

WBEC - AM WNAW
 WBEC - FM WSBS
 WMNB WUPE

date: _____ cancellation (new order) revision

advertiser: Committee to Elect Richard Neal

contract #: _____
 start date: Aug 23 end date: Sept. 4th

contract

advertiser #: _____
 agency: Horgan, Associates

check one:
 announcement
 sponsorship
 political
 public service
 promotional

contract #: _____
 cart #: _____

address: 23 Randolph
 city/state/zip: Waltham, Ma.

check one:
 remit invoice
 cash in advance

check one:
 agency
 direct

contact person: David Horgan
 telephone: 43.348-0705

check one:
 stand broadcast mo.
 calendar month

check one:
 local
 regional
 national
Political

log listing: Political
 competing products: _____

check one:
 end of flight
 weekly invoice
 monthly invoice
 special cycle
 describe: _____

check one:
 cash
 trade
 auction

package/program: Political

P.O. # / EST. # _____

agency commission _____ % co-op
 sales person: Victim s.s. # (15)

notes to traffic & accounting: _____

options for make good
 check one:
 same flight
 same week
 extend schedule
 dollar for dollar
 credit
 ask salesperson

Political
#664141
master

WUPE WNAW WBEC

dates to run		len	hours to run (daypart)	m	t	w	t	f	s	s	x	rate	#/wk	\$/wk	\$ total
8/23/9/4		30	6a-7p	1	2	2	2	2	2	2	2	15.25	11.75	16.50	

jan	feb	mar	apr	may	june		
july	aug	sep	oct	nov	dec	total	<u>6786.00</u>

advertiser: _____ salesperson: _____ approved by: _____
 date: _____ entered by: _____

CONTRACT



WBEC-FM
 211 Jason Street
 Pittsfield, MA 01247
 (413) 499-3333

<u>Contract / Revision</u> 664141 /		<u>Alt Order #</u>
<u>Advertiser</u> Committee to Elect Richard Neal		<u>Original Date / Revision</u> 08/22/18 / 08/22/18
<u>Contract Dates</u> 08/23/18 - 09/04/18	<u>Estimate #</u>	
<u>Product</u> Richard Neal for Congress		
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Calendar	<u>Cash/Trade</u> Cash
<u>Property</u> WBEC-FM	<u>Account Executive</u> Victoria Spencer_T09	<u>Sales Office</u> Local Berkshire
<u>Special Handling</u>		
<u>Demographic</u> Households		
<u>Agency Ref</u>	<u>Advertiser Ref</u>	<u>Product 1/2</u>

And:

Horgan Associates C/O
Horgan Associates
Attention: David Horgan
23 Randolph Street
Northhampton, MA 01060

WBEC-FM - 664141A												
*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WBEC	08/23/18	09/04/18	M-Su 6a-7p	6a-7p		:30			NM	156	\$2,574.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/18	08/26/18	---TFSS				48	\$16.50			
	Week:	08/27/18	09/02/18	MTWTFSS				84	\$16.50			
	Week:	09/03/18	09/09/18	MT-----				24	\$16.50			
Totals											156	\$2,574.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/01/18 - 08/31/18	108	\$1,782.00	(\$267.30)	\$1,514.70
09/01/18 - 09/04/18	48	\$792.00	(\$118.80)	\$673.20
Totals	156	\$2,574.00	(\$386.10)	\$2,187.90

WNAW-AM - 664141B												
*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WNAW	08/23/18	09/04/18	M-Su 6a-7p	6a-7p		:30			NM	156	\$1,833.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	08/20/18	08/26/18	---TFSS				48	\$11.75			
	Week:	08/27/18	09/02/18	MTWTFSS				84	\$11.75			
	Week:	09/03/18	09/09/18	MT-----				24	\$11.75			
Totals											156	\$1,833.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/01/18 - 08/31/18	108	\$1,269.00	(\$190.35)	\$1,078.65
09/01/18 - 09/04/18	48	\$564.00	(\$84.60)	\$479.40
Totals	156	\$1,833.00	(\$274.95)	\$1,558.05

WUPE-FM - 664141C												
*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WUPE	08/23/18	09/04/18	M-Su 6a-7p	6a-7p		:30			NM	156	\$2,379.00

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.



WBEC-FM
 211 Jason Street
 Pittsfield, MA 01247
 (413) 499-3333

<u>Contract / Revision</u> 664141 /	<u>Alt Order #</u>
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<u>Advertiser</u> Committee to Elect Richard Neal	<u>Original Date / Revision</u> 08/22/18 / 08/22/18
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<u>Contract Dates</u> 08/23/18 - 09/04/18	<u>Product</u> Richard Neal for Congre	<u>Estimate #</u>
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WUPE-FM - 664141C

*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:		08/20/18	08/26/18	---TFSS				48	\$15.25			
Week:		08/27/18	09/02/18	MTWTFSS				84	\$15.25			
Week:		09/03/18	09/09/18	MT-----				24	\$15.25			
Totals											156	\$2,379.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/01/18 -08/31/18	108	\$1,647.00	(\$247.05)	\$1,399.95
09/01/18 -09/04/18	48	\$732.00	(\$109.80)	\$622.20
Totals	156	\$2,379.00	(\$356.85)	\$2,022.15

Contract Totals 468 \$6,786.00

Signature: _____ **Date:** _____

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.



Townsquare Media – Berkshire
WBEC AM/FM WUPE WNAW WSBS
STATEMENT OF POLICY ON POLITICAL ADVERTISING

It is the intention of Townsquare Media Berkshire to comply fully with all applicable laws and regulations relating to the use of the station by legally qualified candidates for public office. Our policies regarding political broadcasting are designed to meet all legal requirements. However, to the extent permitted by law, Townsquare Media Berkshire reserves the right to modify this policy at any time. This policy is provided for general information, and is not intended to be a part of any advertising contract. Any advertising contract is governed by law and by its own terms.

CANDIDATES FOR FEDERAL OFFICE. We afford legally qualified candidates for federal elective office reasonable access to Townsquare Media Berkshire by permitting the purchase of reasonable amounts of time. While Townsquare Media Berkshire does not offer *free* time for political advertising, it makes available for purchase by federal candidates any class of time and time period available to commercial advertisers. Federal candidates may purchase any length of time that Townsquare Media Berkshire determines, on a case-by-case basis, is consistent with law and FCC rules. Townsquare Media Berkshire has no predetermined limitations on the amount of time a federal candidate may purchase or on the time of day in which his/her announcements may appear.

All candidates for Federal office should be aware of the certification requirements created by the Bipartisan Campaign Reform Act (the "BCRA"). As a result of the BCRA, Federal candidates, in order to qualify for lowest unit rates, must provide our stations with a certificate, certified by the candidate or the candidate's authorized committee. That certification must state that the candidate will not make any direct reference to an opposing candidate in the advertising unless, in the case of radio, the spot at the end contains the voice of the candidate identifying himself or herself, the office that he or she is running for, and a statement that he or she has approved the spot. It is our understanding of the law that a Federal candidate that does not provide our stations with such certification, or whose spot does not contain the required statements, is not entitled to lowest unit charge.

Townsquare Media Berkshire intends to work individually with each federal candidate in an effort to meet his or her needs. In determining what constitutes "reasonable" access, we consider such factors as the amount of time the candidate has already purchased and/or used, the total number of candidates in the race who are likely to buy time, the overall demand for political advertising on Townsquare Media Berkshire and potential programming disruption.

STATE AND LOCAL RACES. It is the policy of Townsquare Media Berkshire to keep its listeners informed of opposing candidates' viewpoints in state and local elections. Generally, Townsquare Media Berkshire [also sells airtime to legally qualified candidates for non-federal public office. However, Townsquare Media Berkshire reserves the right to determine whether or not to sell to state and local candidates, and if it does sell to such candidates, to determine the amount of advertising that it will sell to state and local candidates. Some of the factors we consider in making these decisions include the number and importance of state and local races, the constraints imposed by Townsquare Media Berkshire obligation to afford reasonable access to federal candidates, the availability of inventory, and potential programming disruption. Townsquare Media Berkshire may choose not to sell time at all for certain state and local races, or to limit the sale of time to state and local candidates to certain programs or dayparts. For the General Election of 2011 Townsquare Media Berkshire will accept advertising for all qualified candidates.

RATES FOR CANDIDATES. During the period 45 days preceding a primary or primary run-off election and during the period 60 days preceding a general or special election, the charges for use of Townsquare Media Berkshire by legally qualified candidates running in that election are not, under federal law, permitted to exceed the lowest unit charge of Townsquare Media Berkshire for the same class and length of announcement for the same time period. Whether a candidate is entitled to the lowest unit charge for a particular spot depends on the date the spot airs -- not when the order is accepted.

Because the prices of spots on Townsquare Media Berkshire are subject to change, the lowest unit charge for a particular length of spot, class of spot and time period may also vary during the 45-day and 60-day pre-election periods. In the event any legally qualified political candidate is charged in excess of the applicable lowest unit charge, whether because of a post-order change in the applicable lowest unit charge or for any other reason, Townsquare Media Berkshire will rebate the excess payment to the candidate, or credit that amount toward a further time purchase should the candidate so desire.

At times when the lowest unit charge is not applicable, the charges for use of Townsquare Media Berkshire by legally qualified candidates may not exceed the charges made for comparable use of Townsquare Media Berkshire by other advertisers.

Lowest unit charges during the pre-election periods apply only to *"uses" by legally qualified candidates*. A "use" is defined as "any positive broadcast of a candidate's voice or picture." Lowest unit charge does not apply to third party or independent expenditure advertising, even if the advertisement constitutes a "use," unless the advertisement is authorized by the candidate. The "use" must be sponsored by the candidate (or if not sponsored by the candidate, must be authorized by the candidate) to qualify for lowest unit charge.

AGENCY AND SALES REP FIRM PLACEMENT. Townsquare Media Berkshire lowest unit charge is based on the net to Townsquare Media [MARKET], including spots sold by the station's sales representative firm. Thus, for example, if Townsquare Media Berkshire commissionable lowest unit charge for a particular advertisement is \$100, and the station's sales representative firm books a spot on behalf of a legally qualified candidate who is entitled to the lowest unit charge, the lowest unit charge will be \$100, regardless of any commission owed to the sales rep firm. However, if Townsquare Media Berkshire commissionable lowest unit charge for a particular advertisement is \$100, and a recognized agency books a spot at that rate on behalf of a legally qualified candidate who is entitled to the lowest unit charge, Townsquare Media Berkshire will not pay a commission to the agency (i.e. it will charge the agency the lowest unit charge of \$100).

TYPES OF ADVERTISING SCHEDULES. We are pleased to work with candidates and their representatives to ensure that the candidate is aware of and is able to make any purchase of time available to commercial advertisers, according to the schedule the candidate believes would be most advantageous. It is our policy to assist candidates in making informed judgments as to their time purchases by alerting them to the full range of options available. For that purpose, we provide the following information on the various types of purchases [STATION] advertisers may make:

- **Length of Announcements.** Generally, Townsquare Media Berkshire makes available for purchase airtime in the following lengths: 30 seconds and 60 seconds. Our rates are based on a 30-second or 60-second spot, as applicable. As stated above, Townsquare Media Berkshire will make other lengths of time available to candidates for federal office on a case-by-case basis, consistent with law and FCC rules.
- **Classes of Time.** Generally, Townsquare Media Berkshire makes available the following classes of time: Pre-emptible with Notice and 100% Non-Pre-emptible. Other classes of time, such as ROS, and package plans may be available upon request, and are sold on an immediately pre-emptible without notice basis. Our pre-emptible spots are typically preempted approximately 3% of the time, although this percentage can vary based on station demand and sellout levels. Candidates should check with the station near to the time that a schedule is likely to run to determine likelihood of preemption for that schedule.

Time Periods. Individual spots sold in most classes of time can be scheduled to run in many different time periods or programs or combinations of time periods or programs. Generally, the prices of spots increase during time periods or programs of high audience levels or high advertiser demand. Spots restricted to narrower rotations or specific programs will generally cost more than spots scheduled to run in broader time periods. For example, spots scheduled to air during a particular hour or half-hour (e.g., 4:00 p.m. - 4:30 p.m.; 8:00 p.m. - 9:00 p.m.) will generally cost more than spots scheduled to run at any time within the entire daypart (e.g., 3:00 p.m. - 7:00 p.m.; 8:00 p.m. - 12:00 midnight). Spots scheduled to air during a particular program will generally cost more than spots scheduled to run at any time during several programs. Custom schedules can also be arranged.

- **Package Plans.** At any point in time, the station may offer a number of specialized and/or individually negotiated packages to its advertisers. These packages allow the station's clients to reach their intended audiences in the most cost-effective way. These packages may, for example, include spots in a number of different programs or dayparts, combinations of fixed and pre-emptible spots, and so on. Other packages may be time and/or event specific, such as weekend sports broadcasts.

During the statutory "lowest unit rate" periods, legally qualified candidates may purchase such packages at the lowest price at which such packages are sold to commercial advertisers. In addition, during the pre-election "lowest unit rate" periods, legally qualified candidates may purchase any class of spots available in a package at the package rate, without being required to purchase all parts of the package. For spots airing during a pre-election "lowest unit rate" period, whenever a spot rate included in a package plan is less than the lowest unit rate for the particular length, class and time period in which it is scheduled, the package rate becomes the new lowest unit rate for the same class of time in the same time period. The station will allocate the costs of spots of different classes included in package plans to reflect their true value (which may be different than the rate shown on the face of any agreement or contract received by an advertiser), in accordance with the policies of the FCC.

- **Current rate information** for all of the lengths, classes of time, packages, and rotators offered by Townsquare Media Berkshire is provided to each person who requests information regarding political advertising on Townsquare Media [MARKET]. In addition to the current "going rates," the station also will provide its best, good faith estimate of the lowest unit rates upon any request for information.
- **Make Goods.** It is the policy of Townsquare Media Berkshire to offer all political candidates "make goods," prior to the election, for candidate "use" spots that are preempted if Townsquare Media Berkshire has offered time-sensitive make goods for the same class of time to any commercial advertiser within the past year. Townsquare Media Berkshire cannot guarantee, however, that time-sensitive make goods can be provided in the time period or rotation originally ordered. If inventory constraints make identical scheduling impossible, Townsquare Media Berkshire will offer make goods of equivalent value. If these are not acceptable to the candidate, Townsquare Media Berkshire will provide credits or refunds for preempted spots.
- **News and Election Day.** Townsquare Media Berkshire does not accept political advertising during newscasts. Townsquare Media Berkshire does not have a news adjacency class of time. Townsquare Media Berkshire does accept political advertising on election day.

PREREQUISITES TO BROADCAST. For each political time order, an NAB political broadcast form must be at Townsquare Media Berkshire representative's office at least 48 hours prior to broadcast. Copies of the current NAB form are available upon request. Tapes must be at Townsquare Media Berkshire at least 24 hours in advance of their first scheduled airing, or no later than close of business Thursday for weekend airing. However, we will do our best to accommodate federal candidates' requests for reasonable access regardless of notice.

SPONSORSHIP IDENTIFICATION. Under the rules of the Federal Communications Commission and the Federal Election Commission, a sponsorship identification announcement must be given revealing who paid for or sponsored an announcement or program. Candidates and their committees (or an outside party paying for the broadcast) must disclose the true identity of the person or entity by whom or on whose behalf payment is made. **If a political announcement does not contain proper sponsorship identification, the station is required to insert the required sponsorship identification before allowing the spot to air. Since all advertisements must be limited to the amount of time purchased, spots lacking the required identification may be partially overdubbed. If Townsquare Media Berkshire is required to perform such production, normal production charges will be assessed.**

PREPAYMENT AND CREDIT. All political orders, whether direct from the candidate or through a recognized advertising agency, are subject to normal Townsquare Media Berkshire credit policies. Federal candidates who wish to apply for credit should allow ample time for processing of the credit application. Unless credit is extended, advance payments must be made at least seven (7) days prior to the first scheduled broadcast of the flight. Federal candidates cannot be required to pay more than seven (7) days in advance. Regardless of these policies, we will do our best to meet the reasonable needs of federal candidates for access immediately before the election. All other candidates must pay in advance of broadcast as stated above.

PRODUCTION FACILITIES. Townsquare Media Berkshire will make its production facilities available to federal candidates and their representatives. All inquiries or requests concerning production time and facilities should be made through your sales representative or Townsquare Media Berkshire production department. Production rates are established on an hourly basis and can be affected by the type and amount of equipment and personnel required for a particular job. [The first hour is at no charge, each subsequent hour or portion of will be billed at \$150.00 per hour.]

POLITICAL FILE. We maintain a political file of all requests for broadcast time made by or on behalf of candidates for public office, together with materials showing the disposition made by each station within Townsquare Media Berkshire of each such request, any charges made if the request was granted, and the lengths, classes, and dayparts purchased. The political file for periods from March 1, 2018 onward is available on the station's FCC online public file (link available on the station's website) and for periods prior to March 1, 2018, is available for public inspection during regular business

hours at each station's main studio. We retain the records in our political file for a period of two years. If you have any questions about our political file, please do not hesitate to ask.

LIST OF OFFICERS AND DIRECTORS REQUIRED. Townsquare Media Berkshire requires a committee, association, or group that is purchasing political advertising to furnish Townsquare Media Berkshire with a list of its chief executive officers, members of its executive committee, or members of its board of directors in the case of issue ads, and for candidate ads, Townsquare Media Berkshire requires the name of the sponsoring entity or person and its treasurer. Such lists must be furnished before Townsquare Media Berkshire will grant a request for time. These lists will be available for public inspection at Townsquare Media Berkshire main studio during regular business hours. These records will be retained in the political file for two years.

PLACING ORDERS. The following persons are available to assist candidates with their RADIO advertising on Townsquare Media Berkshire

[•], Market Manager, Peter Barry	[413 499 3333]
[•], DOS Victoria Spencer	[413 499 3333]
[•], Station Manager, David Isby	[413 528 0860]



POLITICAL ADVERTISING CHECKLIST

Name of Candidate: Richard Nepl.
 Office Being Sought: State Rep.
 Person Ordering Advertising: David Hagen -
 Relationship to Candidate: Rep.
 Person to Whom Disclosure Is Given: David Hagen

Date 8/23 Item _____

- Candidate has been determined to be "legally qualified."
- Candidate's announcement constitutes a "use"; *i.e.*, candidate personally appears on the spot and is identifiable.
- Candidate's announcement contains proper sponsorship identification.
- Candidate has provided NAB form or other written statement of agency authorization to place advertising on behalf of candidate.
- Candidate has been provided with:
 - Townsquare Media [MARKET] Statement of Policy on Political Advertising; and
 - Townsquare Media [MARKET] Station Rate Information
- Campaign Committee has provided list of officers and directors.

Date: 8/21

Salesperson: Nick Sp

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: Town Square Media Beckshu	Date: 8/21
---	----------------------

I, DAVID HERGAN,
 being/on behalf of: committee to elect Richard MEN,
 a legally qualified candidate of the 1st Cong DIST / Democratic Party
 political party for the office of: Congress Party Primary
 in the 1st Congressional District
 election to be held on: SEPT 4 2018

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
'30	6-9:7p	13		12	1.5
WNGW / 12x Per Day @ 11.75 gross WBEC / 12x Per Day @ 16.50 gross WUPE / 12x Per Day @ 15.25 gross					

Attach proposed schedule with charges (if available):

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

committee to elect RICHARD NEAL

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:

Michael F. Hall

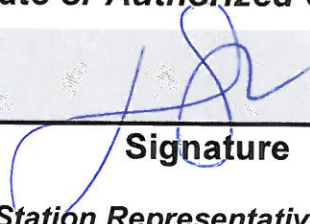
This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

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

Aug 21 2018

Date



Signature

To Be Signed By Station Representative

Accepted

Accepted in Part

Rejected

Victoria Sp...

Signature

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, DAVID HERGEN COMMITTEE TO ELECT RICHARD MCG
(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.



signature of candidate or authorized committee

DAVID HERGEN

printed name

aug 21 2018

date

**DAVID HORGAN DBA
HORGAN ASSOCIATES**
252 WESTERLY CIR
LUDLOW, MA 01056

10-10

1613

53-7054/2113
69

DATE Aug 21 2018

PAY
TO THE
ORDER OF

Town Square Media Berkshire \$ 5768.10

five thousand seven hundred sixty eight and 10/100 DOLLARS

Secured by
Features
Details on
Back



Bank

America's Most Convenient Bank®

FOR _____

⑈001613⑈ ⑆211370545⑆ 8245237339⑈

MP