

Sales Order

Station: **KMXV-FM** Buyer: _____
 Contract Name: **MX ISSUE** Tax Schedule: _____ (None)
 Contract#: **332622** Agency Commission %: **0**
 Start Date: **3/26/24** End Date: **4/02/24** Billing Cycle: **Standard**
 Revenue Type: **LOCAL POLITICAL DIRECT** Type: **Cash** Salesperson: **574CRAMIR** Comm %: **12**
 Advertiser: **MATT ABBOTT** Makegood Policy: **Within Contract Dates**
 Address: **2552 West 118th Terrace**
 City: **Leawood** State: **KS** Zip: **66211**
 Product Name: **ISSUE ADVERTISING**
 Competitive Code: **POLITICAL & GOVERNMENT**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	3/26/24	3/31/24		6:00 AM	7:00 PM	60		9	9	9	8			35	D	70.00	35	2,450.00	2	
2	3/26/24	3/31/24		7:00 PM	10:00 PM	60		3	2	2	3			10	D	15.00	10	150.00	2	
3	3/26/24	3/31/24		6:00 AM	12:00 AM	60						X	X	10	W	10.00	10	100.00	2	
4	3/26/24	3/31/24		10:00 AM	3:00 PM	60						5		5	D	35.00	5	175.00	2	
5	3/26/24	3/31/24		10:00 AM	3:00 PM	60						5		5	D	25.00	5	125.00	2	
6	4/01/24	4/02/24		6:00 AM	7:00 PM	60	13	13						26	D	70.00	26	1,820.00	2	
7	4/01/24	4/01/24		7:00 PM	10:00 PM	60	5							5	D	16.00	5	80.00	2	

Billing Projections: By Month

	Mar 24	Apr 24
CA	3,000.00	1,900.00
ST	3,000.00	1,900.00

Print Spot Prices

CASH IN ADVANCE _____

NEW BUSINESS _____

TOTAL SPOTS 96
 GROSS TOTAL \$ 4,900.00
 ADJUSTED SPOTS 96
 ADJUSTED TOTAL \$ 4,900.00

APPROVE DECLINE

- General Manager
- Sales Manager
- National Sales Manager
- Local Sales Manager

Cherie Ramirez

Matt Abbott

Submission Date Mar 25, 2024 2:54 PM

AE Cherie Ramirez

AE Email cramirez@steelcitymedia.com

Date Mar 25, 2024

CLIENT-ADVERTISER Matt Abbott

CONTACT NAME Sandy Cohen

ORDER TYPE NEW ORDER

ORDER TYPE CALENDAR

SALES ORDER TYPE (CHECK ALL THAT APPLY) DIRECT CASH NEW BUSINESS

Order type (check all that apply) Spot

Station (check all that apply) KFKF KMXV KBEQ

START DATE Mar 26, 2024

END DATE Apr 2, 2024

Spreadsheet

0	1	2	3	4	5
#	Station	Start Date	End Date	Total Number of Spots (per station)	Order Total
1	kbeq	3/36	4/2	94	5,050
2	kfkf	3/36	4/2	94	5,050
3	kmxv	3/36	4/2	96	4,900
4					

Spreadsheet

0 1 2

#	Total # of Spots for all Stations	Total Dollar Amount from all Stations
1	284	15,000

SPECIAL INSTRUCTIONS

Sandy at WHB is placing but the total is NET! PAYMENT IS COMING ASAP.

Account should be under:

Matt Abbott
2552 West 118th Terrace
Leawood Kansas 66211

CLIENT BACK UP



Matt Abbott approval.pdf
174.64 KB



Matt Abbott.pdf
88.06 KB

DOES YOUR ORDER INCLUDE DIGITAL TACTICS?

NO

WHAT IS THE TOTAL AMOUNT OF THIS ORDER INCLUDING SPOT, NTR, DOOH & DIGITAL?

\$15,000

Matt Abbott

From: cherie ramirez
 Phone: (816) 360-4805
 Email:
 3/25/2024 9:59 AM



Flight Dates: 03/26/2024 - 04/02/2024

Demo: P 18+

Radio Market: KANSAS CITY

Survey: FEB24 / JAN24 / DEC23

Geography: Metro

Daypart	Daypart Code	Spots	Length	Unit Rate	Total Cost	Frequency	Gls	CPM	Schedule Cume Persons	Notes
Radio Total										
KBEQ-FM										
Flight A - 1 wk (03/25)										
		284		\$62.82	\$15,000.00	2.5	965,600	\$15.64	632,600	
		94		\$53.72	\$5,050.00	2.3	326,600	\$15.35	245,500	
One Week Total										
		65		\$48.85	\$3,175.00	2.2	225,500	\$13.96	177,800	
		65		\$48.85	\$3,175.00	2.2	225,500	\$13.96	177,800	
	M-F 6A-7P	35	60	\$75.00	\$2,625.00	1.9	133,000	\$19.74	141,700	7x per day
	M-F 7P-10P	10	60	\$15.00	\$150.00	1.5	18,000	\$8.33	34,100	2x per day
	Sa-Su 6A-12M	10	60	\$10.00	\$100.00	1.3	30,000	\$3.33	84,300	5x per day
	Sa 10A-3P	5	60	\$35.00	\$175.00	1.6	22,500	\$7.78	30,900	
	SU 10A-3P	5	60	\$25.00	\$125.00	1.6	22,000	\$5.68	29,400	
Flight A - 1 wk (04/01)										
One Week Total										
		29		\$64.66	\$1,875.00	2.2	101,100	\$18.47	80,600	
		29		\$64.66	\$1,875.00	2.2	101,100	\$18.47	80,600	
	M-Tu 6A-7P	24	60	\$75.00	\$1,800.00	2.1	93,600	\$19.23	78,900	12x per day
	M 7P-12M	5	60	\$15.00	\$75.00	1.7	7,500	\$10.00	8,900	
KFKF-FM										
Flight A - 1 wk (03/25)										
One Week Total										
		65		\$48.85	\$3,175.00	2.4	266,000	\$11.91	186,300	
		65		\$48.85	\$3,175.00	2.4	266,000	\$11.91	186,300	
	M-F 6A-7P	35	60	\$75.00	\$2,625.00	2.2	182,000	\$14.42	147,900	7x per day
	M-F 7P-10P	10	60	\$15.00	\$150.00	1.4	14,000	\$10.71	30,900	2x per day
	Sa-Su 6A-12M	10	60	\$10.00	\$100.00	1.3	26,000	\$3.85	81,600	5x per day
	Sa 10A-3P	5	60	\$35.00	\$175.00	1.6	25,500	\$6.86	33,900	
	Su 10A-3P	5	60	\$25.00	\$125.00	1.6	18,500	\$6.76	26,600	

The first demo listed is the Primary Demo.

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Matt Abbott

From: cherie ramirez
 Phone: (816) 360-4805
 Email:

3/25/2024 9:59 AM



Daypart	Daypart Code	Spots	Length	Unit Rate	Total Cost	Frequency	GIs	CPM	Schedule Line Persons	Notes
KFKE-FM (continued)										
Flight A - 1 wk (04/01)										
One Week Total		29		\$64.66	\$1,875.00	2.5	128,800	\$14.70	85,800	
	M-Tu 6A-7P	29		\$64.66	\$1,875.00	2.5	128,800	\$14.70	85,800	
	M 7P-12M	24	60	\$75.00	\$1,800.00	2.4	124,800	\$14.42	83,600	12x per day
		5	60	\$15.00	\$75.00	1.5	4,000	\$18.75	7,700	
KMXV-FM		66		\$61.04	\$4,000.00	1.9	244,200	\$20.42	269,300	
Flight A - 1 wk (03/25)										
One Week Total		65		\$46.15	\$3,000.00	1.9	170,500	\$17.75	186,000	
	M-F 6A-7P	65		\$46.15	\$3,000.00	1.9	170,500	\$17.75	186,000	
	M-F 7P-10P	35	60	\$70.00	\$2,450.00	1.7	101,500	\$24.14	149,200	7x per day
	Sa-Su 6A-12M	10	60	\$150.00	\$1,500.00	1.3	12,000	\$12.50	30,500	2x per day
	Sa 10A-3P	10	60	\$10.00	\$100.00	1.2	23,000	\$4.35	86,000	5x per day
	Su 10A-3P	5	60	\$35.00	\$175.00	1.5	17,500	\$10.00	30,000	
		5	60	\$25.00	\$125.00	1.4	16,500	\$7.58	30,200	
Flight A - 1 wk (04/01)										
One Week Total		31		\$61.29	\$1,900.00	1.9	73,700	\$25.54	85,000	
	M-Tu 6A-7P	31		\$61.29	\$1,900.00	1.9	73,700	\$25.54	85,000	
	M 7P-12M	26	60	\$70.00	\$1,820.00	1.8	70,200	\$26.93	82,800	13x per day
		5	60	\$16.00	\$80.00	1.4	3,500	\$22.86	8,200	

The first demo listed is the Primary Demo.
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RE: Matt Abbott schedules

Sandy Cohen <scohen@unionbroadcasting.com>

Mon 3/25/2024 9:16 AM

To:Cherie Ramirez <cramirez@steelcitymedia.com>

CAUTION: This email originated from outside of Steel City Media. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Cherie,

Thank you for this, I really appreciate all that you have planned out – schedule looks great! I will get you spot(s) as soon as I can and payment.

Here is the billing information for Matt Abbott:

Matt Abbott
2552 West 118th Terrace
Leawood Kansas 66211

My weekend was great as well. I hope yours was too!

SANDY COHEN | VICE PRESIDENT | DIRECTOR OF SALES
UNION BROADCASTING
6721 WEST 121ST STREET, OVERLAND PARK, KS 66209
O: (913) 344-1530 | C: (913) 568-6852



FOLLOW THE LEADER:   

<https://www.linkedin.com/in/sandycohen/>

From: Cherie Ramirez <cramirez@steelcitymedia.com>
Sent: Monday, March 25, 2024 9:08 AM
To: Sandy Cohen <scohen@unionbroadcasting.com>
Subject: Matt Abbott schedules
Importance: High

Happy Monday Sandy!

Hope you had a great weekend. Attached are the schedules requested. I was very aggressive on rate to get his frequency up. I have 65x :60's running this week on each station and then heaved up even more Mon-Tue of next week with roughly 1x per hour running on those days (7p cut-off on Tue). Let me know if these will work and I will get them booked. THANK YOU AGAIN for answering my call on Friday and getting back with me so soon. Appreciate it!

If the schedules need tweaks or different estimates (I just did 18+ for voters), just holler!

ISSUE (Non-candidate) ADVERTISEMENT AGREEMENT FORM

I, Matt Abbott, hereby request station time as follows: See **Order** for proposed schedule and charges. See **Invoice** for actual schedule and charges.

Check one:

- Ad "communicates a message relating to any political matter of national importance" by referring to (1) a legally qualified candidate for federal office; (2) an election to federal office; (3) a national legislative issue of public importance (e.g., health care legislation, IRS tax code, etc.); or (4) a political issue that is the subject of controversy or discussion at the national level.
- Ad does NOT communicate a message relating to any political matter of national importance (e.g., relates only to a state or local issue).

ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Station time requested by: Matt Abbott

Agency name:

Address: 2552 West 118th Terrace Leawood Kansas 66211

Contact: Matt Abbott | Phone number: 816-304-1541 | Email: matt@abbottproperties.net

Name of advertiser/sponsor (list entity's full legal name as disclosed to the Federal Election Commission [for federal committees] with no acronyms; name must match the sponsorship ID in ad):

Name: Matt Abbott

Address: 2552 West 118th Terrace

Contact: Matt Abbott | Phone number: | Email: matt@abbottproperties.net

Station is authorized to announce the time as paid for by such person or entity.

List ALL of the chief executive officers or members of the executive committee or board of directors or other governing group(s) of the advertiser/sponsor (Use separate page if necessary.):

Matt Abbott - Treasurer

By signing below, advertiser/sponsor represents that those listed above are the only executive officers, members of the executive committee and board of directors or other governing group(s).

If ad refers to a federal candidate(s) or federal election, list ALL of the following:

N/A

Name(s) of every candidate referred to:

Office(s) sought by such candidate(s) (no acronyms or abbreviations):

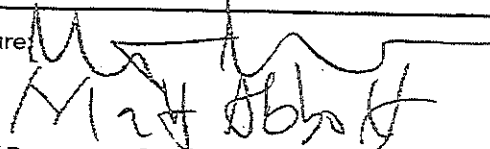
Date of election:

Clearly identify EVERY political matter of national importance referred to in the ad (no acronyms); use separate page if necessary:

N/A

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

The advertiser/sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, which may arise from the broadcast of the above-requested advertisement(s). For the above-requested ad(s), the advertiser/sponsor also agrees to prepare a script, transcript or tape, which will be delivered to the station by the log deadlines outlined in the station's disclosure statement.

Advertiser/Sponsor	Station Representative
Signature: 	Signature:
Name: <u>Mark Abbott</u>	Name:
Date of Request to Purchase Ad Time:	Date of Station Agreement to Sell Time:

TO BE COMPLETED BY STATION ONLY

Ad submitted to station? Yes No Date ad received: 3-25-24

Note: Must have separate PB-19 forms (or the equivalent, e.g., addendums) for each version of the ad (i.e., for every ad with differing copy).

If only one officer, executive committee member or director is listed above, station should ask the advertiser/sponsor in writing if there are any other officers, executive committee members or directors, maintain records of inquiry and update this form if additional officers, members or directors are provided.

Disposition:

- Accepted
- Accepted IN PART (e.g., ad not received to determine content)*
- Rejected – provide reason (optional):

*Upload partially accepted form, then promptly upload updated final form when complete.

Date and nature of follow-ups, if any:

Contract #:	Station Call Letters:	Date Received/Requested:
Est. #:	Station Location:	Run Start and End Dates:

Station must upload this form only. Not required for state (and some other) ads.

Upload order, this disclosure form and invoice (or traffic system print-out) or other material reflecting this transaction to the OPIF or use this space to document schedule of time purchased, when spots actually aired, the rates charged and the classes of time purchased (including date, time, class of time and reasons for any make-goods or rebates) or attach separately. If station will not upload the actual times spots aired until an invoice is generated, the name of a contact person who can provide that information immediately should be placed in the "Terms and Disclosures" folder in the OPIF.



STEEL CITY MEDIA

CREDIT CARD AUTHORIZATION please print legibly
return to accountsreceivable@steelcitymedia.com

Card Type: American Express Today's Date: 3/25/2024

Card Number: 3726 1001

Expiration date: 12/2025 CVVS code: 2888

Company Name: Matt Abbott Properties

Name as it appears on card: Matt Abbott

Billing address for credit card:

Address: 2552 West 118th Terrace

City: Leawood State: KS Zip: 66211

Invoice(s) Being Paid: KFKF, KBEQ, KMXV

Amount Charged: \$15,000

229150
127940
332622

The undersigned authorizes Steel City Media and its related companies (KBEQ-FM, KFKF-FM, KMXV-FM, KCKC-FM) to charge account balances to the above credit card as they may occur from time to time. We further authorize you to communicate with us via email.

Approved to run for future charges

One time only charge

Cardholders Name (please print): Matt Abbott

Cardholders Signature: [Handwritten Signature]

Email address if receipts are required: _____