





Order #552841: Katz Media../AFL-CIO-Ag../AFL-CIO/

	Date	Action	Line	Comment	By	Total \$	# Spots	Expected GR
	10/06/20 1:30:52 PM	Processed		<async process>	Stephanie	\$17,195.00	157	0.00
	10/06/20 1:30:49 PM	Approved			Stephanie	\$17,195.00	157	0.00
	10/06/20 1:30:46 PM	Approval Workflow		[Business Manager - Business Office Approval Needed Default]	Stephanie	\$17,195.00	157	0.00
	10/06/20 1:28:29 PM	Approval Workflow		[Sales Manager - Ready Default]	Ron Giova	\$17,195.00	157	0.00
	10/06/20 1:26:16 PM	Ready for approval		Revised Start Date to 10-12-20	Ron Giova	\$17,195.00	157	0.00
	10/06/20 1:23:42 PM	Put in Edit Mode			Ron Giova	\$17,195.00	157	0.00
	09/30/20 12:13:16 PM	Processed		<async process>	Stephanie	\$17,195.00	157	0.00
	09/30/20 12:13:12 PM	Approved			Stephanie	\$17,195.00	157	0.00
	09/30/20 12:13:09 PM	Approval Workflow		[Business Manager - Business Office Approval Needed Default]	Stephanie	\$17,195.00	157	0.00
	09/30/20 11:49:04 AM	Approval Workflow		[Sales Manager - Ready Default]	Ron Giova	\$17,195.00	157	0.00
	09/30/20 11:44:07 AM	Ready for approval		moving start date to 10/5; shifting earlier spots into that week.	Karen Mes	\$17,195.00	157	0.00
	09/30/20 11:40:44 AM	Put in Edit Mode			Karen Mes	\$17,195.00	157	0.00
	09/29/20 1:38:24 PM	Processed		<async process>	Stephanie	\$17,195.00	157	0.00
	09/29/20 1:38:21 PM	Approved			Stephanie	\$17,195.00	157	0.00
	09/29/20 1:38:18 PM	Approval Workflow		[Business Manager - Business Office Approval Needed Default]	Stephanie	\$17,195.00	157	0.00
	09/29/20 1:29:25 PM	Approval Workflow		[Sales Manager - Ready Default]	Ron Giova	\$17,195.00	157	0.00
	09/29/20 1:28:44 PM	Ready for approval		Revision	Ron Giova	\$17,195.00	157	0.00
	09/29/20 1:24:29 PM	Put in Edit Mode			Ron Giova	\$17,195.00	157	0.00
	09/25/20 9:41:11 AM	Processed		<sync process>	Diane Petr	\$17,195.00	157	0.00
	09/25/20 9:41:10 AM	Approved			Diane Petr	\$17,195.00	157	0.00
	09/25/20 9:41:06 AM	Approval Workflow		[Business Manager - Business Office Approval Needed Default]	Diane Petr	\$17,195.00	157	0.00
	09/25/20 9:38:32 AM	Approval Workflow		[Sales Manager - Ready Default]	Ron Giova	\$17,195.00	157	0.00
	09/25/20 9:38:17 AM	Ready for approval		New order	Ron Giova	\$17,195.00	157	0.00
	09/24/20 3:46:27 PM	Unapproved			Ron Giova	\$17,195.00	157	0.00
	09/24/20 3:35:36 PM	Ready for approval		Revised start date to 09-30-20	Ron Giova	\$17,195.00	157	0.00
	09/24/20 4:46:45 AM	New order created		Imported EC Order	Ron Giova	\$17,195.00	157	0.00

[Sorted by: Date]

ORDER

Orders
Order / Rev: 552841
Alt Order #: 34367415
Product Desc: AFL-CIO
Estimate:
Flight Dates: 10/12/20 - 11/03/20
Original Date / Rev: 10/06/20 / 10/06/20
Order Type: GENERAL

WNNK-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: AFL-CIO-Agency
Demographic: A18+
Product Codes: Employment/Recruiting
Revenue Code 1: AGY-AVAIL
Revenue Code 2: POL-ISS
Revenue Code 3: GEN
Priority: P-100

New Business Thru:
Advertiser External ID:
Agency External ID:
Unit Code: General
Order Separation: 00:30:00

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
09/28/20	10/25/20	116	\$12,780.00	\$10,863.00
10/26/20	11/03/20	41	\$4,415.00	\$3,752.75

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
October 2020	116	\$12,780.00	\$10,863.00	0.00
November 2020	41	\$4,415.00	\$3,752.75	0.00
Totals	157	\$17,195.00	\$14,615.75	0.00

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	WNNK	10/12/20	11/01/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	MTWTF--	1:00	8	\$160.00	P-30	0.00	NM	30	\$4,800.00
AM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		10/12/20	10/18/20	MTWTF--			16			\$160.00		0.00			
Week:		10/19/20	10/25/20	MTWTF--			8			\$160.00		0.00			
Week:		10/26/20	11/01/20	MTWTF--			6			\$160.00		0.00			
N 2	WNNK	10/12/20	11/01/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	MTWTF--	1:00	7	\$145.00	P-30	0.00	NM	25	\$3,625.00
MD -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		10/12/20	10/18/20	MTWTF--			13			\$145.00		0.00			
Week:		10/19/20	10/25/20	MTWTF--			7			\$145.00		0.00			
Week:		10/26/20	11/01/20	MTWTF--			5			\$145.00		0.00			
N 3	WNNK	10/12/20	11/01/20	M-F PM Drive M-F	CM	3:00 PM-7:00 PM	MTWTF--	1:00	8	\$145.00	P-30	0.00	NM	32	\$4,640.00
PM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week:		10/12/20	10/18/20	MTWTF--			16			\$145.00		0.00			
Week:		10/19/20	10/25/20	MTWTF--			8			\$145.00		0.00			
Week:		10/26/20	11/01/20	MTWTF--			8			\$145.00		0.00			
N 4	WNNK	10/12/20	11/01/20		CM	7:00 PM-12:00 XM	MTWTF--	1:00	6	\$60.00	P-30	0.00	NM	22	\$1,320.00

Order / Rev: 552841
 Alt Order #: 34367415
 Flight Dates: 10/12/20 - 11/03/20

Advertiser: AFL-CIO-Agency
 Product Desc: AFL-CIO
 Estimate: WNNK-FM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
M-F Evening M-F															
EV -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/12/20	10/18/20	MTWTF--					10	\$60.00		0.00			
		Week: 10/19/20	10/25/20	MTWTF--					6	\$60.00		0.00			
		Week: 10/26/20	11/01/20	MTWTF--					6	\$60.00		0.00			
N 5	WNNK	10/12/20	11/03/20	Sa-Su Prime Sa-Su	CM	6:00 AM-7:00 PM	-----S-	1:00	6	\$50.00	P-30	0.00	NM	22	\$1,100.00
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/10/20	10/16/20	-----					0	\$50.00		0.00			
		Week: 10/17/20	10/23/20	-----S-					10	\$50.00		0.00			
		Week: 10/24/20	10/30/20	-----S-					6	\$50.00		0.00			
		Week: 10/31/20	11/06/20	-----S-					6	\$50.00		0.00			
N 6	WNNK	10/12/20	11/03/20	Sa-Su Prime Sa-Su	CM	6:00 AM-7:00 PM	-----S	1:00	6	\$50.00	P-30	0.00	NM	22	\$1,100.00
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/11/20	10/17/20	-----					0	\$50.00		0.00			
		Week: 10/18/20	10/24/20	-----S					10	\$50.00		0.00			
		Week: 10/25/20	10/31/20	-----S					6	\$50.00		0.00			
		Week: 11/01/20	11/07/20	-----S					6	\$50.00		0.00			
7	WNNK	11/02/20	11/03/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	MT-----	1:00	2	\$160.00	P-30	0.00	NM	2	\$320.00
AM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 11/02/20	11/08/20	MT-----					2	\$160.00		0.00			
8	WNNK	11/02/20	11/03/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	MT-----	1:00	2	\$145.00	P-30	0.00	NM	2	\$290.00
MD -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 11/02/20	11/08/20	MT-----					2	\$145.00		0.00			
													Totals	157	\$17,195.00

ISSUE (Non-candidate) ADVERTISEMENT AGREEMENT FORM

I, Ann Walker Marchant, 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: **AFL-CIO**

Agency name: **The Walker Marchant Group**

Address: **2764 Unicorn Lane, NW Washington DC 20015**

Contact: **Ann Marchant**

Phone number: **2024125605**

Email: **ann@walkermarchant.com**

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: **AFL-CIO COPE-TREASURY FUND**

Address: **815 16th St., NW Washington, DC 20006**

Contact: **Carolyn Bobb/Keri Shanks**

Phone number: **202-637-5018**

Email: **cbobb@afcio.org/kshanks@afcio.c**

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.):

Richard Trumka - President
Elizabeth Shuler - Secretary-
Treasurer
Tefere-Gebre - Executive
Vice President

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:
Get out the Vote

☐ 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: Christyne L. Neff	Name: Ron Shuman
Executive Assistant to the AFL-CIO Secretary-Treasurer	
Date of Request to Purchase Ad Time: 9/25/20	Date of Station Agreement to Sell Time: 10-06-20

TO BE COMPLETED BY STATION ONLY

Ad submitted to station? ☐ Yes ☒ No Date ad received: _____

Note: Must have separate PB-19 forms 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: _____

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

Date and nature of follow-ups, if any: **AWAITING AD TO DETERMINE CONTENT AND UPDATE THE PB-19 FORM**

Contract #: 552841	Station Call Letters: WNNK-FM	Date Received/Requested: 10-06-20
Est. #: N/A	Station Location: HARRISBURG, PA	Run Start and End Dates: 10-12-20 to 11-03-20

For national issue ads only (not required for state/local issue 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.

Ron Giovanniello

From: McGee, Patrick <Patrick.McGee@Katzmedia.com>
Sent: Tuesday, October 6, 2020 1:34 PM
To: Ron Giovanniello; Rob Wilber; Matt Raback
Subject: RE: [EXTERNAL] FW: AFL-CIO NAB Form - Traffic & Payment will be sent upon receipt - still not ready

Still nothing. Going to be 10/12 now. I am going to revise the replink once I get traffic and payment.

From: Ron Giovanniello <ron.giovanniello@cumulus.com>
Sent: Tuesday, October 6, 2020 1:29 PM
To: McGee, Patrick <Patrick.McGee@Katzmedia.com>; Rob Wilber <Rob.Wilber@cumulus.com>; Matt Raback <Matt.Raback@cumulus.com>
Subject: [EXTERNAL] FW: AFL-CIO NAB Form - Traffic & Payment will be sent upon receipt - still not ready

Hi Pat:

Any update for a tomorrow start?

Ron Giovanniello
Regional Vice President
Cumulus Radio Station Group | Pennsylvania
O: 717.901.0714
M: 717.503.4100

2300 Vartan Way, Suite 130, Harrisburg, PA 17110
Ron.Giovanniello@cumulus.com
cumulusmedia.com



From: McGee, Patrick <Patrick.McGee@Katzmedia.com>
Sent: Monday, October 5, 2020 2:05 PM
Subject: [EXT] RE: AFL-CIO NAB Form - Traffic & Payment will be sent upon receipt - still not ready

Team – At this point we still do not have traffic or payment. I would suggest placing to start Wednesday 10/7 and all will makegood upon receipt.

From: McGee, Patrick
Sent: Wednesday, September 30, 2020 1:57 PM
To: 'michele.kazian@entercom.com' <michele.kazian@entercom.com>; 'Naomi.Callahan@cumulus.com' <Naomi.Callahan@cumulus.com>; 'Stephanie.Wissinger@townsquaremedia.com' <Stephanie.Wissinger@townsquaremedia.com>; 'carol.zarasua@cumulus.com' <carol.zarasua@cumulus.com>; 'Kristy.Kleinstein@townsquaremedia.com' <Kristy.Kleinstein@townsquaremedia.com>; 'kyw-amcopy@kyw.com' <kyw-amcopy@kyw.com>; 'heathergimble@townsquaremedia.com' <heathergimble@townsquaremedia.com>;