	PRO-MAN-TT	included
43	GS-TR	included
44	iTX-SYS-ENG	included
45	SYST-ENG-TT	included
48	VERTIGO-SYS-ENG	included
49	SYST-ENG-TT	included
50	GS-TR	included
51	PS-STR-Day	included
52	ITX-OST	included
53	ITX-TST	included
54	VERTIGO-OST	included
55	VERTIGO-OFT	included
56	PS-STR-TT	included
57	GS-TR	included

1	**Vertigo Graphics Infrastructure**	$	168,865.00
2	Vx-MS-PRO-E4	included	
3	Template Creation	included	
4	Vx-Builder-FX	included	
5	Vx-Studio Pro-FX	included	
6	Vx-Studio LT-FX	included	
7	Asset Management and Preview	included	
8	Vx-Preview-FX	included	
9	VX-XPLORER-FX	included	
10	Vertigo XG - Dual channel Downstream	included	
11	VX-Vertigo-XG22-e	included	
12	Vx-GPI-8-e	included	
13	Vx-TC-e	included	
14	Vx-Audio	included	
15	Vx-Clipplayer	included	
16	Vx-RS422-2-e	included	
17	Single Channel F&K	included	
18	INTUITION-XG-3U-e	included	
19	Vx-Audio	included	
20	Vx-Clipplayer	included	
21	Dual Channel F&K	included	
22	INTUITION-XG-DUAL-e	included	
23	Vx-Audio	included	
24	Vx-Clipplayer	included	
1	**Modular Frame with Ethernet Control**	$	119,010.00
2	DENSITE 3+ FR4	included	
3	DENSITE 3+ FR4-PSU-AC	included	
4	DENSITE 3+CPU-ETH3-OPT-LINK	included	
5	IP Gateway	included	
6	IPG-3901	included	
7	IPG-3901-3+DRP	included	
8	IPG-3901-OPT-TICO	included	
9	SFP-ETH10G-RT-M85-LC	included	
10	KMX Multiviewer	included	
11	KMX-3901-IN-16-Q	included	
12	KMX-3901-IN-16-Q-3+DRP	included	
13	KMX-3901-OUT-D	included	
14	KMX-3901-OUT-D-3+SRP	included	
15	VDA-1002-3RU	included	
16	VDA-1002-3SRP	included	
17	WDA-1001-3RU	included	
18	WDA-1001-DRP-3RU	included	
19	HDA-3911	included	
20	HDA-391N-3SRP	included	
21	ADA-1023-3RU	included	
22	ADA-1023-3SRP	included	

1	**Professional Services -Complete Systems Design for Tech Core Modernization**	$	250,000
2	Needs Analysis	included	
3	Design Services	included	
4	System Diagrams	included	
5	Detailed equipment List	included	
6	One Line Drawings	included	
7	RFP development	included	
8	Integration Oversight	included	
	Station Automation and Encoding Systems		
	Software	$	226,600
	Oasys Player	included	
	Backup Player	included	
	Complex Graphics extension for Oasys Player	included	
	EAS extension for Oasys Player	included	
	Secondary Recording Extension	included	
	Oasys Designer	included	
	Redundancy Manager	included	
	Maker	included	
	Maker Remote Client	included	
	Manager	included	
	File Checker Module for Manager	included	
	Global Media Library	included	
	Media Manager	included	
	Archive System Plug in for Media and Storage Manager	included	
	MAM Plug in for Media and Storage Manager	included	
	Schedule Reporter	included	
	Logger	included	
	BXF Interface	included	
	Multi channel Framework Service	included	
	Multi channel Client	included	
	Sender	included	
	Metadata Sender	included	
	Browser	included	

	Hardware	**$**	**103,306**
	4RU Spare parts kit with 1TB drives	included	
	4RU Spare parts kit with 4TB drives	included	
	12 core 1 RU server - dual CPUwith Server OS	included	
	16 core 3 RU Oasys Standard server	included	
	20 core 3 RU Oasys server	included	
	108 TB Storage Server	included	
	Matrox DSXLE4L/8/55OF Broadcast Video Card	included	
	Matrox DSXLE4L/22/55OF Broadcast Video Card	included	
	Matrox XM103/8/550 Broadcast Video Card	included	
	Matrox X264/350 including SD/HD software codec support (PCI-e)	included	
	Services	**$**	**84,124**
	Project Management	included	
	System Design	included	
	Project Engineering and On site Support	included	
	Operations Training	included	
	Engineering Systems Training	included	
	Metadata or Database Scrape	included	
	Shipping	included	
	Radio Tower and Associated Equipment	$	821,119
	Services	$	488,081
	Annual Contract	$	84,667
	Training	$	66,667
	Phase 1 Running Total	**$**	**7,948,393**

KVCR Business Plan Presentation
August 23, 2017

SCHEDULE G

KVCR
Field Production Equipment

KVCR FIELD PRODUCTION
EQUIPMENT FY2017-2018

Item	Description	Quantity	Online Price Unit Price	Online Price Total Price	Quoted Price Unit Price	Quoted Price Total Price
CAC3002EF	Canon Cinema EOS C300 Mark II Camcorder Body with Dual Pixel CMOS AF (EF Lens Mount)	6	$9,999.00	$59,994.00	$9,999.00	$59,994.00
CA7020028LIQ	Canon EF 70-200mm f/2.8L IS II USM Lens	3	$1,949.00	$5,847.00	$1,774.90	$5,324.70
CA241054LIS2	Canon EF 24-105mm f/4L IS II USM Lens	3	$1,099.00	$3,297.00	$1,019.90	$3,059.70
CA163528LEF3	Canon EF 16-35mm f/2.8L III USM Lens	3	$1,999.00	$5,997.00	$1,899.90	$5,699.70
RONTG1	Rode NTG1 Condenser Shotgun Microphone	4	$249.00	$996.00	$189.95	$759.80
CACTLPCC6	Cable Techniques XLR Low-Profile Premium Coiled Jumper Cable (6 to 24")	4	$42.00	$168.00	$42.00	$168.00
SAEPC256GBB	SanDisk 256GB Extreme PRO CFast 2.0 Memory Card	12	$679.99	$8,159.88	$665.99	$7,991.88
CABPA60	Canon BP-A60 Battery Pack For EOS C300 Mark II	8	$495.00	$3,960.00	$325.00	$2,600.00
CACGA10	Canon Battery Charger for EOS C300 Mark II Camcorder Batteries	2	$525.00	$1,050.00	$395.00	$790.00
BEC373FBV6H	Benro C373F Series 3 Carbon Fiber Video Tripod & BV6 Head	4	$622.00	$2,488.00	$517.00	$2,068.00
POBKC300	Porta Brace Rigid-Frame Backpack for Canon C300	4	$268.21	$1,072.84	$231.95	$927.80
				$93,029.72		$89,383.58

Editing						
Item	Description	Quantity	Online Price Unit Price	Online Price Total Price	Quoted Price Unit Price	Quoted Price Total Price
TURHPZ440K40	B&H Photo PC Pro Workstation 3.6 GHz 6-Core / Media Composer 8 / Quadro 4GB /	6	$5,459.82	$32,758.92	$4,998.00	$29,988.00
	Intensity Pro 4K / 64GB RAM / 11TB HDD / 512GB SSD					
				$32,758.92		$29,988.00

Sound						
Item	Description	Quantity	Online Price Unit Price	Online Price Total Price	Quoted Price Unit Price	Quoted Price Total Price
SO688	Sound Devices 688 12-Input Field Production Mixer and 16-Track Recorder	2	$5,998.00	$11,996.00	$5,998.00	$11,996.00
SOSL6	Sound Devices SL-6 Powering and Wireless System for 688 Field Mixer	2	$1,495.00	$2,990.00	$1,495.00	$2,990.00
IDNPS722	IDX System Technology NPS-722 NP Starter Kit	2	$767.00	$1,534.00	$726.00	$1,452.00
SOCS688	Sound Devices Production Case for 688 & 664 Field Mixers	2	$369.00	$738.00	$369.00	$738.00
POAH2M	Porta Brace AH-2M Padded Audio Harness with Belt (Medium)	2	$78.66	$157.32	$74.95	$149.90
LESRCA1	Lectrosonics SRc Dual-Channel Slot-Mount ENG Receiver (A1: 470.100 to 537.575 MHz)	4	$2,349.00	$9,396.00	$2,349.00	$9,396.00
LESRSUPER	Lectrosonics SRSUPER Bottom-Plate Adapter	4	$139.00	$556.00	$139.00	$556.00
LELTA1	Lectrosonics LT Beltpack Transmitter (A1: 470.100 to 537.575 MHz)	4	$1,229.00	$4,916.00	$1,229.00	$4,916.00
TRTR50BMLP	Tram TR50 - Omnidirectional Lavalier Condenser Microphone (Black)	10	$249.00	$2,490.00	$199.95	$1,999.50
KTKBC	K-Tek K-BC Boom Pole Cradle Support for C and Microphone Stands	2	$142.50	$285.00	$114.95	$229.90
RECABETSD664	Remote Audio ENG Breakaway Cable	2	$279.99	$559.98	$249.99	$499.98
SAEPCF32GBQ	SanDisk 32GB Extreme Pro CompactFlash Memory Card (160MB/s)	4	$47.95	$191.80	$47.95	$191.80
				$35,810.10		$35,115.08

KVCR FIELD PRODUCTION
EQUIPMENT FY2017-2018

	Lighting					
			Online Price		Quoted Price	
Item	Description	Quantity	Unit Price	Total Price	Unit Price	Total Price
PREORDER	Litepanels Astra 6X 1x1 Bi-Color LED Panel	4	$1,500.00	$6,000.00	$1,080.00	$4,320.00
LIABGMBP	Litepanels Anton Bauer Gold-Mount Battery Bracket for Astra 1x1 LED Panel	4	$139.50	$558.00	$115.00	$460.00
LINBAG1X1	Litepanels DoPchoice Snapbag Softbox for Astra 1x1	4	$234.00	$936.00	$190.00	$760.00
LICSSBA1X1	Litepanels Cloth Set for Astra 1x1 and Hilio D12/T12 Snapbag Softbox	4	$76.50	$306.00	$70.00	$280.00
LIGOFDA1X1	Litepanels Opal Frost Diffusion Gel for Astra 1x1 LED Panel	4	$31.50	$126.00	$31.50	$126.00
LICC2A	Litepanels Light Carry Case for Two ASTRA 1x1 Fixtures	2	$229.50	$459.00	$218.03	$436.06
MALSHWBBDRRM	Matthews Hollywood Beefy Baby Stand (8.5')	4	$202.40	$809.60	$189.00	$756.00
ANDIG190GM	Anton Bauer Digital 190 Gold Mount Battery (14.4V, 190 Wh)	8	$585.00	$4,680.00	$509.95	$4,079.60
ANPERFQUADG	Anton Bauer Performance Series Quad Charger Gold Mount	2	$989.10	$1,978.20	$864.00	$1,728.00
amazon	Wooster Brush SR091 Sherlock GT Convertible Extension Pole, 4-8 feet	4	$29.98	$119.92		
amazon	Wooster Brush SR090 Sherlock GT Convertible Extension Pole, 2-4 feet	4	$24.98	$99.92		
				$0.00		
				$16,072.64		$12,945.66

Total		
	Online Price	Quoted Price
	Total Price	Total Price
Video	$93,029.72	$89,383.58
Editing	$32,758.92	$29,988.00
Sound	$35,810.10	$35,115.08
Lighting	$16,072.64	$12,945.66
Total	$177,671.38	$167,432.32

KVCR Business Plan Presentation
August 23, 2017

SCHEDULE H

KVCR
Computer Equipment

	Quantity	Estimated Unit Price	Estimated Total Price
SFF Desktop	54	$1,000.00	$54,000.00
Mini-Tower Desktop	5	$1,100.00	$5,500.00
Laptop	20	$1,500.00	$30,000.00
Workstation	18	$6,500.00	$117,000.00
Server	1	$3,000.00	$3,000.00
Monitors	71	$300.00	$21,300.00
Second Monitor	22	$300.00	$6,600.00
Totals			$237,400.00

Job	Person	SFF Desktop	Mini-Tower Desktop	Laptop	Workstation	2nd monitor	Notes
General Manager	Mark Lagrimas	X					
Administrative Assistant I	Gina Guererro	X					
Assistant General Manager	Keith Birkfeld	X					
Asst. Distribution Supervisor	TBA	X					
Manager, Advertising & Publicity	TBA				X		
Asst. Manager, Digital Media	Richard Echevarria				X		
Professional Expert	Eric Peck				X	X	EXISTING
Professional Expert	Sean Houlihan		X				
Senior Director, Broadcast Operations	Kristy Cooper	X					
Post-Production Manager	TBA				X	X	
Manager, Production	Tony Papa	X			X	X	
Asst. Manager - Studio	Tim Stytle	X			X	X	
Asst. Manager – Prod.	Jhoann Acosta-Idda				X	X	
Production Supervisor	Daniel Adame				X	X	
Production Supervisor	Matt Ornelas				X	X	EXISTING
Asst. Production Sup.	Lindsay Boyd			X		X	
Program Manager	Ben Holland	X		X		X	
Traffic Coordinator	Jessica Greenwell	X		X			
Marktg. Coordinator	Lillian Vasquez	X					
TV Broadcast Engineer	Robert Reinstra		X	X			
Engineer	Donny		X				
Radio Engineer	James Walker		X				
Program Manager	Rick Dulock	X					
Senior Producer	Ken Vincent	X					
Producer	David Fleming	X					
Producer	Isel Cuapio	X					
Senior Director Corp. Development	Ralph Cooper Jr.			X		X	
Mgr., Corp. Spons.	Michael Chesney			X		X	
Development Assoc.	Yvonne Rose-Powers			X		X	
Development Superv.	Darian Manoz			X			
Development Superv.	TBA			X			
Senior Accountant	Yendis Battle	X					
Admin Asst. II	TBA	X					
	Total	16	4	9	9	12	

Job	Person	SFF Desktop	Mini-Tower Desktop	Laptop	Workstation	2nd monitor	Notes
Executive Director	Micah Wright	X				X	MAC
Current Series Supervisor	TBA	X					
Producer/Director 1	TBA				X	X	
Producer/Director 2	Frank Blanquet				X	X	EXISTING
Producer/Director 3	Nick Harris				X	X	EXISTING
Producer/Director 4	TBA				X	X	
Financial Officer	TBA	X					
Project Analyst	Barbara Nichols	X					
Affiliate Relations Manager	TBA	X					
Tribal Liaison	Sahar Khadjenoury	X					
Production Coordinator	Amanda Mellard	X					
Post Production Supervisor (FNX)	Blake Barrie				X	X	EXISTING
Editor #1	TBA				X	X	EXISTING
Editor #2	TBA				X	X	EXISTING
Motion Graphics	Andrew Bushnell				X	X	
Manager, TV Programming	Cheryl Alexander	X		X		X	
Traffic Coordinator	TBA	X		X			
Social Media Director	Gene Felix			X			Ultralight MAC
Close Caption Supervisor	Tony Bolita	X					
Close Captioner	Julie Loffer	X					
Close Caption ALT	HOT SPARE	X					
	Total	12	0	3	8	10	

Job	Person	SFF Desktop	Mini-Tower Desktop	Laptop	Workstation	Server	Notes
Intern (FM)		X					
Intern (FM)		X					
Master Control		X					
Master Control		X					
Studio	Prompter	X					
Studio	Producer	X					
Studio	Switcher	X					
Studio	Pserv	X					
Studio	Playback AUDIO	X					
Studio	Screener AUDIO	X					
Studio	Screener	X					
Studio	Pledge Laptop 1			X			
Studio	Pledge Laptop 2			X			
Studio	Pledge Laptop 3			X			
Studio	Pledge Laptop 4			X			
Studio	Pledge Laptop 5			X			
Studio	Pledge Laptop 6			X			
Studio	Pledge Laptop 7			X			
Studio	Pledge Laptop 8			X			
Reception		X					
Utility 1		X					
Utility 2		X					
Utility 3		X					
Utility 4		X					
Rhozet					X		Rack Mount
FTP						X	
2K Server							
Print Server							
FirstClass server							Stay in place
Nielsen srv		X					
FM Audio Stream		X					
FM Logger 2		X					
PS Stream		X					
Off Site 1		X					
Off Site 2		X					
Off Site 3		X					
Off Site 4		X					
Off Site 5		X					
Radio on air		X					
DVD Duplicator			X				
	Total	26	1	8	1	1	