

# Order #390943: Katz Media../AB Foundatio/AB PAC/ABP / NA /..

Date	Action	Line	Comment	By	Total \$	# Spots	Expected GR
02/19/20 7:18:34 AM	Processed		<async process>	Stephanie	\$11,805.90	86	0.00
02/19/20 7:18:33 AM	Approved			Stephanie	\$11,805.90	86	0.00
02/19/20 7:18:31 AM	Approval Workflow		[Business Manager - Business Office Approval Needed Default]	Stephanie	\$11,805.90	86	0.00
02/19/20 7:15:49 AM	Approval Workflow		[Sales Manager - Ready Default]	Ron Giova	\$11,805.90	86	0.00
02/19/20 7:15:31 AM	Ready for approval		New order	Ron Giova	\$11,805.90	86	0.00
02/19/20 6:33:59 AM	Ready for approval		New Order	Karen Mes	\$11,805.90	86	0.00
02/19/20 6:32:01 AM	New order created		Imported EC Order	Karen Mes	\$11,805.90	86	0.00

[Sorted by: Date]

# ORDER



**Orders**  
**Order / Rev:** 390943  
**Alt Order #:** 33725092  
**Product Desc:** AB PAC  
**Estimate:** ABP / NA / 1178  
**Flight Dates:** 02/19/20 - 03/08/20  
**Original Date / Rev:** 02/19/20 / 02/19/20  
**Order Type:** GENERAL

**WNNK-FM**  
**Primary AE:** Katz Chicago  
**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:** AB Foundation  
**Demographic:** A35+  
**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
01/27/20	02/23/20	20	\$2,421.90	\$2,058.61
02/24/20	03/08/20	66	\$9,384.00	\$7,976.40

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
February 2020	20	\$2,421.90	\$2,058.61	0.00
March 2020	66	\$9,384.00	\$7,976.40	0.00
<b>Totals</b>	<b>86</b>	<b>\$11,805.90</b>	<b>\$10,035.01</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Chicago	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	02/19/20	02/21/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	--WTF--	1:00	3	\$186.30	P-10	0.00	NM	3	\$558.90
AM - <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Rating</u> Week: 02/19/20 02/25/20 --WTF-- 3 \$186.30 0.00															
N 2	WNNK	02/19/20	02/21/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	--WTF--	1:00	6	\$161.00	P-10	0.00	NM	6	\$966.00
MD - <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Rating</u> Week: 02/19/20 02/25/20 --WTF-- 6 \$161.00 0.00															
N 3	WNNK	02/19/20	02/21/20	M-F PM Drive M-F	CM	3:00 PM-7:00 PM	--WTF--	1:00	3	\$161.00	P-10	0.00	NM	3	\$483.00
PM - <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Rating</u> Week: 02/19/20 02/25/20 --WTF-- 3 \$161.00 0.00															
N 4	WNNK	02/22/20	02/22/20	Sa-Su Prime Sa-Su	CM	6:00 AM-7:00 PM	-----S-	1:00	4	\$51.75	P-10	0.00	NM	4	\$207.00
WK - <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Rating</u> Week: 02/22/20 02/28/20 -----S- 4 \$51.75 0.00															
N 5	WNNK	02/23/20	02/23/20	Sa-Su Prime	CM	6:00 AM-7:00 PM	-----S	1:00	4	\$51.75	P-10	0.00	NM	4	\$207.00

Order / Rev: 390943  
 Alt Order #: 33725092  
 Flight Dates: 02/19/20 - 03/08/20

Advertiser: AB Foundation  
 Product Desc: AB PAC  
 Estimate: ABP / NA / 1178  
 WNNK-FM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
				Sa-Su											
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/23/20	02/29/20	-----S					4	\$51.75		0.00			
N 6	WNNK	02/24/20	03/06/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	MTWTF--	1:00	10	\$186.30	P-10	0.00	NM	20	\$3,726.00
AM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/24/20	03/01/20	MTWTF--					10	\$186.30		0.00			
Week:		03/02/20	03/08/20	MTWTF--					10	\$186.30		0.00			
N 7	WNNK	02/24/20	03/06/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	MTWTF--	1:00	10	\$161.00	P-10	0.00	NM	20	\$3,220.00
MD -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/24/20	03/01/20	MTWTF--					10	\$161.00		0.00			
Week:		03/02/20	03/08/20	MTWTF--					10	\$161.00		0.00			
N 8	WNNK	02/24/20	03/06/20	M-F PM Drive M-F	CM	3:00 PM-7:00 PM	MTWTF--	1:00	5	\$161.00	P-10	0.00	NM	10	\$1,610.00
PM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/24/20	03/01/20	MTWTF--					5	\$161.00		0.00			
Week:		03/02/20	03/08/20	MTWTF--					5	\$161.00		0.00			
N 9	WNNK	02/29/20	03/07/20	Sa-Su Prime Sa-Su	CM	6:00 AM-7:00 PM	-----S-	1:00	5	\$51.75	P-10	0.00	NM	10	\$517.50
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/29/20	03/06/20	-----S-					5	\$51.75		0.00			
Week:		03/07/20	03/13/20	-----S-					5	\$51.75		0.00			
N 10	WNNK	03/01/20	03/08/20	Sa-Su Prime Sa-Su	CM	6:00 AM-7:00 PM	-----S	1:00	3	\$51.75	P-10	0.00	NM	6	\$310.50
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		03/01/20	03/07/20	-----S					3	\$51.75		0.00			
Week:		03/08/20	03/14/20	-----S					3	\$51.75		0.00			
													Totals	86	\$11,805.90

Feb 19, 20  
 CONT# 33725092 Mod# Ver# 1 (Last =)  
 REP Katz Group Sales  
 TO WNNK-FM (Harrisburg-Lebanon-Carlisle, PA)  
 FM LIZ RYCKMAN  
 OFF CHICAGO  
 AGY Katz Group Sales  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019

DDS CONT# 0  
 C/P/E: ABP / NA / 1178

SALESPERSON FAX#

PH #

BYR Helen Hanratty  
 ADV AB FOUNDATION  
 PDT AB PAC  
 FLT Feb 19, 20 - Mar 15, 20

\* REP ORDER COMMENT \*

\*\* 2/18/2020 4:44:00 PM: \*\* THIS IS A NEW ORDER \*\* PLEASE CONTACT VANESSA PEREZ AT 312-755-3989 OR  
 EMAIL VANESSA.PEREZ@KATZMEDIA.COM TO CONFIRM ORDER CLEARANCE A.S.A.P. \*\* PLEASE  
 CONFIRM ORDER WITHIN 24 HOURS!! \*\* THANK YOU, VANESSA

\*\* 2/18/2020 4:44:00 PM: SPOTS MUST HAVE 30 MINUTES OF STANDARD SEPARATION.

\*\* 2/18/2020 4:44:00 PM: THIS IS A KATZ GROUP SALES ORDER. ALL BILLING SHOULD BE SENT TO KATZ  
 GROUP SALES/125 W 55TH ST./NY,NY 10019 KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	..WTF..	6A - 10A	60	2/19/2020 - 2/21/2020	1W	3	\$186.30	3
	1.2	..WTF..	10A - 3P	60	2/19/2020 - 2/21/2020	1W	6	\$161.00	6
	1.3	..WTF..	3P - 7P	60	2/19/2020 - 2/21/2020	1W	3	\$161.00	3
	1.4	.....S.	6A - 7P	60	2/22/2020 - 2/22/2020	1W	4	\$51.75	4
	1.5	.....S	6A - 7P	60	2/23/2020 - 2/23/2020	1W	4	\$51.75	4
					<b>** WEEKLY FLIGHT TOTALS **</b>		20	\$2,421.90	
		<b>FLIGHT 2</b>							
	2.1	MTWTF..	6A - 10A	60	2/24/2020 - 3/6/2020	2W	10	\$186.30	20
	2.2	MTWTF..	10A - 3P	60	2/24/2020 - 3/6/2020	2W	10	\$161.00	20
	2.3	MTWTF..	3P - 7P	60	2/24/2020 - 3/6/2020	2W	5	\$161.00	10
	2.4	.....S.	6A - 7P	60	2/29/2020 - 3/7/2020	2W	5	\$51.75	10
	2.5	.....S	6A - 7P	60	3/1/2020 - 3/8/2020	2W	3	\$51.75	6
					<b>** WEEKLY FLIGHT TOTALS **</b>		33	\$9,384.00	

	Feb 20	Mar 20				
SPOTS	20	66				
CASH	2421.90	9384.00				
TRADE	0.00	0.00				
NSL	0.00	0.00				
TOTAL	2421.90	9384.00				

CONT#           Feb 19, 20  
33725092 Mod# Ver# 1 (Last =)  
REP           Katz Group Sales

DDS CONT# 0  
C/P/E: ABP / NA / 1178

						<b>TOTAL</b>
SPOTS						86
CASH						11,805.90
TRADE						0.00
NSL						0.00
TOTAL						11,805.90

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

SVC:

Demo Adults 35+

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.

## Rob Wilber

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**From:** Ostrander, Melissa <MOstrander@cmls-national.com>  
**Sent:** Tuesday, February 18, 2020 5:56 PM  
**To:** Samantha Young; Chris Kenney; Matt Raback; Carrie Rea; Fuzzy Summers; AJ Cobian; yorkcopy Production; Jessica Murphy; Linda Bosetski; OshKoshProd1; Scarlett Shapiro; Sharita Vanderhall; Joel Finley; Ron Giovanniello; Rob Wilber; Matt Raback; vbaldwin@cumulus.com; Lee Jacoby; Abby Gelotte; Erie Production  
**Cc:** Corlett, Ellen  
**Subject:** [EXT] AB Foundation/est 1178  
**Attachments:** AB PAC NAB.pdf; ABP-PA-R20-01\_ChangeYourMind\_SLATED.mp3; ABP-WI-R20-01\_PeopleWithMoney\_SLATED.mp3

**Importance:** High

Hi all,

Apologies for sending this information to you twice...but there was an error on the original email in regards to what copy to run....

ABP-WI-R20-01\_PeoplewithMoney\_SLATED = **WISCONSIN MARKET ONLY**

ABP-PA-R20-01\_ChangeYourMind\_SLATED = **PA MARKET ONLY**

These begin—tomorrow-- Wednesday 2/19 and run through Monday 3/9. Spots as well as the NAB form attached.

Please reach out with any questions.

Melissa

Melissa Ostrander  
VP Sales | Cumulus Media National Sales | Katz Radio Group  
Ph: 312.755.3923 | Fax: 917.206.9413  
Email: [MOstrander@CMLS-national.com](mailto:MOstrander@CMLS-national.com)



Local Impact.  
National Influence.

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you know the sender and you are sure the content is safe. Please forward this email to [support.it@cumulus.com](mailto:support.it@cumulus.com) if you believe the email is suspicious.

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b> <span style="font-size: 1.2em; font-family: cursive;">WNNK-FM      HARRISBURG, PA</span>	<b>Date:</b> <span style="font-size: 1.2em; font-family: cursive;">02-19-2020</span>
--	---

I, Scott Kennedy (Amplify Media)  
do hereby request station time concerning the following issue:

AB PAC

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED					

AB PAC

This broadcast time will be used by: \_\_\_\_\_

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**

Yes  No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Donald Trump

I represent that the payment for the above described broadcast time has been furnished by (name and address):

AB PAC  
455 Massachusetts Ave NW, Ste 650  
Washington, DC 20001

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Bradley Beychok - President  
David Brock - Chair  
Rodell Mollineau - Treasurer

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)



**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
DOES NOT "COMMUNICATE A POLITICAL MATTER OF NATIONAL  
IMPORTANCE"**

I represent that the payment for the above described broadcast time has been furnished by (name and address):

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

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

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.

**TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)**

11/12/19

Date

Scott Kennedy  
Signature

312-787-3322  
Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

Accepted

Accepted in Part

Rejected

[Signature]  
Signature

RON SPANNIELLO  
Printed Name

RVP  
Title

### AGREED UPON SCHEDULE

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED					

**Attach proposed schedule with charges (if available); SEE SCHEDULES**

### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.