

# Sales Order

Station: WQHT-FM Agency: SKDK  
 Contract Name: 1199 AND WQHT WO 3.25 Address: 1150 18th St. NW, Ste 800  
 Contract#: (none) City: Washington State: DC Zip: 20036  
 Start Date: 3/25/24 End Date: 3/31/24 Buyer: Greg Minoff  
 Revenue Type: LOCAL AGENCY Type: Cash Tax Schedule: (None)  
 Advertiser: HEALTH EDUCATION PROJECT (A) Agency Commission %: 0  
 Address: \_\_\_\_\_ Billing Cycle: Standard  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Salesperson: 504770dcal Comm %: 0  
 Product Name: WEEK 6 Makegood Policy: WITHIN CONTRACT DATES  
 Competitive Code: HC-HEALTH SERVICES

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	3/25/24	3/31/24		6:00 AM	7:00 PM	30	X	X	X	X	X			5	W	500.00	5	2,500.00		
2	3/25/24	3/31/24		6:00 AM	7:00 PM	60	X	X	X	X	X			5	W	550.00	5	2,750.00		
3	3/25/24	3/31/24		7:00 PM	12:00 AM	60	X	X	X	X	X	X	X	5	W	200.00	5	1,000.00		
4	3/25/24	3/31/24		6:00 AM	7:00 PM	60						X	X	3	W	300.00	3	900.00		
5	3/25/24	3/31/24		6:00 AM	7:00 PM	30						X	X	2	W	250.00	2	500.00		

No	DATES		INVENTORY TYPE	ORDER BY	QTY	PRICING STRUCTURE	RATE	TOTAL
	START	END						
1	3/25/24	3/31/24	DIGITAL PRODUCTS	Non Spot Item	1	Flat Rate	\$28,000.00	\$28,000.00

New / Revised  
 Revenue Type: DIGITAL LOCAL AGENCY  
 Line Remark: DISPLAY STREAMING OTT  
 Daypart: M-S 12:00 AM-12:00 AM

Billing Projections: By Month  
 Mar 24  
 CA 35,650.00  
 ST 35,650.00

Print Spot Prices

TOTAL SPOTS ..... 20  
 SPOT TOTAL \$ ..... 7,650.00  
 ALTERNATIVE REVENUE TOTAL \$ ..... 28,000.00  
 GROSS TOTAL \$ ..... 35,650.00  
 ADJUSTED SPOTS ..... 20  
 ADJUSTED TOTAL \$ ..... 35,650.00

APPROVE DECLINE  
  SVP Sales  
  Sales Manager Delegate  
  Inventory Manager  
  Finance

DocuSigned by:  
  
 7EC5E88DD461469...  
 3/22/2024