

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

FEDERAL CANDIDATE

STATE/LOCAL CANDIDATE

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b> KGLK-FM Houston, TX / KHPT-FM Conroe, TX	<b>Date:</b> 9.7.18
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I, Crossroads Media,

being/on behalf of: Texans for Greg Abbott,

a legally qualified candidate of the Republican

political party for the office of: Governor

in the General

election to be held on: November 6, 2018

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
See attached schedule					

**Attach proposed schedule with charges (if available):** \$16,550.00

I represent that the payment for the above described broadcast time has been furnished by:

**Texans for Greg Abbott**

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

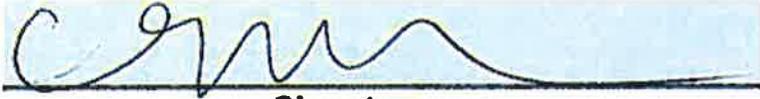
**John L. Nau**

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

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

**To Be Signed By Candidate or Authorized Committee**

**08/24/18**  
Date

  
Signature

**To Be Signed By Station Representative**

Accepted  
  
Signature

Accepted in Part  
**Judy Lakin**  
Printed Name

Rejected  
**DOS**  
Title

**REVISED**

Sep 07, 18  
 CONT# 32135084 Mod# 1 Ver# 3 (Last = Orig CF )  
 REP CHRISTAL RADIO  
 TO KGLK-FM (Houston-Galveston TX)  
 FM LATONYA CHENAULT  
 OFF PHILADELPHIA  
 AGY CROSSROADS MEDIA  
 ADDR 66 CANAL CENTER PLAZA, SUITE 555  
 ALEXANDRIA, VA 22314

DDS CONT# 0  
 C/P/E: / / 4378  
 SALESPERSON FAX#  
 PH # 703-299-1760

BYR PATTI HECK  
 ADV GREG ABBOTT FOR GOVERNOR  
 PDT Texans For Greg Abbott  
 FLT Sep 24, 18 - Oct 03, 18

\* REP ORDER COMMENT \*

\*\* 9/7/2018 8:52:00 AM: ISSUE/POLITICAL: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24-HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM IN THE SYSTEM. EMMA.RUSNAK@KATZMEDIA.COM 215-557-4230. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<b><u>FLIGHT 1</u></b>							
CHG	1.1	M.....	6A - 10A	60	09/24/2018 - 09/24/2018	1D	2	\$400.00	2
CHG	1.2	M.....	10A - 3P	60	09/24/2018 - 09/24/2018	1D	3	\$170.00	3
	1.3	M.....	3P - 7P	60	09/24/2018 - 09/24/2018	1D	2	\$400.00	2
					** FLIGHT TOTALS **		7	\$2,110.00	
		<b><u>FLIGHT 2</u></b>							
CHG	2.1	.T.....	6A - 10A	60	09/25/2018 - 09/25/2018	1D	2	\$400.00	2
CHG	2.2	.T.....	10A - 3P	60	09/25/2018 - 09/25/2018	1D	3	\$170.00	3
	2.3	.T.....	3P - 7P	60	09/25/2018 - 09/25/2018	1D	2	\$400.00	2
					** FLIGHT TOTALS **		7	\$2,110.00	
		<b><u>FLIGHT 3</u></b>							
CHG	3.1	..W....	6A - 10A	60	09/26/2018 - 09/26/2018	1D	2	\$400.00	2
CHG	3.2	..W....	10A - 3P	60	09/26/2018 - 09/26/2018	1D	3	\$170.00	3
	3.3	..W....	3P - 7P	60	09/26/2018 - 09/26/2018	1D	2	\$400.00	2
					** FLIGHT TOTALS **		7	\$2,110.00	
		<b><u>FLIGHT 4</u></b>							
CHG	4.1	...T...	6A - 10A	60	09/27/2018 - 09/27/2018	1D	2	\$400.00	2
CHG	4.2	...T...	10A - 3P	60	09/27/2018 - 09/27/2018	1D	3	\$170.00	3
	4.3	...T...	3P - 7P	60	09/27/2018 - 09/27/2018	1D	2	\$400.00	2
					** FLIGHT TOTALS **		7	\$2,110.00	

Sep 07, 18

CONT#  
REP

32135084 Mod# 1 Ver# 3 (Last = Orig CF )  
CHRISTAL RADIO

DDS CONT# 0  
C/P/E: / / 4378

<b>FLIGHT 5</b>									
CHG	5.1	....F..	6A - 10A	60	09/28/2018 - 09/28/2018	1D	0	\$400.00	0
CHG	5.2	....F..	10A - 3P	60	09/28/2018 - 09/28/2018	1D	0	\$170.00	0
CHG	5.3	....F..	3P - 7P	60	09/28/2018 - 09/28/2018	1D	0	\$400.00	0
** FLIGHT TOTALS **							0	\$0.00	
<b>FLIGHT 6</b>									
CHG	6.1	.....S.	6A - 10A	60	09/29/2018 - 09/29/2018	1D	2	\$85.00	2
CHG	6.2	.....S.	10A - 3P	60	09/29/2018 - 09/29/2018	1D	2	\$205.00	2
CHG	6.3	.....S.	3P - 7P	60	09/29/2018 - 09/29/2018	1D	2	\$210.00	2
** FLIGHT TOTALS **							6	\$1,000.00	
<b>FLIGHT 7</b>									
CHG	7.1	.....S	6A - 10A	60	09/30/2018 - 09/30/2018	1D	3	\$50.00	3
	7.2	.....S	10A - 3P	60	09/30/2018 - 09/30/2018	1D	2	\$100.00	2
CHG	7.3	.....S	3P - 7P	60	09/30/2018 - 09/30/2018	1D	2	\$80.00	2
** FLIGHT TOTALS **							7	\$510.00	
<b>FLIGHT 8</b>									
CHG	8.1	M.....	6A - 10A	60	10/01/2018 - 10/01/2018	1D	0	\$400.00	0
CHG	8.2	M.....	10A - 3P	60	10/01/2018 - 10/01/2018	1D	0	\$170.00	0
CHG	8.3	M.....	3P - 7P	60	10/01/2018 - 10/01/2018	1D	0	\$400.00	0
ADD	8.4	M.....	6A - 10A	60	10/01/2018 - 10/01/2018	1D	3	\$375.00	3
ADD	8.5	M.....	10A - 3P	60	10/01/2018 - 10/01/2018	1D	2	\$150.00	2
ADD	8.6	M.....	3P - 7P	60	10/01/2018 - 10/01/2018	1D	2	\$400.00	2
** FLIGHT TOTALS **							7	\$2,225.00	
<b>FLIGHT 9</b>									
CHG	9.1	.T.....	6A - 10A	60	10/02/2018 - 10/02/2018	1D	0	\$400.00	0
CHG	9.2	.T.....	10A - 3P	60	10/02/2018 - 10/02/2018	1D	0	\$170.00	0
CHG	9.3	.T.....	3P - 7P	60	10/02/2018 - 10/02/2018	1D	0	\$400.00	0
ADD	9.4	.T.....	6A - 10A	60	10/02/2018 - 10/02/2018	1D	3	\$375.00	3
ADD	9.5	.T.....	10A - 3P	60	10/02/2018 - 10/02/2018	1D	3	\$150.00	3
ADD	9.6	.T.....	3P - 7P	60	10/02/2018 - 10/02/2018	1D	2	\$400.00	2
** FLIGHT TOTALS **							8	\$2,375.00	
<b>FLIGHT 10</b>									
CHG	10.1	..W....	6A - 10A	60	10/03/2018 - 10/03/2018	1D	0	\$400.00	0
CHG	10.2	..W....	10A - 3P	60	10/03/2018 - 10/03/2018	1D	0	\$170.00	0
CHG	10.3	..W....	3P - 7P	60	10/03/2018 - 10/03/2018	1D	0	\$400.00	0

**Sep 07, 18**  
 CONT# 32135084 Mod# 1 Ver# 3 (Last = Orig CF )  
 REP CHRISTAL RADIO

DDS CONT# 0  
 C/P/E: / / 4378

ADD	10.4	..W....	6A - 10A	60	10/03/2018 - 10/03/2018	1D	2	\$375.00	2	
ADD	10.5	..W....	10A - 3P	60	10/03/2018 - 10/03/2018	1D	3	\$150.00	3	
ADD	10.6	..W....	3P - 7P	60	10/03/2018 - 10/03/2018	1D	2	\$400.00	2	
** FLIGHT TOTALS **								7	\$2,000.00	

	Sep 18	Oct 18					
SPOTS	41	22					
CASH	9950.00	6600.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	9950.00	6600.00					

							TOTAL
SPOTS							63
CASH							16,550.00
TRADE							0.00
NSL							0.00
TOTAL							16,550.00

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

TEXANS FOR GREG ABBOTT RADIO 9.25-10.3  
 SVC: FA99 MSA CustRadio  
 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.

# CONTRACT



**KGLK-FM**  
**Cox Radio, Inc.**  
**PO Box 83193**  
**Chicago, IL 60691-0193**  
**(855) 333-2676**

<u>Contract / Revision</u> 449044 /		<u>Alt Order #</u> 32135084
<u>Product</u> Texans For Greg Abbott		
<u>Contract Dates</u> 09/24/18 - 10/03/18		<u>Estimate #</u> 4378
<u>Advertiser</u> POL/Greg Abbott/R/GOV/TX-A		<u>Original Date / Revision</u> 09/07/18 / 09/07/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> KGLK-FM	<u>Account Executive</u> Philadelphia Christal	<u>Sales Office</u> Christal Philade
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Ref</u> P00019855	<u>Advertiser Ref</u> P00065908-A	<u>Product 1/2</u>

And:

**Crossroads Media LLC**  
**66 Canal Center Plaza**  
**Suite 555**  
**Alexandria, VA 22314**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	KGLK	09/24/18	09/30/18	M-F AMD	6a-10a		1:00				NM	8	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/18	09/30/18	2222---				8	\$400.00				
N 2	KGLK	09/24/18	09/30/18	Midday M-F	10a-3p		1:00				NM	12	\$2,040.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/18	09/30/18	3333---				12	\$170.00				
N 3	KGLK	09/24/18	09/30/18	Afternoon Drive M-F	3p-7p		1:00				NM	8	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/18	09/30/18	2222---				8	\$400.00				
N 4	KGLK	09/29/18	10/03/18	Sa 6a-10a	6a-10a		1:00				NM	2	\$170.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/29/18	10/05/18	-----2-				2	\$85.00				
N 5	KGLK	09/29/18	10/03/18	Sa 10a-3p	10a-3p		1:00				NM	2	\$410.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/29/18	10/05/18	-----2-				2	\$205.00				
N 6	KGLK	09/29/18	10/03/18	Sa 3p-7p	3p-7p		1:00				NM	2	\$420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/29/18	10/05/18	-----2-				2	\$210.00				
N 7	KGLK	09/30/18	10/03/18	Su 6a-10a	6a-10a		1:00				NM	3	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/30/18	10/06/18	-----3				3	\$50.00				
N 8	KGLK	09/30/18	10/03/18	Su 10a-3p	10a-3p		1:00				NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/30/18	10/06/18	-----2				2	\$100.00				
N 9	KGLK	09/30/18	10/03/18	Su 3p-7p	3p-7p		1:00				NM	2	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/30/18	10/06/18	-----2				2	\$80.00				
N 10	KGLK	10/01/18	10/03/18	M-F AMD	6a-10a		1:00				NM	8	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				

(\* Line Transactions: N = New, E = Edited, D = Deleted)

CMG does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising contract with CMG whether verbal or written.

Two week advance cancellation notice is required unless otherwise specified in writing.

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay CMG within terms specified and until payment in full is received by CMG. Payment by advertiser to agency or to service or payment by agency to service shall not constitute payment to CMG. Cox Media Group will not be bound by conditions, printed or otherwise on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

Thank you for your business!



**KGLK-FM**  
**Cox Radio, Inc.**  
**PO Box 83193**  
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<u>Contract / Revision</u> 449044 /	<u>Alt Order #</u> 32135084
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<u>Contract Dates</u> 09/24/18 - 10/03/18	<u>Product</u> Texans For Greg Abbott	<u>Estimate #</u> 4378
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<u>Advertiser</u> POL/Greg Abbott/R/GOV/	<u>Original Date / Revision</u> 09/07/18 / 09/07/18
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	332----				8	\$375.00				
N 11	KGLK	10/01/18	10/03/18	Midday M-F	10a-3p		1:00				NM	8	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	233----				8	\$150.00				
N 12	KGLK	10/01/18	10/03/18	Afternoon Drive M-F	3p-7p		1:00				NM	6	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	222----				6	\$400.00				
<b>Totals</b>								<b>0.00</b>				<b>63</b>	<b>\$16,550.00</b>

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/27/18 - 09/30/18	41	\$9,950.00	(\$1,492.50)	\$8,457.50
10/01/18 - 10/03/18	22	\$6,600.00	(\$990.00)	\$5,610.00
<b>Totals</b>	<b>63</b>	<b>\$16,550.00</b>	<b>(\$2,482.50)</b>	<b>\$14,067.50</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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Thank you for your business!