



# Ottumwa Radio

DO NOT EDIT RED, BLACK OR GREEN CELLS

KKSI FM  
 KRKN FM

KBIZ AM/FM  
 KTWA FM

KLEE AM/FM  
 KOTM FM

116 E. Main St  
Ottumwa, IA 52501  
info@ottumwaradio.com

Ph: 641-694-5563  
Toll Free: 800-794-6969  
Fax: 641-694-5832

NEW ORDER  
 CHANGE ORDER  
 STOP ORDER

CART #  
CONTRACT #  
ACCT #

BUSINESS NAME: SEIU COPE

ADDRESS:  
CITY, STATE, ZIP:

PHONE #:

E-MAIL ADDRESS: INVOCEDS@MEDIAFINANCIAL.COM

SPECIAL INST. est# 9489

CO-OP FOR: CONTRACT # 4390317

START DATE: 10/8/2020

END DATE: 10/14/2020

PROMO :10 SEC  
:15 SEC  
:30 SEC  
:60 SEC  
:90 SEC  
REMOTE

PROGRAMS:

PRE-PAID  
 CASH  
 CHECK  
 CREDIT CARD

CHARGE  
 EQUAL BILLING  
 NON-PROFIT  
 TRADE

|                   |    |            |
|-------------------|----|------------|
| KKSI FM           | 0  | \$0.00     |
| KRKN FM           | 20 | \$53.65    |
| KBIZ AM/FM        | 0  | \$0.00     |
| KTWA FM           | 20 | \$42.00    |
| KLEE AM/FM        | 0  | \$0.00     |
| KOTM FM           | 20 | \$42.00    |
| TOTAL ADS:        | 60 | \$840.00   |
| EVERY OTHER WEEK? |    |            |
| PRODUCTION:       |    |            |
| TALENT:           |    |            |
| OTHER CHARGES:    |    |            |
| NET               |    |            |
| GROSS             |    |            |
| GROSS             |    |            |
| DIGITAL           |    |            |
| TOTAL:            |    | \$2,753.00 |
| TOTAL:            |    | \$2,753.00 |

| DATE(S) | MON | TUE | WED | THUR | FRI | SAT | SUN |
|---------|-----|-----|-----|------|-----|-----|-----|
| 12a-1a  |     |     |     |      |     |     |     |
| 1a-2a   |     |     |     |      |     |     |     |
| 2a-3a   |     |     |     |      |     |     |     |
| 3a-4a   |     |     |     |      |     |     |     |
| 4a-5a   |     |     |     |      |     |     |     |
| 5a-6a   |     |     |     |      |     |     |     |
| 6a-7a   |     |     |     |      |     |     |     |
| 7a-8a   |     |     |     |      |     |     |     |
| 8a-9a   |     |     |     |      |     |     |     |
| 9a-10a  |     |     |     |      |     |     |     |
| 10a-11a |     |     |     |      |     |     |     |
| 11a-12p |     |     |     |      |     |     |     |
| 12p-1p  | 3   | 3   | 3   | 3    | 3   | 3   | 2   |
| 1p-2p   |     |     |     |      |     |     |     |
| 2p-3p   |     |     |     |      |     |     |     |
| 3p-4p   |     |     |     |      |     |     |     |
| 4p-5p   |     |     |     |      |     |     |     |
| 5p-6p   |     |     |     |      |     |     |     |
| 6p-7p   |     |     |     |      |     |     |     |
| 7p-8p   |     |     |     |      |     |     |     |
| 8p-9p   |     |     |     |      |     |     |     |
| 9p-10p  |     |     |     |      |     |     |     |
| 10p-11p |     |     |     |      |     |     |     |
| 11p-12p |     |     |     |      |     |     |     |
| TOTALS  | 3   | 3   | 3   | 3    | 3   | 3   | 2   |

NOTES:

ROGER RAFSON AUTHORIZED SIGNATURE / DATE  
GOEHRING MARGIE SALES REPRESENTATIVE

CONTRACT AGREEMENT: This is a firm contract for the period specified. It is understood that premature cancellation must be agreed to by O-Town Communications, Inc. (Ottumwa Radio) and will result in the advertiser (sponsor) being billed at earned rate, and all monies due at the time of cancellation. In return for said services, the Advertiser agrees that PAYMENTS are to be made to Radio Station O-Town Communications, Inc. (Ottumwa Radio) upon receipt of statement. Any balance not paid by the last Sunday of the month shall bear interest at the rate of 3% per month until paid in full. The station shall reserve the right to pre-empt any broadcast, or any promotion thereof, covered by public interest, convenience or necessity. The station shall attempt to reschedule such pre-empted announcements or programs of sponsor the same broadcast day, or if that is not possible, as soon as possible thereafter. In the event a program or announcement cannot be rescheduled, the station will notify the sponsor and the broadcast will be considered cancelled without affecting rate, discounts, or rights provided under this contract, except that the advertiser (sponsor) shall not be required to pay for the cancelled broadcast. If legal proceedings are brought to collect on this contract, O-Town Communications, Inc. (Ottumwa Radio) shall be entitled to collect all reasonable costs and expenses of suit, including but not limited to, reasonable attorney's fees. Further, the parties agree that venue for any suit on this contract shall be in Wapello County, Iowa.

O-Town Communications Inc. sales practices and agents do not discriminate on the basis of gender, race or ethnicity. Ottumwa Radio now accepts most major credit cards. A 3% convenience fee will be added for credit card payments.

|                 |                                   |                           |              |                          |                             |
|-----------------|-----------------------------------|---------------------------|--------------|--------------------------|-----------------------------|
| STATION:        | KOTM-FM                           | ORDER#:                   | 3178062      | DATE:                    | 10/07/2020                  |
| MARKET:         | UM - Ottumwa, IA                  | AMOUNT:                   | \$840.00     | AGENCY:                  | MEDIA FINANCIAL SERVICES    |
| REP:            | Regional Reps Non-Rep             | SPOTS:                    | 20           |                          | Invoices@MediaFinancial.com |
| MOD:            | Stn Ver: 1 Last:                  |                           |              |                          |                             |
| SALES OFFICE:   | PHILADELPHIA                      | SLS PH:                   | 412 421 2600 |                          |                             |
| SALESPERSON:    | Roger Rafson                      | SLS FAX:                  | 412 421 6001 |                          |                             |
| SLS EMAIL:      | Roger.Rafson@GenMediaPartners.com |                           |              |                          |                             |
| AGENCY:         | MEDIA FINANCIAL SERVICES          | AGY CLI:                  |              | CONTRACT # FOR INVOICING | 4390317                     |
| ADVERTISER:     | SEIU Cope                         | AGY PRD:                  |              | INVOICE:                 | MEDIA FINANCIAL SERVICES    |
| PRODUCT:        | Est 9489 10/8-10/14 Issue         | AGY EST:                  | 9489         |                          | Invoices@MediaFinancial.com |
| FLIGHT:         | 10-08-2020 TO 10/14/2020          | [X]Unwired [ ]Spot [ ]Mod |              |                          |                             |
| TOT # OF WEEKS: | 1                                 |                           |              |                          |                             |
| PRIM. DEMO:     | Adults 35+                        | [X]Cash [ ]Trade          |              |                          |                             |
| SEC. DEMO:      |                                   | SPOT TYPE:                |              | LAST SENT:               | 10/07/2020 07:45            |

**COMMENTS**

[Rep Comment] 10/07/2020: This is a new order. Please confirm receipt of order in Radio Exchange (if you are set up) or by email at joyce.vordenbaum@genmediapartners.com (WITH CALL LETTERS IN SUBJECT LINE) within 24 hours. Thank you.  
**\*\*PLEASE NOTE THAT MFS SHOULD RECEIVE PAYMENT FROM THE AGENCY ON THIS BUY VIA OVERNIGHT MAIL PRIOR TO START DATE. MFS WILL THEN EMAIL YOU PROOF OF PAYMENT INFORMATION AS SOON AS POSSIBLE.\*\***

**THIS IS AN UNWIRED NETWORK ORDER. SEND INVOICES ELECTRONICALLY OR TO INVOICES@MEDIA FINANCIAL.COM BY THE 3RD OF THE MTH AFTER THE BROADCAST MTH HAS AIRED. MFS ELECTRONIC INVOICES: RADIOINVOICES.COM: R112580 OR 9912580; MARKETRON: 120873; SpotData: IDB#1828; EMEDIATRADE:EMT10263.**

**ONLY UPON PAYMENT FROM THE AGY WILL MFS REMIT TO STATION. PAYMENT TO STATION WILL BE PROCESSED WITHIN 7 DAYS AFTER RECEIPT FROM AGENCY.**

By accepting and airing this schedule, station agrees to pay Regional Reps a sales commission equal to 15% of the agency gross in addition to the 15% agency commission.

**\*\*SPOT/TRAFFIC/NAB WILL BE SENT OUT LATER.\*\***

| WEEK#1 | 10/8/2020 To 10/14/2020 |         |             |        |          |     | WK TOT \$840.00 | WK TOTAL SPOTS 20 |       |      |              |
|--------|-------------------------|---------|-------------|--------|----------|-----|-----------------|-------------------|-------|------|--------------|
| MC     | LN                      | SPT TYP | DAYS        | START  | END TIME | LEN | START           | STOP              | SP/WK | RATE | WEEKLY TOTAL |
|        | 1                       |         | ThF.. /MTuW | 6:00AM | 7:00PM   | 60  | 10/8/2020       | 10/14/2020        | 15    | \$42 | \$630        |
|        | 2                       |         | .....SS     | 6:00AM | 7:00PM   | 60  | 10/10/2020      | 10/11/2020        | 5     | \$42 | \$210        |

|       |        |  |  |  |  |  |  |  |  |  |        |
|-------|--------|--|--|--|--|--|--|--|--|--|--------|
| TOTAL | Oct    |  |  |  |  |  |  |  |  |  | Total  |
| SPOT  | 20     |  |  |  |  |  |  |  |  |  | 20     |
| CASH  | 840.00 |  |  |  |  |  |  |  |  |  | 840.00 |
| TOTAL | 840.00 |  |  |  |  |  |  |  |  |  | 840.00 |

*Handwritten signature and date: 10/7/20*

OTTUMWA RADIO  
 416 E MAIN  
 OTTUMWA, IA 52501

Client: SEIU COPE  
 Order #: 3086-00002  
 Description: KOTM - est #9489 - ord #3178062/cont #4390317  
 Date Entered: 10/7/2020  
 P.O.#:  
 Salesperson: Goehring, Margie  
 Invoice Frequency: Billed at end of Media/EOS, Sorted by Date

Media Financial Services  
 1655 PALM BEACH LAKES BLVD  
 SUITE 903  
 WEST PALM BEACH, FL 33401

**On-Air Schedule**

| Start Date  | End Date   | Station | Scheduled Time/Event | Repeated | Length | Qty | Rate  | Total  | M | Tu | W | Th | F | Sa | Su |
|-------------|------------|---------|----------------------|----------|--------|-----|-------|--------|---|----|---|----|---|----|----|
| 1 10/8/2020 | 10/14/2020 | KOTM-FM | 06:00:00 to 19:00:00 | CUSTOM   | 1:00   | 15  | 42.00 | 630.00 | Y | Y  | Y | Y  | Y | N  | N  |
| 10/8/2020   | 10/11/2020 |         |                      |          |        | 6   | 42.00 | 252.00 | 0 | 0  | 0 | 3  | 3 | 0  | 0  |
| 10/12/2020  | 10/14/2020 |         |                      |          |        | 9   | 42.00 | 378.00 | 3 | 3  | 3 | 0  | 0 | 0  | 0  |
| 2 10/8/2020 | 10/14/2020 | KOTM-FM | 06:00:00 to 19:00:00 | CUSTOM   | 1:00   | 5   | 42.00 | 210.00 | N | N  | N | N  | N | Y  | Y  |
| 10/8/2020   | 10/11/2020 |         |                      |          |        | 5   | 42.00 | 210.00 | 0 | 0  | 0 | 0  | 0 | 3  | 2  |

Order Start Date: 10/8/2020    Order End Date: 10/14/2020    Spots: 20

Total Charges: \$840.00  
 Combined Discounts: \$126.00  
 Total Net: \$714.00

| Projected Media Month/End-Of-Schedule Billing Totals for SEIU COPE / 3086-00002 : |      |                   |                      |                       |                    |
|---|------|-------------------|----------------------|-----------------------|--------------------|
|   |      | <u>Spot Count</u> | <u>Gross Billing</u> | <u>Combined Disc.</u> | <u>Net Billing</u> |
| October   | 2020 | 20                | \$840.00             | \$126.00              | \$714.00           |

Confirmed & Accepted for OTTUMWA RADIO By:

Accepted for Media Financial Services By:

Please Sign and Return One Copy

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

|  |                                  |
|--|----------------------------------|
| <b>Station and Location:</b><br><i>KOTM Ottumwa Ia</i> | <b>Date:</b><br><i>10/7/2020</i> |
|--|----------------------------------|

I, Jesse Demastrie- authorized media buyer

do hereby request station time concerning the following issue:

US Senate Election - Iowa

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

This broadcast time will be used by: SEIU COPE

**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):

US Senate - General Election, 11/3/20

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

SEIU COPE  
1800 Massachusetts Ave. NW  
Washington, DC 20036

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):

Mary Kay Henry, President  
Gerald Hudson - Secretary-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)**

5/18/20

Date

Jesse Demastrie

Signature

Digitally signed by Jesse Demastrie  
Date: 2020.05.18 11:02:08 -04'00'

202-338-8700

Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

Accepted

Accepted in Part

Rejected

  
Signature

Margie Dehning  
Printed Name

Sales  
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       | AS ORDERED                       | AS ORDERED | AS ORDERED | AS ORDERED     | AS ORDERED      |
|                  |                                  |            |            |                |                 |

**Attach proposed schedule with charges (if available):**

### 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.**