

## 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**

|   |   |
|---|---|
| <b>Station and Location:</b><br><p style="text-align: center; margin: 0;"><b>KMJ-AM &amp; FM / Fresno</b></p> | <b>Date:</b><br><p style="text-align: center; margin: 0;"><b>10/16/19</b></p> |
|---|---|

I, **Mark Scozzari**  
 being/on behalf of: **Jerry Dyer**, a legally  
 qualified candidate of the **non-partisan** political  
 party for the office of: **Mayor, City of Fresno**  
 in the **Primary Election**  
 election to be held on: **March 3, 2020**

do hereby request station time as follows:

| Broadcast Length   | Time of Day, Rotation or Package | Days | Class | Times per Week | Number of Weeks |
|--|----------------------------------|------|-------|----------------|-----------------|
| <b>&lt;&lt;&lt;&lt;&lt;&lt; SEE ATTACHED SCHEDULE &gt;&gt;&gt;&gt;&gt;&gt;</b> |                                  |      |       |                |                 |

**Total Charges:**      **\$5,880 (gross) - \$882 (15% political discount) =**  
**\$4,998 (net)**



# Jerry Dyer for Mayor 2020 Oct-Nov 2019



From: Dave Campbell  
 Phone: (559) 490-5952  
 Email: dave.campbell@cumulus.com  
 10/9/2019 6:10 PM

Flight Dates: 10/14/2019 - 11/17/2019  
 Demo: P 25+

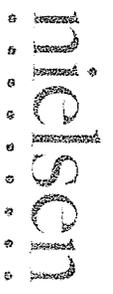
Radio Market: FRESNO  
 Survey: SP19 SD  
 Geography: TSA

## ScheduleDescription: 2019 Political Radio Campaign

| Radio Total         | Daypart    | Daypart Code | Spots       | Rot | Mon         | Tue         | Wed         | Thu         | Fri         | Sat | Sun | Length | Unit Rate       | Total Cost        | Average Rating |
|---------------------|------------|--------------|-------------|-----|-------------|-------------|-------------|-------------|-------------|-----|-----|--------|-----------------|-------------------|----------------|
| <b>124.0</b>        |            |              |             |     | <b>26.0</b> | <b>26.0</b> | <b>26.0</b> | <b>28.0</b> | <b>18.0</b> |     |     |        | <b>\$47.42</b>  | <b>\$5,880.00</b> | <b>0.3%</b>    |
| <b>KML-AM</b>       |            |              | <b>50.0</b> |     | <b>12.0</b> | <b>12.0</b> | <b>12.0</b> | <b>11.0</b> | <b>3.0</b>  |     |     |        | <b>\$102.80</b> | <b>\$5,140.00</b> | <b>0.8%</b>    |
| <b>Flight Dates</b> |            |              |             |     |             |             |             |             |             |     |     |        |                 |                   |                |
| 10/14/19            |            |              | 6.0         |     |             |             |             | 3.0         | 3.0         |     |     |        | \$110.00        | \$660.00          | 0.8%           |
|                     | M-F 6A-10A |              | 2.0         |     |             |             |             | 1.0         | 1.0         |     |     | 60     | \$110.00        | \$220.00          | 1.0%           |
|                     | M-F 10A-3P |              | 2.0         |     |             |             |             | 1.0         | 1.0         |     |     | 60     | \$110.00        | \$220.00          | 0.8%           |
|                     | M-F 3P-7P  |              | 2.0         |     |             |             |             | 1.0         | 1.0         |     |     | 60     | \$110.00        | \$220.00          | 0.6%           |
| <b>Flight Dates</b> |            |              |             |     |             |             |             |             |             |     |     |        |                 |                   |                |
| 10/21/19            |            |              | 11.0        |     | 3.0         | 3.0         | 3.0         | 2.0         |             |     |     |        | \$101.82        | \$1,120.00        | 0.8%           |
|                     | M-F 6A-10A |              | 4.0         |     | 1.0         | 1.0         | 1.0         | 1.0         |             |     |     | 60     | \$105.00        | \$420.00          | 1.0%           |
|                     | M-F 10A-3P |              | 4.0         |     | 1.0         | 1.0         | 1.0         | 1.0         |             |     |     | 60     | \$100.00        | \$400.00          | 0.8%           |
|                     | M-F 3P-7P  |              | 3.0         |     | 1.0         | 1.0         | 1.0         | 1.0         |             |     |     | 60     | \$100.00        | \$300.00          | 0.6%           |
| <b>Flight Dates</b> |            |              |             |     |             |             |             |             |             |     |     |        |                 |                   |                |
| 10/28/19            |            |              | 11.0        |     | 3.0         | 3.0         | 3.0         | 2.0         |             |     |     |        | \$101.82        | \$1,120.00        | 0.8%           |
|                     | M-F 6A-10A |              | 4.0         |     | 1.0         | 1.0         | 1.0         | 1.0         |             |     |     | 60     | \$105.00        | \$420.00          | 1.0%           |
|                     | M-F 10A-3P |              | 3.0         |     | 1.0         | 1.0         | 1.0         | 1.0         |             |     |     | 60     | \$100.00        | \$300.00          | 0.8%           |
|                     | M-F 3P-7P  |              | 4.0         |     | 1.0         | 1.0         | 1.0         | 1.0         |             |     |     | 60     | \$100.00        | \$400.00          | 0.6%           |
| <b>Flight Dates</b> |            |              |             |     |             |             |             |             |             |     |     |        |                 |                   |                |
| 11/4/19             |            |              | 11.0        |     | 3.0         | 3.0         | 3.0         | 2.0         |             |     |     |        | \$101.82        | \$1,120.00        | 0.8%           |
|                     |            |              | 11.0        |     | 3.0         | 3.0         | 3.0         | 2.0         |             |     |     |        | \$101.82        | \$1,120.00        | 0.8%           |

The first demo listed is the Primary Demo.

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# Jerry Dyer for Mayor 2020 Oct-Nov 2019



From: Dave Campbell  
 Phone: (559) 490-5952  
 Email: dave.campbell@cumulus.com  
 10/9/2019 6:10 PM

| Flight Dates              | Daypart    | Daypart Code | Spots | Rot | Mon  | Tue  | Wed  | Thu  | Fri  | Sat | Sun | Length | Unit Rate | Total Cost | Average Rating |
|---------------------------|------------|--------------|-------|-----|------|------|------|------|------|-----|-----|--------|-----------|------------|----------------|
| <b>KML-AM (continued)</b> |            |              |       |     |      |      |      |      |      |     |     |        |           |            |                |
|                           | M-F 6A-10A |              | 4.0   |     | 1.0  | 1.0  | 1.0  | 1.0  |      |     |     | 60     | \$105.00  | \$420.00   | 1.0%           |
|                           | M-F 10A-3P |              | 4.0   |     | 1.0  | 1.0  | 1.0  | 1.0  |      |     |     | 60     | \$100.00  | \$400.00   | 0.8%           |
|                           | M-F 3P-7P  |              | 3.0   |     | 1.0  | 1.0  | 1.0  |      |      |     |     | 60     | \$100.00  | \$300.00   | 0.6%           |
| <b>Flight Dates</b>       |            |              |       |     |      |      |      |      |      |     |     |        |           |            |                |
| 11/11/19                  |            |              | 11.0  |     | 3.0  | 3.0  | 3.0  | 2.0  |      |     |     |        | \$101.82  | \$1,120.00 | 0.8%           |
|                           |            |              | 11.0  |     | 3.0  | 3.0  | 3.0  | 2.0  |      |     |     |        | \$101.82  | \$1,120.00 | 0.8%           |
|                           | M-F 6A-10A |              | 4.0   |     | 1.0  | 1.0  | 1.0  | 1.0  |      |     |     | 60     | \$105.00  | \$420.00   | 1.0%           |
|                           | M-F 10A-3P |              | 3.0   |     | 1.0  | 1.0  | 1.0  |      |      |     |     | 60     | \$100.00  | \$300.00   | 0.8%           |
|                           | M-F 3P-7P  |              | 4.0   |     | 1.0  | 1.0  | 1.0  | 1.0  |      |     |     | 60     | \$100.00  | \$400.00   | 0.6%           |
| <b>KML-AM Stream</b>      |            |              |       |     |      |      |      |      |      |     |     |        |           |            |                |
|                           |            |              | 74.0  |     | 14.0 | 14.0 | 14.0 | 17.0 | 15.0 |     |     |        | \$10.00   | \$740.00   | 0.0%           |
| <b>Flight Dates</b>       |            |              |       |     |      |      |      |      |      |     |     |        |           |            |                |
| 10/14/19                  |            |              | 6.0   |     |      |      |      | 3.0  | 3.0  |     |     |        | \$10.00   | \$60.00    | 0.0%           |
|                           |            |              | 6.0   |     |      |      |      | 3.0  | 3.0  |     |     |        | \$10.00   | \$60.00    | 0.0%           |
|                           | M-F 6A-7P  |              | 6.0   |     |      |      |      | 3.0  | 3.0  |     |     | 60     | \$10.00   | \$60.00    | 0.0%           |
| <b>Flight Dates</b>       |            |              |       |     |      |      |      |      |      |     |     |        |           |            |                |
| 10/21/19                  |            |              | 17.0  |     | 4.0  | 3.0  | 4.0  | 3.0  | 3.0  |     |     |        | \$10.00   | \$170.00   | 0.0%           |
|                           |            |              | 17.0  |     | 4.0  | 3.0  | 4.0  | 3.0  | 3.0  |     |     |        | \$10.00   | \$170.00   | 0.0%           |
|                           | M-F 6A-7P  |              | 17.0  |     | 4.0  | 3.0  | 4.0  | 3.0  | 3.0  |     |     | 60     | \$10.00   | \$170.00   | 0.0%           |
| <b>Flight Dates</b>       |            |              |       |     |      |      |      |      |      |     |     |        |           |            |                |
| 10/28/19                  |            |              | 17.0  |     | 3.0  | 4.0  | 3.0  | 4.0  | 3.0  |     |     |        | \$10.00   | \$170.00   | 0.0%           |
|                           |            |              | 17.0  |     | 3.0  | 4.0  | 3.0  | 4.0  | 3.0  |     |     |        | \$10.00   | \$170.00   | 0.0%           |
|                           | M-F 6A-7P  |              | 17.0  |     | 3.0  | 4.0  | 3.0  | 4.0  | 3.0  |     |     | 60     | \$10.00   | \$170.00   | 0.0%           |
| <b>Flight Dates</b>       |            |              |       |     |      |      |      |      |      |     |     |        |           |            |                |
| 11/4/19                   |            |              | 17.0  |     | 4.0  | 3.0  | 4.0  | 3.0  | 3.0  |     |     |        | \$10.00   | \$170.00   | 0.0%           |
|                           |            |              | 17.0  |     | 4.0  | 3.0  | 4.0  | 3.0  | 3.0  |     |     |        | \$10.00   | \$170.00   | 0.0%           |
|                           | M-F 6A-7P  |              | 17.0  |     | 4.0  | 3.0  | 4.0  | 3.0  | 3.0  |     |     | 60     | \$10.00   | \$170.00   | 0.0%           |
| <b>Flight Dates</b>       |            |              |       |     |      |      |      |      |      |     |     |        |           |            |                |
|                           |            |              | 17.0  |     | 3.0  | 4.0  | 3.0  | 4.0  | 3.0  |     |     |        | \$10.00   | \$170.00   | 0.0%           |

The first demo listed is the Primary Demo.

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Jerry Dyer for Mayor 2020 Oct-Nov 2019



From: Dave Campbell  
 Phone: (559) 490-5952  
 Email: dave.campbell@cummulus.com  
 10/9/2019 6:10 PM

|                                  | Daypart   | Daypart Code | Spots | Rot | Mon | Tue | Wed | Thu | Fri | Sat | Sun | Length | Unit Rate | Total Cost | Average Rating |
|----------------------------------|-----------|--------------|-------|-----|-----|-----|-----|-----|-----|-----|-----|--------|-----------|------------|----------------|
| <b>KML-AM Stream (continued)</b> |           |              |       |     |     |     |     |     |     |     |     |        |           |            |                |
| 11/1/19                          | M-F 6A-7P |              | 17.0  |     | 3.0 | 4.0 | 3.0 | 4.0 | 3.0 |     |     | 60     | \$10.00   | \$170.00   | 0.0%           |
|                                  |           |              | 17.0  |     | 3.0 | 4.0 | 3.0 | 4.0 | 3.0 |     |     |        | \$10.00   | \$170.00   | --             |

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Jerry Dyer for Mayor 2020 Oct-Nov 2019

From: Dave Campbell  
 Phone: (559) 480-5952  
 Email: dave.campbell@cumulus.com  
 10/9/2019 6:10 PM

Schedule Grand Totals: 5 Weeks

| Stations      | Spots | Rot | Mon  | Tue  | Wed  | Thu  | Fri  | Sat | Sun | Unit Rate | Total Cost | Average Rating | CPP      | GRPs | % of GRPs | % of Total Cost |
|---------------|-------|-----|------|------|------|------|------|-----|-----|-----------|------------|----------------|----------|------|-----------|-----------------|
| Radio Total   | 124.0 |     | 26.0 | 26.0 | 26.0 | 28.0 | 18.0 |     |     | \$47.42   | \$5,880.00 | 0.3%           | \$145.54 | 40.4 | 100%      | 100%            |
| KML-AM        | 50.0  |     | 12.0 | 12.0 | 12.0 | 11.0 | 3.0  |     |     | \$102.80  | \$5,140.00 | 0.8%           | \$127.23 | 40.4 | 100%      | 87%             |
| KML-AM Stream | 74.0  |     | 14.0 | 14.0 | 14.0 | 17.0 | 15.0 |     |     | \$10.00   | \$740.00   | 0.0%           | \$0.00   | 0.0  | 0%        | 13%             |

2019 Political Radio Campaign - Jerry Dyer for Mayor 2020  
 \$5,880 (gross) - \$882 (15% political discount) = \$4,998

Oct 2019: \$2,900 On-Air + 370 Streaming = \$3,270 (\$2,779.50)

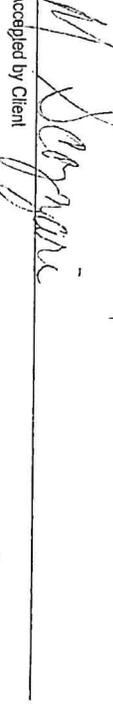
Nov 2019: \$2,240 On-Air + 370 Streaming = \$2,610 (\$2,218.50)

Pricing & inventory availability can change without notice on a daily basis.

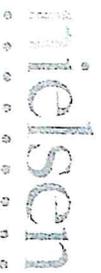
Questions??? Don't hesitate to contact your KML rep Dave Campbell at 559-490-5952 or via e-mail at dave.campbell@cumulus.com.

Cumulus Media does not discriminate on the basis of race, sex, or ethnicity in the placement, scheduling and completion of purchase of advertising. Any order for advertising that includes any such restriction will not be accepted.

Accepted by Station  Date 10/16/19

Accepted by Client  Date 10/16/2019

The first demo listed is the Primary Demo  
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# ORDER

**Orders**  
**Order / Rev:** 282525  
**Alt Order #:**  
**Product Desc:** 2019 Political Radio Campaign (10/17-11/14/19)  
**Estimate:**  
**Flight Dates:** 10/17/19 - 11/14/19  
**Original Date / Rev:** 10/15/19 / 10/16/19  
**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:** A25-54  
**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**

| Start Date | End Date | # Spots | Gross Amount | Net Amount |
|------------|----------|---------|--------------|------------|
| 10/01/19   | 10/31/19 | 28      | \$2,900.00   | \$2,465.00 |
| 11/01/19   | 11/14/19 | 22      | \$2,240.00   | \$1,904.00 |

**Totals**

| Month         | # Spots   | Gross Amount      | Net Amount        | Rating      |
|---------------|-----------|-------------------|-------------------|-------------|
| October 2019  | 28        | \$2,900.00        | \$2,465.00        | 0.00        |
| November 2019 | 22        | \$2,240.00        | \$1,904.00        | 0.00        |
| <b>Totals</b> | <b>50</b> | <b>\$5,140.00</b> | <b>\$4,369.00</b> | <b>0.00</b> |

**Account Executives**

| 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 | 10/17/19          | 10/18/19        | M-F AM Drive<br>M-F | CM    | 6a-10a            | ---11-- | 1:00 | 2     | \$110.00    | P-50 | 0.00          | NM   | 2     | \$220.00 |
|     |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |       | <u>Spots/Week</u> |         |      |       | <u>Rate</u> |      | <u>Rating</u> |      |       |          |
|     |      | Week: 10/14/19    | 10/20/19        | ---11--             |       | 2                 |         |      |       | \$110.00    |      | 0.00          |      |       |          |
| N 2 | KMJA | 10/17/19          | 10/18/19        | M-F Midday<br>M-F   | CM    | 10a-3p            | ---11-- | 1:00 | 2     | \$110.00    | P-50 | 0.00          | NM   | 2     | \$220.00 |
|     |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |       | <u>Spots/Week</u> |         |      |       | <u>Rate</u> |      | <u>Rating</u> |      |       |          |
|     |      | Week: 10/14/19    | 10/20/19        | ---11--             |       | 2                 |         |      |       | \$110.00    |      | 0.00          |      |       |          |
| N 3 | KMJA | 10/17/19          | 10/18/19        | M-F PM Drive<br>M-F | CM    | 3p-7p             | ---11-- | 1:00 | 2     | \$110.00    | P-50 | 0.00          | NM   | 2     | \$220.00 |
|     |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |       | <u>Spots/Week</u> |         |      |       | <u>Rate</u> |      | <u>Rating</u> |      |       |          |
|     |      | Week: 10/14/19    | 10/20/19        | ---11--             |       | 2                 |         |      |       | \$110.00    |      | 0.00          |      |       |          |
| N 4 | KMJA | 10/21/19          | 11/07/19        | M-F AM Drive<br>M-F | CM    | 6a-10a            | 1111--- | 1:00 | 4     | \$105.00    | P-50 | 0.00          | NM   | 8     | \$840.00 |
|     |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |       | <u>Spots/Week</u> |         |      |       | <u>Rate</u> |      | <u>Rating</u> |      |       |          |
|     |      | Week: 10/21/19    | 10/27/19        | 1111---             |       | 4                 |         |      |       | \$105.00    |      | 0.00          |      |       |          |
|     |      | Week: 10/28/19    | 11/03/19        | -----               |       | 0                 |         |      |       | \$0.00      |      | 0.00          |      |       |          |
|     |      | Week: 11/04/19    | 11/10/19        | 1111---             |       | 4                 |         |      |       | \$105.00    |      | 0.00          |      |       |          |
| N 5 | KMJA | 10/21/19          | 11/07/19        | M-F Midday<br>M-F   | CM    | 10a-3p            | 1111--- | 1:00 | 4     | \$100.00    | P-50 | 0.00          | NM   | 8     | \$800.00 |
|     |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |       | <u>Spots/Week</u> |         |      |       | <u>Rate</u> |      | <u>Rating</u> |      |       |          |

Order / Rev: 282525  
 Alt Order #:  
 Flight Dates: 10/17/19 - 11/14/19

Advertiser: Dyer/R/Mayor  
 Product Desc: 2019 Political Radio Campaign (10/17-1' KMJ-AM/FM  
 Estimate:

| Ln     | Ch   | Start             | End             | Inventory Code      | Break | Start/End Time | Days    | Len  | Spots             | Rate        | Pri  | Rtg           | Type | Spots      | Amount   |
|--------|------|-------------------|-----------------|---------------------|-------|----------------|---------|------|-------------------|-------------|------|---------------|------|------------|----------|
| N 6    | KMJA | 10/21/19          | 11/07/19        | M-F PM Drive<br>M-F | CM    | 3p-7p          | 111---- | 1:00 | 3                 | \$100.00    | P-50 | 0.00          | NM   | 6          | \$600.00 |
|        |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |       |                |         |      | <u>Spots/Week</u> | <u>Rate</u> |      | <u>Rating</u> |      |            |          |
|        |      | Week: 10/21/19    | 10/27/19        | 1111---             |       |                |         |      | 4                 | \$100.00    |      | 0.00          |      |            |          |
|        |      | Week: 10/28/19    | 11/03/19        | -----               |       |                |         |      | 0                 | \$0.00      |      | 0.00          |      |            |          |
|        |      | Week: 11/04/19    | 11/10/19        | 1111---             |       |                |         |      | 4                 | \$100.00    |      | 0.00          |      |            |          |
| N 7    | KMJA | 10/28/19          | 11/14/19        | M-F AM Drive<br>M-F | CM    | 6a-10a         | 1111--- | 1:00 | 4                 | \$105.00    | P-50 | 0.00          | NM   | 8          | \$840.00 |
|        |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |       |                |         |      | <u>Spots/Week</u> | <u>Rate</u> |      | <u>Rating</u> |      |            |          |
|        |      | Week: 10/21/19    | 10/27/19        | 111----             |       |                |         |      | 3                 | \$100.00    |      | 0.00          |      |            |          |
|        |      | Week: 10/28/19    | 11/03/19        | -----               |       |                |         |      | 0                 | \$0.00      |      | 0.00          |      |            |          |
|        |      | Week: 11/04/19    | 11/10/19        | -----               |       |                |         |      | 0                 | \$0.00      |      | 0.00          |      |            |          |
|        |      | Week: 11/11/19    | 11/17/19        | 1111---             |       |                |         |      | 4                 | \$105.00    |      | 0.00          |      |            |          |
| N 8    | KMJA | 10/28/19          | 11/14/19        | M-F Midday<br>M-F   | CM    | 10a-3p         | 111---- | 1:00 | 3                 | \$100.00    | P-50 | 0.00          | NM   | 6          | \$600.00 |
|        |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |       |                |         |      | <u>Spots/Week</u> | <u>Rate</u> |      | <u>Rating</u> |      |            |          |
|        |      | Week: 10/28/19    | 11/03/19        | 111----             |       |                |         |      | 3                 | \$100.00    |      | 0.00          |      |            |          |
|        |      | Week: 11/04/19    | 11/10/19        | -----               |       |                |         |      | 0                 | \$0.00      |      | 0.00          |      |            |          |
|        |      | Week: 11/11/19    | 11/17/19        | 111----             |       |                |         |      | 3                 | \$100.00    |      | 0.00          |      |            |          |
| N 9    | KMJA | 10/28/19          | 11/14/19        | M-F PM Drive<br>M-F | CM    | 3p-7p          | 1111--- | 1:00 | 4                 | \$100.00    | P-50 | 0.00          | NM   | 8          | \$800.00 |
|        |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |       |                |         |      | <u>Spots/Week</u> | <u>Rate</u> |      | <u>Rating</u> |      |            |          |
|        |      | Week: 10/28/19    | 11/03/19        | 1111---             |       |                |         |      | 4                 | \$100.00    |      | 0.00          |      |            |          |
|        |      | Week: 11/04/19    | 11/10/19        | -----               |       |                |         |      | 0                 | \$0.00      |      | 0.00          |      |            |          |
|        |      | Week: 11/11/19    | 11/17/19        | 1111---             |       |                |         |      | 4                 | \$100.00    |      | 0.00          |      |            |          |
| Totals |      |                   |                 |                     |       |                |         |      |                   |             |      |               | 50   | \$5,140.00 |          |

# ORDER

**Orders**  
**Order / Rev:** 282938D  
**Alt Order #:**  
**Product Desc:** 2019 Political Streaming Campaign (Oct  
**Estimate:**  
**Flight Dates:** 10/17/19 - 11/15/19  
**Original Date / Rev:** 10/16/19 / 10/16/19  
**Order Type:** DIG

**Primary AE:** KMJ-AF1 Digital  
 Dave Campbell  
**Sales Office:** L-FRE  
**Sales Region:** Local

**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:** A25-54  
**Product Codes:** Candidates  
**Revenue Code 1:** AGY-AVAIL  
**Revenue Code 2:** POL-CAND  
**Revenue Code 3:** POL-LR  
**Priority:** P-100

**New Business Thru:**  
**Advertiser External ID:**  
**Agency External ID:**  
**Unit Code:** General  
**Order Separation:** 00:00:00

**Bill Plan**

| Start Date | End Date | # Spots | Gross Amount | Net Amount |
|------------|----------|---------|--------------|------------|
| 10/01/19   | 10/31/19 | 2       | \$230.00     | \$195.50   |
| 11/01/19   | 11/15/19 | 3       | \$510.00     | \$433.50   |

**Totals**

| Month         | # Spots  | Gross Amount    | Net Amount      | Rating      |
|---------------|----------|-----------------|-----------------|-------------|
| October 2019  | 0        | \$230.00        | \$195.50        | 0.00        |
| November 2019 | 0        | \$510.00        | \$433.50        | 0.00        |
| <b>Totals</b> | <b>0</b> | <b>\$740.00</b> | <b>\$629.00</b> | <b>0.00</b> |

**Account Executives**

| Account Executive | Sales Office | Sales Region | Start Date / End Date         | Order % |
|-------------------|--------------|--------------|-------------------------------|---------|
| Dave Campbell     | L-FRE        | Local        | Start Of Order - End Of Order | 100%    |

**KMJ-AM**

| Ln            | Start    | End      | Inventory Code  | Imp. Booked | Rate     | Rate Type | Amount          |
|---------------|----------|----------|---|-------------|----------|-----------|-----------------|
| N 1           | 10/17/19 | 10/18/19 | In-Stream Replacement A<br>In-Stream :60<br>Thu-Fri / Oct-17 & 18 / 6a-7p / 3 spots per day / \$10 per spot         | 0           | \$60.00  | Flat Fee  | \$60.00         |
| N 2           | 10/21/19 | 10/25/19 | In-Stream Replacement A<br>In-Stream :60<br>Mon-Fri / Oct 21-25 / 6a-7p / spot layout 4-3-4-3-3 / \$10 per spot     | 0           | \$170.00 | Flat Fee  | \$170.00        |
| N 3           | 10/28/19 | 11/01/19 | In-Stream Replacement A<br>In-Stream :60<br>Mon-Fri / Oct 28-Nov 1 / 6a-7p / spot layout 3-4-3-4-3 / \$10 per spot  | 0           | \$170.00 | Flat Fee  | \$170.00        |
| N 4           | 11/04/19 | 11/08/19 | In-Stream Replacement A<br>In-Stream :60<br>Mon-Fri / Nov 4-Nov 8 / 6a-7p / spot layout 4-3-4-3-3 / \$10 per spot   | 0           | \$170.00 | Flat Fee  | \$170.00        |
| N 5           | 11/11/19 | 11/15/19 | In-Stream Replacement A<br>In-Stream :60<br>Mon-Fri / Nov 11-Nov 15 / 6a-7p / spot layout 3-4-3-4-3 / \$10 per spot | 0           | \$170.00 | Flat Fee  | \$170.00        |
| <b>Totals</b> |          |          |   |             |          |           | <b>\$740.00</b> |

JERRY DYER FOR MAYOR 2020

FPPC ID #1418924

5132 N PALM AVE #227

FRESNO, CA 93704

1035

90-4433/211

05

IN CHECK NAME

10/10/19 Date

Pay to the Order of KMJ Radio \$ 4,998.00

Four thousand nine hundred ninety eight and 00/100 Dollars



Fresno Branch 550-225-1700  
www.suncrestbank.com

For

[Redacted]

[Redacted]

*Chloe [Signature]*

Photo Deposit  
12x25x100