

Order #402652: Scozzari C../Dyer/R/Mayor/2020 Polit../

Date	Action	Line	Comment	By	Total \$	# Spots	Expected GR
02/20/20 2:32:47 PM	Processed		<async process>	Adam Joh	\$11,875.00	47	0.00
02/20/20 2:32:20 PM	Approved			Tim Lyons	\$11,875.00	47	0.00
02/20/20 2:32:17 PM	Approval Workflow		[Business Manager - Business Office Approval Needed Default]	Tim Lyons	\$11,875.00	47	0.00
02/20/20 2:26:34 PM	Approval Workflow		[Sales Manager - Ready Default]	Patty Hixs	\$11,875.00	47	0.00
02/20/20 1:55:47 PM	Ready for approval		02/20/2020: Dyer On-Air ADD-ON	Dave Cam	\$11,875.00	47	0.00
02/20/20 12:37:52 PM	New order created		<new order>	Dave Cam	\$0.00	0	0.00

[Sorted by: Date]

ORDER

Orders
Order / Rev: 402652
Alt Order #:
Product Desc: 2020 Political Radio Campaign / Feb 21-
Estimate:
Flight Dates: 02/21/20 - 03/03/20
Original Date / Rev: 02/20/20 / 02/20/20
Order Type: GENERAL
Primary AE: Dave Campbell
Sales Office: L-FRE
Sales Region: Local
KMJ-AM/FM

Agency Name: Scozzari Company, The
Buying Contact:
Billing Contact:
 5132 North Palm Avenue
 Fresno, CA 93704
Billing Type: Cash
Billing Calendar: Calendar
Billing Cycle: EOM/EOC
Agency Commission: 15%

Advertiser Name: Dyer/R/Mayor
Demographic: A35-64
Product Codes: Candidates
Revenue Code 1: AGY-AVAIL
Revenue Code 2: POL-CAND
Revenue Code 3: POL-LR
New Business Thru:
Advertiser External ID:
Agency External ID:
Unit Code: General

Bill Plan					Totals				
Start Date	End Date	# Spots	Gross Amount	Net Amount	Month	# Spots	Gross Amount	Net Amount	Rating
02/01/20	02/29/20	39	\$9,775.00	\$8,308.75	February 2020	39	\$9,775.00	\$8,308.75	0.00
03/01/20	03/03/20	8	\$2,100.00	\$1,785.00	March 2020	8	\$2,100.00	\$1,785.00	0.00
Totals						47	\$11,875.00	\$10,093.75	0.00

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Dave Campbell	L-FRE	Local	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	KMJA	02/21/20	02/21/20	M-F AM Drive M-F	CM	6a-10a	----2--	1:00	2	\$275.00	P-50	0.00	NM	2	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
		Week: 02/17/20	02/23/20	----2--		2		\$275.00		0.00					
N 2	KMJA	02/21/20	02/21/20	M-F Midday M-F	CM	10a-3p	----2--	1:00	2	\$250.00	P-50	0.00	NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
		Week: 02/17/20	02/23/20	----2--		2		\$250.00		0.00					
N 3	KMJA	02/21/20	02/21/20	M-F PM Drive M-F	CM	3p-7p	----2--	1:00	2	\$225.00	P-50	0.00	NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
		Week: 02/17/20	02/23/20	----2--		2		\$225.00		0.00					
N 4	KMJA	02/24/20	02/28/20	M-F AM Drive M-F	CM	6a-10a	23232--	1:00	12	\$275.00	P-50	0.00	NM	12	\$3,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
		Week: 02/24/20	03/01/20	23232--		12		\$275.00		0.00					
N 5	KMJA	02/24/20	02/28/20	M-F Midday M-F	CM	10a-3p	22222--	1:00	10	\$250.00	P-50	0.00	NM	10	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
		Week: 02/24/20	03/01/20	22222--		10		\$250.00		0.00					
N 6	KMJA	02/24/20	02/28/20		CM	3p-7p	12221--	1:00	8	\$225.00	P-50	0.00	NM	8	\$1,800.00

Order / Rev: 402652
 Alt Order #:
 Flight Dates: 02/21/20 - 03/03/20

Advertiser: Dyer/R/Mayor
 Product Desc: 2020 Political Radio Campaign / Feb 21-
 Estimate: KMJ-AM/FM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
				M-F PM Drive M-F											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		02/24/20	03/01/20	12221--			8		\$225.00		0.00				
N 7	KMJA	03/02/20	03/03/20	M-F AM Drive M-F	CM	6a-10a	22-----	1:00	4	\$275.00	P-50	0.00	NM	4	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		03/02/20	03/08/20	22-----			4		\$275.00		0.00				
N 8	KMJA	03/02/20	03/03/20	M-F Midday M-F	CM	10a-3p	22-----	1:00	4	\$250.00	P-50	0.00	NM	4	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		03/02/20	03/08/20	22-----			4		\$250.00		0.00				
N 9	KMJA	02/24/20	02/28/20	M-F PM Drive M-F	CM	3p-7p	21-----	1:00	3	\$225.00	P-50	0.00	NM	3	\$675.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>				
Week:		02/24/20	03/01/20	21-----			3		\$225.00		0.00				
													Totals	47	\$11,875.00

CANDIDATE ADVERTISEMENT AGREEMENT FORM

See Order for proposed schedule and charges. See Invoice for actual schedule and charges.

I, MARK SCOZZARI, hereby request station time as follows:

IDENTIFY CANDIDATE TYPE

FEDERAL CANDIDATE
 STATE OR LOCAL CANDIDATE

ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Candidate name:

JERRY DYER

Authorized committee:

Jerry Dyer for Mayor, 2020

Agency requesting time (and contact information):

N/A **THE SCOZZARI COMPANY**

Candidate's political party:

N/A

Office sought (no acronyms or abbreviations):

MAYOR - FRESNO

Date of election:

MARCH 3RD, 2020

General

Primary

Treasurer of candidate's authorized committee:

MELISSA ALLEN

The undersigned represents that:

(1) the payment for the broadcast time requested has been furnished by (check one box below):

- the candidate listed above who is a legally qualified candidate, or
 the authorized committee of the legally qualified candidate listed above;

(2) this station is authorized to announce the time as paid for by such person or entity; and

(3) this station has disclosed its political advertising policies, including applicable classes and rates, discount, promotion 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.

Candidate/Committee/Agency	Station Representative
Signature: <i>Mark M. Scozzari</i> Name: Mark M. Scozzari Date of Request to Purchase Ad Time: <i>2/20/20</i>	Signature: <i>Dave Campbell</i> Name: DAVE CAMPBELL Date of Station Agreement to Sell Time: <i>02/20/2020</i>

Federal Candidate Certification:

The undersigned hereby certifies that the broadcast matter to be aired pursuant to this disclosure either (1) does not refer to an opposing candidate or, if it does, (2) 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 or if 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.

Candidate/Authorized Committee/Agency

Signature:

N/A

Name:

Date:

TO BE COMPLETED BY STATION ONLY

Ad submitted to Station? Yes No Date ad received: **JANUARY 15TH, 2020**

Note: Must have separate PB-19 Forms for each version of the ad (i.e., for every ad with differing copy).

Federal candidate certification signed (above): Yes No N/A

Disposition:

- Accepted
- Accepted IN PART (e.g., ad copy not yet received to determine sponsor ID)*
- Rejected – provide reason:

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

Date and nature of follow-ups, if any (e.g., insufficient sponsor ID tag):

N/A

Contract #: 402652	Station Call Letters: KMJ-AM&FM	Date Received/Requested: FEBRUARY 19TH, 2020
Est. #: N/A	Station Location: FRESNO, CA	Run Start and End Dates: FEB 21 – MAR 3, 2020 (Mon-Fri only)

Upload order, this form and invoice (or traffic system print-out) or other documents 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 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.