

10/1/18

Nov 01, 18  
 CONT# 32308762 Mod# Ver# 1 (Last = )  
 REP Cumulus Media National Sales  
 TO WRQN-FM (Toledo, OH)  
 FM BRIAN DONLEY  
 OFF PHILADELPHIA  
 AGY Katz Media Group  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019

DDS CONT# 0  
 C/P/E: na / na / na  
 SALESPERSON FAX#  
 PH #

BYR Helen Hanratty  
 ADV KEITH FABER FOR OHIO STATE AUDITOR  
 PDT Columbus/Toledo  
 FLT Oct 31, 18 - Nov 06, 18

\* REP ORDER COMMENT \*

\*\* 10/31/2018 4:43:00 PM: ISSUE/POLITICAL: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24-HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM IN THE SYSTEM. EMMA.RUSNAK@KATZMEDIA.COM 215-557-4230. THANK YOU!

\*\* 10/31/2018 4:43:00 PM: THIS IS A KATZ MEDIA GROUP ORDER. ALL BILLING SHOULD BE SENT TO KATZ MEDIA GROUP 125 W 55TH ST./NY,NY 10019. KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT.

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	...T...	6A - 10A	60	11/01/2018 - 11/01/2018	1D	3	\$35.00	3
	1.2	...T...	10A - 3P	60	11/01/2018 - 11/01/2018	1D	3	\$40.00	3
	1.3	...T...	3P - 7P	60	11/01/2018 - 11/01/2018	1D	3	\$35.00	3
					** FLIGHT TOTALS **		9	\$330.00	
		<b>FLIGHT 2</b>							
	2.1	....F..	6A - 10A	60	11/02/2018 - 11/02/2018	1D	3	\$35.00	3
	2.2	....F..	10A - 3P	60	11/02/2018 - 11/02/2018	1D	3	\$40.00	3
	2.3	....F..	3P - 7P	60	11/02/2018 - 11/02/2018	1D	4	\$35.00	4
					** FLIGHT TOTALS **		10	\$365.00	
		<b>FLIGHT 3</b>							
	3.1	.....S.	10A - 3P	60	11/03/2018 - 11/03/2018	1D	5	\$25.00	5
					** FLIGHT TOTALS **		5	\$125.00	
		<b>FLIGHT 4</b>							
	4.1	.....S	10A - 3P	60	11/04/2018 - 11/04/2018	1D	5	\$25.00	5
					** FLIGHT TOTALS **		5	\$125.00	
		<b>FLIGHT 5</b>							
	5.1	M.....	6A - 10A	60	11/05/2018 - 11/05/2018	1D	3	\$35.00	3
	5.2	M.....	10A - 3P	60	11/05/2018 - 11/05/2018	1D	3	\$40.00	3

Nov 01, 18  
 CONT# 32308762 Mod# Ver# 1 (Last = )  
 REP Cumulus Media National Sales

DDS CONT# 0  
 C/P/E: na / na / na

5.3	M.....	3P - 7P	60	11/05/2018 - 11/05/2018	1D	3	\$35.00	3	
							** FLIGHT TOTALS **	9	\$330.00
6.1	<u>FLIGHT 6</u> .T.....	6A - 10A	60	11/06/2018 - 11/06/2018	1D	3	\$35.00	3	
							** FLIGHT TOTALS **	3	\$105.00

	<b>Nov 18</b>						
SPOTS	41						
CASH	1380.00						
TRADE	0.00						
NSL	0.00						
TOTAL	1380.00						

							<b>TOTAL</b>
SPOTS							41
CASH							1,380.00
TRADE							0.00
NSL							0.00
TOTAL							1,380.00

**\*\* Competitive Comments \*\***

SVC: SU18 MSA ARB  
 Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

**FEDERAL CANDIDATE**

**STATE/LOCAL CANDIDATE**

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b>	<b>Date:</b>
------------------------------	--------------

I, STRATEGIC MEDIA PLACEMENT,

being/on behalf of: KEITH FABER,

a legally qualified candidate of the REPUBLICAN PARTY

political party for the office of: OHIO STATE AUDITOR

in the GENERAL ELECTION

election to be held on: NOVEMBER 6, 2018

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

**Attach proposed schedule with charges (if available):**

I represent that the payment for the above described broadcast time has been furnished by:

FRIENDS OF FABER

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and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

DALE SCHWEITERMAN, 7706 STATE ROUTE 703, CELINA, OH 45822

---

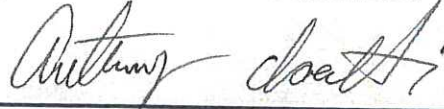
This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

***To Be Signed By Candidate or Authorized Committee***

10.22.18

**Date**



**Signature**

---

***To Be Signed By Station Representative***

**Accepted**

**Accepted in Part**

**Rejected**

**Signature**

**Printed Name**

**Title**

---

# ORDER

**Orders**  
**Order / Rev:** 66168  
**Alt Order #:** 32308762  
**Product Desc:** Columbus/Toledo  
**Estimate:**  
**Flight Dates:** 11/02/18 - 11/06/18  
**Original Date / Rev:** 11/01/18 / 11/01/18  
**Order Type:** GENERAL

**WRQN-FM**  
**Primary AE:** Katz Philadelphia  
**Sales Office:** K-7.5  
**Sales Region:** N-Katz75

**Agency Name:** Katz Media Group  
**Buying Contact:**  
**Billing Contact:**  
 125 West 55th Street  
 New York, NY 10019

**Billing Type:** Cash  
**Billing Calendar:** Broadcast  
**Billing Cycle:** EOM/EOC  
**Agency Commission:** 15%

**Advertiser Name:** Faber/R/Ohio State Auditor  
**Demographic:** A25-54  
**Product Codes:** Candidates  
**Revenue Code 1:** AGY-AVAIL  
**Revenue Code 2:** POL-CAND  
**Revenue Code 3:** POL-STATE  
**Priority:** P-100

**New Business Thru:**  
**Advertiser External ID:**  
**Agency External ID:**  
**Unit Code:** General  
**Order Separation:** 00:15:00

**Bill Plan**

Start Date	End Date	# Spots	Gross Amount	Net Amount
10/29/18	11/06/18	41	\$1,380.00	\$1,173.00

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
November 2018	41	\$1,380.00	\$1,173.00	0.00
<b>Totals</b>	<b>41</b>	<b>\$1,380.00</b>	<b>\$1,173.00</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Philadelphia	K-7.5	N-Katz75	Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 1	WRQN	11/02/18	11/02/18	M-F AM Drive M-F	CM	6a-10a	----4--	1:00	4	\$35.00	P-50	0.00	NM	4	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
		Week: 10/29/18	11/04/18	----4--		4		\$35.00		0.00					
N 2	WRQN	11/05/18	11/05/18	M-F AM Drive M-F	CM	6a-10a	4-----	1:00	4	\$35.00	P-50	0.00	NM	4	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
		Week: 11/05/18	11/11/18	4-----		4		\$35.00		0.00					
N 3	WRQN	11/02/18	11/02/18	M-F Midday M-F	CM	10a-3p	----4--	1:00	4	\$40.00	P-50	0.00	NM	4	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
		Week: 10/29/18	11/04/18	----4--		4		\$40.00		0.00					
N 4	WRQN	11/05/18	11/05/18	M-F Midday M-F	CM	10a-3p	4-----	1:00	4	\$40.00	P-50	0.00	NM	4	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
		Week: 11/05/18	11/11/18	4-----		4		\$40.00		0.00					
N 5	WRQN	11/06/18	11/06/18	M-F Midday M-F	CM	10a-3p	-1-----	1:00	1	\$40.00	P-50	0.00	NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
		Week: 11/05/18	11/11/18	-1-----		1		\$40.00		0.00					
N 6	WRQN	11/02/18	11/02/18	M-F PM Drive M-F	CM	3p-7p	----4--	1:00	4	\$35.00	P-50	0.00	NM	4	\$140.00

Order / Rev: 66168  
 Alt Order #: 32308762  
 Flight Dates: 11/02/18 - 11/06/18

Advertiser: Faber/R/Ohio State Auditor  
 Product Desc: Columbus/Toledo  
 Estimate:

WRQN-FM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/29/18	11/04/18	----4--		4				\$35.00		0.00			
N 7	WRQN	11/05/18	11/05/18	M-F PM Drive M-F	CM	3p-7p	4-----	1:00	4	\$35.00	P-50	0.00	NM	4	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 11/05/18	11/11/18	4-----		4				\$35.00		0.00			
N 8	WRQN	11/06/18	11/06/18	M-F PM Drive M-F	CM	3p-7p	-2-----	1:00	2	\$35.00	P-50	0.00	NM	2	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 11/05/18	11/11/18	-2-----		2				\$35.00		0.00			
N 9	WRQN	11/03/18	11/03/18	Sa-Su Midday Sa-Su	CM	10a-3p	-----5-	1:00	5	\$25.00	P-50	0.00	NM	5	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/29/18	11/04/18	-----5-		5				\$25.00		0.00			
N 10	WRQN	11/04/18	11/04/18	Sa-Su Midday Sa-Su	CM	10a-3p	-----5	1:00	5	\$25.00	P-50	0.00	NM	5	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/29/18	11/04/18	-----5		5				\$25.00		0.00			
N 11	WRQN	11/06/18	11/06/18	M-F AM Drive M-F	CM	6a-10a	-4-----	1:00	4	\$35.00	P-50	0.00	NM	4	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 11/05/18	11/11/18	-4-----		4				\$35.00		0.00			
													Totals	41	\$1,380.00

FW: NAB | TRAFFIC: Keith Farber for Ohio State Auditor (DAYTON) - (10.31 – 11.6 )

Deb Calevro

Thu 11/1/2018 12:43 PM

To: Robin Poland <Robin.Poland@cumulus.com>;

Here is the make good ok for the Faber orders for tomorrow

Deb

**From:** Katherine Grofic [mailto:KGrofic@WestwoodOne.com]  
**Sent:** Thursday, November 01, 2018 12:35 PM  
**To:** Deb Calevro <deb.calevro@cumulus.com>  
**Subject:** RE: NAB | TRAFFIC: Keith Farber for Ohio State Auditor (DAYTON) - (10.31 – 11.6 )

Yes MG in flight, same dayparts.

**Katherine Grofic**  
**National Sales Coordinator**  
**Boston/Philadelphia/Washington**  
**O: 617.426.2100**  
**Cumulus | Westwood One**

**From:** Deb Calevro [mailto:deb.calevro@cumulus.com]  
**Sent:** Thursday, November 01, 2018 12:21 PM  
**To:** Katherine Grofic <KGrofic@WestwoodOne.com>  
**Subject:** RE: NAB | TRAFFIC: Keith Farber for Ohio State Auditor (DAYTON) - (10.31 – 11.6 )

Katherine.... See my question in red below about making up spots over the days of the schedule.... Let me know.

Thank you  
Deb

**From:** Deb Calevro  
**Sent:** Wednesday, October 31, 2018 9:41 PM  
**To:** Katherine Grofic <KGrofic@WestwoodOne.com>  
**Subject:** RE: NAB | TRAFFIC: Keith Farber for Ohio State Auditor (DAYTON) - (10.31 – 11.6 )

Katherine

Is this spot to run in Toledo? Below it says run 100% in Dayton.....

Also, do we have permission to make good spots within flight that were missed due to getting order late wed.?

Advise please... on both

Thank you  
Deb  
Toledo

**From:** Katherine Grofic [mailto:KGrofic@WestwoodOne.com]  
**Sent:** Wednesday, October 31, 2018 5:58 PM  
**To:** Mary Lou Crouch <MaryLou.Crouch@cumulus.com>; cincy Production <cincy.production@cumulus.com>; Deb Calevro <deb.calevro@cumulus.com>; Anita Guerra <Anita.Guerra@cumulus.com>; Tanya Redway <Tanya.Redway@cumulus.com>; Dave Quinn <dave.quinn@cumulus.com>; Karen Simpson <Karen.Simpson@cumulus.com>  
**Subject:** Fwd: NAB | TRAFFIC: Keith Farber for Ohio State Auditor (DAYTON) - (10.31 – 11.6 )

Below and attached!

Katherine Grofic  
Cumulus Media - Boston/Phil/Wash  
[kgrofic@westwoodone.com](mailto:kgrofic@westwoodone.com)

Begin forwarded message:

**From:** "Rusnak, Emma" <[Emma.Rusnak@katzmedia.com](mailto:Emma.Rusnak@katzmedia.com)>  
**To:** "Katherine Grofic" <[KGrofic@WestwoodOne.com](mailto:KGrofic@WestwoodOne.com)>, "Paul Haley" <[PHaley@WestwoodOne.com](mailto:PHaley@WestwoodOne.com)>, "[amy.bishop@radiohio.com](mailto:amy.bishop@radiohio.com)" <[amy.bishop@radiohio.com](mailto:amy.bishop@radiohio.com)>, "[lisa.schackmann@radiohio.com](mailto:lisa.schackmann@radiohio.com)" <[lisa.schackmann@radiohio.com](mailto:lisa.schackmann@radiohio.com)>, "Thomas Howe" <[thowe@mkeradiogrp.com](mailto:thowe@mkeradiogrp.com)>, "[Sandy.Watkins@columbusradiogroup.com](mailto:Sandy.Watkins@columbusradiogroup.com)" <[Sandy.Watkins@columbusradiogroup.com](mailto:Sandy.Watkins@columbusradiogroup.com)>, "[chris.forgy@columbusradiogroup.com](mailto:chris.forgy@columbusradiogroup.com)" <[chris.forgy@columbusradiogroup.com](mailto:chris.forgy@columbusradiogroup.com)>  
**Cc:** "Donley, Brian" <[Brian.Donley@Katzmedia.com](mailto:Brian.Donley@Katzmedia.com)>  
**Subject:** NAB | TRAFFIC: Keith Farber for Ohio State Auditor (DAYTON) - (10.31 – 11.6)

Hi All,

New orders were just sent down.

Attached is the:

- .mp3 copy of radio spot
- Faber NAB

We are to run the spot "CONSERVATIVE AND TRUSTWORTHY" at 100% in Dayton.

We'll share payment as soon as it' in house.

**\*\*\*FLIGHT DATES – 11.1– 11.6\*\*\***

Thanks!  
Emma

**Emma Rusnak**  
Account Coordinator  
Katz Radio Group  
111 Presidential Blvd | Ste 215 | Bala Cynwyd, PA 19004  
[Emma.Rusnak@katzmedia.com](mailto:Emma.Rusnak@katzmedia.com)  
o 215.557.4230 | f 917.206.9488



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## FW: NAB | TRAFFIC: Keith Farber for Ohio State Auditor (DAYTON) - (10.31 – 11.6 )

Deb Calevro

Fri 11/2/2018 9:16 AM

to Robin Poland <Robin.Poland@cumulus.com>;

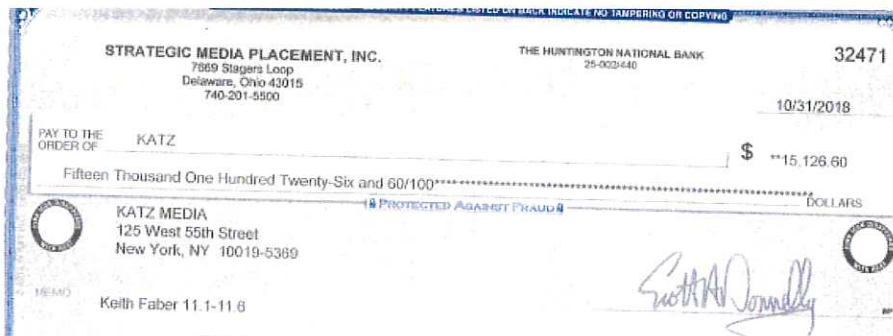
**From:** Katherine Grofic [mailto:KGrofic@WestwoodOne.com]

**Sent:** Thursday, November 01, 2018 12:09 PM

**To:** Mary Lou Crouch <MaryLou.Crouch@cumulus.com>; cincy Production <cincy.production@cumulus.com>; Deb Calevro <deb.calevro@cumulus.com>; Anita Guerra <Anita.Guerra@cumulus.com>; Tanya Redway <Tanya.Redway@cumulus.com>; Dave Quinn <dave.quinn@cumulus.com>; Karen Simpson <Karen.Simpson@cumulus.com>

**Subject:** RE: NAB | TRAFFIC: Keith Farber for Ohio State Auditor (DAYTON) - (10.31 – 11.6 )

Below!



**Katherine Grofic**  
**National Sales Coordinator**  
**Boston/Philadelphia/Washington**  
**O: 617.426.2100**  
**Cumulus | Westwood One**

**From:** Katherine Grofic

**Sent:** Wednesday, October 31, 2018 5:58 PM

**To:** Mary Lou Crouch <MaryLou.Crouch@cumulus.com>; cincy.production@cumulus.com; Deb Calevro <deb.calevro@cumulus.com>; Anita Guerra <Anita.Guerra@cumulus.com>; Tanya Redway <Tanya.Redway@cumulus.com>; Dave Quinn <dave.quinn@cumulus.com>; Karen Simpson <Karen.Simpson@cumulus.com>

**Subject:** Fwd: NAB | TRAFFIC: Keith Farber for Ohio State Auditor (DAYTON) - (10.31 – 11.6 )

Below and attached!

Katherine Grofic  
 Cumulus Media - Boston/Phil/Wash  
[kgrofic@westwoodone.com](mailto:kgrofic@westwoodone.com)

Begin forwarded message:

**From:** "Rusnak, Emma" <Emma.Rusnak@katzmedia.com>  
**To:** "Katherine Grofic" <KGrofic@WestwoodOne.com>, "Paul Haley" <PHaley@WestwoodOne.com>, "amy.bishop@radiohio.com" <amy.bishop@radiohio.com>, "lisa.schackmann@radiohio.com" <lisa.schackmann@radiohio.com>, "Thomas Howe" <thowe@mkeradiogrp.com>, "Sandy.Watkins@columbusradiogroup.com" <Sandy.Watkins@columbusradiogroup.com>, "chris.forgy@columbusradiogroup.com" <chris.forgy@columbusradiogroup.com>  
**Cc:** "Donley, Brian" <Brian.Donley@Katzmedia.com>  
**Subject:** NAB | TRAFFIC: Keith Farber for Ohio State Auditor (DAYTON) - (10.31 – 11.6 )

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**\*\*\* FLIGHT DATES – 11.1– 11.6\*\*\***

Thanks!  
Emma

**Emma Rusnak**  
 Account Coordinator  
 Katz Radio Group  
 111 Presidential Blvd | Ste 215 | Bala Cynwyd, PA 19004  
[Emma.Rusnak@katzmedia.com](mailto:Emma.Rusnak@katzmedia.com)  
 o 215.557.4230 | f 917.206.9488



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