

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

Date	Action	Line	Comment	By	Total \$	# Spots	Expected GR
10/09/20 10:13:09 AM	Processed		<async process>	Stephanie	\$16,960.00	172	0.00
10/09/20 10:13:06 AM	Approved			Stephanie	\$16,960.00	172	0.00
10/09/20 10:13:03 AM	Approval Workflow		[Business Manager - Business Office Approval Needed Default]	Stephanie	\$16,960.00	172	0.00
10/09/20 10:06:03 AM	Approval Workflow		[Sales Manager - Ready Default]	Ron Giova	\$16,960.00	172	0.00
10/09/20 10:05:46 AM	Ready for approval		Revision	Ron Giova	\$16,960.00	172	0.00
10/09/20 10:05:28 AM	Put in Edit Mode			Ron Giova	\$16,960.00	172	0.00
10/09/20 10:04:45 AM	Processed		<async process>	Stephanie	\$16,960.00	172	0.00
10/09/20 10:04:39 AM	Approved			Stephanie	\$16,960.00	172	0.00
10/09/20 10:04:18 AM	Approval Workflow		[Business Manager - Business Office Approval Needed Default]	Stephanie	\$16,960.00	172	0.00
10/09/20 9:59:21 AM	Approval Workflow		[Sales Manager - Ready Default]	Ron Giova	\$16,960.00	172	0.00
10/09/20 9:58:15 AM	Ready for approval		Revision	Ron Giova	\$16,960.00	172	0.00
10/09/20 6:25:25 AM	Ready for approval		revision	Karen Mes	\$16,960.00	172	0.00
10/09/20 6:18:38 AM	Put in Edit Mode			Karen Mes	\$17,195.00	157	0.00
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 #:** 34430017  
**Product Desc:** AFL-CIO  
**Estimate:**  
**Flight Dates:** 10/13/20 - 11/03/20  
**Original Date / Rev:** 10/09/20 / 10/09/20  
**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-AVAL  
**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	96	\$8,980.00	\$7,633.00
10/26/20	11/03/20	76	\$7,980.00	\$6,783.00

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
October 2020	96	\$8,980.00	\$7,633.00	0.00
November 2020	76	\$7,980.00	\$6,783.00	0.00
<b>Totals</b>	<b>172</b>	<b>\$16,960.00</b>	<b>\$14,416.00</b>	<b>0.00</b>

**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
E 1	WNNK	10/13/20	11/01/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	MTWTF--	1:00	5	\$160.00	P-30	0.00	NM	15	\$2,400.00
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	-TWTF--					5	\$160.00		0.00			
Week:		10/19/20	10/25/20	MTWTF--					5	\$160.00		0.00			
Week:		10/26/20	11/01/20	MTWTF--					5	\$160.00		0.00			
E 2	WNNK	10/13/20	11/01/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	MTWTF--	1:00	8	\$145.00	P-30	0.00	NM	24	\$3,480.00
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	-TWTF--					8	\$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			
E 3	WNNK	10/13/20	11/01/20	M-F PM Drive M-F	CM	3:00 PM-7:00 PM	MTWTF--	1:00	9	\$145.00	P-30	0.00	NM	28	\$4,060.00
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	-TWTF--					8	\$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--					12	\$145.00		0.00			
E 4	WNNK	10/13/20	11/01/20		CM	7:00 PM-12:00 XM	MTWTF--	1:00	2	\$60.00	P-30	0.00	NM	6	\$360.00

Order / Rev: 552841  
 Alt Order #: 34430017  
 Flight Dates: 10/13/20 - 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		10/12/20	10/18/20	-TWTF--			2		\$60.00	0.00					
Week: 10/19/20		10/19/20	10/25/20	MTWTF--			2		\$60.00	0.00					
Week: 10/26/20		11/01/20	MTWTF--			2		\$60.00	0.00						
E 5	WNNK	10/17/20	11/03/20	Sa-Su Prime	CM	6:00 AM-7:00 PM	-----S-	1:00	13	\$50.00	P-30	0.00	NM	40	\$2,000.00
				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: 10/17/20		10/17/20	10/23/20	-----S-			10		\$50.00	0.00					
Week: 10/24/20		10/30/20	-----S-			15		\$50.00	0.00						
Week: 10/31/20		11/06/20	-----S-			15		\$50.00	0.00						
E 6	WNNK	10/18/20	11/03/20	Sa-Su Prime	CM	6:00 AM-7:00 PM	-----S	1:00	13	\$50.00	P-30	0.00	NM	40	\$2,000.00
				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: 10/18/20		10/24/20	-----S			10		\$50.00	0.00						
Week: 10/25/20		10/31/20	-----S			15		\$50.00	0.00						
Week: 11/01/20		11/07/20	-----S			15		\$50.00	0.00						
E 7	WNNK	11/02/20	11/03/20	M-F AM Drive	CM	6:00 AM-10:00 AM	MT-----	1:00	5	\$160.00	P-30	0.00	NM	5	\$800.00
				M-F											
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-----			5		\$160.00	0.00						
E 8	WNNK	11/02/20	11/03/20	M-F Midday	CM	10:00 AM-3:00 PM	MT-----	1:00	8	\$145.00	P-30	0.00	NM	8	\$1,160.00
				M-F											
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-----			8		\$145.00	0.00						
N 9	WNNK	11/02/20	11/02/20	M-F PM Drive	CM	3p-7p	M-----	1:00	4	\$145.00	P-30	0.00	NM	4	\$580.00
				M-F											
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	M-----			4		\$145.00	0.00						
N 10	WNNK	11/02/20	11/02/20	M-F Evening	CM	7p-12a	M-----	1:00	2	\$60.00	P-30	0.00	NM	2	\$120.00
				M-F											
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	M-----			2		\$60.00	0.00						
													Totals	172	\$16,960.00



Oct 09, 20  
 CONT# 34430017 Mod# Ver# 1 (Last =)  
 REP KATZ RADIO  
 TO WNNK-FM (Harrisburg-Lebanon-Carlisle, PA)  
 FM PATRICK MCGEE  
 OFF PHILADELPHIA  
 AGY Katz Media Group  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019

DDS CONT# 0  
 C/P/E: AFL / AFL / na

SALESPERSON FAX#

PH #

BYR Helen Hanratty  
 ADV AFL/CIO  
 PDT AFL/CIO  
 FLT Oct 12, 20 - Nov 03, 20

\* REP ORDER COMMENT \*

\*\* 10/8/2020 5:01:00 PM: THIS IS A KATZ MEDIA GROUP ORDER. ALL BILLING SHOULD BE SENT TO KATZ MEDIA GROUP 125 W 55TH ST./NY,NY 10019. KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT.

\*\* 10/8/2020 5:01:00 PM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH MICHAEL.MERGET@KATZRADIOGROUP.COM OR CALL 215-557-4208. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	MTWTF..	6A - 10A	60	10/12/2020 - 10/16/2020	1W	5	\$160.00	5
	1.2	MTWTF..	10A - 3P	60	10/12/2020 - 10/16/2020	1W	8	\$145.00	8
	1.3	MTWTF..	3P - 7P	60	10/12/2020 - 10/16/2020	1W	8	\$145.00	8
	1.4	MTWTF..	7P - 12A	60	10/12/2020 - 10/16/2020	1W	2	\$60.00	2
	1.5	.....S.	6A - 7P	60	10/17/2020 - 10/17/2020	1W	10	\$50.00	10
	1.6	.....S	6A - 7P	60	10/18/2020 - 10/18/2020	1W	10	\$50.00	10
		<b>** WEEKLY FLIGHT TOTALS **</b>					43	\$4,240.00	
		<b>FLIGHT 2</b>							
	2.1	MTWTF..	6A - 10A	60	10/19/2020 - 10/23/2020	1W	5	\$160.00	5
	2.2	MTWTF..	10A - 3P	60	10/19/2020 - 10/23/2020	1W	8	\$145.00	8
	2.3	MTWTF..	3P - 7P	60	10/19/2020 - 10/23/2020	1W	8	\$145.00	8
	2.4	MTWTF..	7P - 12A	60	10/19/2020 - 10/23/2020	1W	2	\$60.00	2
	2.5	.....S.	6A - 7P	60	10/24/2020 - 10/24/2020	1W	15	\$50.00	15
	2.6	.....S	6A - 7P	60	10/25/2020 - 10/25/2020	1W	15	\$50.00	15
		<b>** WEEKLY FLIGHT TOTALS **</b>					53	\$4,740.00	
		<b>FLIGHT 3</b>							
	3.1	MTWTF..	6A - 10A	60	10/26/2020 - 10/30/2020	1W	5	\$160.00	5
	3.2	MTWTF..	10A - 3P	60	10/26/2020 - 10/30/2020	1W	8	\$145.00	8
	3.3	MTWTF..	3P - 7P	60	10/26/2020 - 10/30/2020	1W	12	\$145.00	12
	3.4	MTWTF..	7P - 12A	60	10/26/2020 - 10/30/2020	1W	2	\$60.00	2
	3.5	.....S.	6A - 7P	60	10/31/2020 - 10/31/2020	1W	15	\$50.00	15

Oct 09, 20  
 CONT# 34430017 Mod# Ver# 1 (Last = )  
 REP KATZ RADIO

DDS CONT# 0  
 C/P/E: AFL / AFL / na

3.6	.....S	6A - 7P	60	11/1/2020 - 11/1/2020	1W	15	\$50.00	15
** WEEKLY FLIGHT TOTALS **						57	\$5,320.00	
<b>FLIGHT 4</b>								
4.1	MT.....	6A - 10A	60	11/2/2020 - 11/3/2020	1W	5	\$160.00	5
4.2	MT.....	10A - 3P	60	11/2/2020 - 11/3/2020	1W	8	\$145.00	8
4.3	M.....	3P - 7P	60	11/2/2020 - 11/2/2020	1W	4	\$145.00	4
4.4	M.....	7P - 12A	60	11/2/2020 - 11/2/2020	1W	2	\$60.00	2
** WEEKLY FLIGHT TOTALS **						19	\$2,660.00	

	Oct 20	Nov 20					
SPOTS	96	76					
CASH	8980.00	7980.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	8980.00	7980.00					

							TOTAL
SPOTS							172
CASH							16,960.00
TRADE							0.00
NSL							0.00
TOTAL							16,960.00

**\*\* 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.

## 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

Signature:

**Christyne L. Neff**

Name:

Executive Assistant to the AFL-CIO Secretary-Treasurer

Date of Request to Purchase Ad Time: 9/25/20

Station Representative

Signature:

Name:

**RON STANNIELLO**

Date of Station Agreement to Sell Time: 10-09-20

**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 NAB PB-19 FORM**

Contract #: 552841

Station Call Letters: WNNK-FM

Date Received/Requested: 10-09-20

Est. #: N/A

Station Location: HARRISBURG PA

Run Start and End Dates: 10-13-20 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.