

WZAK



Disclosure Statement Certification

Candidate or Authorized Committee Name: Frank G. JACKSON For A BETTER CLEVELAND  
Representative: Scott Fitzgerald  
Address: 3029 PROSPECT AVE CLEVELAND OH 44115  
Phone: 216-417-6815

Method of Disclosure (check all that apply):

- Telephone \_\_\_\_\_ (person's name) on \_\_\_\_\_ (date)
- Mail \_\_\_\_\_ (person's name) on \_\_\_\_\_ (date)
- Email to S. Fitzgerald (person's name) on 8/10/17 (date)
- In person \_\_\_\_\_ (person's name) on \_\_\_\_\_ (date)

Station Representative (signature): [Signature]

★ Candidate or Representative (signature): [Signature]

Date: 8.11.17

By signing this document, I hereby certify that I am authorized to purchase political advertising on behalf of the above candidate and that I have received and reviewed a copy of Radio One's Political Broadcast Advertising Disclosure Statement, the terms of which shall govern such purchase.

## 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> <u>WZLW-FM CLEVELAND OH</u>	<b>Date:</b> <u>8/11/17</u>
---	--------------------------------

I, SCOTT FINEGOLD

being/on behalf of: FRANK G. JACKSON

a legally qualified candidate of the Democratic

political party for the office of: MAYOR OF CLEVELAND

in the SEPT PRIMARY

election to be held on: 9/12/17

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
<u>60sec</u>	<u>All Time Periods</u>	<u>M-SU</u> <u>8/14-9/12</u>	<u>Non-preemptive</u>	<u>see attached</u>	<u>+RDS Inserts</u>

Attach proposed schedule with charges (if available): \$10,510

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

FRANK G. JACKSON FOR A BETTER CLEVELAND

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:

SCOTT C. FINERMAN

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**



8/1/17  
Date



Scott Finerman  
Signature

**To Be Signed By Station Representative**

Accepted

Accepted in Part

Rejected

Valerie Brooks  
Signature

Valerie Brooks  
Printed Name

SA, AE  
Title

Frank G Jackson FABetterCLE

From: Valerie Brooks  
 Phone: (216) 774-0919  
 Email: vbrosks@radio-one.com  
 8/10/2017 5:56 PM



Flight Dates: 08/14/2017 - 09/12/2017  
 Demo: P 18+; P 25-54; P 35-64

Radio Market: CLEVELAND  
 Survey: JUL17 / JUN17 / MAY17  
 Geography: Metro

NTR Market:  
 Survey:  
 Geography:  
 NTR Sourcing:

ScheduleDescription:  
 Mayoral Primary

Daypart/Ad Type	DP Code/Ad Placement	Spots/Units	Length/Size	Unit Rate	Total Cost	P 18+		P 25-54		P 35-64		P 18+		P 25-54		P 35-64		Average Rating	
						Frequency	Schedule Cume Persons	Frequency	Schedule Cume Persons	Frequency	Schedule Cume Persons	Frequency	Schedule Cume Persons	Frequency	Schedule Cume Persons	Frequency	Schedule Cume Persons		Frequency
<b>Grand Total</b>		<b>400</b>		<b>\$61.88</b>	<b>\$24,750.00</b>														
<b>Radio Total</b>		<b>252</b>		<b>\$72.42</b>	<b>\$18,250.00</b>	<b>3.9</b>	<b>4.1</b>	<b>5.0</b>	<b>822,100</b>	<b>410,800</b>	<b>378,700</b>	<b>0.6%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.7%</b>
<b>WENZ-FM</b>		<b>112</b>		<b>\$82.50</b>	<b>\$9,240.00</b>	<b>2.7</b>	<b>3.0</b>	<b>3.1</b>	<b>544,500</b>	<b>274,300</b>	<b>230,000</b>	<b>0.5%</b>	<b>0.5%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.5%</b>	<b>0.5%</b>	<b>0.5%</b>	<b>0.5%</b>
Flight A - 4 wks (08/14, 08/21, 08/28, 09/04)																			
One Week Total		100		\$81.00	\$8,100.00	2.6	2.9	2.9	533,600	268,800	227,400	0.5%	0.5%	0.7%	0.7%	0.5%	0.5%	0.5%	0.5%
		25		\$81.00	\$2,025.00	1.7	1.8	1.8	288,500	148,400	125,500	0.5%	0.5%	0.7%	0.7%	0.5%	0.5%	0.5%	0.5%
	M-F 6A-10A	5	60	\$100.00	\$500.00	1.3	1.4	1.4	102,100	62,300	53,500	0.5%	0.5%	0.7%	0.7%	0.5%	0.5%	0.5%	0.5%
	M-F 10A-3P	5	60	\$80.00	\$400.00	1.2	1.3	1.3	138,800	75,000	62,800	0.5%	0.5%	0.7%	0.7%	0.5%	0.5%	0.5%	0.5%
	M-F 3P-7P	5	60	\$150.00	\$750.00	1.3	1.3	1.3	163,800	86,000	69,800	0.7%	0.7%	0.8%	0.8%	0.6%	0.6%	0.6%	0.6%
	Sa 10A-3P	1	60	\$50.00	\$50.00	1.0	1.0	1.0	54,300	31,200	26,900	0.5%	0.5%	0.7%	0.7%	0.5%	0.5%	0.5%	0.5%
	Sa 3P-7P	2	60	\$50.00	\$100.00	1.2	1.2	1.2	55,800	27,900	25,700	0.6%	0.6%	0.8%	0.8%	0.6%	0.6%	0.6%	0.6%
	Su 10A-3P	2	60	\$50.00	\$100.00	1.0	1.0	1.0	52,400	28,200	24,800	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%	0.5%
	Su 3P-7P	2	60	\$50.00	\$100.00	1.2	1.2	1.2	53,800	26,700	23,500	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%
	Sa 7P-12M	1	60	\$20.00	\$20.00	1.0	1.0	1.0	49,900	26,100	21,700	0.5%	0.5%	0.5%	0.5%	0.4%	0.4%	0.4%	0.4%
	Su 7P-12M	1	60	\$15.00	\$15.00	1.0	1.0	1.0	41,000	22,100	16,600	0.4%	0.4%	0.4%	0.4%	0.3%	0.3%	0.3%	0.3%
	Sa 6A-10A	1	60	\$20.00	\$20.00	1.0	1.0	1.0	25,700	16,100	13,700	0.2%	0.2%	0.2%	0.2%	0.3%	0.3%	0.3%	0.3%
	Su 6A-10A	1	60	\$20.00	\$20.00	1.0	1.0	1.0	21,200	10,900	8,000	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
Flight B - 1 wk (09/11)																			
One Week Total		12		\$95.00	\$1,140.00	1.6	1.7	1.7	144,200	76,800	67,500	0.5%	0.5%	0.6%	0.6%	0.5%	0.5%	0.5%	0.5%
		12		\$95.00	\$1,140.00	1.6	1.7	1.7	144,200	76,800	67,500	0.5%	0.5%	0.6%	0.6%	0.5%	0.5%	0.5%	0.5%
	M-Tu 6A-10A	4	60	\$100.00	\$400.00	1.3	1.4	1.4	63,000	42,000	37,100	0.4%	0.4%	0.4%	0.4%	0.6%	0.6%	0.6%	0.6%

The first demo listed is the Primary Demo.  
 This report was created in TAPSCAN using the following Radio Information: CLEVELAND; JUL17 / JUN17 / MAY17; Metro; Multiple Dayparts Used; Multiple Demos Used; See Detailed Sourcing Page for Complete Details.  
 This report was created in TAPSCAN using the following NTR Information: Multiple Demos Used; See Detailed Sourcing Page for Complete Details.  
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# Frank G Jackson FABetterCLE



From: Valerie Brooks  
 Phone: (216) 774-0919  
 Email: vbrosks@radio-one.com  
 8/10/2017 5:56 PM

Daypart / Ad Type	DP Code/Ad Placement	Spots/Units	Length/Size	Unit Rate	Total Cost	P 18+		P 25-54		P 35-64		P 18+		P 25-54		P 35-64		
						Frequency	Reach	Frequency	Reach	Frequency	Reach	Frequency	Reach	Frequency	Reach	Frequency	Reach	Average Rating
<b>WENZ-FM (continued)</b>																		
M-Tu 10A-3P		4	1:30	\$80.00	\$320.00	1.3	1.3	1.3	1.4	1.4	43,700	36,600	0.5%	0.6%	0.6%	0.5%	0.5%	
M 3P-7P		2	1:30	\$150.00	\$300.00	1.2	1.2	1.2	1.2	1.2	30,700	26,200	0.6%	0.8%	0.8%	0.6%	0.6%	
M 7P-12M		2	1:30	\$60.00	\$120.00	1.1	1.1	1.1	1.2	1.2	20,900	17,000	0.3%	0.4%	0.4%	0.3%	0.3%	
		<b>140</b>		<b>\$64.36</b>	<b>\$9,010.00</b>	<b>4.2</b>	<b>3.9</b>	<b>4.2</b>	<b>5.2</b>	<b>5.2</b>	<b>460,600</b>	<b>244,600</b>	<b>0.6%</b>	<b>0.7%</b>	<b>0.7%</b>	<b>0.9%</b>	<b>0.9%</b>	
Flight A - 4 wks (08/14, 08/21, 08/28, 09/04)																		
		128		\$63.13	\$8,080.00	3.9	3.6	3.6	4.8	4.8	460,600	244,600	0.6%	0.7%	0.7%	0.9%	0.9%	
<b>One Week Total</b>																		
		32		\$63.13	\$2,020.00	2.2	2.1	2.1	2.6	2.6	260,800	137,000	0.6%	0.6%	0.6%	0.7%	0.7%	
M-F 6A-10A	AM	5	1:30	\$70.00	\$350.00	1.4	1.4	1.4	1.4	1.4	99,700	55,600	0.6%	0.7%	0.7%	0.8%	0.8%	
M-F 10A-3P	MD	5	1:30	\$80.00	\$400.00	1.4	1.4	1.4	1.5	1.5	142,100	73,100	0.9%	0.9%	0.9%	1.2%	1.2%	
M-F 3P-7P	PM	5	1:30	\$135.00	\$675.00	1.4	1.4	1.4	1.5	1.5	151,900	77,000	1.0%	1.0%	1.0%	1.3%	1.3%	
Sa 6A-10A	SA1	2	1:30	\$50.00	\$100.00	1.2	1.2	1.2	1.2	1.2	22,500	10,500	0.3%	0.3%	0.3%	0.5%	0.5%	
Sa 10A-3P	SA2	2	1:30	\$60.00	\$120.00	1.2	1.2	1.2	1.2	1.2	56,200	24,000	0.7%	0.7%	0.7%	1.0%	1.0%	
Sa 3P-7P	SA3	1	1:30	\$65.00	\$65.00	1.0	1.0	1.0	1.0	1.0	51,500	29,100	0.8%	0.8%	0.8%	1.0%	1.0%	
Su 6A-10A	SU1	1	1:30	\$20.00	\$20.00	1.0	1.0	1.0	1.0	1.0	22,000	8,500	0.3%	0.3%	0.3%	0.3%	0.3%	
Su 10A-3P	SU2	2	1:30	\$50.00	\$100.00	1.2	1.2	1.2	1.2	1.2	47,700	21,000	0.6%	0.6%	0.6%	0.7%	0.7%	
Su 3P-7P	SU3	2	1:30	\$25.00	\$50.00	1.2	1.2	1.2	1.3	1.3	45,400	20,400	0.6%	0.6%	0.6%	0.8%	0.8%	
M-F 7P-12M	EVE	5	1:30	\$30.00	\$150.00	1.3	1.2	1.2	1.3	1.3	116,900	62,300	0.5%	0.5%	0.5%	0.7%	0.7%	
Su 7P-12M	SU4	1	1:30	\$15.00	\$15.00	1.0	1.0	1.0	1.0	1.0	35,900	17,200	0.4%	0.4%	0.4%	0.6%	0.6%	
Sa 7P-12M	SA4	1	1:30	\$25.00	\$25.00	1.0	1.0	1.0	1.0	1.0	45,900	20,400	0.5%	0.5%	0.5%	0.7%	0.7%	
Flight B - 1 wk (09/11)																		
		12		\$77.50	\$930.00	1.9	1.8	1.8	2.0	2.0	138,500	74,500	0.7%	0.7%	0.7%	0.9%	0.9%	
<b>One Week Total</b>																		
		12		\$77.50	\$930.00	1.9	1.8	1.8	2.0	2.0	138,500	74,500	0.7%	0.7%	0.7%	0.9%	0.9%	
M-Tu 6A-10A		4	1:30	\$70.00	\$280.00	1.4	1.4	1.4	1.4	1.4	60,500	33,400	0.5%	0.6%	0.6%	0.7%	0.7%	
M-Tu 10A-3P		4	1:30	\$80.00	\$320.00	1.4	1.4	1.4	1.5	1.5	89,700	45,000	0.8%	0.8%	0.8%	1.1%	1.1%	
M 3P-7P		2	1:30	\$135.00	\$270.00	1.2	1.2	1.2	1.2	1.2	59,800	30,300	0.9%	0.9%	0.9%	1.2%	1.2%	
M 7P-12M		2	1:30	\$30.00	\$60.00	1.2	1.2	1.2	1.2	1.2	42,700	23,000	0.5%	0.5%	0.5%	0.7%	0.7%	

The first demo listed is the Primary Demo.  
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Frank G Jackson FABetterCLE



From: Valerie Brooks  
 Phone: (216) 774-0919  
 Email: vbrooks@radio-one.com  
 8/10/2017 5:56 PM

Daypart / Ad Type	DP Code/Ad Placement	Spots/Units	Length/Size	Unit Rate	Total Cost	P 18+ Frequency	P 25-54 Frequency	P 35-64 Frequency	P 18+ Schedule Cumulative Persons	P 25-54 Schedule Cumulative Persons	P 35-64 Schedule Cumulative Persons	P 18+ Average Rating	P 25-54 Average Rating	P 35-64 Average Rating
<b>WZAK-FM (continued)</b>														
NTR Total		148		\$43.92	\$6,500.00									
Radio Station Total		148		\$43.92	\$6,500.00									
WJMO-AM		144		\$34.72	\$5,000.00									
Flight B - 4 wks (08/14, 08/21, 08/28, 09/04)														
One Week Total		4		\$375.00	\$1,500.00									
	RDS Messaging	1		\$375.00	\$375.00									
	WZAK & WJMO in car cash ads	1		\$375.00	\$375.00									
Flight C - 4 wks (08/14, 08/21, 08/28, 09/04)														
One Week Total		140		\$25.00	\$3,500.00									
	60 second commercials	35		\$25.00	\$875.00									
	5x/day Mon-Sun 6a-7p	35		\$25.00	\$875.00									
<b>WZAK-FM</b>														
Flight B - 4 wks (08/14, 08/21, 08/28, 09/04)														
One Week Total		4		\$375.00	\$1,500.00									
	RDS Messaging	1		\$375.00	\$375.00									
	WZAK & WJMO in car cash ads	1		\$375.00	\$375.00									

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Frank G Jackson FABetterCLE



From: Valerie Brooks  
 Phone: (216) 774-0919  
 Email: vbrooks@radio-one.com  
 8/10/2017 5:56 PM

**Schedule Grand Totals: 5 Weeks**

Stations	Spots/Units	Unit Rate	Total Cost	P 18+ Frequency	P 25-54 Frequency	P 35-54 Frequency	P 18+ Schedule Cumulative Persons	P 25-54 Schedule Cumulative Persons	P 35-54 Schedule Cumulative Persons	P 18+ Average Rating	P 25-54 Average Rating	P 35-54 Average Rating
Radio Total	252	\$72.42	\$18,250.00	3.9	4.1	5.0	822,100	410,800	378,700	0.6%	0.7%	0.7%
WENZ-FM	112	\$82.50	\$9,240.00	2.7	3.0	3.1	544,500	274,300	230,000	0.5%	0.7%	0.5%
WZAK-FM	140	\$64.36	\$9,010.00	4.2	3.9	5.2	460,600	244,600	242,800	0.6%	0.7%	0.9%
NTR Total	148	\$43.92	\$6,500.00									
Radio Station Total	148	\$43.92	\$6,500.00									
WJMO-AM	144	\$34.72	\$5,000.00									
WZAK-FM	4	\$375.00	\$1,500.00									
<b>Grand Total</b>	<b>400</b>	<b>\$61.88</b>	<b>\$24,750.00</b>									

Accepted by Station *Valerie Brooks* Date 8/11/17

Accepted by Client *Gus Finem pers* Date 8/11/17

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, gender 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, gender, national origin or ancestry.

The first demo listed is the Primary Demo.  
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# CONTRACT



**Radio One, Inc.**  
**6555 Carnegie Avenue**  
**Suite #100**  
**Cleveland, OH 44103-4619**  
**Billing Fax: (216) 361-1605**  
**(216) 579-1111**

And:

**Frank G. Jackson for A Better Cleveland**  
**Attention: Scott Finerman**  
**3029 Prospect Ave.**  
**Cleveland, OH 44115**

<u>Contract / Revision</u> 407236A /		<u>Alt Order #</u>
<u>Product</u> Primary Election		
<u>Contract Dates</u> 08/14/17 - 09/12/17		<u>Estimate #</u> Sept2017
<u>Advertiser</u> Frank G. Jackson for A Better Cleveland		<u>Original Date / Revision</u> 08/11/17 / 08/14/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Calendar	<u>Cash/Trade</u> Cash
<u>Property</u> CleDigital	<u>Account Executive</u> Valerie Brooks	<u>Sales Office</u> Local Cleveland
<u>Special Handling</u> Cash in Advance		
<u>Demographic</u> Adults 18+		
<u>Agency Ref</u>	<u>Advertiser Ref</u>	<u>Product 1/2</u>

**WJMO1**

*Line	Start Date	End Date	Description	Imp. Booked	Rate	Rate Type	Amount
N 2	08/14/17	08/31/17	RDS	0	\$750.00	Flat Fee	\$750.00
N 3	09/01/17	09/12/17	RDS	0	\$750.00	Flat Fee	\$750.00
<b>Totals</b>				<b>0</b>			<b>\$1,500.00</b>

**WZAK1**

*Line	Start Date	End Date	Description	Imp. Booked	Rate	Rate Type	Amount
N 1	08/14/17	08/31/17	RDS	0	\$750.00	Flat Fee	\$750.00
N 4	09/01/17	09/12/17	RDS	0	\$750.00	Flat Fee	\$750.00
<b>Totals</b>				<b>0</b>			<b>\$1,500.00</b>

Time Period	Gross Amount	Net Amount
08/01/17 -08/31/17	\$1,500.00	\$1,500.00
09/01/17 -09/12/17	\$1,500.00	\$1,500.00
<b>Totals</b>	<b>\$3,000.00</b>	<b>\$3,000.00</b>

**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.



# CONTRACT



**WZAK-FM**  
**6555 Carnegie Avenue**  
**Suite 100**  
**Cleveland, OH 44103-4619**  
**Billing Fax: (216) 361-1605**  
**(216) 579-1111**

<http://wzakcleveland.com>

And:

**Frank G. Jackson for A Better Cleveland**  
**Attention: Scott Finerman**  
**3029 Prospect Ave.**  
**Cleveland, OH 44115**

<u>Contract / Revision</u> 407236B /		<u>Alt Order #</u>
<u>Product</u> Primary Election		
<u>Contract Dates</u> 08/14/17 - 09/12/17		<u>Estimate #</u> Sept2017
<u>Advertiser</u> Frank G. Jackson for A Better Cleveland		<u>Original Date / Revision</u> 08/11/17 / 08/16/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Calendar	<u>Cash/Trade</u> Cash
<u>Property</u> WZAK-FM	<u>Account Executive</u> Valerie Brooks	<u>Sales Office</u> Local Cleveland
<u>Special Handling</u> Cash in Advance		
<u>Demographic</u> Adults 18+		
<u>Agency Ref</u>	<u>Advertiser Ref</u>	<u>Product 1/2</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
1	WZAK	08/14/17	09/12/17	M-F AM Drive	6a-10a		1:00				NM	24	\$1,680.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/14/17	08/20/17	11111--				5	\$70.00				
	Week:	08/21/17	08/27/17	11111--				5	\$70.00				
	Week:	08/28/17	09/03/17	11111--				5	\$70.00				
	Week:	09/04/17	09/10/17	11111--				5	\$70.00				
	Week:	09/11/17	09/17/17	22-----				4	\$70.00				
E 2	WZAK	08/14/17	09/12/17	M-F Midday	10a-3p		1:00				NM	24	\$1,920.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/14/17	08/20/17	11111--				5	\$80.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	2	WZAK	08/14/17-08/20/17	M-F Midday	10a-3p	MTuWThF----	1:00		\$80.00		NM		
		See MG 2.25 Spots Pulled per AE/Client											
	25	WZAK	08/17/17-08/20/17	M-F Midday	10a-3p	----ThF----	1:00		\$80.00		NM		
		Ⓜ MG for 2.2 08/15 Spots Pulled per AE/Client											
	Week:	08/21/17	08/27/17	11111--				5	\$80.00				
	Week:	08/28/17	09/03/17	11111--				5	\$80.00				
	Week:	09/04/17	09/10/17	11111--				5	\$80.00				
	Week:	09/11/17	09/17/17	22-----				4	\$80.00				
E 3	WZAK	08/14/17	09/11/17	M-F PM Drive	3p-7p		1:00				NM	22	\$2,970.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/14/17	08/20/17	11111--				5	\$135.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	2	WZAK	08/14/17-08/20/17	M-F PM Drive	3p-7p	MTuWThF----	1:00		\$135.00		NM		
		See MG 3.23 Spots Pulled per AE/Client											
	23	WZAK	08/17/17-08/20/17	M-F PM Drive	3p-7p	----ThF----	1:00		\$135.00		NM		
		Ⓜ MG for 3.2 08/15 Spots Pulled per AE/Client											
	Week:	08/21/17	08/27/17	11111--				5	\$135.00				
	Week:	08/28/17	09/03/17	11111--				5	\$135.00				
	Week:	09/04/17	09/10/17	11111--				5	\$135.00				
	Week:	09/11/17	09/17/17	2-----				2	\$135.00				
E 4	WZAK	08/14/17	09/11/17	M-F Evening	7p-12a		1:00				NM	22	\$660.00

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**Suite 100**  
**Cleveland, OH 44103-4619**  
**Billing Fax: (216) 361-1605**  
**(216) 579-1111**

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Contract / Revision 407236B /		Alt Order #
Contract Dates 08/14/17 - 09/12/17	Product Primary Election	Estimate # Sept2017
Advertiser Frank G. Jackson for A B		Original Date / Revision 08/11/17 / 08/16/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/14/17	08/20/17	11111--				5	\$30.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	2	WZAK	08/14/17-08/20/17	M-F Evening	7p-12a	MTuWThF----	1:00		\$30.00		NM		
See MG 4.23													
Spots Pulled per AE/Client													
	23	WZAK	08/17/17-08/20/17	M-F Evening	7p-12a	----ThF----	1:00		\$30.00		NM		
Ⓜ MG for 4.2 08/15													
Spots Pulled per AE/Client													
Week:		08/21/17	08/27/17	11111--				5	\$30.00				
Week:		08/28/17	09/03/17	11111--				5	\$30.00				
Week:		09/04/17	09/10/17	11111--				5	\$30.00				
Week:		09/11/17	09/17/17	2-----				2	\$30.00				
5	WZAK	08/14/17	09/09/17	Sa AM	6a-10a		1:00				NM	8	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/14/17	08/20/17	-----2-				2	\$25.00				
Week:		08/21/17	08/27/17	-----2-				2	\$25.00				
Week:		08/28/17	09/03/17	-----2-				2	\$25.00				
Week:		09/04/17	09/10/17	-----2-				2	\$25.00				
6	WZAK	08/14/17	09/09/17	Sa Midday	10a-3p		1:00				NM	8	\$480.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/14/17	08/20/17	-----2-				2	\$60.00				
Week:		08/21/17	08/27/17	-----2-				2	\$60.00				
Week:		08/28/17	09/03/17	-----2-				2	\$60.00				
Week:		09/04/17	09/10/17	-----2-				2	\$60.00				
7	WZAK	08/14/17	09/09/17	Sa PM	3p-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:		08/14/17	08/20/17	-----1-				1	\$65.00				
Week:		08/21/17	08/27/17	-----1-				1	\$65.00				
Week:		08/28/17	09/03/17	-----1-				1	\$65.00				
Week:		09/04/17	09/10/17	-----1-				1	\$65.00				
8	WZAK	08/14/17	09/09/17	Sa Evening	7p-12a		1:00				NM	4	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/14/17	08/20/17	-----1-				1	\$25.00				
Week:		08/21/17	08/27/17	-----1-				1	\$25.00				
Week:		08/28/17	09/03/17	-----1-				1	\$25.00				
Week:		09/04/17	09/10/17	-----1-				1	\$25.00				
9	WZAK	08/14/17	09/10/17	Su AM	6a-10a		1:00				NM	4	\$80.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/14/17	08/20/17	-----1				1	\$20.00				
Week:		08/21/17	08/27/17	-----1				1	\$20.00				
Week:		08/28/17	09/03/17	-----1				1	\$20.00				
Week:		09/04/17	09/10/17	-----1				1	\$20.00				
10	WZAK	08/14/17	09/10/17	Su Midday	10a-3p		1:00				NM	8	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/14/17	08/20/17	-----2				2	\$50.00				
Week:		08/21/17	08/27/17	-----2				2	\$50.00				
Week:		08/28/17	09/03/17	-----2				2	\$50.00				
Week:		09/04/17	09/10/17	-----2				2	\$50.00				
11	WZAK	08/14/17	09/10/17	Su PM	3p-7p		1:00				NM	8	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/14/17	08/20/17	-----2				2	\$25.00				
Week:		08/21/17	08/27/17	-----2				2	\$25.00				

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<u>Contract / Revision</u> 407236B /	<u>Alt Order #</u>
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<u>Contract Dates</u> 08/14/17 - 09/12/17	<u>Product</u> Primary Election	<u>Estimate #</u> Sept2017
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<u>Advertiser</u> Frank G. Jackson for A B	<u>Original Date / Revision</u> 08/11/17 / 08/16/17
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/28/17	09/03/17	-----2				2	\$25.00				
Week:		09/04/17	09/10/17	-----2				2	\$25.00				
12	WZAK	08/14/17	09/10/17	Su Evening	7p-12a		1:00				NM	4	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/14/17	08/20/17	-----1				1	\$15.00				
Week:		08/21/17	08/27/17	-----1				1	\$15.00				
Week:		08/28/17	09/03/17	-----1				1	\$15.00				
Week:		09/04/17	09/10/17	-----1				1	\$15.00				
<b>Totals</b>								<b>0.00</b>				<b>140</b>	<b>\$9,010.00</b>

Time Period	# of Spots	Gross Amount	Net Amount
08/01/17 - 08/31/17	80	\$5,300.00	\$5,300.00
09/01/17 - 09/12/17	60	\$3,710.00	\$3,710.00
<b>Totals</b>	<b>140</b>	<b>\$9,010.00</b>	<b>\$9,010.00</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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