

Pd  
10/14

# Broadcast Contract

THE LETIZIA AGENCY  
HARMONY LETIZIA FOR JUDGE  
410 S. RAMPART BLVD  
#390  
LAS VEGAS, NV 89145

Start Date 10/19/16	Contract# 57965	Mod# 1
End Date 10/28/16	Date Entered 10/12/16	Date Last Modified 10/13/16
Advertiser HARMONY LETIZIA FOR	Station Market KKLZ-FM	
Product HARMONY FOR JUDGE	SalesRep/Office Mande Dellinger	

Standard Billing Cycle Estimate# 77

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
1	WE 10/19/16 FR 10/21/16	06:00A-09:00A	30	--	--	1	1	1	--	--	3	\$70.00
2	WE 10/19/16 FR 10/21/16	03:00P-06:00P	30	--	--	1	1	1	--	--	3	\$75.00
3	MO 10/24/16 FR 10/28/16	06:00A-09:00A	30	1	1	1	1	1	--	--	5	\$70.00
4	MO 10/24/16 FR 10/28/16	03:00P-06:00P	30	1	1	1	1	1	--	--	5	\$75.00

-----Additional Comments-----	Total Spots	Spots Total\$	Agency Commisssion	Net	Gross
	16	1,160.00	\$174.00	\$ 986.00	\$ 1,160.00

## Billing Projections: By Month

	Oct 16
CA	1,160.00
ST	1,160.00

NON-DISCRIMINATION: IN THE PERFORMANCE OF ALL BEASLEY STATION'S ADVERTISING AGREEMENTS, BEASLEY REQUIRES THAT EACH PARTY NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY.

Accepted for Station

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

Name	Title	Name	Title
See reverse for accepted terms and conditions, if any			Page 1

# Sales Order

pd  
10/14

Station: **KKLZ-FM** Agency: **THE LETIZIA AGENCY**  
 Contract Name: **HARMONYJUDGE 77 KKLZ-01** Address: **410 S. RAMPART BLVD**  
 Contract#: **57965** #390  
 Start Date: **10/19/16** End Date: **10/28/16** City: **LAS VEGAS** State: **NV** Zip: **89145**  
 Revenue Type: **POLITICAL AGENCY** Type: **Cash** Buyer: \_\_\_\_\_  
 Advertiser: **HARMONY LETIZIA FOR JUDGE** Tax Schedule: **(None)**  
 Address: \_\_\_\_\_ Agency Commission %: **15**  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Billing Cycle: **Standard**  
 Product Name: **HARMONY FOR JUDGE** Salesperson: **5046mdel** Comm %: **1**  
 Estimate #: **77** Makegood Policy: **WITHIN CONTRACT DATES**  
 Competitive Code: **09 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	10/19/16	10/21/16		6:00 AM	9:00 AM	30			1	1	1			3	D	70.00	3	210.00	3	
2	10/19/16	10/21/16		3:00 PM	6:00 PM	30			1	1	1			3	D	75.00	3	225.00	3	
3	10/24/16	10/28/16		6:00 AM	9:00 AM	30	1	1	1	1	1			5	D	70.00	5	350.00	3	
4	10/24/16	10/28/16		3:00 PM	6:00 PM	30	1	1	1	1	1			5	D	75.00	5	375.00	3	

## Billing Projections: By Month

Oct 16  
 CA 1,160.00  
 ST 1,160.00

☒ Print Spot Prices

Notes to Traffic: **MOVED 10/17-10/18 SPOTS TO**  
**10/27-10/28 DUE TO NO COPY PER AGENCY OK -**  
**MD 101316**

**NEW ORDER - MD 101216**

TOTAL SPOTS **16**  
 GROSS TOTAL \$ **1,160.00**  
 ADJUSTED SPOTS **16**  
 ADJUSTED TOTAL \$ **1,160.00**

APPROVE      DECLINE

☐ ☐ General Manager

☐ ☐ Sales Manager

☐ ☐ Interactive Sales Manager

☐ ☐ Business Manager

## Mande Dellinger

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**From:** Russell Letizia <Russell@LetiziaAgency.com>  
**Sent:** Thursday, October 13, 2016 12:51 PM  
**To:** Mande Dellinger  
**Subject:** RE: Harmony Letizia for Judge

ok

--  
**Russell Letizia** | Vice President – Media  
**LETIZIA AGENCY** | 410 S. Rampart, Suite 390. | Las Vegas, NV | 89145  
T: 702.726.6900 | M: 702.882.9899 | E: [Russell@LetiziaAgency.com](mailto:Russell@LetiziaAgency.com)  
[www.LetiziaAgency.com](http://www.LetiziaAgency.com)

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**From:** Mande Dellinger [<mailto:mande.dellinger@bbgi.com>]  
**Sent:** Thursday, October 13, 2016 12:48 PM  
**To:** Russell Letizia <[Russell@LetiziaAgency.com](mailto:Russell@LetiziaAgency.com)>  
**Subject:** RE: Harmony Letizia for Judge

I'm going to need to move those 2 spots to the following week, 10/27 & 10/28 since you do not have any spots scheduled those days...are you good with that? I have to stick to the 1x/day per day part...

Thanks!

## Mande Dellinger

*Executive Assistant/National Sales Coordinator*

702-730-0383

fax 702-589-4383

email: [mande.dellinger@bbgi.com](mailto:mande.dellinger@bbgi.com)

102.7 KCYE-FM, 720 KDWN-AM, 96.3 KKLZ-FM, 105.7 KOAS-FM, 107.9 KVG5-FM



### NONDISCRIMINATION POLICY:

Beasley Media Group, Inc and its stations do not discriminate in advertising contracts on the basis of race, ethnicity or gender, and will not accept any advertising which is intended to discriminate on the basis of race, ethnicity or gender. Advertiser represents and warrants that it is not purchasing advertising time from Beasley Media Group, Inc or its stations that is intended to discriminate on the basis of race, ethnicity or gender.

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**From:** Russell Letizia [<mailto:Russell@LetiziaAgency.com>]  
**Sent:** Thursday, October 13, 2016 7:50 AM  
**Subject:** Harmony Letizia for Judge

Spot will not be ready until Monday. We need to move the schedules back to start on Wednesday. Please make missed spots good and run Wednesday, Thursday, Friday 2 in morning drive 2 in afternoon drive

# Broadcast Contract

THE LETIZIA AGENCY  
HARMONY LETIZIA FOR JUDGE  
410 S. RAMPART BLVD  
#390  
LAS VEGAS, NV 89145

Start Date 10/17/16	Contract# 57965	Mod# 0
End Date 10/26/16	Date Entered 10/12/16	Date Last Modified 10/13/16
Advertiser HARMONY LETIZIA FOR	Station Market KKLZ-FM	
Product HARMONY FOR JUDGE	SalesRep/Office Mande Dellinger	

Standard Billing Cycle Estimate# 77

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
1	MO 10/17/16 FR 10/21/16	06:00A-09:00A	30		1	1	1	1	1	--	5	\$70.00
2	MO 10/17/16 FR 10/21/16	03:00P-06:00P	30		1	1	1	1	1	--	5	\$75.00
3	MO 10/24/16 WE 10/26/16	06:00A-09:00A	30		1	1	1	--	--	--	3	\$70.00
4	MO 10/24/16 WE 10/26/16	03:00P-06:00P	30		1	1	1	--	--	--	3	\$75.00

-----Additional Comments-----	Total Spots	Spots Total\$	Agency Commisssion	Net	Gross
	16	1,160.00	\$174.00	\$ 986.00	\$ 1,160.00

## Billing Projections: By Month

	Oct 16
CA	1,160.00
ST	1,160.00

NON-DISCRIMINATION: IN THE PERFORMANCE OF ALL BEASLEY STATION'S ADVERTISING AGREEMENTS, BEASLEY REQUIRES THAT EACH PARTY NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY.

Accepted for Station

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

Name

Title

Name

Title

See reverse for accepted terms and conditions, if any

Page 1

# Sales Order

Station: **KKLZ-FM** Agency: **THE LETIZIA AGENCY**  
 Contract Name: **HARMONYJUDGE 77 KKLZ** Address: **410 S. RAMPART BLVD**  
 Contract#: **(none)** #390  
 Start Date: **10/17/16** End Date: **10/26/16** City: **LAS VEGAS** State: **NV** Zip: **89145**  
 Revenue Type: **POLITICAL AGENCY** Type: **Cash** Buyer: \_\_\_\_\_  
 Advertiser: **HARMONY LETIZIA FOR JUDGE** Tax Schedule: **(None)**  
 Address: \_\_\_\_\_ Agency Commission %: **15**  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Billing Cycle: **Standard**  
 Product Name: **HARMONY FOR JUDGE** Salesperson: **5046mdel** Comm %: **1**  
 Estimate #: **77** Makegood Policy: **WITHIN CONTRACT DATES**  
 Competitive Code: **09 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	10/17/16	10/21/16		6:00 AM	9:00 AM	30	1	1	1	1	1			5	D	70.00	5	350.00		
2	10/17/16	10/21/16		3:00 PM	6:00 PM	30	1	1	1	1	1			5	D	75.00	5	375.00		
3	10/24/16	10/26/16		6:00 AM	9:00 AM	30	1	1	1					3	D	70.00	3	210.00		
4	10/24/16	10/26/16		3:00 PM	6:00 PM	30	1	1	1					3	D	75.00	3	225.00		

## Billing Projections: By Month

Oct 16  
 CA 1,160.00  
 ST 1,160.00

☒ Print Spot Prices

Notes to Traffic: **NEW ORDER - MD 101216**

TOTAL SPOTS **16**  
 GROSS TOTAL \$ **1,160.00**  
 ADJUSTED SPOTS **16**  
 ADJUSTED TOTAL \$ **1,160.00**

APPROVE      DECLINE

☐ ☐ General Manager  
☐ ☐ Sales Manager  
☐ ☐ Interactive Sales Manager  
☐ ☐ Business Manager

# Revision

<b>Media:</b> Radio	<b>Market:</b> Las Vegas	<b>Vendor:</b> KKLZ-FM	<b>Billing To:</b> Letizia Agency
<b>Client:</b> Harmony Letizia for Judge	<b>Demo:</b> Adults 25+		410 S. Rampart, Suite 390
<b>Product:</b> 2016 Election	<b>Separation:</b> 30		Las Vegas, NV 89145
<b>CPE:</b> /177	<b>Flight Start:</b> 10/17/16	<b>AE:</b> MANDE DELLINGER	
<b>Description:</b> Harmony Letizia for Judge Radio	<b>Flight End:</b> 11/7/16	<b>Phone:</b>	<b>Phone:</b> 702-726-6900
<b>Rep:</b>	<b>Sales Office:</b>	<b>Fax:</b>	<b>Fax:</b>
<b>Version:</b> 4	<b>Survey:</b> Aug16 MSA CustRadio		
<b>Comments:</b>			

Line No	Daypart (Program)	Daypart Code	Gross C/P	Dur	10/17	10/24	10/31	11/7	Total Spots	Adults 25+ RTG	CPP
1	M 6:00A-9:00A	AM	\$70.00	C 30	1	1	0	0	2	0.4	\$175.00
2	Tu 6:00A-9:00A	AM	\$70.00	C 30	1	1	0	0	2	0.4	\$175.00
3	W 6:00A-9:00A	AM	\$70.00	C 30	1	1	0	0	2	0.4	\$175.00
4	Th 6:00A-9:00A	AM	\$70.00	C 30	1	0	0	0	1	0.4	\$175.00
5	F 6:00A-9:00A	AM	\$70.00	C 30	1	0	0	0	1	0.4	\$175.00
6	M 3:00P-6:00P	PM	\$75.00	C 30	1	1	0	0	2	0.6	\$125.00
7	Tu 3:00P-6:00P	PM	\$75.00	C 30	1	1	0	0	2	0.6	\$125.00
8	W 3:00P-6:00P	PM	\$75.00	C 30	1	1	0	0	2	0.6	\$125.00
9	Th 3:00P-6:00P	PM	\$75.00	C 30	1	0	0	0	1	0.6	\$125.00
10	F 3:00P-6:00P	PM	\$75.00	C 30	1	0	0	0	1	0.6	\$125.00
<b>Total Spots:</b>					10	6	0	0	16	8.0	
<b>Total GRP/GIMP(000):</b>					5.0	3.0	0.0	0.0			

Month	Cash\$-Spots	Trade\$-Spots	Total\$-Spots
10/2016	\$1,160.00 - 16	\$0.00 - 0	\$1,160.00 - 16
11/2016	\$0.00 - 0	\$0.00 - 0	\$0.00 - 0
<b>Total Gross Cost:</b>		\$1,160.00	<b>Total Gross CPP:</b> \$145.00
<b>Total Net Cost:</b>		\$986.00	<b>Total Net CPP:</b> \$123.25

## 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>	<b>Date:</b>
------------------------------	--------------

I, Russell Letizia,

being/on behalf of: Harmony Letizia for Judge,

a legally qualified candidate of the Non Partisan

political party for the office of: Justice of the Peace Dept 3

in the General Election

election to be held on: November 8th

do hereby request station time as follows:

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

**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 Harmony Letizia

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:

Conor Flynn

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***

10/12/2016

Date

Russell Letizia

Signature

***To Be Signed By Station Representative***

☐ Accepted

☐ Accepted in Part

☐ Rejected

\_\_\_\_\_  
Signature

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

\_\_\_\_\_  
Title



## PRODUCTION ORDER

☐ COPY DUE BY: \_\_\_\_\_ ☐ SPEC DUE BY: \_\_\_\_\_ ☐ EXTRA COPIES DUE BY: \_\_\_\_\_ ☐ COPY APPD DUE BY: \_\_\_\_\_ ☐ START DUE BY: \_\_\_\_\_  
☒ KKLZ ☐ KDWN ☐ KCVG ☐ KCVG ☐ KCVG ☐ KCVG ☐ KCVG ☐ KCVG  
☐ KOAS ☐ KCVG ☐ KCVG ☐ KCVG ☐ KCVG ☐ KCVG ☐ KCVG  
AE: MANDE

ADVERTISER: HARMONY LETIZIA FOR JUDGE CO-OP: ☐ YES ☒ NO  
DATE: 10/17/16 PRODUCE FROM: ☐ EXTEND ☐ DUB  
KKLZ ORDER#: 57965 ☐ MIJO ☐ COPY ☒ EMAIL  
KDWN ORDER #: \_\_\_\_\_ ☐ WEB LINK: \_\_\_\_\_  
KCVG ORDER #: \_\_\_\_\_ ☐ 1ST SPIN ☐ FILMCORE ☐ EXT REACH  
KOAS ORDER #: \_\_\_\_\_ ☐ SPOT TRAFFIC ☐ SPOT GENI ☐ DGS  
KCVG ORDER #: \_\_\_\_\_ ☐ IN HOUSE LOCATION: \_\_\_\_\_

☐ CLIENT APPROVAL NEEDED DATE/TIME NEEDED: \_\_\_\_\_  
☐ EMAIL SPOT TO: \_\_\_\_\_

#	SPOT CODES/TITLES	ROT	LEN	START	END	CART #
1	HARMONY LETIZIA 30-101716	100	30	10/19	10/28	
2						
3						
4						
5						
6						
7						
8						
9						
10						

NOTES: \_\_\_\_\_

ALL FINISHED SPOTS ARE ARCHIVED FOR 6 MONTHS

FOR TRAFFIC/PRODUCTION USE ONLY:

RCVD IN TRAFFIC BY: \_\_\_\_\_ DATE: 10/17/16

RCVD IN PROD BY: \_\_\_\_\_ DATE: \_\_\_\_\_ COMPLETE: ☐

PRINT

SAVE

RESET

EMAIL

## **Mande Dellinger**

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**From:** Russell Letizia <Russell@LetiziaAgency.com>  
**Sent:** Monday, October 17, 2016 4:09 PM  
**Subject:** Harmony Letizia for Judge Traffic  
**Attachments:** Harmony Letizia for Judge 30\_101716.mp3

Spot attached  
Harmony Letizia for Judge  
Continue running until further notice

--  
**Russell Letizia** | Vice President – Media

**LETIZIA AGENCY** | 410 S. Rampart, Suite 390. | Las Vegas, NV | 89145  
T: 702.726.6900 | M: 702.882.9899 | E: [Russell@LetiziaAgency.com](mailto:Russell@LetiziaAgency.com)  
[www.LetiziaAgency.com](http://www.LetiziaAgency.com)

# INVOICE



Invoice #: IN-1161060337  
Invoice Date: 10/30/2016  
Contract #: 57965  
Page: 1  
Net Amount Due: \$986.00

Agency: THE LETIZIA AGENCY  
410 S. RAMPART BLVD  
#390  
LAS VEGAS, NV 89145

Station(s): KKLZ-FM

Advertiser: HARMONY LETIZIA FOR JUDGE  
Product: HARMONY FOR JUDGE  
Estimate #: 77  
Agency Client Code:  
Buyer Name:

Salesperson(s): Mande Dellinger  
Terms: DUE UPON RECEIPT

Day	Date	Time	Ln	Length	Product	ISCI	Rate
WED	10/19/16	06:15a	1	30		HARMONY LETIZIA 30-101716	\$70.00
WED	10/19/16	05:39p	2	30		HARMONY LETIZIA 30-101716	\$75.00
THU	10/20/16	08:17a	1	30		HARMONY LETIZIA 30-101716	\$70.00
THU	10/20/16	04:48p	2	30		HARMONY LETIZIA 30-101716	\$75.00
FRI	10/21/16	08:18a	1	30		HARMONY LETIZIA 30-101716	\$70.00
FRI	10/21/16	05:51p	2	30		HARMONY LETIZIA 30-101716	\$75.00
MON	10/24/16	07:47a	3	30		HARMONY LETIZIA 30-101716	\$70.00
MON	10/24/16	04:15p	4	30		HARMONY LETIZIA 30-101716	\$75.00
TUE	10/25/16	06:13a	3	30		HARMONY LETIZIA 30-101716	\$70.00
TUE	10/25/16	05:55p	4	30		HARMONY LETIZIA 30-101716	\$75.00
WED	10/26/16	07:45a	3	30		HARMONY LETIZIA 30-101716	\$70.00
WED	10/26/16	04:17p	4	30		HARMONY LETIZIA 30-101716	\$75.00
THU	10/27/16	06:47a	3	30		HARMONY LETIZIA 30-101716	\$70.00
THU	10/27/16	05:55p	4	30		HARMONY LETIZIA 30-101716	\$75.00
FRI	10/28/16	08:16a	3	30		HARMONY LETIZIA 30-101716	\$70.00
FRI	10/28/16	04:44p	4	30		HARMONY LETIZIA 30-101716	\$75.00

Remit To:  
KKLZ-FM  
Beasley Media Group, Inc.  
2920 S Durango Dr  
Las Vegas, NV 89117

## Invoice Totals

Total Spots: 16  
Gross Amount: \$1,160.00  
Agency Commission: (\$174.00)  
Net Amount Due: \$986.00

# INVOICE



Invoice #: **IN-1161060337**  
Invoice Date: **10/30/2016**  
Contract #: **57965**  
Page: **2**  
Net Amount Due: **\$986.00**

NON-DISCRIMINATION: IN THE PERFORMANCE OF ALL KKLZ-FM ADVERTISING AGREEMENTS, KKLZ-FM REQUIRES THAT EACH PARTY NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY.  
Copy of Electronic Invoice