

INSIGHT PUBLIC AFFAIRS PROGRAM

&

**CONTRACTS FOR
NON-PROFIT IN KIND ADVERTISING
2016**

INSIGHT PUBLIC AFFAIRS PROGRAM

WCKM FM/WWSC AM/WCQL FM

SUNDAYS 2016

**APRIL 2 : QUEENSBURY BUSINESSMAN ED MOORE TALKS
ABOUT HIS PURCHASE OF THE QUEENSBURY
HOTEL IN GLENS FALLS**

**MAR 27: WARREN COUNTY DISTRICT ATTORNEY KATE
HOGAN AND RECOVERING ADDICT JOSH BURNS
DISCUSS THE LOCAL HEROIN EPIDEMIC**

**MAR 20: GREEN PARTY CANDIDATE MATT FUNICIELLO
ANNOUNCES HE WILL SEEK THE 21ST DISTRICT
CONGRESSIONAL SEAT FOR A SECOND TIME**

**MAR 13: WARREN COUNTY REPUBLICAN ELECTION
COMMISSIONER MARY BETH CASEY DISCUSSES
THE UPCOMING PRIMARY ELECTIONS**

**MAR 6: FACULTY ADVISOR TOM MYOTT OUTLINES THE 39TH
ANNUAL SOUTH HIGH MARATHON DANCE THAT RAISED
A NEW RECORD OF OVER \$721,000**

**FEB 28: GLENS FALLS HOSPITAL PRESIDENT DIANNE SHUGRUE
TALKS ABOUT THE IT ONLY TAKES A MOMENT
CAMPAIGN TO TRAIN PEOPLE TO USE CPR**

**FEB 21: WASHINGTON COUNTY DISTRICT ATTORNEY TONY
JORDAN DISCUSSES THE LOCAL DRUG PROBLEM AND
THE KAYLEIGH MAE CASSEL CASE**

**FEB 14: GEORGE FERONE, THE INTERIM PRESIDENT OF THE
ADIRONDACK REGIONAL CHAMBER OF COMMERCE
TALKS ABOUT HIS YEARS WITH TRIBUNE MEDIA**

**AND THE SEARCH FOR A REPLACEMENT FOR PETER
AUST**

**FEB 7: HUDSON FALLS SCHOOL SUPERINTENDENT LINDA
GOEWAY DISCUSSES HER EXPERIENCE, COMMON
CORE LEARNING STANDARDS AND RELATED TESTS**

**JAN 31: WARREN COUNTY ECONOMIC DEVELOPMENT
CORPORATION PRESIDENT EDWARD BATHOLOMEW
JR WITH HIS 2016 OUTLOOK FOR THE REGION**

**JAN 24: QUEENSBURY TOWN SUPERVISOR JOHN STROUGH
DISCUSSES ISSUES FACING THE TOWN..SUCH AS
EXPANDING SEWER LINES**

**JAN 17: MARY GOODEN, PRESIDENT OF THE GLENS FALLS
CHAPTER OF THE NAACP OUTLINES ACTIVITIES
FOR THE MARTIN LUTHER KING JR CELEBRATION**

**JAN 10: RICK DAVIDSON OF THE DAVISON BROTHERS
BREWERY AND RESTAURANT ON HIS DECISION TO
BAN TIPPING AND IMPOSE A FLAT 18% FEE FOR
SERVERS**

**JAN 3: KIM SCPCZYK, EXECUTIVE DIRECTOR OF THE FAMILY
SERVICE ASSOCIATION OF GLENS FALLS DISCUSSES
ITS MANY PROGRAMS TO HELP THE NEEDY**

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: OP SANTA 2016 ALL 3 Tax Schedule: _____ (None)
 Contract#: 1841901242 Agency Commission %: 0
 Start Date: 1/12/16 End Date: 1/31/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774HOUSE Comm %: 0
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates
 Address: 128 Glen St
 City: Glens Falls State: NY Zip: 12801
 Product Name: _____
 Competitive Code: Promo/psa

WCKM-FM

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	1/12/16	1/31/16		12:00 AM	12:00 AM	60	8	8	8	8	8	8	8	8	56	D	0.00	160	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	1/12/16	1/31/16		12:00 AM	12:00 AM	60	8	8	8	8	8	8	8	8	56	D	0.00	160	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	1/12/16	1/31/16		12:00 AM	12:00 AM	60	8	8	8	8	8	8	8	8	56	D	0.00	160	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jan 16	
CA		0.00
ST		0.00

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM

Buyer:

Contract Name: ELVIS SHOW 2016

Tax Schedule:

(None)

Contract#: 1841901205

Agency Commission %: 0

Start Date: 12/28/15 End Date: 1/31/16

Billing Cycle: Standard

Revenue Type: LOCAL DIRECT SALES Type: Cash

Salesperson: 4774cash

Comm %: 0

Advertiser: CHARLES R WOOD THEATER

Makegood Policy: Within Contract Dates

Address: 207 GLEN STREET

City: GLENS FALLS State: NY Zip: 12801

Product Name:

Competitive Code: Theater/Drama/Plays

WCKM-FM

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	12/28/15	1/31/16		12:00 AM	12:00 AM	60	8	8	8	8	8	10	10	60	D	0.00	300	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	12/28/15	1/31/16		12:00 AM	12:00 AM	60	8	8	8	8	8	10	10	60	D	0.00	300	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	12/28/15	1/31/16		12:00 AM	12:00 AM	60	8	8	8	8	8	10	10	60	D	0.00	300	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Dec 15	Jan 16
CA	0.00	0.00
ST	0.00	0.00

Sales Order

Station: **WCKM-FM** Buyer: _____
 Contract Name: **MATCH DEAL CHAMBER FEB 16** Tax Schedule: _____ (None)
 Contract#: _____ 3799 Agency Commission %: 0
 Start Date: **2/01/16** End Date: **2/06/16** Billing Cycle: **Standard**
 Revenue Type: **LOCAL DIRECT SALES** Type: **Cash** Salesperson: **4774pclo** Comm %: **0**
 Advertiser: **GF K9** Makegood Policy: **Within Contract Dates**
 Address: **121 WARREN STREET**
 City: **GLENS FALLS** State: **NY** Zip: **12801**
 Product Name: _____
 Competitive Code: **Pet Shop**

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	2/01/16	2/06/16		6:00 AM	10:00 PM	60	7	7	7	7	7	5		40	D	0.00	40	0.00	4	

Billing Projections: By Month

	Feb 16	
CA		0.00
ST		0.00

Print Spot Prices

TOTAL SPOTS 40
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 40
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- 4774cash, 01/27/16 @10:19AM
- National Sales Manager
- Local Sales Manager

Sales Order

Stations: WCKM-FM, WCQL-FM Buyer: _____
 Contract Name: 2016 CQL REMOTE AND SPOTS Tax Schedule: _____ (None)
 Contract#: 1841901280 Agency Commission %: 0
 Start Date: 2/08/16 End Date: 2/26/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774pclo Comm %: 0
 Advertiser: LAKE GEORGE WINTER CARNIVAL Makegood Policy: Within Contract Dates
 Address: C/O LINDA DUFFY
 P.O. BOX 663
 City: LAKE GEORGE State: NY Zip: 12845
 Product Name: _____
 Competitive Code: Festivals

WCKM-FM

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	2/08/16	2/26/16		6:00 AM	8:00 PM	60	4	4	4	4	4			20	D	0.00	60	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	2/08/16	2/26/16		6:00 AM	8:00 PM	60	4	4	4	4	4			20	D	0.00	60	0.00	3	
2	2/15/16	2/19/16		6:00 AM	9:00 PM	30	5	5	5	5	5			25	D	0.00	25	0.00	3	
REMOTE PROMOS																				
3	2/20/16	2/20/16		12:00 PM	2:00 PM	90							6		6	D	0.00	6	0.00	1
REMOTE BREAKS																				

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Feb 16
CA	0.00
ST	0.00

Sales Order

Stations: WCKM-FM, WWSC-AM Buyer: _____
 Contract Name: ELVIS SHOW FEB AND MARCH Tax Schedule: _____ (None)
 Contract#: 1841901283 Agency Commission %: 0
 Start Date: 2/04/16 End Date: 3/31/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774pclo Comm %: 0
 Advertiser: CHARLES R WOOD THEATER Makegood Policy: Within Contract Dates
 Address: 207 GLEN STREET
 City: GLENS FALLS State: NY Zip: 12801
 Product Name: _____
 Competitive Code: Theater/Drama/Plays

WCKM-FM

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	2/04/16	3/31/16		12:00 AM	12:00 AM	60	8	8	8	8	8	8	8	8	56	D	0.00	456	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	2/04/16	3/31/16		12:00 AM	12:00 AM	60	8	8	8	8	8	8	8	8	56	D	0.00	456	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Feb 16	Mar 16	Apr 16
CA	0.00	0.00	0.00
ST	0.00	0.00	0.00

Print Spot Prices

TOTAL SPOTS 912
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 912
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- 4774cash, 02/03/16 @10:44AM
- National Sales Manager
- Local Sales Manager

Sales Order

Stations: WCKM-FM, WWSC-AM Buyer: _____
 Contract Name: ELVIS SHOW ADDITION Tax Schedule: _____ (None)
 Contract#: 1841901321 Agency Commission %: 0
 Start Date: 2/27/16 End Date: 3/27/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774pclo Comm %: 0
 Advertiser: CHARLES R WOOD THEATER Makegood Policy: Within Contract Dates
 Address: 207 GLEN STREET
 City: GLENS FALLS State: NY Zip: 12801
 Product Name: _____
 Competitive Code: Theater/Drama/Plays

WCKM-FM

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	2/27/16	3/27/16		12:00 AM	12:00 AM	60						6	6	12	D	0.00	60	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	2/27/16	3/27/16		12:00 AM	12:00 AM	60						6	6	12	D	0.00	60	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Feb 16	Mar 16
CA	0.00	0.00
ST	0.00	0.00

Print Spot Prices

TOTAL SPOTS 120
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 120
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- General Manager
- National Sales Manager
- Local Sales Manager

Sales Order

Station: WCQL-FM Buyer: _____
 Contract Name: BBBS BOWL 2016 Tax Schedule: (None)
 Contract#: 3852 Agency Commission %: 0
 Start Date: 2/17/16 End Date: 3/18/16 Billing Cycle: Standard
 Revenue Type: NON-PROFIT Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: BIG BROTHERS BIG SISTERS Makegood Policy: Within Contract Dates
 Address: 14 W. NOTRE DAME STREET
 City: GLENS FALLS State: NY Zip: 12801
 Product Name: BBBS BOWL 2016
 Comp. Code: PSA
 Sec. Comp.: Promo/psa

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	2/17/16	3/18/16		6:00 AM	10:00 PM	30	3	3	3	3	3	3	3	3	21	D	0.00	93	0.00	4
2	2/17/16	3/18/16		6:00 AM	10:00 PM	15	2	2	2	2	2	2	2	2	14	D	0.00	62	0.00	4

Billing Projections: By Month

	Feb 16	Mar 16
CA	0.00	0.00
ST	0.00	0.00

Print Spot Prices

TOTAL SPOTS 155
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 155
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- 4774cash, 02/16/16 @11:28AM
- National Sales Manager
- Local Sales Manager

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM

Buyer:

Contract Name: 2016 GALA

Tax Schedule: (None)

Contract#: 1841901358

Agency Commission %: 0

Start Date: 4/01/16 End Date: 4/18/16

Billing Cycle: Standard

Revenue Type: LOCAL DIRECT SALES Type: Cash

Salesperson: 4774cash Comm %: 0

Advertiser: NORTH COUNTRY MINISTRIES

Makegood Policy: Within Contract Dates

Address: -----

City: ----- State: -- Zip: -----

Product Name: 2016

Competitive Code: PSA

WCKM-FM

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	4/01/16	4/18/16		6:00 AM	9:00 PM	60	3	3	3	3	3	3	3	21	D	0.00	54	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	4/01/16	4/18/16		6:00 AM	9:00 PM	60	3	3	3	3	3	3	3	21	D	0.00	54	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	4/01/16	4/18/16		6:00 AM	9:00 PM	60	3	3	3	3	3	3	3	21	D	0.00	54	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Apr 16	
CA	0.00	
ST	0.00	

Sales Order

Stations: WCKM-FM, WCQL-FM
 Buyer:
 Contract Name: SWEET BASIL BENEFIT Tax Schedule: (None)
 Contract#: 1841901364 Agency Commission %: 0
 Start Date: 4/12/16 End Date: 4/17/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774mdub Comm %: 0
 Advertiser: SWEET BASILS Makegood Policy: Within Contract Dates
 Address: 1012 RT. 9
 City: QUEENSBURY State: NY Zip: 12804
 Product Name: BENEFIT
 Competitive Code: RESTAURANT/TAVERN/FAST...

WCKM-FM

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	4/12/16	4/16/16		6:00 AM	10:00 PM	60		6	6	6	6	6		30	D	0.00	30	0.00	3
2	4/17/16	4/17/16		6:00 AM	1:00 PM	60							3	3	D	0.00	3	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	4/12/16	4/16/16		6:00 AM	10:00 PM	60		6	6	6	6	6		30	D	0.00	30	0.00	3
2	4/17/16	4/17/16		6:00 AM	1:00 PM	60							3	3	D	0.00	3	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

Apr 16
 CA 0.00
 ST 0.00

Print Spot Prices

TOTAL SPOTS 66
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 66
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- General Manager
- National Sales Manager
- Local Sales Manager

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: WARREN COUNTY IMMUNIZATION Tax Schedule: _____ (None)
 Contract#: 1841901372 Agency Commission %: 0
 Start Date: 4/16/16 End Date: 4/22/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates
 Address: 128 Glen St
 City: Glens Falls State: NY Zip: 12801
 Product Name: WARREN COUNTY IMMUNIZATIO
 Competitive Code: PSA

WCKM-FM

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	4/16/16	4/22/16		6:00 AM	9:00 PM	30	5	5	5	5	5	5	5	35	D	0.00	35	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	4/16/16	4/22/16		6:00 AM	9:00 PM	30	5	5	5	5	5	5	5	35	D	0.00	35	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	4/16/16	4/22/16		6:00 AM	9:00 PM	30	5	5	5	5	5	5	5	35	D	0.00	35	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Apr 16	
CA		0.00
ST		0.00

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: RECRUITMENT 2016 Tax Schedule: _____ (None)
 Contract#: 1841901377 Agency Commission %: 0
 Start Date: 4/22/16 End Date: 5/31/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates
 Address: 128 Glen St
 City: Glens Falls State: NY Zip: 12801
 Product Name: RECRUITMENT 2016
 Competitive Code: PSA

WCKM-FM

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	4/22/16	5/31/16		6:00 AM	9:00 PM	30	3	3	3	3	3	3	3	3	21	D	0.00	120	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	4/22/16	5/31/16		6:00 AM	9:00 PM	30	3	3	3	3	3	3	3	3	21	D	0.00	120	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	4/22/16	5/31/16		6:00 AM	9:00 PM	30	3	3	3	3	3	3	3	3	21	D	0.00	120	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Apr 16	May 16	Jun 16
CA	0.00	0.00	0.00
ST	0.00	0.00	0.00

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: NAB NEXT RADIO SUMMER 16 Tax Schedule: _____ (None)
 Contract#: 1841901429 Agency Commission %: 0
 Start Date: 6/27/16 End Date: 8/28/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates
 Address: 128 Glen St
 City: Glens Falls State: NY Zip: 12801
 Product Name: NAB NEXT RADIO
 Competitive Code: Promo/psa

WCKM-FM

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	6/27/16	8/28/16		6:00 AM	12:00 AM	60	4	4	4	5	4	5	4	30	D	0.00	270	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	6/27/16	8/28/16		6:00 AM	12:00 AM	60	5	4	4	4	4	5	4	30	D	0.00	270	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	6/27/16	8/28/16		6:00 AM	12:00 AM	60	5	4	4	4	4	4	5	30	D	0.00	270	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jun 16	Jul 16	Aug 16
CA	0.00	0.00	0.00
ST	0.00	0.00	0.00

Sales Order

Stations: WCKM-FM, WCQL-FM
 Buyer:
 Contract Name: BLOOD DRIVE JUNE 2016 Tax Schedule: (None)
 Contract#: 1841901414 Agency Commission %: 0
 Start Date: 6/19/16 End Date: 6/22/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774pclo Comm %: 0
 Advertiser: WARREN TIRE Makegood Policy: Within Contract Dates
 Address: 92 WARREN ST
 City: GLENS FALLS State: NY Zip: 12801
 Product Name:
 Comp. Code: Service/repair/gas/tires
 Sec. Comp.: Auto Repair

WCKM-FM

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	6/19/16	6/22/16		6:00 AM	12:00 AM	30	8	8	8					8	32	D	0.00	32	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	6/19/16	6/22/16		6:00 AM	12:00 AM	30	8	8	8					8	32	D	0.00	32	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

Jun 16
 CA 0.00
 ST 0.00

Print Spot Prices

TOTAL SPOTS 64
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 64
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

Sales Manager
 4774cash, 06/09/16 @11:14AM
 National Sales Manager
 Local Sales Manager

Sales Order

Stations: WCKM-FM, WWSC-AM Buyer: _____
 Contract Name: WOOD SHOW OCT 2016 Tax Schedule: _____ (None)
 Contract#: 1841901432 Agency Commission %: 0
 Start Date: 7/18/16 End Date: 10/07/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates
 Address: 128 Glen St
 City: Glens Falls State: NY Zip: 12801
 Product Name: _____
 Competitive Code: Promo/psa

WCKM-FM

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	7/18/16	10/07/16		12:00 AM	12:00 AM	60	8	8	8	8	8	10	10	60	D	0.00	700	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	7/18/16	10/07/16		12:00 AM	12:00 AM	60	8	8	8	8	8	10	10	60	D	0.00	700	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jul 16	Aug 16	Sep 16	Oct 16
CA	0.00	0.00	0.00	0.00
ST	0.00	0.00	0.00	0.00

Print Spot Prices

TOTAL SPOTS 1400
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 1400
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- 4774cash, 06/30/16 @9:21AM
- National Sales Manager
- Local Sales Manager

Sales Order

Station: WCQL-FM Buyer: _____
 Contract Name: STEMSTOCK 2016 Tax Schedule: _____ (None)
 Contract#: 4273 Agency Commission %: 0
 Start Date: 7/08/16 End Date: 7/16/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates
 Address: 128 Glen St
 City: Glens Falls State: NY Zip: 12801
 Product Name: STEMSTOCK
 Competitive Code: Promo/psa

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	7/08/16	7/15/16		6:00 AM	12:00 AM	60	5	5	5	5	5	5	5	35	D	0.00	40	0.00	4	
2	7/16/16	7/16/16		6:00 AM	4:00 PM	60								5	D	0.00	5	0.00	3	

Billing Projections: By Month

	Jul 16	
CA	0.00	
ST	0.00	

Print Spot Prices

TOTAL SPOTS 45
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 45
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- General Manager
- National Sales Manager
- Local Sales Manager

Sales Order

Stations: WCKM-FM, WCQL-FM Buyer: _____
 Contract Name: BALLOON FEST 2016 Tax Schedule: _____ (None)
 Contract#: 1841901493 Agency Commission %: 0
 Start Date: 9/23/16 End Date: 9/25/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774mdub Comm %: 0
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates
 Address: 128 Glen St
 City: Glens Falls State: NY Zip: 12801
 Product Name: BALLOON FESTIVAL SPOTS
 Competitive Code: Miscellaneous

WCKM-FM

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	9/23/16	9/25/16		5:00 AM	8:00 PM	90					15	15	15	45	D	0.00	45	0.00	2
2	9/23/16	9/25/16		5:00 AM	8:00 PM	90					15	15	15	45	D	0.00	45	0.00	2
3	9/23/16	9/25/16		5:00 AM	8:00 PM	90					15	15	15	45	D	0.00	45	0.00	2
4	9/23/16	9/25/16		5:00 AM	8:00 PM	90					15	15	15	45	D	0.00	45	0.00	2

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	9/23/16	9/25/16		5:00 AM	8:00 PM	90					15	15	15	45	D	0.00	45	0.00	2
2	9/23/16	9/25/16		5:00 AM	8:00 PM	90					15	15	15	45	D	0.00	45	0.00	2
3	9/23/16	9/25/16		5:00 AM	8:00 PM	90					15	15	15	45	D	0.00	45	0.00	2
4	9/23/16	9/25/16		5:00 AM	8:00 PM	60					15	15	15	45	D	0.00	45	0.00	2

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Sep 16
CA	0.00
ST	0.00

Sales Order

Stations: WCKM-FM, WWSC-AM Buyer: _____
 Contract Name: LITTLE HEALTH FAIR Tax Schedule: _____ (None)
 Contract#: 1841901498 Agency Commission %: 0
 Start Date: 9/28/16 End Date: 9/30/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates
 Address: 128 Glen St
 City: Glens Falls State: NY Zip: 12801
 Product Name: LITTLE HEALTH FAIR
 Comp. Code: Health Services
 Sec. Comp.: PSA

WCKM-FM

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	9/28/16	9/30/16		6:00 AM	7:00 PM	30			5	5	5			15	D	0.00	15	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	9/28/16	9/30/16		6:00 AM	7:00 PM	30			5	5	5			15	D	0.00	15	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Sep 16	Oct 16
CA	0.00	0.00
ST	0.00	0.00

Print Spot Prices

TOTAL SPOTS 30
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 30
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- 4774cash, 09/27/16 @2:33PM
- National Sales Manager
- Local Sales Manager

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM

Buyer:

Contract Name: OP SANTA PROMOS 2016

Tax Schedule: (None)

Contract#: 1841901526

Agency Commission %: 0

Start Date: 10/28/16 End Date: 11/30/16

Billing Cycle: Standard

Revenue Type: LOCAL DIRECT SALES Type: Cash

Salesperson: 4774pclo Comm %: 0

Advertiser: REGIONAL RADIO GROUP

Makegood Policy: Within Contract Dates

Address: 128 Glen St

City: Glens Falls State: NY Zip: 12801

Product Name:

Competitive Code: Promo/psa

WCKM-FM

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	10/28/16	10/31/16		12:00 AM	12:00 AM	30	10				10	10	10	40	D	0.00	40	0.00	4
2	11/01/16	11/30/16		12:00 AM	12:00 AM	60	8	8	8	8	8	8	8	56	D	0.00	240	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	10/28/16	10/31/16		12:00 AM	12:00 AM	30	10				10	10	10	40	D	0.00	40	0.00	4
2	11/01/16	11/30/16		12:00 AM	12:00 AM	60	8	8	8	8	8	8	8	56	D	0.00	240	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	10/28/16	10/31/16		12:00 AM	12:00 AM	30	10				10	10	10	40	D	0.00	40	0.00	4
2	11/01/16	11/30/16		12:00 AM	12:00 AM	60	8	8	8	8	8	8	8	56	D	0.00	240	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Oct 16	Nov 16	Dec 16
CA	0.00	0.00	0.00
ST	0.00	0.00	0.00

Sales Order

Stations: WCKM-FM, WWSC-AM
 Buyer:
 Contract Name: LG ROTARY 2016 CAMPAIGN Tax Schedule: (None)
 Contract#: 1841901506 Agency Commission %: 0
 Start Date: 10/07/16 End Date: 10/10/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774mdub Comm %: 0
 Advertiser: LAKE GEORGE ROTARY Makegood Policy: Within Contract Dates
 Address: PO BOX 321
 City: LAKE GEORGE State: NY Zip: 12845
 Product Name: ROTARY CAMPAIGN 2016
 Competitive Code: Clubs/organizations

WCKM-FM

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	10/07/16	10/10/16		12:00 AM	12:00 AM	60	45				45	45	45	180	D	0.00	180	0.00	4
TENS CART																			
2	10/07/16	10/10/16		12:00 AM	12:00 AM	60	5				5	5	15	D	0.00	15	0.00	4	
FIVES CART																			
3	10/07/16	10/10/16		12:00 AM	12:00 AM	30				1	1	1	3	D	0.00	3	0.00	4	
THREES CART																			

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	10/07/16	10/10/16		12:00 AM	12:00 AM	60	45				45	45	45	180	D	0.00	180	0.00	4
TENS CART																			
2	10/07/16	10/10/16		12:00 AM	12:00 AM	60	5				5	5	15	D	0.00	15	0.00	4	
FIVES CART																			
3	10/07/16	10/10/16		12:00 AM	12:00 AM	30				1	1	1	3	D	0.00	3	0.00	4	
THREES CART																			

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Oct 16
CA	0.00
ST	0.00

Sales Order

Stations: WCKM-FM, WCQL-FM Buyer: _____
 Contract Name: STUFF THE BUS 2016 Tax Schedule: _____ (None)
 Contract#: 1841901535 Agency Commission %: 0
 Start Date: 11/01/16 End Date: 11/05/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774mdub Comm %: 0
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates
 Address: 128 Glen St
 City: Glens Falls State: NY Zip: 12801
 Product Name: STUFF THE BUS 2016
 Competitive Code: Promo/psa

WCKM-FM

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	11/01/16	11/04/16		6:00 AM	7:00 PM	60		6	6	6	6			24	D	0.00	24	0.00	3
2	11/05/16	11/05/16		6:00 AM	2:00 PM	60						6		6	D	0.00	6	0.00	2
3	11/01/16	11/02/16		6:00 AM	10:00 PM	30		6	6					12	D	0.00	12	0.00	4
Remote Promos																			
4	11/03/16	11/03/16		6:00 AM	10:00 PM	30				6				6	D	0.00	6	0.00	4
Remote Promos																			
5	11/04/16	11/04/16		6:00 AM	9:00 AM	30					3			3	D	0.00	3	0.00	2
Remote Promos																			
6	11/04/16	11/04/16		9:00 AM	11:00 AM	90					3			3	D	0.00	3	0.00	2
REMOTE																			

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	11/01/16	11/04/16		6:00 AM	7:00 PM	60		6	6	6	6			24	D	0.00	24	0.00	3
2	11/05/16	11/05/16		6:00 AM	2:00 PM	60						6		6	D	0.00	6	0.00	2

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Nov 16
CA	0.00
ST	0.00

Sales Order

Station: WCKM-FM Buyer: _____
 Contract Name: VANAERNEM MAIN ST HF Tax Schedule: _____ (None)
 Contract#: 4596 Agency Commission %: 0
 Start Date: 11/23/16 End Date: 12/02/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774mdub Comm %: 0
 Advertiser: VANAERNEM REALTY Makegood Policy: Within Contract Dates
 Address: TOM VANAERNEM
 77 MAIN STREET
 City: HUDSON FALLS State: NY Zip: 12839
 Product Name: MAIN STREET HF
 Competitive Code: Real Estate

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	11/23/16	11/25/16		6:00 AM	7:00 PM	60			8	8	8			24	D	0.00	24	0.00	3
2	11/26/16	11/26/16		6:00 AM	2:00 PM	60						4		4	D	0.00	4	0.00	2
3	12/01/16	12/02/16		6:00 AM	7:00 PM	60				6	6			12	D	0.00	12	0.00	3
4	11/26/16	11/26/16		1:00 PM	3:00 PM	90						6		6	D	0.00	6	0.00	1

Billing Projections: By Month

	Nov 16	Dec 16
CA	0.00	0.00
ST	0.00	0.00

Print Spot Prices

TOTAL SPOTS 46
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 46
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- 4774cash, 11/22/16 @12:28PM
- National Sales Manager
- Local Sales Manager

Sales Order

Station: WCKM-FM Buyer: _____
 Contract Name: KINNEY TOY DRIVE Tax Schedule: _____ (None)
 Contract#: 4556 Agency Commission %: 0
 Start Date: 11/08/16 End Date: 11/12/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774mdub Comm %: 0
 Advertiser: KINNEY AGENCY INC Makegood Policy: Within Contract Dates
 Address: STATE ROUTE 4
 City: HUDSON FALLS State: NY Zip: 12839
 Phone: (518) 747-4136
 Product Name: TOY DRIVE
 Competitive Code: Insurance

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	11/08/16	11/11/16		6:00 AM	10:00 PM	30		5	5	6	6			22	D	0.00	22	0.00	4	
RECORDED REMOTE PROMOS																				
2	11/12/16	11/12/16		6:00 AM	10:00 AM	30							3		3	D	0.00	3	0.00	2
LIVE REMOTE PROMOS																				
3	11/12/16	11/12/16		10:00 AM	12:00 PM	90							6		6	D	0.00	6	0.00	2
REMOTE BREAKS																				

Billing Projections: By Month
 Nov 16
 CA 0.00
 ST 0.00

Print Spot Prices

TOTAL SPOTS 31
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 31
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE
 Sales Manager
 4774cash, 11/07/16 @9:37AM
 National Sales Manager
 Local Sales Manager

Sales Order

Station: **WCKM-FM** Buyer: _____
 Contract Name: **GF GIFT BACK 2016** Tax Schedule: _____ (None)
 Contract#: **4619** Agency Commission %: **0**
 Start Date: **11/30/16** End Date: **12/10/16** Billing Cycle: **Standard**
 Revenue Type: **LOCAL DIRECT SALES** Type: **Cash** Salesperson: **4774mdub** Comm %: **0**
 Advertiser: **GLENS FALLS GIFT BACK** Makegood Policy: **Within Contract Dates**
 Address: **C/O/ GREATER GF SENIOR CENTER**
380 GLEN STREET
 City: **GLENS FALLS** State: **NY** Zip: **12801**
 Phone: **(518) 793-2189**
 Product Name: **GIFT BACK**
 Competitive Code: **Miscellaneous**

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	11/30/16	12/02/16		6:00 AM	7:00 PM	60			5	5	5			15	D	0.00	15	0.00	3	
2	12/03/16	12/03/16		6:00 AM	3:00 PM	60							5	5	D	0.00	5	0.00	2	
3	12/03/16	12/03/16		2:30 PM	4:30 PM	90							6	6	D	0.00	6	0.00	1	
REMOTE																				
4	11/30/16	12/02/16		6:00 AM	10:00 PM	30			5	5	5			15	D	0.00	15	0.00	4	
REMOTE PROMOS																				
5	12/03/16	12/03/16		6:00 AM	2:00 PM	30							3	3	D	0.00	3	0.00	2	
REMOTE PROMOS																				
6	12/05/16	12/10/16		6:00 AM	7:00 PM	60	4	4	4	4	4			20	D	0.00	20	0.00	3	

Billing Projections: By Month

	Nov 16	Dec 16
CA	0.00	0.00
ST	0.00	0.00

Print Spot Prices

TOTAL SPOTS 64
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 64
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- General Manager
- National Sales Manager
- Local Sales Manager

Sales Order

Stations: WCKM-FM, WWSC-AM
 Buyer:
 Contract Name: WOOD SHOW DEC 2016 Tax Schedule: (None)
 Contract#: 1841901568 Agency Commission %: 0
 Start Date: 12/09/16 End Date: 12/24/16 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774pclo Comm %: 0
 Advertiser: REGIONAL RADIO GROUP Makegood Policy: Within Contract Dates
 Address: 128 Glen St
 City: Glens Falls State: NY Zip: 12801
 Product Name:
 Competitive Code: Promo/psa

WCKM-FM

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	12/09/16	12/24/16		12:00 AM	12:00 AM	60	10	10	10	10	10	10	10	70	D	0.00	160	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

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	12/09/16	12/24/16		12:00 AM	12:00 AM	60	10	10	10	10	10	10	10	70	D	0.00	160	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

Dec 16
 CA 0.00
 ST 0.00

Print Spot Prices

TOTAL SPOTS 320
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 320
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- General Manager
- National Sales Manager
- Local Sales Manager