

# 488118-Future Majority-WXTA

Date	Action	LI/Comment	By	Total \$	# Spots	Expected GRP
06/24/20 11:57:32 AM	CIA Spot sta	<updated to Cleared>3-4 1,3-42,3-86,3-45,3-44,3-5 3-85,3-79,3-80,3-47,6-2, 3-6,6-1,3-83,3-50,3-48,3- 9,3-4,3-84,3-2,3-1,3-81,3- 49,3-8,3-10,3-3,3-7,3-43, 3-82,3-46,5-37,3-37,3-70, 5-24,5-36,4-16,3-34,4-9,4 -13,1-2,3-66,3-30,4-17,5- 16,4-1,4-4,1-4,5-4,4-2,5-	Kelly Murphy (kell)	\$9,620.00	229	0.00
06/24/20 10:43:07 AM	Processed	<async process>	Cole Mareno (col)	\$9,620.00	229	0.00
06/24/20 10:43:06 AM	Approved		Cole Mareno (col)	\$9,620.00	229	0.00
06/24/20 8:37:57 AM	Approved		Marcia Diehl (mar)	\$9,620.00	229	0.00
06/24/20 8:37:56 AM	Ready for ap	[Ready bypass]	Marcia Diehl (mar)	\$9,620.00	229	0.00
06/24/20 8:37:54 AM	Approval Wo	[Business Manager - Business Office Approval Needed Default]	Marcia Diehl (mar)	\$9,620.00	229	0.00
06/24/20 8:35:56 AM	Approval Wo	[Sales Manager - Ready Default]	Chuck Poet (char)	\$9,620.00	229	0.00
06/24/20 8:35:50 AM	Ready for ap	changed priorities	Chuck Poet (char)	\$9,620.00	229	0.00
06/24/20 8:34:44 AM	Approval Wo	[Sales Manager - Ready Default]	Chuck Poet (char)	\$9,620.00	229	0.00
06/24/20 7:37:20 AM	Ready for ap	New order	Kelly Murphy (kell)	\$9,620.00	229	0.00
06/24/20 7:36:22 AM	New order cr	Imported EC Order	Kelly Murphy (kell)	\$9,620.00	229	0.00

AC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	FLY	SPW	RATE	TOTL	
	1.1		6A-9A	30	6/29/20 - 8/28/20	TH	4	\$40.00	4	
	1.2		9A-12P	30	6/29/20 - 8/28/20	TH	4	\$40.00	4	
** WEEKLY FLIGHT TOTALS **									8	\$320.00
	2.1		6A-10A	30	6/29/20 - 8/14/20	TH	10	\$40.00	10	
	2.2		10A-12P	30	6/29/20 - 8/14/20	TH	10	\$40.00	10	
	2.3		12P-3P	30	6/29/20 - 8/14/20	TH	6	\$40.00	6	
** WEEKLY FLIGHT TOTALS **									26	\$720.00
	3.1		6A-9A	30	6/29/20 - 8/28/20	TH	4	\$40.00	4	
	3.2		9A-12P	30	6/29/20 - 8/28/20	TH	4	\$40.00	4	
** WEEKLY FLIGHT TOTALS **									8	\$320.00
	4.1		6A-9A	30	6/29/20 - 8/28/20	TH	4	\$40.00	4	
	4.2		9A-12P	30	6/29/20 - 8/28/20	TH	4	\$40.00	4	
** WEEKLY FLIGHT TOTALS **									8	\$320.00

[Sorted by: Date]



## Political Broadcast Agreement Form for Non-Candidate/Issue Advertisements (PB-19)



## Political Broadcast Agreement Form for Non-Candidate/Issue Advertisements (PB-19)

This form may serve as a model agreement for the sale of political broadcast advertising time and to facilitate compliance with the Federal Communications Commission's (FCC) record retention requirements. Broadcasters seeking information on how the FCC's political broadcast rules and record retention requirements apply to their specific circumstances should seek the advice of their own attorney.

**Please note:**

**You will be prompted to save this form after each entry of your electronic signature. Make sure to re-save the form if you enter any information after entering your electronic signature.**

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A companion to this form is NAB's Political Broadcast Catechism. To assist with your understanding of the political advertising rules, an all-new Political Advertising Primer course will become available via Broadcast Education in March 2020.

Broadcast Education is NAB's home for online educational offerings, including live and on-demand webcasts, podcasts and certificate courses. For more information, visit [education.nab.org](https://www.nab.org/education).

NAB members have access to an array of member tools and benefits. To access additional member tools, please visit [nab.org/MemberTools](https://www.nab.org/MemberTools).

## ISSUE (Non-candidate) ADVERTISEMENT AGREEMENT FORM

I, Ondine Fortune, 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: Ondine Fortune		
Agency name: Fortune Media		
Address: 527 Avenue B Redondo Beach, CA 90277		
Contact: Ondine Fortune	Phone number: 310 686 1035	Email: ondine@fortune-media.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: Future Majority INC		
Address: 1200 Pennsylvania Ave #268 Washington D.C 20044		
Contact: Mark Riddle	Phone number:	Email: mark.riddle@futuremajority.org
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.):		
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:		<input type="checkbox"/> N/A
Name(s) of every candidate referred to: Donald J. Trump		
Office(s) sought by such candidate(s) (no acronyms or abbreviations):		
Date of election: 11/3/2020		
Clearly identify EVERY political matter of national importance referred to in the ad (no acronyms); use separate page if necessary:		<input type="checkbox"/> N/A
H.R.6800 - The Heroes Act call to action to Donald J. Trump		

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: <i>Ondine Fortune</i>	Signature: <i>Kelly Murphy</i>
Name: Ondine Fortune	Name: <i>Kelly Murphy</i>
Date of Request to Purchase Ad Time: 6/24/20	Date of Station Agreement to Sell Time: <i>6/24/20</i>

**TO BE COMPLETED BY STATION ONLY**

Ad submitted to station?  Yes  No Date ad received: *6/24/2020*

Note: Must have separate PB-19 forms (or the equivalent, e.g., addendums) 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 (optional):

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

Date and nature of follow-ups, if any:

Contract #: <i>4108180</i>	Station Call Letters: <i>WXIA-FM</i>	Date Received/Requested: <i>6/24/2020</i>
Est. #: <i>1</i>	Station Location: <i>Erie</i>	Run Start and End Dates: <i>6/25-9/2/2020</i>

**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.

**Jun 24, 20**  
 CONT# 34063831 Mod# Ver# 1 (Last = )  
 REP Cumulus Media National Sales  
 TO WXTA-FM (Erie PA)  
 FM MAYA SZYMANSKI  
 OFF LOS ANGELES  
 AGY Katz Media Group  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019

DDS CONT# 0  
 C/P/E: FMP / PA / 1  
 SALESPERSON FAX#  
 PH #

BYR Helen Hanratty  
 ADV FUTURE MAJORITY INC  
 PDT Issue  
 FLT Jun 25, 20 - Sep 06, 20

**\* REP ORDER COMMENT \***

\*\* 6/23/2020 10:36:00 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.  
 \*\* 6/23/2020 10:36:00 PM: THIS IS A NEW ORDER - PLEASE CONFIRM. IF YOU HAVE ANY QUESTIONS PLEASE CONTACT MAYA - MSZYMANSKI@CMLS-NATIONAL.COM 323-966-5088

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	...TF..	6A - 10A	60	6/25/2020 - 6/26/2020	1W	4	\$40.00	4
	1.2	...TF..	10A - 3P	60	6/25/2020 - 6/26/2020	1W	4	\$45.00	4
					<b>** WEEKLY FLIGHT TOTALS **</b>		8	\$340.00	
		<b>FLIGHT 2</b>							
	2.1	MTWTF..	6A - 10A	60	6/29/2020 - 8/14/2020	7W	10	\$40.00	70
	2.2	MTWTF..	10A - 3P	60	6/29/2020 - 8/14/2020	7W	10	\$45.00	70
	2.3	MTWTF..	3P - 7P	60	6/29/2020 - 8/14/2020	7W	5	\$40.00	35
					<b>** WEEKLY FLIGHT TOTALS **</b>		25	\$7,350.00	
		<b>FLIGHT 3</b>							
	3.1	MTWTF..	6A - 10A	60	8/17/2020 - 8/28/2020	2W	8	\$40.00	16
	3.2	MTWTF..	10A - 3P	60	8/17/2020 - 8/28/2020	2W	8	\$45.00	16
	3.3	MTWTF..	3P - 7P	60	8/17/2020 - 8/28/2020	2W	5	\$40.00	10
					<b>** WEEKLY FLIGHT TOTALS **</b>		21	\$1,760.00	
		<b>FLIGHT 4</b>							
	4.1	MTW....	6A - 10A	60	8/31/2020 - 9/2/2020	1W	2	\$40.00	2
	4.2	MTW....	10A - 3P	60	8/31/2020 - 9/2/2020	1W	2	\$45.00	2
					<b>** WEEKLY FLIGHT TOTALS **</b>		4	\$170.00	

Jun 24, 20  
 CONT# 34063831 Mod# Ver# 1 (Last = )  
 REP Cumulus Media National Sales

DDS CONT# 0  
 C/P/E: FMP / PA / 1

	Jun 20	Jul 20	Aug 20	Sep 20		
SPOTS	8	100	117	4		
CASH	340.00	4200.00	4910.00	170.00		
TRADE	0.00	0.00	0.00	0.00		
NSL	0.00	0.00	0.00	0.00		
TOTAL	340.00	4200.00	4910.00	170.00		

						TOTAL
SPOTS						229
CASH						9,620.00
TRADE						0.00
NSL						0.00
TOTAL						9,620.00

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

SVC: FA19 MSA ARB  
 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.

# ORDER

**Orders**  
**Order / Rev:** 488118  
**Alt Order #:** 34063831  
**Product Desc:** Issue  
**Estimate:** 1  
**Flight Dates:** 06/25/20 - 09/06/20  
**Original Date / Rev:** 06/24/20 / 06/24/20  
**Order Type:** GENERAL  
**Primary AE:** Katz Los Angeles  
**Sales Office:** K-7.5  
**Sales Region:** N-Katz75  
**WXTA-FM**

**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:** Future Majority Inc  
**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
06/01/20	06/28/20	8	\$340.00	\$289.00
06/29/20	07/26/20	100	\$4,200.00	\$3,570.00
07/27/20	08/30/20	117	\$4,910.00	\$4,173.50
08/31/20	09/02/20	4	\$170.00	\$144.50

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
June 2020	8	\$340.00	\$289.00	0.00
July 2020	100	\$4,200.00	\$3,570.00	0.00
August 2020	117	\$4,910.00	\$4,173.50	0.00
September 2020	4	\$170.00	\$144.50	0.00
<b>Totals</b>	<b>229</b>	<b>\$9,620.00</b>	<b>\$8,177.00</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Los Angeles	K-4	N-Katz4	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	WXTA	06/25/20	07/01/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	---TF--	1:00	4	\$40.00	P-50	0.00	NM	4	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 06/25/20	07/01/20	---TF--		4				\$40.00		0.00			
N 2	WXTA	06/25/20	07/01/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	---TF--	1:00	4	\$45.00	P-50	0.00	NM	4	\$180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 06/25/20	07/01/20	---TF--		4				\$45.00		0.00			
N 3	WXTA	06/29/20	08/30/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	MTWTF--	1:00	10	\$40.00	P-50	0.00	NM	86	\$3,440.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 06/29/20	07/05/20	MTWTF--		10				\$40.00		0.00			
		Week: 07/06/20	07/12/20	MTWTF--		10				\$40.00		0.00			
		Week: 07/13/20	07/19/20	MTWTF--		10				\$40.00		0.00			
		Week: 07/20/20	07/26/20	MTWTF--		10				\$40.00		0.00			
		Week: 07/27/20	08/02/20	MTWTF--		10				\$40.00		0.00			
		Week: 08/03/20	08/09/20	MTWTF--		10				\$40.00		0.00			



Order / Rev: 488118  
 Alt Order #: 34063831  
 Flight Dates: 06/25/20 - 09/06/20

Advertiser: Future Majority Inc  
 Product Desc: Issue  
 Estimate: 1  
 WXTA-FM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		08/10/20	08/16/20	MTWTF--					10	\$40.00		0.00			
Week:		08/17/20	08/23/20	MTWTF--					8	\$40.00		0.00			
Week:		08/24/20	08/30/20	MTWTF--					8	\$40.00		0.00			
N 4	WXTA	06/29/20	08/30/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	MTWTF--	1:00	10	\$45.00	P-50	0.00	NM	86	\$3,870.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		06/29/20	07/05/20	MTWTF--					10	\$45.00		0.00			
Week:		07/06/20	07/12/20	MTWTF--					10	\$45.00		0.00			
Week:		07/13/20	07/19/20	MTWTF--					10	\$45.00		0.00			
Week:		07/20/20	07/26/20	MTWTF--					10	\$45.00		0.00			
Week:		07/27/20	08/02/20	MTWTF--					10	\$45.00		0.00			
Week:		08/03/20	08/09/20	MTWTF--					10	\$45.00		0.00			
Week:		08/10/20	08/16/20	MTWTF--					10	\$45.00		0.00			
Week:		08/17/20	08/23/20	MTWTF--					8	\$45.00		0.00			
Week:		08/24/20	08/30/20	MTWTF--					8	\$45.00		0.00			
N 5	WXTA	06/29/20	08/30/20	M-F PM Drive M-F	CM	3:00 PM-7:00 PM	MTWTF--	1:00	5	\$40.00	P-50	0.00	NM	45	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		06/29/20	07/05/20	MTWTF--					5	\$40.00		0.00			
Week:		07/06/20	07/12/20	MTWTF--					5	\$40.00		0.00			
Week:		07/13/20	07/19/20	MTWTF--					5	\$40.00		0.00			
Week:		07/20/20	07/26/20	MTWTF--					5	\$40.00		0.00			
Week:		07/27/20	08/02/20	MTWTF--					5	\$40.00		0.00			
Week:		08/03/20	08/09/20	MTWTF--					5	\$40.00		0.00			
Week:		08/10/20	08/16/20	MTWTF--					5	\$40.00		0.00			
Week:		08/17/20	08/23/20	MTWTF--					5	\$40.00		0.00			
Week:		08/24/20	08/30/20	MTWTF--					5	\$40.00		0.00			
N 6	WXTA	08/31/20	09/06/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	MTW----	1:00	2	\$40.00	P-50	0.00	NM	2	\$80.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		08/31/20	09/06/20	MTW----					2	\$40.00		0.00			
N 7	WXTA	08/31/20	09/06/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	MTW----	1:00	2	\$45.00	P-50	0.00	NM	2	\$90.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		08/31/20	09/06/20	MTW----					2	\$45.00		0.00			
													Totals	229	\$9,620.00

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](mailto:Ron.Giovanniello@cumulus.com)  
[cumulusmedia.com](http://cumulusmedia.com)



**From:** Szymanski, Maya <[MSzymanski@cmls-national.com](mailto:MSzymanski@cmls-national.com)>  
**Sent:** Tuesday, June 23, 2020 10:36 PM  
**To:** Elizabeth Pembleton <[Elizabeth.Pembleton@cumulus.com](mailto:Elizabeth.Pembleton@cumulus.com)>; Monica Handwerk <[Monica.Handwerk@cumulus.com](mailto:Monica.Handwerk@cumulus.com)>; Abby Gelotte <[Abby.Gelotte@cumulus.com](mailto:Abby.Gelotte@cumulus.com)>; Ron Giovanniello <[ron.giovanniello@cumulus.com](mailto:ron.giovanniello@cumulus.com)>; Debbie Reinert <[Debbie.Reinert@cumulus.com](mailto:Debbie.Reinert@cumulus.com)>; Carrie Rea <[Carrie.Rea@cumulus.com](mailto:Carrie.Rea@cumulus.com)>; Samantha Young <[Samantha.Young@cumulus.com](mailto:Samantha.Young@cumulus.com)>  
**Cc:** Chuck Poet <[Chuck.Poet@cumulus.com](mailto:Chuck.Poet@cumulus.com)>; Matt Raback <[Matt.Raback@cumulus.com](mailto:Matt.Raback@cumulus.com)>; Chris Kenney <[Chris.Kenney@cumulus.com](mailto:Chris.Kenney@cumulus.com)>  
**Subject:** [EXT] FW: Political orders - Rural PA - Future Majority

Hello,  
 Orders listed below were sent – copy attached, please run the copy at equal rotation. 50/50 NAB form is also included. I have asked about payment and will follow up in the AM.

PLEASE CONFIRM RECEIPT.

Advertiser Product	Station Market	Combo Est
Future Majority INC Issue	WTCO-FM ALLENTOWN PA	1
Future Majority INC Issue	WLEY-FM ALLENTOWN PA	1
Future Majority INC Issue	YRGE-FM ALLENTOWN PA	1
Future Majority INC Issue	WPSZ-FM ERIE PA	1
Future Majority INC Issue	YRXC-FM ERIE PA	1
Future Majority INC Issue	YRXT-FM ERIE PA	1
Future Majority INC Issue	WHSB-FM HARRISBURG PA	1
Future Majority INC Issue	WOSY-FM Lancaster, PA	1
Future Majority INC Issue	WWSJ-FM WILKES BARRE- SCRIPPA PA	1
Future Majority INC Issue	WYSX-FM YORK PA	1

**Maya Szymanski**  
 VP, Sales Manager  
 Cumulus Media National Sales  
 5700 Wilshire Blvd, Suite 200 | Los Angeles, CA 90036  
[mszymanski@CMLS-national.com](mailto:mszymanski@CMLS-national.com)  
 o 323-966-5088 | m 310-237-2409