

**INSIGHT PUBLIC AFFAIRS PROGRAM,  
INFO TRAK'S WEEKLY PUBLIC AFFAIRS  
PROGRAM**

**&**

**CONTRACTS FOR  
NON-PROFIT IN KIND ADVERTISING**

**2<sup>nd</sup> QUARTER 2019**

**JUST IN THE NICK OF TIME WITH  
NICK CAIMANO ON INSIGHTS  
2<sup>ND</sup> QUARTER 2019 SHOWS**

<b>SHOW DATE</b>	<b>GUEST</b>	<b>TOPIC</b>
<b>4/28 @ 7:15AM</b>	<b>ED MOORE</b>	<b>BUSINESS MAN; THE HEALTH OF DOWNTOWN GLENS FALLS AND THE CIVIV CENTER</b>
<b>5/5 @ 7:15AM</b>	<b>ELIZABETH MILLER</b>	<b>BUSINESS WOMEN: HER DECISION TO INVEST IN GLENS FALLS AND ECONOMY</b>
<b>5/12 @ 7:15AM</b>	<b>MIKE BITTEL</b>	<b>CHAMBER PRESIDENT: THE HEALTH OF THE ARCC AND GLENS FALLS AND REGION</b>
<b>5/19 @ 7:15AM</b>	<b>JOHN STROUGH</b>	<b>TOWN OF SUPERVISOR; QUEENSBURY HEALTH</b>
<b>5/26 @ 7:15AM</b>	<b>ED BARTHOLOMEW</b>	<b>PRESIDENT EDC: HEALTH OF ECONOMY OF WARREN COUNTY</b>
<b>6/2 @ 7:15AM</b>	<b>DOUG HUNTLEY</b>	<b>QUEENSBURY SCHOOL SUPER.; LOCAL EDUCATION</b>
<b>6/9 @ 7:15AM</b>	<b>DAN HALL</b>	<b>MAYOR GF; HOW CITY IS THRIVING</b>
<b>6/16 @ 7:15AM</b>	<b>KRIS DUFFY</b>	<b>SUNY ADK PRES.; HOW SUNY ADK IS THRIVING</b>
<b>6/23 @ 7:15AM</b>	<b>BOB HENKE</b>	<b>BOARD CHAIR WASHINGTON COUNTY; THEIR GOVERNMENTAL CHANGES</b>
<b>6/30 @ 7:15AM</b>	<b>DAN STEC</b>	<b>NYS ASSEMBLYMAN; STATE LEGISLATIVE SESSION</b>

Aired 4/7 7A

**Shaka Senghor**, author of "*Writing My Wrongs: Life, Death, and Redemption in an American Prison*"

In 1991, Shaka Senghor was sent to prison for second-degree murder. Today, he lectures at many universities and is a leading voice on criminal justice reform. He shared his inspirational story: growing up with an abusive parent, which started a downward spiral that saw him run away from home, turn to drug dealing to survive, and end up in prison for murder at the age of 19, fuming with anger and despair. He explained what caused him to turn his life around, now mentoring youth at risk.

**Issues covered:**

**Length: 7:59**

**Youth at Risk**

**Crime**

**Prison Reforms**

**Minority Concerns**

Show # 2019-16

Date aired: 4/14 Time Aired: 7A

**Kate O'Neill, PhD**, Associate Professor in the Department of Environmental Science, Policy and Management at University of California Berkeley

For nearly three decades, recyclable materials from the US were shipped cheaply to China for processing. However, in the past year, China has stopped accepting virtually all of it. Dr. O'Neill said as a result, local governments and the recycling industry are now facing an unprecedented recycling crisis, especially in plastics. She estimated that, at least for now, nearly 100% of recyclable materials are going into landfills. She discussed the steps that the waste industry is taking to try to fix the problem.

**Issues covered:**

**Length: 9:37**

**Recycling**

**Environment**

**Consumer Matters**

**Deanna Barch, PhD**, Professor of Psychology; Professor of Radiology, chair of the Department of Psychological & Brain Sciences in Arts & Sciences and the Gregory B. Couch Professor of Psychiatry at Washington University School of Medicine in St. Louis

Dr. Barch was the senior author of a study that linked participation in team sports to larger hippocampal volumes in children and less depression in boys ages 9 to 11. The hippocampus is a brain region that plays an important role in memory and how we respond to stress. She said the evidence was particularly strong for children participating in sports that involved structure, such as a school team, a non-school league or regular lessons, as compared to more informal engagement in sports.

**Issues covered:**

**Length: 7:29**

**Childhood Depression**

**Mental Health**

**Youth Sports**

Show # 2019-17

Date aired: 4/21 Time Aired: 7A

**Kartik Hosanagar, PhD**, John C. Hower Professor of Technology and Digital Business and a Professor of Marketing at the Wharton School of the University of Pennsylvania, author of *"A Human's Guide to Machine Intelligence: How Algorithms Are Shaping Our Lives and How We Can Stay in Control"*

Computer algorithms and the artificial intelligence that underlies them make a staggering number of everyday decisions for nearly every American, from what products we buy, to how we consume our news or entertainment, to whom we date, and how we find a job. Dr. Hosanagar discussed the potentially dangerous biases algorithms can give rise to as they increasingly run our lives, and offered suggestions for consumers to regain control.

**Issues covered:**

**Length: 9:16**

**Consumer Matters  
Technology  
Government Regulation**

**Jennifer L. Eberhardt, PhD**, Professor of Psychology at Stanford, recipient of a 2014 MacArthur "genius" grant, author of *"Biased: Uncovering the Hidden Prejudice That Shapes What We See, Think, and Do"*

Dr. Eberhardt talked about the numerous forms of bias hardwired into every human being. She said unconscious bias can be at work without our realizing it, even when we genuinely wish to treat all people equally. She explained how bias and racial inequality seeps into classrooms, police departments and businesses. She offered advice on how to recognize our own biases.

**Issues covered:**

**Length: 7:57**

**Racism and Racial Bias  
Law Enforcement**

Show # 2019-18

Date aired: 4/28 Time Aired: 7A

**Michael Mina, PhD, MD**, Resident Physician in Clinical Pathology, Brigham and Women's Hospital, Harvard Medical School

Measles outbreaks are spiking worldwide. Dr. Mina discussed the reasons behind the soaring rate of infections. He noted that for even those who survive an outbreak, measles can compromise a person's immune system for up to two years afterwards. He said the MMR vaccinations are proven to be very safe and parents should not hesitate to have their children vaccinated.

**Issues covered:**

**Length: 9:14**

**Measles Outbreaks  
Vaccinations  
Public Health**

**Deborah Schwengel, MD**, Assistant Professor of Anesthesiology and Critical Care Medicine at the Johns Hopkins University School of Medicine and Johns Hopkins Children's Center

Dr. Schwengel, led a comprehensive nationwide study that found that the rate of lawnmower injuries remains at a consistently high level, with most of them requiring surgery and hospitalization. She explained how the most common incidents occur and how adults can take steps to protect children from injury.

Issues covered:  
Personal Injury Prevention  
Child Safety

Length: 8:09

Show # 2019-19

Date aired: 5/5 Time Aired: 7/A

**William G. Gale, PhD**, Arjay and Frances Miller Chair in Federal Economic Policy, Senior Fellow in the Economic Studies Program at the Brookings Institution

Most Americans are aware that the Social Security program will soon run short of money. Dr. Gale discussed the even shakier financial situations of Medicare and Medicaid. He said the Medicare trust fund will run out of money in 2026. He stressed the importance for Congress to either reduce costs, raise taxes or make other major policy changes soon.

Issues covered:  
Government  
Retirement Planning  
Public Health

Length: 9:03

**Megan Maas, PhD**, Assistant Professor of Human Development and Family Studies at Michigan State University, certified sexuality educator

Teens spend hours every day on internet-connected devices, often with little or no supervision. Dr. Mass led a study that found that online sexual experiences can predict a teen's likelihood of becoming a victim of sexual assault one year later. She outlined the specific patterns of behaviors that can put teenagers at risk. She said she believes teens need to receive much better education to learn how online activities can affect their real life.

Issues covered:  
Sexual Assault  
Youth at Risk  
Parenting

Length: 8:12

Show # 2019-20

Date aired: 5/12 Time Aired: 7 A

**Tina Seelig, PhD**, Professor of the Practice in the Dept of Management Science and Engineering at Stanford School of Engineering, faculty director of the Stanford Technology Ventures, author of "*What I Wish I Knew When I Was 20 - 10th Anniversary Edition: A Crash Course on Making Your Place in the World*"

Many young people struggle as they make the transition from the academic environment to the professional world. Dr. Seelig discussed skills and thought processes that can lead to success and resilience in their adult lives. She also talked about the effectiveness of our nation's higher education system in preparing students for life.

**Issues covered:**  
Education  
Career

**Length: 8:37**

**Tony Corbo**, Senior Lobbyist for the Food Campaign at Food & Water Watch, an advocacy group that supports stricter food safety regulations

The Centers for Disease Control and Prevention has reported that the frequency of several types of food poisoning infections climbed last year, but that the increases could be the result of new diagnostic tools that help identify more cases. Mr. Corbo explained the complex system that tracks illnesses such as salmonella and campylobacter. He said illnesses connected to produce are on the rise, while meat and poultry cases are unchanged.

**Issues covered:**  
Food Poisoning  
Government Regulations

**Length: 8:32**

Show # 2019-21

Date aired: 5/19 Time Aired: 7 A

**Steven Roberts**, college-funding expert, author of *"Winning the Money Game in College: Any Major and Any GPA Can Finish College Debt-Free or Better"*

Families at every income level struggle with the question of how to pay for a college education. Mr. Roberts explained how students can save on application fees and locate lesser-known resources to pay for college. He also suggested where to find scholarship money and why a student's GPA isn't everything. He also discussed the less obvious reasons why it is useful for students to earn money while in school.

**Issues covered:**  
Education  
Consumer Matters  
Parenting

**Length: 8:38**

**Laura Adams**, Senior Insurance Analyst at insuranceQuotes.com

A traffic ticket can cause a driver's auto insurance rates to skyrocket. Ms. Adams outlined a report from insuranceQuotes.com that found motorists who are slapped with a serious moving violation can see their auto insurance premiums jump by an average of 94 percent. She discussed 17 different moving violations, how each causes car insurance rates to spike, and why rate increases can vary drastically from state to state.

**Issues covered:**  
Traffic Safety  
Consumer Matters

**Length: 8:35**

Show # 2019-22 5/26 Time Aired: 7A  
Date aired: 5/26

**David Swenson, PhD**, Associate scientist in the Department of Economics, Iowa State University

While a number of metropolitan regions across the US are struggling, many more midsize and rural counties are wrestling with long-term decline. Dr. Swenson explained why most of the country's smaller urban and rural counties are not growing in terms of population and jobs, and will not grow in the future. He said government policies need to address the issue and assure access to necessary public services and modern technologies, to ensure that rural residents are connected to society.

**Issues covered:**

**Length: 9:01**

**Rural Concerns**

**Employment**

**Economy**

**Lauren Stiller Rikleen**, President of the Rikleen Institute for Strategic Leadership, author of "*The Shield of Silence: How Power Perpetuates a Culture of Harassment and Bullying in the Workplace*"

Ms. Rikleen discussed workplace misconduct, sexual harassment and other negative behaviors on the job. She believes the best way to address these problems is to eliminate the fear of retribution against those who report the misconduct. She said that change is also needed in the court system because judges and juries often discount the credibility of victims and are reluctant to hold employers accountable.

**Issues covered:**

**Length: 8:16**

**Sexual Harassment**

**Workplace Matters**

**Women's Concerns**

Show # 2019-23 6/2 Time Aired: 7A  
Date aired: 6/2

**Stefanos N. Kales, MD, MPH**, Professor of Medicine at Harvard Medical School, Professor and Director of the Occupational and Environmental Medicine Residency at the Harvard T.H. Chan School of Public Health

Dr. Kales co-authored a recent study that suggested that the number of push-ups a middle-aged man can perform might be a strong indication of his overall heart health. He found that men who can do more than 40 pushups in one minute have a 96 percent reduced risk of heart attack, stroke and heart disease compared with men who could muster fewer than 10. He also noted that push-up capacity appears to be a better and obviously less costly measurement of heart health than the standard treadmill test routinely used by cardiologists.

**Issues covered:**

**Length: 8:27**

**Personal Health**

**Healthcare Spending**

**Physical Fitness**

**Karen Page Winterich, PhD**, Associate Professor of Marketing, Frank and Mary Smeal Research Fellow, Penn State University

Dr. Winterich's research team conducted six studies that found that when consumers are aware that recyclables are transformed into new items, they recycle more. She believes that improving consumer education should be a priority for any organization seeking to increase recycling.

**Issues covered:**  
Recycling  
Consumer Matters

**Length:** 8:54

Show # 2019-24

Date aired: 6/9 Time Aired: 7 A

**Joshua Gotbaum**, Guest Scholar in the Economic Studies Program at The Brookings Institution,  
Chair of the Maryland Small Business Retirement Security Board

Mr. Gotbaum said the retirement industry has spent decades largely sidestepping perhaps the biggest question most Americans have about retirement planning: how much of their earnings should they be saving? He cited research from the Employee Benefits Research Institute that recommends saving at least 10% of each paycheck. He stressed that Millennials should begin saving in earnest as soon as they enter the workforce.

**Issues covered:**  
Retirement Planning  
Personal Finance

**Length:** 8:36

**David Andrews, Ph.D.**, Senior Scientist, Environmental Working Group

A recent investigation by the Food and Drug Administration found toxic per- and poly- fluoroalkyl substances, or PFAS, in a wide variety of produce, meats and processed foods. Dr. Andrews outlined the health dangers. He said food packaging is a major source of the chemicals, along with contaminated water and soil used to grown the food. He would like to see greatly increased government regulation and monitoring of the chemicals.

**Issues covered:**  
Food Safety  
Environment  
Government Regulation

**Length:** 8:48

Show # 2019-25

Date aired: 6/10 Time Aired: 7 A

**Jamie Cooper, PhD**, Associate Professor in the Department of Foods and Nutrition at the University of Georgia

Prof. Cooper led a study that found that stepping on the bathroom scale once per day may help to avoid weight gain. She said the average adult gains 1-2 lbs. over each vacation or holiday period, and normally doesn't lose it afterwards. She said although people may walk more and get other forms of physical activity during vacations, they tend to eat more.

**Issues covered:**  
Personal Health  
Obesity

**Length:** 9:31



**Laurie Nadel, PhD**, psychotherapist who specializes in treating acute stress, anxiety and PTSD, author of *"The Five Gifts: Discovering Hope, Healing and Strength When Disaster Strikes"*

An American Psychiatric Association report found that Americans have experienced a 51% increase in anxiety levels in the past two years. Dr. Nadel said the report illustrates an epidemic of anxiety issues, including PTSD. She said it can be triggered just by watching disturbing images on electronic devices, causing what she terms "vicarious traumatization." She outlined five techniques that may help those suffering from mental trauma.

**Issues covered:**

**PTSD**

**Mental Health**

**Length: 8:48**

Show # 2019-26

Date aired: 6/16/23

Time Aired: 7A

**Rick Smith**, Warning Coordination Meteorologist at the National Weather Service in Norman, OK

Over the past two decades, there have been major changes in tornado forecasting technology and how Americans receive alerts. Mr. Smith discussed the latest developments and what everyone needs to know to stay safe. He said the number or intensity of tornadoes hasn't changed, but media attention has increased, partly because nearly every tornado is now captured on a smartphone camera.

**Issues covered:**

**Tornado Preparedness**

**Length: 9:49**

**Laura Condon, PhD**, Assistant Professor of Hydrology and Atmospheric Sciences, University of Arizona

Dr. Condon led a study that found that groundwater pumping in the last century, for drinking water and agricultural use, has contributed as much as 50 percent to stream flow declines in some US rivers. She explained why this is such a serious concern and what can be done by communities and individuals to conserve water resources.

**Issues covered:**

**Environment**

**Water Conservation**

**Government Policies**

**Length: 7:28**

# Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM

Buyer:

Contract Name: ANNUAL NCSA

Tax Schedule:

(None)

Contract#: 1841902383

Agency Commission %: 0

Start Date: 11/02/18

End Date:

10/31/19

Billing Cycle: Standard

Revenue Type: LOCAL DIRECT SALES

Type: Cash

Salesperson: 4774cash

Comm %: 0

Advertiser: N.Y. STATE BROADCASTERS ASSOC.

Makegood Policy: Within Contract Dates

Address: 1805 WESTERN AVENUE

City: ALBANY

State: NY

Zip: 12203

Product Name: ANNUAL NCSA

Competitive Code: Miscellaneous

## WCKM-FM

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	11/02/18	10/31/19		6:00 AM	12:00 AM	30	X	X	X	X	X	X	X	7	W	0.00	364	0.00	3	
2	11/02/18	10/31/19		12:00 AM	6:00 AM	30	X	X	X	X	X	X	X	14	W	0.00	728	0.00	3	

TOTAL GROSS \$0.00, NET \$0.00

## WCQL-FM

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	11/02/18	10/31/19		6:00 AM	12:00 AM	30	X	X	X	X	X	X	X	7	W	0.00	364	0.00	3
2	11/02/18	10/31/19		12:00 AM	6:00 AM	30	X	X	X	X	X	X	X	14	W	0.00	728	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

## WWSC-AM

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	11/02/18	10/31/19		6:00 AM	12:00 AM	30	X	X	X	X	X	X	X	7	W	0.00	364	0.00	3
2	11/02/18	10/31/19		12:00 AM	6:00 AM	30	X	X	X	X	X	X	X	14	W	0.00	728	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

### Billing Projections: By Month

	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19
CA	0.00	0.00	0.00	0.00	0.00	0.00
ST	0.00	0.00	0.00	0.00	0.00	0.00
	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19
CA	0.00	0.00	0.00	0.00	0.00	0.00
ST	0.00	0.00	0.00	0.00	0.00	0.00
	Nov 19					
CA	0.00					
ST	0.00					

# Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: \_\_\_\_\_  
 Contract Name: NCSA SAFE DRIVING Tax Schedule: \_\_\_\_\_ (None)  
 Contract#: 1841902450 Agency Commission %: 0  
 Start Date: 12/31/18 End Date: 9/29/19 Billing Cycle: Standard  
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774cash Comm %: 0  
 Advertiser: N.Y. STATE BROADCASTERS ASSOC. Makegood Policy: Within Contract Dates  
 Address: 1805 WESTERN AVENUE  
 City: ALBANY State: NY Zip: 12203  
 Product Name: NCSA SAFE DRIVING  
 Competitive Code: Miscellaneous

## WCKM-FM

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	12/31/18	9/29/19		6:00 AM	12:00 AM	30	1	1	1	1	1	1	1	7	D	0.00	273	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

## WCQL-FM

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	12/31/18	9/29/19		6:00 AM	12:00 AM	30	1	1	1	1	1	1	1	7	D	0.00	273	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

## WWSC-AM

No	DATES		Alt	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		wks	START		END	M	T	W	T	F	SA	SU		Per Wk	D/W		SPOTS
1	12/31/18	9/29/19		6:00 AM	12:00 AM	30	1	1	1	1	1	1	1	7	D	0.00	273	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

### Billing Projections: By Month

	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	May 19
CA	0.00	0.00	0.00	0.00	0.00	0.00
ST	0.00	0.00	0.00	0.00	0.00	0.00
	Jun 19	Jul 19	Aug 19	Sep 19		
CA	0.00	0.00	0.00	0.00		
ST	0.00	0.00	0.00	0.00		

# Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM

Buyer:

Contract Name: FIREMANS ASSOC

Tax Schedule:

(None)

Contract#: 1841902602

Agency Commission %: 0

Start Date: 4/08/19 End Date: 5/05/19

Billing Cycle: Standard

Revenue Type: LOCAL DIRECT SALES Type: Cash

Salesperson: 4774cash

Comm %: 0

Advertiser: N.Y. STATE BROADCASTERS ASSOC.

Makegood Policy: Within Contract Dates

Address: 1805 WESTERN AVENUE

City: ALBANY State: NY Zip: 12203

Product Name: FIREMANS ASSOC

Competitive Code: Miscellaneous

## WCKM-FM

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	4/08/19	5/05/19		6:00 AM	7:00 PM	30	X	X	X	X	X	X	X	7	W	0.00	28	0.00	3
2	4/08/19	5/05/19		7:00 PM	12:00 AM	30	X	X	X	X	X	X	X	7	W	0.00	28	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

## WCQL-FM

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	4/08/19	5/05/19		6:00 AM	7:00 PM	30	X	X	X	X	X	X	X	7	W	0.00	28	0.00	3
2	4/08/19	5/05/19		7:00 PM	12:00 AM	30	X	X	X	X	X	X	X	7	W	0.00	28	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

## WWSC-AM

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	4/08/19	5/05/19		6:00 AM	7:00 PM	30	X	X	X	X	X	X	X	7	W	0.00	28	0.00	3
2	4/08/19	5/05/19		7:00 PM	12:00 AM	30	X	X	X	X	X	X	X	7	W	0.00	28	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

### Billing Projections: By Month

	Apr 19	May 19
CA	0.00	0.00
ST	0.00	0.00

# Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: \_\_\_\_\_  
 Contract Name: GLENS FALLS HOSPITAL Tax Schedule: \_\_\_\_\_ (None)  
 Contract#: 1841902590 Agency Commission %: 0  
 Start Date: 3/22/19 End Date: 4/28/19 Billing Cycle: Standard  
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774cash Comm %: 0  
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates  
 Address: 128 Glen St  
 City: Glens Falls State: NY Zip: 12801  
 Product Name: GLENS FALLS HOSPITAL  
 Competitive Code: Hospitals/Health Issues

## WCKM-FM

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	3/22/19	4/28/19		6:00 AM	7:00 PM	30	3	3	3	3	3	3	3	21	D	0.00	114	0.00	4	
2	3/22/19	4/28/19		7:00 PM	12:00 AM	30	2	2	2	2	2	2	2	14	D	0.00	76	0.00	4	
3	3/22/19	4/28/19		12:00 AM	6:00 AM	30	2	2	2	2	2	2	2	14	D	0.00	76	0.00	4	

TOTAL GROSS \$0.00, NET \$0.00

## WCQL-FM

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	3/22/19	4/28/19		6:00 AM	7:00 PM	30	3	3	3	3	3	3	3	21	D	0.00	114	0.00	4	
2	3/22/19	4/28/19		7:00 PM	12:00 AM	30	2	2	2	2	2	2	2	14	D	0.00	76	0.00	4	
3	3/22/19	4/28/19		12:00 AM	6:00 AM	30	2	2	2	2	2	2	2	14	D	0.00	76	0.00	4	

TOTAL GROSS \$0.00, NET \$0.00

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	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	3/22/19	4/28/19		6:00 AM	7:00 PM	30	3	3	3	3	3	3	3	21	D	0.00	114	0.00	4	
2	3/22/19	4/28/19		7:00 PM	12:00 AM	30	2	2	2	2	2	2	2	14	D	0.00	76	0.00	4	
3	3/22/19	4/28/19		12:00 AM	6:00 AM	30	2	2	2	2	2	2	2	14	D	0.00	76	0.00	4	

TOTAL GROSS \$0.00, NET \$0.00

### Billing Projections: By Month

	Mar 19	Apr 19
CA	0.00	0.00
ST	0.00	0.00

# Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM

Buyer:

Contract Name: NORTH COUNTRY MINISTRIES

Tax Schedule:

(None)

Contract#: 1841902612

Agency Commission %: 0

Start Date: 4/11/19 End Date: 4/19/19

Billing Cycle: Standard

Revenue Type: LOCAL DIRECT SALES

Type: Cash

Salesperson: 4774cash

Comm %: 0

Advertiser: REGIONAL RADIO GROUP

Makegood Policy: Within Contract Dates

Address: 128 Glen St

City: Glens Falls State: NY Zip: 12801

Product Name: NORTH COUNTRY MINISTRIES

Competitive Code: PSA

## WCKM-FM

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	4/11/19	4/19/19		6:00 AM	10:00 PM	60	4	4	4	4	4	4	4	28	D	0.00	36	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

## WCQL-FM

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	4/11/19	4/19/19		6:00 AM	10:00 PM	60	4	4	4	4	4	4	4	28	D	0.00	36	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

## WWSC-AM

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	4/11/19	4/19/19		6:00 AM	10:00 PM	60	4	4	4	4	4	4	4	28	D	0.00	36	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

Apr 19

CA 0.00

ST 0.00

# Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM

Buyer:

Contract Name: COOL SPRING SHOW CONSUMER

Tax Schedule:

(None)

Contract#: 1841902626

Agency Commission %: 0

Start Date: 5/04/19

End Date:

5/19/19

Billing Cycle: Standard

Revenue Type: LOCAL DIRECT SALES

Type: Cash

Salesperson: 4774cash

Comm %:

0

Advertiser: REGIONAL RADIO GROUP

Makegood Policy: Within Contract Dates

Address: 128 Glen St

City: Glens Falls

State: NY Zip:

12801

Product Name: COOL SPRING SHOW

Comp. Code: Entertainment

Sec. Comp.: Theater/Drama/Plays

## WCKM-FM

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	5/04/19	5/18/19		6:00 AM	12:00 AM	60	6	6	6	6	6	6	6	42	D	0.00	90	0.00	3	
2	5/04/19	5/19/19		12:00 AM	6:00 AM	60	3	3	3	3	3	3	3	21	D	0.00	48	0.00	3	
3	5/15/19	5/18/19		6:00 AM	12:00 AM	30			6	6	6	6		24	D	0.00	24	0.00	3	
Remote Promos																				
4	5/19/19	5/19/19		6:00 AM	9:00 AM	30							3	3	D	0.00	3	0.00	3	
Remote Promos																				
5	5/19/19	5/19/19		9:00 AM	11:00 AM	90							6	6	D	0.00	6	0.00	3	
Remote Spots																				

TOTAL GROSS \$0.00, NET \$0.00

## WCQL-FM

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	5/04/19	5/18/19		6:00 AM	12:00 AM	60	6	6	6	6	6	6	6	42	D	0.00	90	0.00	3	
2	5/04/19	5/19/19		12:00 AM	6:00 AM	60	3	3	3	3	3	3	3	21	D	0.00	48	0.00	3	
3	5/14/19	5/17/19		6:00 AM	12:00 AM	30		6	6	6	6			24	D	0.00	24	0.00	3	
Remote Promos																				
4	5/18/19	5/18/19		6:00 AM	9:00 AM	30						3		3	D	0.00	3	0.00	3	
Remote Promos																				
5	5/18/19	5/18/19		9:00 AM	11:00 AM	90						6		6	D	0.00	6	0.00	3	
Remote Spots																				

TOTAL GROSS \$0.00, NET \$0.00

**WWSC-AM**

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	5/04/19	5/18/19		6:00 AM	12:00 AM	60	6	6	6	6	6	6	6	42	D	0.00	90	0.00	3	
2	5/04/19	5/19/19		12:00 AM	6:00 AM	60	3	3	3	3	3	3	3	21	D	0.00	48	0.00	3	

TOTAL GROSS \$0.00, NET \$0.00

## Billing Projections: By Month

May 19

CA 0.00

ST 0.00

☒ Print Spot Prices

TOTAL SPOTS 480

GROSS TOTAL \$ 0.00

ADJUSTED SPOTS 480

ADJUSTED TOTAL \$ 0.00

## APPROVE DECLINE

☐☐

Sales Manager

☒☐

4774cash, 05/03/19 @12:39PM

☐☐

National Sales Manager

☐☐

Local Sales Manager