

# Order #409366: Katz Media../AB Foundatio/PAC ISSUE/1213

Date	Action	Comment	By	Total \$	# Spots	Expected GRP
03/18/20 5:48:25 AM	Processed	<async process>	Rebecca Price (re	\$1,117.00	28	0.00
03/18/20 5:43:09 AM	Approved		Marcia Diehl (mar	\$1,117.00	28	0.00
03/18/20 5:43:04 AM	Approval Wo	[Business Manager - Business Office Approval Needed Default]	Marcia Diehl (mar	\$1,117.00	28	0.00
03/17/20 1:21:18 PM	Approval Wo	[Sales Manager - Ready Default]	Chuck Poet (charl	\$1,117.00	28	0.00
03/17/20 1:12:06 PM	Ready for ap	POLITICAL ORDER REVISION	Abby Gelotte (abt	\$1,117.00	28	0.00
03/17/20 1:11:32 PM	User Comme	Imported EC Order Revision	Abby Gelotte (abt	\$1,117.00	28	0.00
03/17/20 1:11:23 PM	Put in Edit M		Abby Gelotte (abt	\$1,758.00	44	0.00
03/09/20 1:09:03 PM	CIA Spot stal	<updated to Cleared>7-1 0,7-9,7-8,7-7,7-6,3-3,3-2, 3-1,4-1,4-2,8-1,8-2,1-1,1- 2,1-3,7-1,7-2,7-3,7-4,7-5, 5-1,5-2,5-3,5-4,5-5,5-6,5- 7,5-8,6-6,6-7,6-8,6-9,6-10 ,8-3,8-4,2-1,2-2,2-3,2-4,6 -1,6-2,6-3,6-4,6-5	Kelly Murphy (kell	\$1,758.00	44	0.00
03/09/20 1:08:03 PM	Processed	<async process>	Cole Mareno (col	\$1,758.00	44	0.00
03/09/20 1:05:19 PM	Approved		Marcia Diehl (mar	\$1,758.00	44	0.00
03/09/20 1:05:16 PM	Approval Wo	[Business Manager - Business Office Approval Needed Default]	Marcia Diehl (mar	\$1,758.00	44	0.00
03/09/20 1:03:38 PM	Approval Wo	[Sales Manager - Ready Default]	Chuck Poet (charl	\$1,758.00	44	0.00
03/09/20 1:01:33 PM	Ready for ap	NEW POLITICAL ORDER	Abby Gelotte (abt	\$1,758.00	44	0.00
03/09/20 1:00:43 PM	New order cr	Imported EC Order	Abby Gelotte (abt	\$1,758.00	44	0.00

[Sorted by: Date]

# ORDER

**Orders**  
**Order / Rev:** 409366  
**Alt Order #:** 33795431  
**Product Desc:** PAC ISSUE  
**Estimate:** 1213  
**Flight Dates:** 03/10/20 - 03/30/20  
**Original Date / Rev:** 03/09/20 / 03/18/20  
**Order Type:** GENERAL  
**WXTA-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
02/24/20	03/21/20	28	\$1,117.00	\$949.45

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
March 2020	28	\$1,117.00	\$949.45	0.00
<b>Totals</b>	<b>28</b>	<b>\$1,117.00</b>	<b>\$949.45</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Chicago			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	03/10/20	03/16/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	-TWTF--	1:00	3	\$40.00	P-10	0.00	NM	3	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 03/10/20	03/16/20	-TWTF--		3				\$40.00		0.00			
N 2	WXTA	03/10/20	03/16/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	-TWTF--	1:00	4	\$45.00	P-10	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: 03/10/20	03/16/20	-TWTF--		4				\$45.00		0.00			
N 3	WXTA	03/10/20	03/16/20	M-F PM Drive M-F	CM	3:00 PM-7:00 PM	-TWTF--	1:00	3	\$40.00	P-10	0.00	NM	3	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 03/10/20	03/16/20	-TWTF--		3				\$40.00		0.00			
N 4	WXTA	03/14/20	03/20/20	Sa-Su Prime Sa-Su	CM	6:00 AM-7:00 PM	-----S-	1:00	2	\$28.00	P-10	0.00	NM	2	\$56.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 03/14/20	03/20/20	-----S-		2				\$28.00		0.00			
N 5	WXTA	03/16/20	03/22/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	MTWTF--	1:00	4	\$40.00	P-10	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: 03/16/20	03/22/20	MTWTF--		4				\$40.00		0.00			

Order / Rev: 409366  
 Alt Order #: 33795431  
 Flight Dates: 03/10/20 - 03/30/20

Advertiser: AB Foundation  
 Product Desc: PAC ISSUE  
 Estimate: 1213  
 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:		03/16/20	03/22/20	MTWTF--					4	\$40.00		0.00			
N 6	WXTA	03/16/20	03/22/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	MTWTF--	1:00	5	\$45.00	P-10	0.00	NM	5	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		03/16/20	03/22/20	MTWTF--					5	\$45.00		0.00			
N 7	WXTA	03/16/20	03/22/20	M-F PM Drive M-F	CM	3:00 PM-7:00 PM	MTWTF--	1:00	5	\$40.00	P-10	0.00	NM	5	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		03/16/20	03/22/20	MTWTF--					5	\$40.00		0.00			
N 8	WXTA	03/21/20	03/27/20	Sa-Su Prime Sa-Su	CM	6:00 AM-7:00 PM	-----S-	1:00	2	\$28.00	P-10	0.00	NM	2	\$56.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		03/21/20	03/27/20	-----S-					2	\$28.00		0.00			
													Totals	28	\$1,117.00

**REVISED**

**Mar 17, 20**  
 CONT# 33795431 Mod# 1 Ver# 3 (Last = Orig CF) DDS CONT# 0  
 REP Katz Group Sales C/P/E: AB / PAC / 1213  
 TO WXTA-FM (Erie PA)  
 FM MELISSA OSTRANDER  
 OFF CHICAGO SALESPERSON FAX#  
 AGY Katz Group Sales  
 ADDR 125 West 55th Street 3rd Floor PH #  
 New York, NY 10019  
  
 BYR Helen Hanratty  
 ADV AB PAC - AMERICAN BRIDGE PAC  
 PDT PAC ISSUE  
 FLT Mar 10, 20 - Mar 30, 20

**\* REP ORDER COMMENT \***

\*\* 3/17/2020 3:50:00 PM: ORDER REVISED CANCELLING WEEKS OF 3/23 AND 3/30- PLEASE RE-CONFIRM YOUR ORDERS, DO NOT DOUBLE BOOK!! THANK YOU!  
 \*\* 3/17/2020 3:50:00 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><u>FLIGHT 1</u></b>							
	1.1	.TWTF..	6A - 10A	60	3/10/2020 - 3/13/2020	1W	3	\$40.00	3
	1.2	.TWTF..	10A - 3P	60	3/10/2020 - 3/13/2020	1W	4	\$45.00	4
	1.3	.TWTF..	3P - 7P	60	3/10/2020 - 3/13/2020	1W	3	\$40.00	3
	1.4	.....S.	6A - 7P	60	3/14/2020 - 3/14/2020	1W	2	\$28.00	2
					<b>** WEEKLY FLIGHT TOTALS **</b>		12	\$476.00	
		<b><u>FLIGHT 2</u></b>							
	2.1	MTWTF..	6A - 10A	60	3/16/2020 - 3/20/2020	1W	4	\$40.00	4
	2.2	MTWTF..	10A - 3P	60	3/16/2020 - 3/20/2020	1W	5	\$45.00	5
	2.3	MTWTF..	3P - 7P	60	3/16/2020 - 3/20/2020	1W	5	\$40.00	5
	2.4	.....S.	6A - 7P	60	3/21/2020 - 3/21/2020	1W	2	\$28.00	2
					<b>** WEEKLY FLIGHT TOTALS **</b>		16	\$641.00	
		<b><u>FLIGHT 3</u></b>							
CHG	3.1	MTWTF..	6A - 10A	60	3/23/2020 - 3/27/2020	1W	0	\$40.00	0
CHG	3.2	MTWTF..	10A - 3P	60	3/23/2020 - 3/27/2020	1W	0	\$45.00	0
CHG	3.3	MTWTF..	3P - 7P	60	3/23/2020 - 3/27/2020	1W	0	\$40.00	0
CHG	3.4	.....S.	6A - 7P	60	3/28/2020 - 3/28/2020	1W	0	\$28.00	0
					<b>** WEEKLY FLIGHT TOTALS **</b>		0	\$0.00	

Mar 17, 20  
 CONT# 33795431 Mod# 1 Ver# 3 (Last = Orig CF)  
 REP Katz Group Sales

DDS CONT# 0  
 C/P/E: AB / PAC / 1213

	Mar 20	Apr 20					
SPOTS	28	0					
CASH	1117.00	0.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	1117.00	0.00					

							TOTAL
SPOTS							28
CASH							1,117.00
TRADE							0.00
NSL							0.00
TOTAL							1,117.00

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

AB PAC ISSUE

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, Scott Kennedy (Amplify Media), 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:**  
 Agency name: Amplify Media  
 Address: 222 West Ontario St. Chicago, IL 60654  
 Contact: Scott Kennedy | Phone number: 312-787-3322 | Email: scott.kennedy@almediastrategy.co

**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: AB PAC  
 Address: 455 Massachusetts Ave NW, Ste 650 Washington, DC 20001  
 Contact: Scott Kennedy | Phone number: 312-787-3322 | Email: scott.kennedy@almediastrategy.co

Station is authorized to announce the time as paid for by such person or entity.

**List ALL chief executive officers, members of the executive committee and the board of directors or other governing group(s) of the advertiser/sponsor (Use separate page if necessary.):**  
 Bradley Beychok – President  
 David Brock – Chair  
 Rodell Molineau - Treasurer

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: Donald Trump

Office(s) sought by such candidate(s) (no acronyms or abbreviations): President of the United States

Date of election: ~~04/07/2020~~ 4-28-2020

Clearly identify EVERY political matter of national importance referred to in the ad (no acronyms); use separate page if necessary:  N/A

Donald 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:

*Scott Kennedy*

Signature:

*Michael Ranyak*

Name: Scott Kennedy

Name: Michael Ranyak

Date of Request to Purchase Ad Time: 02/20/2020

Date of Station Agreement to Sell Time:

TO BE COMPLETED BY STATION ONLY

Ad submitted to station?

Yes

No

Date ad received:

*3-9-2020*

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:

Contract #: *409366*

Station Call Letters: *WXTA*

Date Received/Requested: *3/7-2020*

Est. #: *1213*

Station Location: *Erie, PA*

Run Start and End Dates: *3/10-3/21/20*

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.

## Kelly Murphy

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**From:** Abby Gelotte  
**Sent:** Monday, March 09, 2020 4:04 PM  
**To:** Kelly Murphy  
**Subject:** FW: [EXT] AB PAC - PA Copy/ Est 1213  
**Attachments:** ABP-PA-R20-01\_ChangeYourMind\_SLATED.mp3

*Very Respectfully*

Abby Gelotte  
Sales Assistant  
Cumulus Radio Station Group | Erie  
O: 814.868.5355  
Direct Line: 814-351-0243  
471 Robison Road, Erie, PA 16509  
[Abby.Gelotte@cumulus.com](mailto:Abby.Gelotte@cumulus.com)  
[cumulusmedia.com](http://cumulusmedia.com)



ERIE



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**From:** Perez, Vanessa [mailto:Vanessa.Perez@Katzmedia.com]  
**Sent:** Monday, March 09, 2020 2:24 PM  
**To:** Abby Gelotte; Erie Production; Eliason, Kristen; hbgcontinuityDL; Krevsky, Zoe; Rob Wilber; karen.messenger@cumulus.com; yorkcopy Production; Ryan, Samantha; katie.ryan@entercom.com; Chrissy Dummer; Biondo, David; Krutchnitt, Laura; Elang@steelcitymedia.com; Laura Antonio; pghprod@rendabroadcasting.com; JHostetler@rendabroadcasting.com; Hays, Elizabeth; traffic@wqkx.com; nate@7mountainsmedia.com; traffic@wqkx.com; Samantha Young; John Popko; mjo@shamrocknepa.com; Desiree Kaspriski; tiannarone@entercom.com; Fuzzy Summers; Carrie Rea  
**Cc:** Ohlendorf, Kristin  
**Subject:** [EXT] AB PAC - PA Copy/ Est 1213

Hi,

We sent AB PAC ISSUE orders under estimate 1213. These begin on Tuesday, 3/10 and end Monday, 3/30. Please continue to use the spot attached.

Please let us know if you have any questions. Thanks!

Markets:

Altoona, Johnstown, Erie, Harrisburg, Wilkes Barre, Lancaster, Pittsburgh, Selinsgrove, York

**PLEASE NOTE**



[REDACTED]

**Vanessa Perez**  
**Account Coordinator**  
Katz Media Group  
233 N. Michigan Avenue, Suite 300 | Chicago, IL 60601  
[Vanessa.Perez@katzmedia.com](mailto:Vanessa.Perez@katzmedia.com)  
312-755-3989



**Local Impact.**  
**National Influence.**

[REDACTED]

[REDACTED]

[REDACTED]

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