

CONTRACT



WTLC-FM
21 East St. Joseph St
Indianapolis, IN 46204
(317) 266-9600

<http://tlnaptown.com>

And:

Burrell Communications
Attention: Taryn Williams-Clark
233 N. Michigan Avenue
Suite 2900
Chicago, IL 60601

Contract / Revision 515485 /		Alt Order #
Advertiser Black PAC		Original Date / Revision 10/16/18 / 10/16/18
Contract Dates 10/17/18 - 11/04/18	Estimate # ADD ON ORDER	
Product 10.17 - 11.4 Black PAC (Burrell)		
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property WTLC-FM	Account Executive Laura Clark	Sales Office Corporate Natio
Special Handling		
Demographic Adults 25-54		
Agy Code	Advertiser Code	Product 1/2
Agency Ref	Advertiser Ref	

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WTLC	10/17/18	10/21/18	M-F AM Drive	6a-10a		1:00			NM	8	\$1,440.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/15/18	10/21/18	--WTF--				8	\$180.00			
N 2	WTLC	10/17/18	10/21/18	M-F Midday	10a-3p		1:00			NM	8	\$1,360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/15/18	10/21/18	--WTF--				8	\$170.00			
N 3	WTLC	10/17/18	10/21/18	M-F PM Drive	3p-7p		1:00			NM	7	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/15/18	10/21/18	--WTF--				7	\$300.00			
N 4	WTLC	10/17/18	10/21/18	M-F Evening	7p-12m		1:00			NM	7	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/15/18	10/21/18	--WTF--				7	\$75.00			
N 5	WTLC	10/17/18	10/21/18	Sa-Su Prime Rotator	6a-7p		1:00			NM	7	\$455.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/15/18	10/21/18	-----SS				7	\$65.00			
N 6	WTLC	10/17/18	10/21/18	M-F AM Drive	6a-10a		:30			NM	8	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/15/18	10/21/18	--WTF--				8	\$150.00			
N 7	WTLC	10/17/18	10/21/18	M-F Midday	10a-3p		:30			NM	8	\$1,120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/15/18	10/21/18	--WTF--				8	\$140.00			
N 8	WTLC	10/17/18	10/21/18	M-F PM Drive	3p-7p		:30			NM	7	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/15/18	10/21/18	--WTF--				7	\$250.00			
N 9	WTLC	10/17/18	10/21/18	M-F Evening	7p-12m		:30			NM	7	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/15/18	10/21/18	--WTF--				7	\$50.00			
N 10	WTLC	10/17/18	10/21/18	Sa-Su Prime Rotator	6a-7p		:30			NM	7	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/15/18	10/21/18	-----SS				7	\$50.00			
N 11	WTLC	10/22/18	10/28/18	M-F AM Drive	6a-10a		1:00			NM	9	\$1,620.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/22/18	10/28/18	MTWTF--				9	\$180.00			

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

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<u>Contract / Revision</u> 515485 /		<u>Alt Order #</u>
<u>Advertiser</u> Black PAC		<u>Original Date / Revision</u> 10/16/18 / 10/16/18
<u>Contract Dates</u> 10/17/18 - 11/04/18	<u>Product</u> 10.17 - 11.4 Black PAC	<u>Estimate #</u> ADD ON ORDER

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
N 12	WTLC	10/22/18	10/28/18	M-F Midday	10a-3p		1:00			NM	9	\$1,530.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/18	10/28/18	MTWTF--				9	\$170.00			
N 13	WTLC	10/22/18	10/28/18	M-F PM Drive	3p-7p		1:00			NM	9	\$2,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/18	10/28/18	MTWTF--				9	\$300.00			
N 14	WTLC	10/22/18	10/28/18	M-F Evening	7p-12m		1:00			NM	6	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/18	10/28/18	MTWTF--				6	\$75.00			
N 15	WTLC	10/22/18	10/28/18	Sa-Su Prime Rotator	6a-7p		1:00			NM	6	\$390.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/18	10/28/18	-----SS				6	\$65.00			
N 16	WTLC	10/22/18	10/28/18	M-F AM Drive	6a-10a		:30			NM	9	\$1,350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/18	10/28/18	MTWTF--				9	\$150.00			
N 17	WTLC	10/22/18	10/28/18	M-F Midday	10a-3p		:30			NM	9	\$1,260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/18	10/28/18	MTWTF--				9	\$140.00			
N 18	WTLC	10/22/18	10/28/18	M-F PM Drive	3p-7p		:30			NM	9	\$2,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/18	10/28/18	MTWTF--				9	\$250.00			
N 19	WTLC	10/22/18	10/28/18	M-F Evening	7p-12m		:30			NM	6	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/18	10/28/18	MTWTF--				6	\$50.00			
N 20	WTLC	10/22/18	10/28/18	Sa-Su Prime Rotator	6a-7p		:30			NM	9	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/18	10/28/18	-----SS				9	\$50.00			
N 21	WTLC	10/29/18	11/04/18	M-F AM Drive	6a-10a		1:00			NM	12	\$2,160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	MTWTF--				12	\$180.00			
N 22	WTLC	10/29/18	11/04/18	M-F Midday	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:		10/29/18	11/04/18	MTWTF--				12	\$170.00			
N 23	WTLC	10/29/18	11/04/18	M-F PM Drive	3p-7p		1:00			NM	12	\$3,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	MTWTF--				12	\$300.00			
N 24	WTLC	10/29/18	11/04/18	M-F Evening	7p-12m		1:00			NM	4	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	MTWTF--				4	\$75.00			
N 25	WTLC	10/29/18	11/04/18	Sa-Su Prime Rotator	6a-7p		1:00			NM	4	\$260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	-----SS				4	\$65.00			
N 26	WTLC	10/29/18	11/04/18	M-F AM Drive	6a-10a		:30			NM	12	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	MTWTF--				12	\$150.00			
N 27	WTLC	10/29/18	11/04/18	M-F Midday	10a-3p		:30			NM	12	\$1,680.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	MTWTF--				12	\$140.00			
N 28	WTLC	10/29/18	11/04/18	M-F PM Drive	3p-7p		:30			NM	12	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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Contract / Revision	Alt Order #
515485 /	

Advertiser	Original Date / Revision
Black PAC	10/16/18 / 10/16/18

Contract Dates	Product	Estimate #
10/17/18 - 11/04/18	10.17 - 11.4 Black PAC	ADD ON ORDER

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	MTWTF--				12	\$250.00			
N 29	WTLC	10/29/18	11/04/18	M-F Evening	7p-12m		:30			NM	3	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	MTWTF--				3	\$50.00			
N 30	WTLC	10/29/18	11/04/18	Sa-Su Prime Rotator	6a-7p		:30			NM	4	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	-----SS				4	\$50.00			
Totals											242	\$38,140.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/01/18 - 10/28/18	155	\$22,950.00	(\$3,442.50)	\$19,507.50
10/29/18 - 11/04/18	87	\$15,190.00	(\$2,278.50)	\$12,911.50
Totals	242	\$38,140.00	(\$5,721.00)	\$32,419.00

Signature: _____

Date: _____

10/16/18

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Schedule Name: BP-INDY-ADD-FINAL

From: Laura Clark
 Phone: (301) 429-2611
 Email: lclark@radio-one.com
 Schedule Description: INDY
 Flight Dates: 10/08/2018-11/11/2018
 Radio Market: INDIANAPOLIS
 Geography: Metro
 Survey: Nielsen Radio August 2018
 Demo: SocioEconomic Population: Daily Intab: Weekly Intab: Weekly
 Adults 18+ (Primary) Ethnic = Black 217,700 178 154
 Time/Date: 09:35 AM 10/16/2018

Radio Total	Daypart	Daypart Code	Spots	Length	Unit Rate	Total Cost	Average Rating	CPP	GRPs	% of GRPs	% of Total Cost	Reach	Net Reach	Frequency	Gls	CPM
WTLO-FM			573		\$134.42	\$77,020.00	1.7%	\$78.62	979.7	100%	100%	87.6%	190,600	11.2	#####	\$36.33
Flight A - 1 wk (10/15)			242		\$157.60	\$38,140.00	1.8%	\$85.61	445.5	45%	50%	62.4%	135,800	7.1	962,200	\$39.40
One Week Total			74		\$143.92	\$10,650.00	1.7%	\$80.68	132.0	13%	14%	34.5%	75,100	3.8	284,800	\$37.87
	M-F 6A-10A	AM	74	60	\$143.92	\$10,650.00	1.7%	\$80.68	132.0	13%	14%	34.5%	75,100	3.8	284,800	\$37.87
	M-F 10A-3P	MD	8	60	\$180.00	\$1,440.00	1.7%	\$105.88	13.6	10%	14%	8.6%	18,700	1.6	29,600	\$48.65
	M-F 3P-7P	PM	8	60	\$170.00	\$1,360.00	2.0%	\$85.00	16.0	12%	13%	10.0%	21,800	1.6	34,400	\$39.53
	M-F 7P-12M	EVE	7	60	\$300.00	\$2,100.00	2.3%	\$130.43	16.1	12%	20%	10.9%	23,800	1.5	35,000	\$60.00
	Sa-Su 6A-7P		7	60	\$75.00	\$525.00	1.3%	\$57.69	9.1	7%	5%	6.3%	13,700	1.4	19,600	\$26.79
	M-F 6A-10A	AM	7	60	\$65.00	\$455.00	1.6%	\$40.63	11.2	8%	4%	7.9%	17,300	1.4	23,800	\$19.12
	M-F 10A-3P	MD	8	30	\$150.00	\$1,200.00	1.7%	\$88.24	13.6	10%	11%	8.6%	18,700	1.6	29,600	\$40.54
	M-F 3P-7P	PM	8	30	\$140.00	\$1,120.00	2.0%	\$70.00	16.0	12%	11%	10.0%	21,800	1.6	34,400	\$32.56
	M-F 7P-12M	EVE	7	30	\$250.00	\$1,750.00	2.3%	\$108.70	16.1	12%	16%	10.9%	23,800	1.5	35,000	\$50.00
	Sa-Su 6A-7P		7	30	\$50.00	\$350.00	1.3%	\$38.46	9.1	7%	3%	6.3%	13,700	1.4	19,600	\$17.86
Flight A - 1 wk (10/22)			81		\$50.00	\$350.00	1.6%	\$31.25	11.2	8%	3%	7.9%	17,300	1.4	23,800	\$14.71
One Week Total			81		\$151.85	\$12,300.00	1.8%	\$83.33	147.6	15%	16%	35.5%	77,200	4.1	318,600	\$38.94
	M-F 6A-10A	AM	9	60	\$151.85	\$1,366.65	1.8%	\$83.33	147.6	15%	16%	35.5%	77,200	4.1	318,600	\$38.94
	M-F 10A-3P	MD	9	60	\$180.00	\$1,620.00	1.7%	\$105.88	15.3	10%	13%	9.2%	20,000	1.7	33,300	\$48.65
	M-F 3P-7P	PM	9	60	\$170.00	\$1,530.00	2.0%	\$85.00	18.0	12%	12%	10.7%	23,300	1.7	38,700	\$39.53
	M-F 7P-12M	EVE	6	60	\$300.00	\$2,700.00	2.3%	\$130.43	20.7	14%	22%	12.7%	27,700	1.6	45,000	\$60.00
	Sa-Su 6A-7P		6	60	\$75.00	\$450.00	1.3%	\$57.69	7.8	5%	4%	5.7%	12,400	1.4	16,800	\$26.79
	M-F 6A-10A	AM	6	60	\$65.00	\$390.00	1.6%	\$40.63	9.6	7%	3%	7.2%	15,600	1.3	20,400	\$19.12
	M-F 10A-3P	MD	9	30	\$150.00	\$1,350.00	1.7%	\$88.24	15.3	10%	11%	9.2%	20,000	1.7	33,300	\$40.54
	M-F 3P-7P	PM	9	30	\$140.00	\$1,260.00	2.0%	\$70.00	18.0	12%	10%	10.7%	23,300	1.7	38,700	\$32.56
	M-F 7P-12M	EVE	6	30	\$250.00	\$2,250.00	2.3%	\$108.70	20.7	14%	18%	12.7%	27,700	1.6	45,000	\$50.00
	Sa-Su 6A-7P		6	30	\$50.00	\$300.00	1.3%	\$38.46	7.8	5%	2%	5.7%	12,400	1.4	16,800	\$17.86
Flight A - 1 wk (10/29)			87		\$50.00	\$450.00	1.6%	\$31.25	14.4	10%	4%	9.4%	20,400	1.5	30,600	\$14.71
One Week Total			87		\$174.60	\$15,190.00	1.9%	\$91.56	165.9	17%	20%	36.4%	79,300	4.5	358,800	\$42.59
	M-F 6A-10A	AM	12	60	\$174.60	\$2,095.20	1.9%	\$91.56	165.9	17%	20%	36.4%	79,300	4.5	358,800	\$42.59
	M-F 10A-3P	MD	12	60	\$180.00	\$2,160.00	1.7%	\$105.88	20.4	12%	14%	10.7%	23,200	1.9	44,400	\$48.65
	M-F 3P-7P	PM	12	60	\$170.00	\$2,040.00	2.0%	\$85.00	24.0	14%	13%	12.4%	27,000	1.9	51,600	\$39.53
	M-F 7P-12M	EVE	4	60	\$300.00	\$3,600.00	2.3%	\$130.43	27.6	17%	24%	14.8%	32,200	1.9	60,000	\$60.00
	Sa-Su 6A-7P		4	60	\$75.00	\$300.00	1.3%	\$57.69	5.2	3%	2%	4.2%	9,200	1.2	11,200	\$26.79
	M-F 6A-10A	AM	4	60	\$65.00	\$260.00	1.6%	\$40.63	6.4	4%	2%	5.3%	11,500	1.2	13,600	\$19.12
	M-F 10A-3P	MD	12	30	\$150.00	\$1,800.00	1.7%	\$88.24	20.4	12%	12%	10.7%	23,200	1.9	44,400	\$40.54
	M-F 3P-7P	PM	12	30	\$140.00	\$1,680.00	2.0%	\$70.00	24.0	14%	11%	12.4%	27,000	1.9	51,600	\$32.56
	M-F 7P-12M	EVE	3	30	\$250.00	\$3,000.00	2.3%	\$108.70	27.6	17%	20%	14.8%	32,200	1.9	60,000	\$50.00
	Sa-Su 6A-7P		3	30	\$50.00	\$150.00	1.3%	\$38.46	3.9	2%	1%	3.4%	7,400	1.1	8,400	\$17.86

WTLC-AM Flight A - 1 wk (10/15) One Week Total	Sa-Su 6A-7P		4	30	\$50.00	\$29.94	\$50.00	\$200.00	1.6%	\$31.25	6.4	4%	1%	5.3%	11,500	1.2	13,600	\$14.71
			89		\$29.94	\$29.94	\$2,665.00	0.3%	\$100.19	26.6	3%	3%	3%	9.1%	19,800	2.8	55,800	\$49.90
			28		\$30.00	\$30.00	\$840.00	0.3%	\$100.00	8.4	1%	1%	1%	4.3%	9,400	1.9	17,600	\$50.00
			28		\$30.00	\$30.00	\$840.00	0.3%	\$100.00	8.4	1%	1%	1%	4.3%	9,400	1.9	17,600	\$50.00
			2	60	\$30.00	\$30.00	\$60.00	0.2%	\$150.00	0.4	5%	7%	7%	0.4%	800	1.0	800	\$75.00
			2	60	\$50.00	\$50.00	\$100.00	0.3%	\$166.67	0.6	7%	12%	12%	0.6%	1,200	1.0	1,200	\$83.33
			2	60	\$50.00	\$50.00	\$100.00	0.6%	\$83.33	1.2	14%	12%	12%	1.0%	2,100	1.1	2,400	\$41.67
			4	60	\$20.00	\$20.00	\$80.00	0.1%	\$200.00	0.4	5%	10%	10%	0.6%	1,200	1.0	1,200	\$66.67
			4	60	\$40.00	\$40.00	\$160.00	0.4%	\$100.00	1.6	19%	19%	19%	1.2%	2,600	1.2	3,200	\$50.00
			2	30	\$30.00	\$30.00	\$60.00	0.2%	\$150.00	0.4	5%	7%	7%	0.4%	800	1.0	800	\$75.00
Flight A - 1 wk (10/22) One Week Total	Sa-Su 6A-7P		2	30	\$30.00	\$30.00	\$60.00	0.3%	\$66.67	0.6	7%	5%	5%	0.6%	1,200	1.0	1,200	\$33.33
			2	30	\$20.00	\$20.00	\$40.00	0.3%	\$50.00	1.2	14%	7%	7%	1.0%	2,100	1.1	2,400	\$25.00
			2	30	\$30.00	\$30.00	\$60.00	0.6%	\$50.00	0.4	5%	7%	7%	0.6%	1,200	1.0	1,200	\$50.00
			4	30	\$15.00	\$15.00	\$60.00	0.1%	\$150.00	0.4	5%	14%	14%	1.2%	2,600	1.2	3,200	\$37.50
			4	30	\$30.00	\$30.00	\$120.00	0.4%	\$75.00	1.6	19%	19%	19%	1.2%	2,600	1.2	3,200	\$37.50
			29		\$30.34	\$30.34	\$880.00	0.3%	\$100.00	8.8	1%	1%	1%	4.5%	9,700	1.9	18,400	\$50.57
			29		\$30.34	\$30.34	\$880.00	0.3%	\$100.00	8.8	1%	1%	1%	4.5%	9,700	1.9	18,400	\$50.57
			2	60	\$30.00	\$30.00	\$60.00	0.2%	\$150.00	0.4	5%	7%	7%	0.4%	800	1.0	800	\$75.00
			2	60	\$50.00	\$50.00	\$100.00	0.3%	\$166.67	0.6	7%	11%	11%	0.6%	1,200	1.0	1,200	\$83.33
			2	60	\$50.00	\$50.00	\$100.00	0.6%	\$83.33	1.2	14%	11%	11%	1.0%	2,100	1.1	2,400	\$41.67
Flight A - 1 wk (10/29) One Week Total	Sa-Su 6A-7P		4	60	\$20.00	\$20.00	\$80.00	0.1%	\$200.00	0.4	5%	9%	9%	0.6%	1,200	1.0	1,200	\$66.67
			5	60	\$40.00	\$40.00	\$200.00	0.4%	\$100.00	2.0	23%	23%	23%	1.4%	3,000	1.3	4,000	\$50.00
			2	30	\$30.00	\$30.00	\$60.00	0.2%	\$150.00	0.4	5%	7%	7%	0.4%	800	1.0	800	\$75.00
			2	30	\$20.00	\$20.00	\$40.00	0.3%	\$66.67	0.6	7%	5%	5%	0.6%	1,200	1.0	1,200	\$33.33
			2	30	\$30.00	\$30.00	\$60.00	0.6%	\$50.00	1.2	14%	7%	7%	1.0%	2,100	1.1	2,400	\$25.00
			2	30	\$15.00	\$15.00	\$60.00	0.1%	\$150.00	0.4	5%	7%	7%	0.6%	1,200	1.0	1,200	\$50.00
			4	30	\$30.00	\$30.00	\$120.00	0.4%	\$75.00	1.6	18%	14%	14%	1.2%	2,600	1.2	3,200	\$37.50
			32		\$29.53	\$29.53	\$945.00	0.3%	\$100.53	9.4	1%	1%	1%	4.6%	10,000	2.0	19,800	\$49.22
			32		\$29.53	\$29.53	\$945.00	0.3%	\$100.53	9.4	1%	1%	1%	4.6%	10,000	2.0	19,800	\$49.22
			2	60	\$30.00	\$30.00	\$60.00	0.2%	\$150.00	0.4	4%	6%	6%	0.4%	800	1.0	800	\$75.00
WHHH-FM Flight A - 1 wk (10/15) One Week Total	Sa-Su 6A-7P		2	60	\$50.00	\$50.00	\$100.00	0.3%	\$166.67	0.6	6%	11%	11%	0.6%	1,200	1.0	1,200	\$83.33
			2	60	\$50.00	\$50.00	\$100.00	0.6%	\$83.33	1.2	13%	11%	11%	1.0%	2,100	1.1	2,400	\$41.67
			5	60	\$20.00	\$20.00	\$80.00	0.1%	\$200.00	0.5	5%	11%	11%	0.6%	1,400	1.1	1,500	\$66.67
			5	60	\$40.00	\$40.00	\$200.00	0.4%	\$100.00	2.0	21%	21%	21%	1.4%	3,000	1.3	4,000	\$50.00
			2	30	\$20.00	\$20.00	\$40.00	0.2%	\$100.00	0.4	4%	4%	4%	0.4%	800	1.0	800	\$50.00
			2	30	\$30.00	\$30.00	\$60.00	0.3%	\$100.00	0.6	6%	6%	6%	0.6%	1,200	1.0	1,200	\$50.00
			2	30	\$30.00	\$30.00	\$60.00	0.6%	\$50.00	1.2	13%	6%	6%	1.0%	2,100	1.1	2,400	\$25.00
			5	30	\$15.00	\$15.00	\$75.00	0.1%	\$150.00	0.5	5%	8%	8%	0.6%	1,400	1.1	1,500	\$50.00
			5	30	\$30.00	\$30.00	\$150.00	0.4%	\$75.00	2.0	21%	16%	16%	1.4%	3,000	1.3	4,000	\$37.50
			242		\$149.65	\$149.65	\$36,215.00	2.1%	\$71.35	507.6	52%	47%	47%	63.1%	137,400	8.1	#####	\$32.53
Flight A - 1 wk (10/15) One Week Total	Sa-Su 6A-7P		84		\$148.04	\$148.04	\$12,435.00	2.1%	\$70.65	176.0	18%	16%	16%	37.3%	81,100	4.7	384,000	\$32.18
			84		\$148.04	\$148.04	\$12,435.00	2.1%	\$70.65	176.0	18%	16%	16%	37.3%	81,100	4.7	384,000	\$32.18
			9	60	\$200.00	\$200.00	\$1,800.00	1.8%	\$111.11	16.2	9%	14%	14%	10.5%	22,800	1.6	36,000	\$50.00
			9	60	\$200.00	\$200.00	\$1,800.00	2.1%	\$88.89	18.9	11%	14%	14%	11.9%	25,900	1.6	41,400	\$43.48
			7	60	\$100.00	\$100.00	\$700.00	1.8%	\$55.56	12.6	7%	6%	6%	9.2%	20,000	1.4	28,000	\$25.00
			8	60	\$100.00	\$100.00	\$800.00	2.0%	\$50.00	16.0	9%	6%	6%	10.7%	23,200	1.5	34,400	\$23.26
			9	30	\$150.00	\$150.00	\$1,350.00	1.8%	\$83.33	16.2	9%	11%	11%	10.5%	22,800	1.6	36,000	\$37.50
			9	30	\$150.00	\$150.00	\$1,350.00	2.1%	\$71.43	18.9	11%	11%	11%	11.9%	25,900	1.6	41,400	\$32.61
			9	30	\$150.00	\$150.00	\$1,350.00	2.7%	\$55.56	24.3	14%	11%	11%	14.1%	30,600	1.7	52,200	\$25.86
			7	30	\$75.00	\$75.00	\$525.00	1.8%	\$41.67	12.6	7%	4%	4%	9.2%	20,000	1.4	28,000	\$18.75
			8	30	\$75.00	\$75.00	\$600.00	2.0%	\$37.50	16.0	9%	5%	5%	10.7%	23,200	1.5	34,400	\$17.44

Flight A - 1 wk (10/22)

One Week Total									
	78		\$152.05	\$11,860.00	2.1%	\$72.05	164.6	17%	15%
M-F 6A-10A		AM							36.7%
M-F 10A-3P	9	MD	\$152.05	\$11,860.00	2.1%	\$72.05	164.6	17%	15%
M-F 3P-7P	9	PM	\$200.00	\$1,800.00	1.8%	\$111.11	16.2	10%	10.5%
M-F 7P-12M	9	PM	\$200.00	\$1,800.00	2.1%	\$95.24	18.9	11%	11.9%
Sa-Su 6A-7P	5	EVE	\$240.00	\$2,160.00	2.7%	\$88.89	24.3	15%	18%
	5		\$100.00	\$500.00	1.8%	\$55.56	9.0	5%	7.3%
M-F 6A-10A	5	AM	\$100.00	\$500.00	2.0%	\$50.00	10.0	6%	4%
M-F 10A-3P	9	MD	\$150.00	\$1,350.00	1.8%	\$83.33	16.2	10%	11%
M-F 3P-7P	9	PM	\$150.00	\$1,350.00	2.1%	\$71.43	18.9	11%	11.9%
M-F 7P-12M	9	PM	\$150.00	\$1,350.00	2.7%	\$55.56	24.3	15%	14.1%
Sa-Su 6A-7P	6	EVE	\$75.00	\$450.00	1.8%	\$41.67	10.8	7%	8.3%
	8		\$75.00	\$600.00	2.0%	\$37.50	16.0	10%	5%
One Week Total	80		\$149.00	\$11,920.00	2.1%	\$71.38	167.0	17%	15%
M-F 6A-10A	9	AM	\$200.00	\$1,800.00	1.8%	\$111.11	16.2	10%	10.5%
M-F 10A-3P	9	MD	\$200.00	\$1,800.00	2.1%	\$95.24	18.9	11%	11.9%
M-F 3P-7P	8	PM	\$240.00	\$1,920.00	2.7%	\$88.89	21.6	13%	16%
M-F 7P-12M	8	EVE	\$100.00	\$800.00	1.8%	\$55.56	14.4	9%	7%
Sa-Su 6A-7P	8		\$100.00	\$800.00	2.0%	\$50.00	16.0	10%	7%
M-F 6A-10A	9	AM	\$150.00	\$1,350.00	1.8%	\$83.33	16.2	10%	11%
M-F 10A-3P	9	MD	\$150.00	\$1,350.00	2.1%	\$71.43	18.9	11%	11.9%
M-F 3P-7P	8	PM	\$150.00	\$1,200.00	2.7%	\$55.56	21.6	13%	10%
M-F 7P-12M	4	EVE	\$75.00	\$300.00	1.8%	\$41.67	7.2	4%	3%
Sa-Su 6A-7P	8		\$75.00	\$600.00	2.0%	\$37.50	16.0	10%	5%

\$33.05	4.5	359,100	80,000	36.7%	15%	17%	164.6	17%	15%	36.7%	80,000	4.5	359,100	\$33.05
\$33.05	4.5	359,100	80,000	36.7%	15%	17%	164.6	17%	15%	36.7%	80,000	4.5	359,100	\$33.05
\$50.00	1.6	36,000	22,800	10.5%	15%	10%	16.2	10%	15%	10.5%	22,800	1.6	36,000	\$50.00
\$43.48	1.6	41,400	25,900	11.9%	15%	11%	18.9	11%	15%	11.9%	25,900	1.6	41,400	\$43.48
\$41.38	1.7	52,200	30,600	14.1%	18%	15%	24.3	15%	18%	14.1%	30,600	1.7	52,200	\$41.38
\$25.00	1.3	20,000	15,800	7.3%	4%	5%	9.0	5%	4%	7.3%	15,800	1.3	20,000	\$25.00
\$23.26	1.3	21,500	16,900	7.8%	4%	6%	10.0	6%	4%	7.8%	16,900	1.3	21,500	\$23.26
\$37.50	1.6	36,000	22,800	10.5%	11%	10%	16.2	10%	11%	10.5%	22,800	1.6	36,000	\$37.50
\$32.61	1.6	41,400	25,900	11.9%	11%	11%	18.9	11%	11%	11.9%	25,900	1.6	41,400	\$32.61
\$25.86	1.7	52,200	30,600	14.1%	11%	15%	24.3	15%	11%	14.1%	30,600	1.7	52,200	\$25.86
\$18.75	1.3	24,000	18,000	8.3%	4%	7%	10.8	7%	4%	8.3%	18,000	1.3	24,000	\$18.75
\$17.44	1.5	34,400	23,200	10.7%	5%	10%	16.0	10%	5%	10.7%	23,200	1.5	34,400	\$17.44
\$32.39	4.5	364,400	80,200	36.8%	15%	17%	167.0	17%	15%	36.8%	80,200	4.5	364,400	\$32.39
\$32.39	4.5	364,400	80,200	36.8%	15%	17%	167.0	17%	15%	36.8%	80,200	4.5	364,400	\$32.39
\$50.00	1.6	36,000	22,800	10.5%	15%	10%	16.2	10%	15%	10.5%	22,800	1.6	36,000	\$50.00
\$43.48	1.6	41,400	25,900	11.9%	15%	11%	18.9	11%	15%	11.9%	25,900	1.6	41,400	\$43.48
\$41.38	1.6	46,400	28,700	13.2%	16%	13%	21.6	13%	16%	13.2%	28,700	1.6	46,400	\$41.38
\$25.00	1.5	32,000	21,800	10.0%	7%	9%	14.4	9%	7%	10.0%	21,800	1.5	32,000	\$25.00
\$23.26	1.5	34,400	23,200	10.7%	7%	10%	16.0	10%	7%	10.7%	23,200	1.5	34,400	\$23.26
\$37.50	1.6	36,000	22,800	10.5%	11%	10%	16.2	10%	11%	10.5%	22,800	1.6	36,000	\$37.50
\$32.61	1.6	41,400	25,900	11.9%	11%	11%	18.9	11%	11%	11.9%	25,900	1.6	41,400	\$32.61
\$25.86	1.6	46,400	28,700	13.2%	10%	13%	21.6	13%	10%	13.2%	28,700	1.6	46,400	\$25.86
\$18.75	1.2	16,000	13,300	6.1%	3%	4%	7.2	4%	3%	6.1%	13,300	1.2	16,000	\$18.75
\$17.44	1.5	34,400	23,200	10.7%	5%	10%	16.0	10%	5%	10.7%	23,200	1.5	34,400	\$17.44

Flight A - 1 wk (10/29)

One Week Total									
	80		\$149.00	\$11,920.00	2.1%	\$71.38	167.0	17%	15%
M-F 6A-10A		AM							36.8%
M-F 10A-3P	9	MD	\$200.00	\$1,800.00	1.8%	\$111.11	16.2	10%	10.5%
M-F 3P-7P	9	PM	\$200.00	\$1,800.00	2.1%	\$95.24	18.9	11%	11.9%
M-F 7P-12M	8	EVE	\$240.00	\$1,920.00	2.7%	\$88.89	21.6	13%	16%
Sa-Su 6A-7P	8		\$100.00	\$800.00	1.8%	\$55.56	14.4	9%	7%
	8		\$100.00	\$800.00	2.0%	\$50.00	16.0	10%	7%
M-F 6A-10A	9	AM	\$150.00	\$1,350.00	1.8%	\$83.33	16.2	10%	11%
M-F 10A-3P	9	MD	\$150.00	\$1,350.00	2.1%	\$71.43	18.9	11%	11.9%
M-F 3P-7P	8	PM	\$150.00	\$1,200.00	2.7%	\$55.56	21.6	13%	10%
M-F 7P-12M	4	EVE	\$75.00	\$300.00	1.8%	\$41.67	7.2	4%	3%
Sa-Su 6A-7P	8		\$75.00	\$600.00	2.0%	\$37.50	16.0	10%	5%