

# Broadcast Contract

Red Right Media  
Defend Arizona  
PO Box 2274  
Arlington, VA 22202

Start Date 09/25/18	Contract# 93287	Mod# 0
End Date 10/01/18	Date Entered 09/04/18	Date Last Modified 09/05/18
Advertiser Defend Arizona	Station Market KSLX-FM	
Product Defend Arizona/4469	SalesRep/Office KATZ PHILLY	

Standard Billing Cycle Estimate# 4469

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
1	TU 09/25/18 FR 09/28/18	06:00A-10:00A	60	--	2	1	1	1	--	--	5	\$300.00
		cannot move day to day										
2	TU 09/25/18 FR 09/28/18	10:00A-03:00P	60	--	4	4	2	2	--	--	12	\$200.00
		cannot move day to day										
3	TU 09/25/18 FR 09/28/18	03:00P-07:00P	60	--	2	1	1	1	--	--	5	\$300.00
		cannot move day to day										
4	SA 09/29/18 SA 09/29/18	06:00A-07:00P	60	--	--	--	--	--	4	--	4	\$175.00
		cannot move day to day										
5	SU 09/30/18 SU 09/30/18	06:00A-07:00P	60	--	--	--	--	--	--	4	4	\$100.00
		cannot move day to day										
6	MO 10/01/18 MO 10/01/18	06:00A-10:00A	60	3	--	--	--	--	--	--	3	\$300.00
		cannot move day to day										
7	MO 10/01/18 MO 10/01/18	10:00A-03:00P	60	3	--	--	--	--	--	--	3	\$200.00
		cannot move day to day										
8	MO 10/01/18 MO 10/01/18	03:00P-07:00P	60	3	--	--	--	--	--	--	3	\$300.00
		cannot move day to day										

-----Additional Comments-----	Total Spots	Spots Total\$	Agency Commission	Net	Gross
	39	8,900.00	\$1,335.00	\$ 7,565.00	\$ 8,900.00

## Billing Projections: By Month

	Sep 18	Oct 18
CA	6,500.00	2,400.00
ST	6,500.00	2,400.00

"This station does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Advertiser hereby certifies that it is not buying broadcasting air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race, national origin, or ancestry."

Accepted for Station

Accepted for advertiser OR agency(and MBS, if any) as agent for the advertiser

Name \_\_\_\_\_ Title \_\_\_\_\_  
See reverse for accepted terms and conditions, if any

Name \_\_\_\_\_ Title \_\_\_\_\_  
Page 4

# Sales Order

Station: **KSLX-FM** Agency: **Red Right Media**  
 Contract Name: **KSLX 4469 Defend Arizona-01** Address: **PO Box 2274**  
 Contract#: **93287** City: **Arlington** State: **VA** Zip: **22202**  
 Start Date: **9/25/18** End Date: **10/01/18** Buyer: \_\_\_\_\_  
 Revenue Type: **National Political** Type: **Cash** Tax Schedule: \_\_\_\_\_ (None)  
 Advertiser: **Defend Arizona** Agency Commission %: **15**  
 Address: \_\_\_\_\_ Billing Cycle: **Standard**  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Salesperson: **KATZPHILLY** Comm %: **0**  
 Product Name: **Defend Arizona/4469** Makegood Policy: **With Client Approval**  
 Estimate #: **4469**  
 Competitive Code: **Political**

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	9/25/18	9/28/18		6:00 AM	10:00 AM	60		2	1	1	1			5	D	300.00	5	1,500.00	2	
	cannot move day to day																			
2	9/25/18	9/28/18		10:00 AM	3:00 PM	60		3	3	3	3			12	D	200.00	12	2,400.00	2	
	cannot move day to day																			
3	9/25/18	9/28/18		3:00 PM	7:00 PM	60		2	1	1	1			5	D	300.00	5	1,500.00	2	
	cannot move day to day																			
4	9/29/18	9/29/18		6:00 AM	7:00 PM	60						4		4	D	175.00	4	700.00	6	
	cannot move day to day																			
5	9/30/18	9/30/18		6:00 AM	7:00 PM	60							4	4	D	100.00	4	400.00	6	
	cannot move day to day																			
6	10/01/18	10/01/18		6:00 AM	10:00 AM	60	3							3	D	300.00	3	900.00	2	
	cannot move day to day																			
7	10/01/18	10/01/18		10:00 AM	3:00 PM	60	3							3	D	200.00	3	600.00	2	
	cannot move day to day																			
8	10/01/18	10/01/18		3:00 PM	7:00 PM	60	3							3	D	300.00	3	900.00	2	
	cannot move day to day																			

## Billing Projections: By Month

	Sep 18	Oct 18
CA	6,500.00	2,400.00
ST	6,500.00	2,400.00

☒ Print Spot Prices

TOTAL SPOTS ..... 39  
 GROSS TOTAL \$ ..... 8,900.00  
 ADJUSTED SPOTS ..... 39  
 ADJUSTED TOTAL \$ ..... 8,900.00

APPROVE    DECLINE

☐ ☐ General Sales Manager  
☐ ☐ Traffic Manager  
☐ ☐ Business Manager  
☐ ☐ Local Sales Manager

**REVISED**

CONT#	Sep 07, 18	DDS CONT# 0
REP	32125518 Mod# 1 Ver# 3 (Last = Orig CF )	C/P/E: / / 4469
TO	KATZ RADIO	
FM	KSLX-FM (Phoenix, AZ)	
OFF	LATONYA CHENAULT	SALESPERSON FAX#
AGY	PHILADELPHIA	
ADDR	RED RIGHT MEDIA	PH #
	P.O. BOX 2274	
	ARLINGTON, VA 22202	
BYR	EMMA THORGAARD	
ADV	DEFEND ARIZONA	
PDT	RRM Defend AZ TV	
FLT	Sep 25, 18 - Oct 01, 18	

**\* REP ORDER COMMENT \***

\*\* 9/7/2018 5:28:00 PM: THESE ARE ORDER REVISIONS. PLEASE DO NOT DOUBLE BOOK. ORDERS HAVE BEEN REVISED TO SHIFT WEIGHT DUE TO SELL OUT AND CLEARANCE ISSUES BETWEEN EST #S 4467, 4468, 4469 & 4470. OVERALL MONEY BETWEEN THE FOUR ESTIMATES WORK OUT TO BE THE SAME. PLEASE CONFIRM .

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
CHG	1.1	.T.....	6A - 10A	60	09/25/2018 - 09/25/2018	1D	2	\$300.00	2
	1.2	.T.....	10A - 3P	60	09/25/2018 - 09/25/2018	1D	3	\$200.00	3
CHG	1.3	.T.....	3P - 7P	60	09/25/2018 - 09/25/2018	1D	2	\$300.00	2
					<b>** FLIGHT TOTALS **</b>		7	\$1,800.00	
		<b>FLIGHT 2</b>							
CHG	2.1	..W....	6A - 10A	60	09/26/2018 - 09/26/2018	1D	1	\$300.00	1
	2.2	..W....	10A - 3P	60	09/26/2018 - 09/26/2018	1D	3	\$200.00	3
CHG	2.3	..W....	3P - 7P	60	09/26/2018 - 09/26/2018	1D	1	\$300.00	1
					<b>** FLIGHT TOTALS **</b>		5	\$1,200.00	
		<b>FLIGHT 3</b>							
CHG	3.1	...T...	6A - 10A	60	09/27/2018 - 09/27/2018	1D	1	\$300.00	1
	3.2	...T...	10A - 3P	60	09/27/2018 - 09/27/2018	1D	3	\$200.00	3
CHG	3.3	...T...	3P - 7P	60	09/27/2018 - 09/27/2018	1D	1	\$300.00	1
					<b>** FLIGHT TOTALS **</b>		5	\$1,200.00	
		<b>FLIGHT 4</b>							
CHG	4.1	....F..	6A - 10A	60	09/28/2018 - 09/28/2018	1D	1	\$300.00	1
	4.2	....F..	10A - 3P	60	09/28/2018 - 09/28/2018	1D	3	\$200.00	3
CHG	4.3	....F..	3P - 7P	60	09/28/2018 - 09/28/2018	1D	1	\$300.00	1

Sep 07, 18  
 CONT# 32125518 Mod# 1 Ver# 3 (Last = Orig CF )  
 REP KATZ RADIO

DDS CONT# 0  
 C/P/E: / / 4469

				** FLIGHT TOTALS **			5	\$1,200.00	
	5.1	<b>FLIGHT 5</b> .....S.	6A - 7P	60	09/29/2018 - 09/29/2018	1D	4	\$175.00	4
				** FLIGHT TOTALS **			4	\$700.00	
	6.1	<b>FLIGHT 6</b> .....S	6A - 7P	60	09/30/2018 - 09/30/2018	1D	4	\$100.00	4
				** FLIGHT TOTALS **			4	\$400.00	
	7.1	<b>FLIGHT 7</b> M.....	6A - 10A	60	10/01/2018 - 10/01/2018	1D	3	\$300.00	3
	7.2	M.....	10A - 3P	60	10/01/2018 - 10/01/2018	1D	3	\$200.00	3
	7.3	M.....	3P - 7P	60	10/01/2018 - 10/01/2018	1D	3	\$300.00	3
				** FLIGHT TOTALS **			9	\$2,400.00	

DDS CONT# 0  
C/P/E: / / 4469

[illegible]

	Sep 18	Oct 18					
SPOTS	30	9					
CASH	6500.00	2400.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	6500.00	2400.00					

SPOTS						<b>TOTAL</b>
						39
CASH						8,900.00
TRADE						0.00
NSL						0.00
TOTAL						8,900.00

## 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.

# Sales Order

Station: **KSLX-FM** Agency: **Red Right Media**  
 Contract Name: **KSLX 4469 Defend Arizona** Address: **PO Box 2274**  
 Contract#: **(none)** City: **Arlington** State: **VA** Zip: **22202**  
 Start Date: **9/25/18** End Date: **10/01/18** Buyer: \_\_\_\_\_  
 Revenue Type: **National Political** Type: **Cash** Tax Schedule: **(None)**  
 Advertiser: **Defend Arizona** Agency Commission %: **15**  
 Address: \_\_\_\_\_ Billing Cycle: **Standard**  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Salesperson: **KATZPHILLY** Comm %: **0**  
 Product Name: **Defend Arizona/4469** Makegood Policy: **With Client Approval**  
 Estimate #: **4469**  
 Competitive Code: **Political**

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	9/25/18	9/28/18		6:00 AM	10:00 AM	60		4	4	2	2			12	D	300.00	12	3,600.00	
	cannot move day to day																		
2	9/25/18	9/28/18		10:00 AM	3:00 PM	60		4	4	2	2			12	D	200.00	12	2,400.00	
	cannot move day to day																		
3	9/25/18	9/28/18		3:00 PM	7:00 PM	60		4	4	2	2			12	D	300.00	12	3,600.00	
	cannot move day to day																		
4	9/29/18	9/29/18		6:00 AM	7:00 PM	60						4		4	D	175.00	4	700.00	
	cannot move day to day																		
5	9/30/18	9/30/18		6:00 AM	7:00 PM	60							4	4	D	100.00	4	400.00	
	cannot move day to day																		
6	10/01/18	10/01/18		6:00 AM	10:00 AM	60	3							3	D	300.00	3	900.00	
	cannot move day to day																		
7	10/01/18	10/01/18		10:00 AM	3:00 PM	60	3							3	D	200.00	3	600.00	
	cannot move day to day																		
8	10/01/18	10/01/18		3:00 PM	7:00 PM	60	3							3	D	300.00	3	900.00	
	cannot move day to day																		

## Billing Projections: By Month

	Sep 18	Oct 18
CA	10,700.00	2,400.00
ST	10,700.00	2,400.00

☒ Print Spot Prices

TOTAL SPOTS 53

GROSS TOTAL \$ 13,100.00

ADJUSTED SPOTS 53

ADJUSTED TOTAL \$ 13,100.00

APPROVE DECLINE

☐☐

General Sales Manager

☐☐

Traffic Manager

☐☐

Business Manager

☐☐

Local Sales Manager

Sep 04, 18  
 CONT# 32125518 Mod# Ver# 1 (Last = )  
 REP KATZ RADIO  
 TO KSLX-FM (Phoenix, AZ)  
 FM LATONYA CHENAULT  
 OFF PHILADELPHIA  
 AGY RED RIGHT MEDIA  
 ADDR P.O. BOX 2274  
 ARLINGTON, VA 22202

DDS CONT# 0  
 C/P/E: / / 4469

SALESPERSON FAX#

PH #

BYR EMMA THORGAARD  
 ADV DEFEND ARIZONA  
 PDT RRM Defend AZ TV  
 FLT Sep 25, 18 - Oct 01, 18

\* REP ORDER COMMENT \*

\*\* 8/31/2018 12:59:00 PM: ISSUE/POLITICAL: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24-HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM IN THE SYSTEM. EMMA.RUSNAK@KATZMEDIA.COM 215-557-4230. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	.T.....	6A - 10A	60	09/25/2018 - 09/25/2018	1D	3	\$300.00	3
	1.2	.T.....	10A - 3P	60	09/25/2018 - 09/25/2018	1D	3	\$200.00	3
	1.3	.T.....	3P - 7P	60	09/25/2018 - 09/25/2018	1D	3	\$300.00	3
					<b>** FLIGHT TOTALS **</b>		9	\$2,400.00	
		<b>FLIGHT 2</b>							
	2.1	..W....	6A - 10A	60	09/26/2018 - 09/26/2018	1D	3	\$300.00	3
	2.2	..W....	10A - 3P	60	09/26/2018 - 09/26/2018	1D	3	\$200.00	3
	2.3	..W....	3P - 7P	60	09/26/2018 - 09/26/2018	1D	3	\$300.00	3
					<b>** FLIGHT TOTALS **</b>		9	\$2,400.00	
		<b>FLIGHT 3</b>							
	3.1	...T...	6A - 10A	60	09/27/2018 - 09/27/2018	1D	3	\$300.00	3
	3.2	...T...	10A - 3P	60	09/27/2018 - 09/27/2018	1D	3	\$200.00	3
	3.3	...T...	3P - 7P	60	09/27/2018 - 09/27/2018	1D	3	\$300.00	3
					<b>** FLIGHT TOTALS **</b>		9	\$2,400.00	
		<b>FLIGHT 4</b>							
	4.1	....F..	6A - 10A	60	09/28/2018 - 09/28/2018	1D	3	\$300.00	3
	4.2	....F..	10A - 3P	60	09/28/2018 - 09/28/2018	1D	3	\$200.00	3
	4.3	....F..	3P - 7P	60	09/28/2018 - 09/28/2018	1D	3	\$300.00	3
					<b>** FLIGHT TOTALS **</b>		9	\$2,400.00	

Sep 04, 18  
 CONT# 32125518 Mod# Ver# 1 (Last = )  
 REP KATZ RADIO

DDS CONT# 0  
 C/P/E: / / 4469

5.1	<b>FLIGHT 5</b>	6A - 7P	60	09/29/2018 - 09/29/2018	1D	4	\$175.00	4
	.....S.							
	<b>** FLIGHT TOTALS **</b>							
6.1	<b>FLIGHT 6</b>	6A - 7P	60	09/30/2018 - 09/30/2018	1D	4	\$100.00	4
	.....S							
	<b>** FLIGHT TOTALS **</b>							
7.1 7.2 7.3	<b>FLIGHT 7</b>	6A - 10A 10A - 3P 3P - 7P	60	10/01/2018 - 10/01/2018	1D	3	\$300.00	3
	M.....							
	M.....							
	M.....							
	<b>** FLIGHT TOTALS **</b>							
						9	\$2,400.00	

	Sep 18	Oct 18					
SPOTS	44	9					
CASH	10700.00	2400.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	10700.00	2400.00					

						TOTAL
SPOTS						53
CASH						13,100.00
TRADE						0.00
NSL						0.00
TOTAL						13,100.00

**\*\* Competitive Comments \*\***

SVC: FA99 MSA CustRadio  
 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.



## Tolonen, Candice

**From:** Rusnak, Emma <Emma.Rusnak@katzmedia.com>  
**Sent:** Monday, September 24, 2018 7:36 AM  
**To:** Olson, Bruce; Tolonen, Candice  
**Cc:** Chenault, LaTonya  
**Subject:** PAYMENT: Defend Arizona - Est. 4469


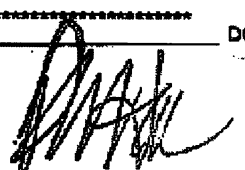
Hi All,

Please see below for Proof of Payment.

We'll share traffic as soon as it's in house.

Stations:

- KSLX-FM

<b>RED RIGHT MEDIA</b> P.O. BOX 2274 ARLINGTON, VA 22202		<b>UNITED BANK</b>	<b>11228</b>
	88-444/560		<u>9/20/2018</u>
<b>PAY TO THE ORDER OF</b>	<b>KSLX-FM</b>	<b>\$</b>	<b>**7,602.83</b>
<b>Seven Thousand Six Hundred Two and 83/100</b>			<b>DOLLAR</b>
			
<b>MEMO</b>	<b>DEF AZ EST 4469</b>	<b>AUTHORIZED SIGNATURE</b>	

Thanks!  
Emma

**Emma Rusnak**  
Account Coordinator  
Katz Radio Group  
111 Presidential Blvd | Ste 215 | Bala Cynwyd, PA 19004  
[Emma.Rusnak@katzmedia.com](mailto:Emma.Rusnak@katzmedia.com)  
o 215.557.4230 | f 917.206.9488



**Local Impact.**  
**National Influence.**

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b>	<b>Date:</b>
------------------------------	--------------

I, **Red Right Media**

do hereby request station time concerning the following issue:

<b>Defend AZ</b>
------------------

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

This broadcast time will be used by: **Defend AZ**

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**  
☒ Yes ☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

U.S. Senate

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Defend AZ Phone #: (480) 382-8780  
6635 W Happy Valley Rd.  
Glendale, AZ 85310

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Ben Ottenhoff, Treasurer

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)


**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.**

***TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)***

**6/28/2018**  
Date

  
Signature

**(434) 878-0027**  
Contact Phone Number

***TO BE SIGNED BY STATION REPRESENTATIVE***

☐ Accepted

☐ Accepted in Part

☐ Rejected

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

## AGREED UPON SCHEDULE

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

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

**Attach proposed schedule with charges (if available):**

### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.