

Sales Order

Stations: **KBAI-AM, KGMI-AM, KPUG-AM** Buyer: _____
 Contract Name: **Whatcom County Council Pos A** Tax Schedule: _____ (None)
 Contract#: _____ (none) Agency Commission %: **0**
 Start Date: **10/18/21** End Date: **11/02/21** Billing Cycle: **Standard**
 Revenue Type: **Local Political - Direct** Type: **Cash** Salesperson: **1036HOUSE** Comm %: **16**
 Advertiser: **KAMAL FOR US ALL** Makegood Policy: **Within Contract Dates**
 Address: **424 West Bakerview Rd.**
Suite 104-415
 City: **Bellingham** State: **WA**
 Zip: **98226**

Product Name: **Political Whatcom CC Pos A**
 Competitive Code: **Political**

KBAI-AM

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	10/18/21	11/01/21		5:30 AM	10:30 PM	60	3	3	3	3	3	3	3	3	21	D	6.00	45	270.00	
2	10/18/21	11/01/21		5:30 AM	10:30 PM	30	3	3	3	3	3	3	3	21	D	4.00	45	180.00		

No	DATES		INVENTORY TYPE	ORDER BY	QTY	PRICING STRUCTURE	RATE	TOTAL
	START	END						
2	10/18/21	11/02/21	NON-SPOT ITEM	Non Spot Item	1	Per Item	\$250.00	\$250.00

New / Revised
 Revenue Type: Streaming Local - Direct
 Salesperson Commission: 16.00%
 Line Remark: CRG Streaming
 Daypart: M-S 12:00 AM-12:00 AM

TOTAL SPOT \$450.00 (90 SPOTS), ALTERNATIVE REVENUE \$250.00, GROSS \$700.00, NET \$700.00

KGMI-AM

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	10/18/21	10/24/21		5:30 AM	10:30 PM	60	6	6	6			6		24	D	42.00	24	1,008.00	
2	10/25/21	11/01/21		5:30 AM	10:30 PM	60	4	4	4	4	4	4	4	28	D	42.00	32	1,344.00	
3	10/25/21	11/01/21		5:30 AM	10:30 PM	30	2	2	2	2	2	2	2	14	D	33.00	16	528.00	

No	DATES		INVENTORY TYPE	ORDER BY	QTY	PRICING STRUCTURE	RATE	TOTAL
	START	END						
1	10/18/21	11/02/21	NON-SPOT ITEM	Non Spot Item	1	Per Item	\$500.00	\$500.00

New / Revised
 Revenue Type: Web Banner
 Salesperson Commission: 14.00%
 Line Remark: Web Tile Ad on KGMI webstie
 Daypart: M-S 12:00 AM-12:00 AM

No	DATES		INVENTORY TYPE	ORDER BY	QTY	PRICING STRUCTURE	RATE	TOTAL
	START	END						
4	10/18/21	11/02/21	NON-SPOT ITEM	Non Spot Item	1	Per Item	\$250.00	\$250.00
New / Revised Revenue Type: Streaming Local - Direct Salesperson Commission: 14.00% Line Remark: CRG Streaming Daypart: M-S 12:00 AM-12:00 AM								

TOTAL SPOT \$2,880.00 (72 SPOTS), ALTERNATIVE REVENUE \$750.00, GROSS \$3,630.00, NET \$3,630.00

KPUG-AM

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	10/18/21	10/24/21		5:30 AM	10:30 PM	60	6	6	6			6		24	D	18.00	24	432.00	
2	10/25/21	11/01/21		5:30 AM	10:30 PM	60	4	4	4	4	4	4	4	28	D	18.00	32	576.00	
3	10/25/21	11/01/21		5:30 AM	10:30 PM	30	2	2	2	2	2	2	2	14	D	12.00	16	192.00	

No	DATES		INVENTORY TYPE	ORDER BY	QTY	PRICING STRUCTURE	RATE	TOTAL
	START	END						
6	10/18/21	11/02/21	NON-SPOT ITEM	Non Spot Item	1	Per Item	\$50.00	\$50.00
New / Revised Revenue Type: Streaming Local - Direct Salesperson Commission: 16.00% Line Remark: CRG Streaming Daypart: M-S 12:00 AM-12:00 AM								

TOTAL SPOT \$1,200.00 (72 SPOTS), ALTERNATIVE REVENUE \$50.00, GROSS \$1,250.00, NET \$1,250.00

KAFE-FM

No	DATES		INVENTORY TYPE	ORDER BY	QTY	PRICING STRUCTURE	RATE	TOTAL
	START	END						
3	10/18/21	11/02/21	NON-SPOT ITEM	Non Spot Item	1	Per Item	\$250.00	\$250.00
New / Revised Revenue Type: Streaming Local - Direct Salesperson Commission: 14.00% Line Remark: CRG Streaming Daypart: M-S 12:00 AM-12:00 AM								

TOTAL ALTERNATIVE REVENUE \$250.00, GROSS \$250.00, NET \$250.00

KISM-FM

No	DATES		INVENTORY TYPE	ORDER BY	QTY	PRICING STRUCTURE	RATE	TOTAL
	START	END						
5	10/18/21	11/02/21	NON-SPOT ITEM	Non Spot Item	1	Per Item	\$200.00	\$200.00
New / Revised Revenue Type: Streaming Local - Direct Salesperson Commission: 14.00% Line Remark: CRG Streaming Daypart: M-S 12:00 AM-12:00 AM								

TOTAL ALTERNATIVE REVENUE \$200.00, GROSS \$200.00, NET \$200.00

Billing Projections: By Month

	Oct 21	Nov 21
CA	5,670.00	360.00
ST	5,670.00	360.00

Print Spot Prices

Notes to Traffic: Will need invoice at end of run to post on FCC site

TOTAL SPOTS	234
SPOT TOTAL \$	4,530.00
ALTERNATIVE REVENUE TOTAL \$	1,500.00
GROSS TOTAL \$	6,030.00
ADJUSTED SPOTS	234
ADJUSTED TOTAL \$	6,030.00

APPROVE DECLINE

- | | | |
|-----------------------|-----------------------|------------------------|
| <input type="radio"/> | <input type="radio"/> | General Manager |
| <input type="radio"/> | <input type="radio"/> | Sales Manager |
| <input type="radio"/> | <input type="radio"/> | National Sales Manager |
| <input type="radio"/> | <input type="radio"/> | Local Sales Manager |

Heidi Persson

From: Heidi Persson
Sent: Thursday, October 14, 2021 11:02 AM
To: Jennifer Sefzik
Cc: 'Tami Bhachu'; 'Tristan Mikkelson'
Subject: APPROVED, FINAL VERSIONS - 2 X :60 AND 1 X :30 / Kamal for Us All - Heidi Persson, Cascade Radio Group
Attachments: Kamal for Us All - Sched & bill \$6030.pdf; 3 Final Scripts - Kamal for Us.docx

Hello Jennifer,

Attached are the 3 approved campaign ads - all have been updated to reflect changes discussed this morning. I am sending out our portion of the voice work today so it will be ready to go after Kamal comes in.

Kamal has been confirmed to be at the station tomorrow (Friday) at 10:30a to tape his parts. We'll have tight turnaround time but will be on-air starting Monday.

I have also attached the schedule that you approved totaling \$6,030. Payment in full and all required, signed paperwork will be expected at tomorrow's taping. (I will have all the paperwork ready and waiting.)

Please verify that the campaign address below is correct:

Kamal for Us All

424 W. Bakerview Rd. Ste 10⁵/~~4~~-415

Bellingham, WA 98226

Thank you, Heidi - 360-870-7990

Heidi Persson
General Manager

Cascade Radio Group / Bellingham WA

Office: 360-734-9790 Ext. 206

Cell: 360-870-7990

Hpersson@cascaderadiogroup.com



Heidi Persson

From: Heidi Persson
Sent: Thursday, October 14, 2021 11:26 AM
To: Tami Bhachu
Subject: RE: APPROVED, FINAL VERSIONS - 2 X :60 AND 1 X :30 / Kamal for Us All - Heidi Persson, Cascade Radio Group

Hi Tami,
Whichever is easiest - I'm happy to do it over the phone. Thanks for the address update! Heidi

From: Tami Bhachu <dotscnnctd@hotmail.com>
Sent: Thursday, October 14, 2021 11:17 AM
To: Heidi Persson <HPersson@cascaderadiogroup.com>
Subject: Re: APPROVED, FINAL VERSIONS - 2 X :60 AND 1 X :30 / Kamal for Us All - Heidi Persson, Cascade Radio Group

CAUTION: This email originated from outside of Saga Communications. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thank you Heidi. Small correction on the address. It is Ste 105 not 104 🙄 and a can send him with the debit card unless you would rather I call to make the payment

Tami

Sent from my iPhone

On Oct 14, 2021, at 11:02 AM, Heidi Persson <HPersson@cascaderadiogroup.com> wrote:

Hello Jennifer,

Attached are the 3 approved campaign ads - all have been updated to reflect changes discussed this morning. I am sending out our portion of the voice work today so it will be ready to go after Kamal comes in.

Kamal has been confirmed to be at the station tomorrow (Friday) at 10:30a to tape his parts. We'll have tight turnaround time but will be on-air starting Monday.