

# Order #518008: Target Ent../Club for G../Club for G../TRGT / CFG..

Date	Action	Line	Comment	By	Total \$	# Spots	Expected GRI
07/30/20 10:55:33 AM	Processed		<async process>	Jade Collic	\$8,435.00	43	0.00
07/30/20 10:50:11 AM	Approved			Teri King (	\$8,435.00	43	0.00
07/30/20 10:50:09 AM	Approval Workflow		[Business Manager - Business Office Approval Needed Default]	Teri King (	\$8,435.00	43	0.00
07/30/20 10:44:54 AM	Approval Workflow		[Sales Manager - Ready Default]	Jack Lee (	\$8,435.00	43	0.00
07/30/20 10:07:03 AM	Ready for approval		new issue order	Lisa Rottor	\$8,435.00	43	0.00
07/30/20 9:41:01 AM	New order created		<new order>	Lisa Rottor	\$0.00	0	0.00

[Sorted by: Date]

# ORDER

**Orders**  
**Order / Rev:** 518008  
**Alt Order #:** 34176054  
**Product Desc:** Club for Growth Action  
**Estimate:** TRGT / CFGA / 3150  
**Flight Dates:** 07/31/20 - 08/06/20  
**Original Date / Rev:** 07/30/20 / 07/30/20  
**Order Type:** GENERAL

**WIVK-FM**  
**Primary AE:** Katz Los Angeles  
**Sales Office:** K-7.5  
**Sales Region:** N-Katz75

**Agency**  
**Name:** Target Enterprises, Inc  
**Buying Contact:**  
**Billing Contact:**  
 15260 Ventura Blvd  
 Sherman Oaks, CA 91403

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

**Advertiser**  
**Name:** Club for Growth  
**Demographic:** A25-54  
**Product Codes:** Issues/Propositions  
**Revenue Code 1:** AGY-AVAIL  
**Revenue Code 2:** POL-ISS  
**Revenue Code 3:** GEN

**New Business Thru:**  
**Advertiser External ID:**  
**Agency External ID:**  
**Unit Code:** General

**Bill Plan**

Start Date	End Date	# Spots	Gross Amount	Net Amount
07/27/20	08/06/20	43	\$8,435.00	\$7,169.75

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
August 2020	43	\$8,435.00	\$7,169.75	0.00
<b>Totals</b>	<b>43</b>	<b>\$8,435.00</b>	<b>\$7,169.75</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Los Angeles			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	WIVK	07/31/20	08/06/20	M-F AM Drive M-F	CM	6a-10a	22222--	1:00	10	\$240.00	P-50	0.00	NM	10	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 07/27/20	08/02/20	----2--		2				\$240.00		0.00			
		Week: 08/03/20	08/09/20	2222---		8				\$240.00		0.00			
N 2	WIVK	07/31/20	08/06/20	M-F Midday M-F	CM	10:00 AM-12:00 PM (10:00 AM-12:00 PM)	22222--	1:00	10	\$200.00	P-40	0.00	NM	10	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 07/27/20	08/02/20	----2--		2				\$200.00		0.00			
		Week: 08/03/20	08/09/20	2222---		8				\$200.00		0.00			
N 3	WIVK	07/31/20	08/06/20	M-F Midday M-F	CM	12:00 PM-3:00 PM (12:00 PM-3:00 PM)	22222--	1:00	10	\$200.00	P-40	0.00	NM	10	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 07/27/20	08/02/20	----2--		2				\$200.00		0.00			
		Week: 08/03/20	08/09/20	2222---		8				\$200.00		0.00			
N 4	WIVK	07/31/20	08/06/20	M-F PM Drive M-F	CM	3p-7p	222-2--	1:00	8	\$220.00	P-50	0.00	NM	8	\$1,760.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 07/27/20	08/02/20	----2--		2				\$220.00		0.00			
		Week: 08/03/20	08/09/20	222----		6				\$220.00		0.00			
N 5	WIVK	08/01/20	08/02/20	Sa-Su Prime Sa-Su	CM	6a-7p	-----32	1:00	5	\$55.00	P-60	0.00	NM	5	\$275.00

Order / Rev: 518008  
 Alt Order #: 34176054  
 Flight Dates: 07/31/20 - 08/06/20

Advertiser: Club for Growth  
 Product Desc: Club for Growth Action  
 Estimate: TRGT / CFGA / 3150

**WIVK-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: 07/27/20	08/02/20	-----32	5	\$55.00	0.00								
													Totals	43	\$8,435.00

**Jul 30, 20**  
 CONT# **34176054** Mod# Ver# 3 (Last = )  
 REP **CUMULUS MEDIA NATIONAL SALES**  
 TO **WIVK-FM (Knoxville, TN)**  
 FM **KAREN URBATCHKA**  
 OFF **LOS ANGELES**  
 AGY **TARGET ENTERPRISES LLC**  
 ADDR **15260 VENTURA BLVD SUITE 1240**  
**SHERMAN OAKS, CA 91403**

DDS CONT# **0**  
 C/P/E: **TRGT / CFGA / 3150**

SALESPERSON FAX#

PH # 818-905-0005

BYR **BARBARA OTOOLE**  
 ADV **CLUB FOR GROWTH**  
 PDT **Club for Growth Action**  
 FLT **Jul 27, 20 - Aug 09, 20**

DEVTYPE  
 DEV SAL

\* REP ORDER COMMENT \*

\*\* 7/29/2020 6:13:00 PM: ADDING WEIGHT WEEK OF 7/27

\*\* 7/29/2020 6:13:00 PM: REVISED ORDER- PLEASE DO NOT DOUBLE BOOK! FOR ANY QUESTIONS  
 REGARDING THIS REVISION PLEASE CONTACT JORGE 323-966-5077 JORGE.PADILLA@KATZMEDIA.COM.

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	....F..	6A - 10A	60	7/31/2020 - 7/31/2020	1W	2	\$240.00	2
	1.2	....F..	10A - 12P	60	7/31/2020 - 7/31/2020	1W	2	\$200.00	2
	1.3	....F..	12P - 3P	60	7/31/2020 - 7/31/2020	1W	2	\$200.00	2
	1.4	....F..	3P - 7P	60	7/31/2020 - 7/31/2020	1W	2	\$220.00	2
CHG	1.5	.....S.	6A - 7P	60	8/1/2020 - 8/1/2020	1W	3	\$55.00	3
ADD	1.6	.....S	6A - 7P	60	8/2/2020 - 8/2/2020	1W	2	\$55.00	2
					<b>** WEEKLY FLIGHT TOTALS **</b>		13	\$1,995.00	
		<b>FLIGHT 2</b>							
	2.1	MTWT...	6A - 10A	60	8/3/2020 - 8/6/2020	1W	8	\$240.00	8
	2.2	MTWT...	10A - 12P	60	8/3/2020 - 8/6/2020	1W	8	\$200.00	8
	2.3	MTWT...	12P - 3P	60	8/3/2020 - 8/6/2020	1W	8	\$200.00	8
	2.4	MTW....	3P - 7P	60	8/3/2020 - 8/5/2020	1W	6	\$220.00	6
					<b>** WEEKLY FLIGHT TOTALS **</b>		30	\$6,440.00	

	Aug 20					
SPOTS	43					
CASH	8435.00					
TRADE	0.00					
NSL	0.00					
TOTAL	8435.00					

Jul 30, 20

CONT# 34176054 Mod# Ver# 3 (Last = )  
REP CUMULUS MEDIA NATIONAL SALES  
TO WIVK-FM (Knoxville, TN)

DDS CONT# 0  
C/P/E: TRGT / CFGA / 3150

						<b>TOTAL</b>
SPOTS						43
CASH						8,435.00
TRADE						0.00
NSL						0.00
TOTAL						8,435.00

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

SVC: Apr20-JUN20 MSA Nielsen Audio CDM  
Demo Adults 55+

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.



Target Enterprises  
15260 Ventura Boulevard, Suite 1240  
Sherman Oaks, CA 91403  
(818) 905-0005

### AGREEMENT FORM FOR NON-CANDIDATE ADVERTISING

I, **Target Enterprises**, 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).

**Station time requested by:**

Target Enterprises  
15260 Ventura Blvd., Ste. 1240  
Sherman Oaks, CA 91403 (818) 905-0005 targetla.com

**For advertiser:**

Name: Club for Growth Arlinn  
Address: 2001 L Street, NW, Suite 600 Washington DC 20036  
Contact: Phone: 202 955-5500 Email:

**Chief executive officers or members of the executive committee or the board of directors or other governing groups:**

David McIntosh, President

Federal candidate(s) or election(s) referred to: N/A

Name(s): Oppose Josh Gepp  
Office(s): TN-01  
Date of election: 08/06/2020

Matters of national importance referred to: N/A

Primary Election

Sponsor authorized signature: Julie Iadanza Date: 07/29/2020  
Station authorized signature: Date:

TO BE COMPLETED BY STATION ONLY

Ad submitted to station: Yes  No  Date received:

Disposition:

Accepted

Accepted IN PART  
(e.g., ad not received  
to determine content)

Rejected - provide reason:

Date and nature of follow-ups, if any:

Contract #: 518008

Est. #: 3150

Station Call Letters: WIVK-FM

Station Location: Knoxville

Date Received: 7/30/20

Flight Dates: 7/31 - 8/6/20