

Mirta Grageda

From: Roz Nacci
Sent: Wednesday, May 30, 2018 8:49 AM
To: Danny Bortnick; Leah Berry
Cc: Arnold Martinez; Mirta Grageda
Subject: RE: Ads for Next Week
Attachments: Entercom Washington DC_Political Rate Card_All Stations_5 18 18.pdf

Hi Leah,

Please see below and attached for POL rates.

Arnold/Mirta – please upload request to FCC site. Thanks!!

| 5/13-6/26 | | | | |
|---------------|------------|-------------|----------------------|----------------------|
| | :60 LUR | :30 :LUR | :60 Pre- Emptible | :30 Pre- Emptible |
| WIAD | | | | |
| M-F 6a-10a | \$100 | \$80 | \$100 | \$80 |
| M-F 10a-3p | \$60 | \$30 | \$60 | \$30 |
| M-F 3p-7p | \$125 | \$80 | \$125 | \$80 |
| M-F 7p-12a | \$5 | \$5 | \$5 | \$5 |
| M-F 6a-7p | \$100 | \$16 | \$100 | \$16 |
| Sat-Sun 6a-7p | \$15 | \$20 | \$15 | \$20 |
| | | | | |
| WJFK | | | | |
| M-F 6a-10a | \$115 | \$100 | \$115 | \$100 |
| M-F 10a-3p | \$65 | \$50 | \$65 | \$50 |
| M-F 3p-7p | \$100 | \$80 | \$100 | \$80 |
| M-F 6a-7p | \$100 | \$100 | \$100 | \$100 |
| Sat-Sun 6a-7p | \$5 | \$5 | \$5 | \$5 |
| | | | | |
| WLZL | | | | |
| M-F 6a-10a | \$75 | \$50 | \$75 | \$50 |
| M-F 10a-3p | \$75 | \$60 | \$75 | \$60 |
| M-F 3p-7p | \$75 | \$75 | \$75 | \$75 |
| M-F 7p-12a | \$5 | \$5 | \$5 | \$5 |
| M-F 6a-7p | \$50 | \$50 | \$50 | \$50 |
| Sat-Sun 6a-7p | \$35 | \$15 | \$35 | \$15 |
| | | | | |
| WPGC | | | | |

| | | | | |
|----------------------|-------|------|-------|------|
| M-F 6a-10a | \$100 | \$55 | \$100 | \$55 |
| M-F 10a-3p | \$50 | \$40 | \$50 | \$40 |
| M-F 3p-7p | \$150 | \$70 | \$150 | \$70 |
| M-F 7p-12a | \$5 | \$5 | \$5 | \$5 |
| M-F 6a-7p | \$160 | \$75 | \$160 | \$75 |
| Sat-Sun 6a-7p | \$10 | \$7 | \$10 | \$7 |

Roz Nacci
Sales Administration Manager

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94.7 Fresh | Connecting Vets | 106.7 The Fan | El Zol 107.9
WPGC | El Zol Deportes | Smart Reach Digital



From: Danny Bortnick
Sent: Wednesday, May 30, 2018 7:10 AM
To: Leah Berry <Leah.Berry@entercom.com>; Roz Nacci <Roz.Nacci@Entercom.com>
Subject: RE: Ads for Next Week

Yes Roz has current POL rates. If you get an order you need to get all appropriate paperwork, proof of payment, and Phil needs to approve copy.

Also the actual request also needs to be uploaded to FCC site.

Keep us posted. Thanks.

db

Danny Bortnick
VP/Director of Sales

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From: Leah Berry
Sent: Tuesday, May 29, 2018 6:19 PM

To: Roz Nacci <Roz.Nacci@Entercom.com>; Danny Bortnick <Danny.Bortnick@entercom.com>

Subject: Fwd: Ads for Next Week

below is a political request. Roz do you have the current political rates?

Sent from my iPhone

Leah

Begin forwarded message:

From: Brian VanHoven <bvanhoven@octanepublicrelations.com>

Date: May 29, 2018 at 5:04:12 PM EDT

To: Leah M Berry <Leah.Berry@entercom.com>

Subject: Ads for Next Week

Hi Leah,

We are assisting with the placement of some political ads to potentially start running next week, running through the DC primary on June 19th. They are looking to target DC female voters: African American women, 50+ and Caucasian women, 30-50. There is a budget of about \$10k. My initial thoughts were combination of Fresh and WPGC, but let me know if you had any other ideas.

Thanks,
Brian

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Brian Van Hoven | Senior Account Executive
(202) 559-0155 | bvanhoven@octanepublicrelations.com

www.octanepublicrelations.com | [LinkedIn](#) | [Twitter](#)



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| M-F 6a-7p | \$100 | \$100 | \$100 | \$100 |
| Sat-Sun 6a-7p | \$5 | \$5 | \$5 | \$5 |
| | | | | |
| WLZL | | | | |
| M-F 6a-10a | \$75 | \$50 | \$75 | \$50 |
| M-F 10a-3p | \$75 | \$60 | \$75 | \$60 |
| M-F 3p-7p | \$75 | \$75 | \$75 | \$75 |
| M-F 7p-12a | \$5 | \$5 | \$5 | \$5 |
| M-F 6a-7p | \$50 | \$50 | \$50 | \$50 |
| Sat-Sun 6a-7p | \$35 | \$15 | \$35 | \$15 |
| | | | | |
| WPGC | | | | |
| M-F 6a-10a | \$100 | \$55 | \$100 | \$55 |
| M-F 10a-3p | \$50 | \$40 | \$50 | \$40 |
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