

Sales Order

Station: **WIBC-FM** Contract#: **0** Agency: **JAMESTOWN ASSOCIATES**
 Contract Name: **M.BRAUN / SEN 1.17.18 WIBC** Address: **5 MAPLETON ROAD**
 Proposal#: **2C800A42-9185-4F0C-830B-08E7BEDE278** SUITE 300
7 City: **PRINCETON** State: **NJ** Zip: **08540**
 Start Date: **1/17/18** End Date: **2/06/18** Buyer:
 Revenue Type: **NATIONAL POLITICAL** Type: **Cash** Tax Schedule: **(None)**
 Advertiser: **MIKE BRAUN/REP/SEN (A)** Agency Commission %: **15**
 Address: Billing Cycle: **Standard**
 City: State: Zip: Salesperson: **EASTMANPHILADEL** Comm %: **8.50**
 Product Name: **M.Braun/US Senate** Makegood Policy: **WITHIN CONTRACT DATES**
 Estimate #: **na**
 Agency Client Code: **na**
 Competitive Code: **PO-POLITICAL CANDIDATES**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	1/17/18	1/19/18		6:00 AM	10:00 AM	60			X	X	X			12	W	160.00	12	1,920.00		
2	1/17/18	1/19/18		10:00 AM	3:00 PM	60			X	X	X			12	W	100.00	12	1,200.00		
3	1/17/18	1/19/18		3:00 PM	7:00 PM	60			X	X	X			12	W	125.00	12	1,500.00		
4	1/17/18	1/19/18		7:00 PM	12:00 AM	60			X	X	X			12	W	50.00	12	600.00		
5	1/22/18	2/02/18		6:00 AM	10:00 AM	60	X	X	X	X	X			20	W	160.00	40	6,400.00		
6	1/22/18	2/02/18		10:00 AM	3:00 PM	60	X	X	X	X	X			20	W	100.00	40	4,000.00		
7	1/22/18	2/02/18		3:00 PM	7:00 PM	60	X	X	X	X	X			20	W	125.00	40	5,000.00		
8	1/22/18	2/02/18		7:00 PM	12:00 AM	60	X	X	X	X	X			20	W	50.00	40	2,000.00		
9	2/05/18	2/06/18		6:00 AM	10:00 AM	60	X	X						8	W	160.00	8	1,280.00		
10	2/05/18	2/06/18		10:00 AM	3:00 PM	60	X	X						8	W	100.00	8	800.00		
11	2/05/18	2/06/18		3:00 PM	7:00 PM	60	X	X						8	W	125.00	8	1,000.00		
12	2/05/18	2/06/18		7:00 PM	12:00 AM	60	X	X						8	W	50.00	8	400.00		

Billing Projections: By Month

	Jan 18	Feb 18
CA	19,140.00	6,960.00
ST	13,920.00	12,180.00

☒ Print Spot Prices

TOTAL SPOTS **240**
 GROSS TOTAL \$ **26,100.00**
 ADJUSTED SPOTS **240**
 ADJUSTED TOTAL \$ **26,100.00**

APPROVE DECLINE

☐ ☐ General Manager
☐ ☐ Sales Manager
☐ ☐ National Sales Manager
☐ ☐ Local Sales Manager

Jan 10, 18
 CONT# 31460773 Mod# Ver# 1 (Last =)
 REP EASTMAN
 TO WIBC-FM (Indianapolis IN)
 FM LINDSAY COOPER
 OFF PHILADELPHIA
 AGY JAMESTOWN ASSOCIATES
 ADDR 3931 S. SHERWOOD FOREST BLVD SUITE 2
 BATON ROUGE, LA 70816

DDS CONT# 0
 C/P/E: na / na / na
 SALESPERSON FAX#
 PH # 609-514-7300

BYR HOLLY HORAN
 ADV MIKE BRAUN FOR U.S. SENATE
 PDT Mike Braun for U.S. Senate
 FLT Jan 17, 18 - Feb 06, 18

* REP ORDER COMMENT *

** 1/10/2018 11:10:00 AM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH MICHAEL.MERGET@KATZRADIOGROUP.COM OR CALL 215-557-4208. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<u>FLIGHT 1</u>							
	1.1	..WTF..	6A - 10A	60	1/17/2018 - 1/19/2018	1W	12	\$160.00	12
	1.2	..WTF..	10A - 3P	60	1/17/2018 - 1/19/2018	1W	12	\$100.00	12
	1.3	..WTF..	3P - 7P	60	1/17/2018 - 1/19/2018	1W	12	\$125.00	12
	1.4	..WTF..	7P - 12A	60	1/17/2018 - 1/19/2018	1W	12	\$50.00	12
		** WEEKLY FLIGHT TOTALS **					48	\$5,220.00	
		<u>FLIGHT 2</u>							
	2.1	MTWTF..	6A - 10A	60	1/22/2018 - 2/2/2018	2W	20	\$160.00	40
	2.2	MTWTF..	10A - 3P	60	1/22/2018 - 2/2/2018	2W	20	\$100.00	40
	2.3	MTWTF..	3P - 7P	60	1/22/2018 - 2/2/2018	2W	20	\$125.00	40
	2.4	MTWTF..	7P - 12A	60	1/22/2018 - 2/2/2018	2W	20	\$50.00	40
		** WEEKLY FLIGHT TOTALS **					80	\$17,400.00	
		<u>FLIGHT 3</u>							
	3.1	MT.....	6A - 10A	60	2/5/2018 - 2/6/2018	1W	8	\$160.00	8
	3.2	MT.....	10A - 3P	60	2/5/2018 - 2/6/2018	1W	8	\$100.00	8
	3.3	MT.....	3P - 7P	60	2/5/2018 - 2/6/2018	1W	8	\$125.00	8
	3.4	MT.....	7P - 12A	60	2/5/2018 - 2/6/2018	1W	8	\$50.00	8
		** WEEKLY FLIGHT TOTALS **					32	\$3,480.00	

Jan 10, 18
 CONT# 31460773 Mod# Ver# 1 (Last =)
 REP EASTMAN

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

	Jan 18	Feb 18					
SPOTS	128	112					
CASH	13920.00	12180.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	13920.00	12180.00					

							TOTAL
SPOTS							240
CASH							26,100.00
TRADE							0.00
NSL							0.00
TOTAL							26,100.00

**** Competitive Comments ****

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.

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

Station and Location:	Date: December 20 17
------------------------------	--------------------------------

I, Holly Horan
Mike Braun
being/on behalf of: _____
 a legally qualified candidate of the US Senate
Republican
political party for the office of: _____
Primary
in the _____
election to be held on: May 8, 2018

do hereby request station time as follows:

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

Attach proposed schedule with charges (if available): SEE ORDER

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

Mike Braun for Indiana: 505 Main Street, Jasper, IN 47546

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:

Travis Kabrick

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

12.5.17

Date

Holly Horan

Signature

To Be Signed By Station Representative

☒ **Accepted**

☐ **Accepted in Part**

☐ **Rejected**


Signature

Heidi Brewer
Printed Name

Title

FEDERAL CANDIDATE CERTIFICATION

In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:

I, **Holly Horan**

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☐ **does**

☒ **does not**

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☐ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☐ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.

Holly Horan

signature of candidate or authorized committee

Holly Horan

printed name

12.5.17

date