

**INSIGHT PUBLIC AFFAIRS PROGRAM,
INFO TRAK'S WEEKLY PUBLIC AFFAIRS
PROGAM**

&

**CONTRACTS FOR
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1st QUARTER 2020



Weekly Public Affairs Program

Call Letters: WCQLEFM

QUARTERLY ISSUES REPORT, JANUARY-MARCH, 2020

Show # 2020-01

Date aired: 1/15 Time Aired: 7A

Michelle Mazurek, PhD, Assistant Professor, Computer Science, University of Maryland College Park

Nearly everyone today struggles with a myriad of passwords for their online activities. Professor Mazurek was involved in research at Carnegie Mellon University that found that long passphrases are more effective and easier to remember than an incomprehensible string of letters, numbers and special characters.

Issues covered:

Length: 8:52

**Online Security
Crime
Consumer Matters**

Chris Voss, former FBI's lead international kidnapping negotiator, founder and principal of The Black Swan Group, author of *"Never Split the Difference: Negotiating As If Your Life Depended On It"*

Mr. Voss discussed the skills that helped him and his colleagues succeed where it mattered most: saving lives. He explained how of those same negotiating tactics and principles are critical in everyday life, in areas such as buying a car, negotiating a salary, buying a home, or parenting.

Issues covered:

Length: 8:25

**Career
Parenting**

Christine Fahlund, Senior Financial Planner and Vice President of Investment Services at T. Rowe Price Investment Services

Ms. Fahlund discussed the effect that today's economy has on retirement planning. She believes that many Baby Boomers have been naive when it comes to planning for retirement. She also explained why some employers are becoming more proactive in helping their workers save for their senior years.

Issues covered:

Length: 5:04

**Personal Finance
Retirement Planning
Senior Citizens**

Show # 2020-02

Date aired: 1/12 Time Aired: 7 AM

Jordan W. Smoller, PhD, psychiatric geneticist, Professor of Psychiatry at Harvard Medical School, Professor in the Department of Epidemiology at the Harvard School of Public Health

Depression is one of the world's most common mental disorders, affecting more than 300 million people globally. Prof. Smoller led a study that found that walking, jogging, yoga or any type of exercise may help to ward off depression, even in those with a genetic susceptibility to it. He also talked about the importance of social engagement and relationships in preventing depression.

Issues covered:
Mental Health
Physical Fitness

Length: 8:41

Wendy Wood, PhD, Provost Professor of Psychology and Business at the University of Southern California, author of *"Good Habits, Bad Habits: The Science of Making Positive Changes That Stick"*

This is about the time in the calendar that New Year's resolutions fail. Prof. Wood explained how people form habits, and what can be done with this knowledge to make positive change. She said willpower is usually not enough when someone is striving make a change in behavior. She also outlined the differences between habits, self-control and addictions.

Issues covered:
Personal Growth
Addictions

Length: 8:35

Sherry Pagoto, PhD, Professor in the Department of Allied Health Sciences, Director of the University of Connecticut Center for mHealth and Social Media

Prof. Pagoto led a study that found that 78 percent of major fitness chains offer tanning beds to their customers. She said that while the public health community has been trying to communicate the message to the public that tanning beds are not safe or healthy, gyms are essentially putting a 'health halo' on them because people associate gyms with health. She explained why tanning beds create serious risks for the development of skin cancer.

Issues covered:
Personal Health
Consumer Matters
Government Regulations

Length: 4:51

Show # 2020-03

Date aired: 1/19 Time Aired: 7 AM

Erica Reischer, PhD, psychologist, parent educator, author of *"What Great Parents Do: 75 Simple Strategies for Raising Kids Who Thrive"*

Children don't come with an owner's manual, but many parents wish they did. Dr. Reischer offered simple, action-oriented steps anyone can take to improve their parenting skills. She discussed the importance of empathy, how to distinguish between goals and methods, and why it's helpful for parents to view their kids as little explorers and scientists.

Issues covered:
Parenting

Length: 7:51

Andrew Scott, Professor of Economics at the London Business School, Fellow at All Souls College, Oxford University and the Centre for Economic Policy Research, co-author of "*The 100-Year Life: Living and Working in an Age of Longevity*"

Many Americans have been raised on the traditional notion of a three-stage approach to life: education, followed by work and then retirement. However, Prof. Scott said this well-established pathway is already beginning to collapse: life expectancy is rising, pensions are vanishing, and increasing numbers of people are juggling multiple careers. He offered suggestions for how to better plan for a productive, longer life and retirement in today's rapidly-evolving economy.

Issues covered:
Retirement Planning
Senior Citizens

Length: 9:23

Brian Fligor, Chief Audiology Officer at Lantos Technologies, Inc., former Director of Diagnostic Audiology and Children's Hospital in Boston

An estimated 2 million students in the US play in middle- and high-school marching bands. Dr. Fligor believes that parents should be concerned protecting their kids' hearing when they are exposed to loud sounds for long periods. He talked about the warning signs of hearing damage and explained the ways to prevent it.

Issues covered:
Hearing Loss
Health Issues
Parenting Concerns
Senior Citizens

Length: 4:58

Show # 2020-04

Date aired: 1/26 **Time Aired:** 7 Am

Donna Thomson, author of "*The Unexpected Journey of Caring: The Transformation from Loved One to Caregiver*"

It's estimated that 45 million Americans are currently providing unpaid care for a loved one. Ms. Thomson shared her own story as a longtime caregiver, and talked about the unexpected rewards and challenges that caregivers often find. She also explained why being part of a community of caregivers is vital to navigate the unpredictable terrain of care.

Issues covered:
Caregiving
Mental Health

Length: 9:20

Molly Carmel, licensed clinical social worker with a background in addiction and nutrition, Founder of The Beacon Program in New York City, co-author of "*Breaking Up with Sugar.*"

Most health experts agree that sugar is bad for you. Ms. Carmel discussed the mental and physical dangers that come from an unhealthy relationship with sugar and flour, and why we can easily get hooked on them. She explained how processed food manufacturers design foods to be addictive.

Issues covered:
Nutrition
Addiction
Consumer Matters

Length: 7:48

Greg Masson, Chief of the Branch of Environmental Contaminants at the U.S. Fish & Wildlife Service

Prescription drugs are now being detected in many US rivers, lakes and streams. Mr. Masson expressed concern about the disposal of prescription medications and their impact on wildlife and the environment. He explained how these products affect the health of animals and fish. He also outlined guidelines issued by his agency on how to properly dispose of unused drugs.

Issues covered:

**Environment
Personal Health**

Length: 4:53

Show # 2020-05

Date aired: 2/2 **Time Aired:** 7AM

Rachel Alinsky, MD., MPH, Pediatrician and Adolescent Medicine Fellow at the Johns Hopkins Children's Center

Dr. Alinsky led a recent study that found that less than a third of adolescents and young adults who experienced a nonfatal opioid overdose received appropriate follow-up addiction treatment to reduce the risk of a second overdose. She said youth are at a very high risk of another overdose in the first few months after the first one.

Issues covered:

**Drug Addiction
Public Health**

Length: 9:20

Monique Morrissey, Economist, Economic Policy Institute

Ms. Morrissey's organization is highly critical of the nation's policies for funding retirement. She led a study that found that only about 54% of Americans are saving for retirement. She explained why she believes that the shift from traditional pensions to 401(k)s has increased retirement inequality for U.S. families, based on their income, race, ethnicity, education, and marital status.

Issues covered:

**Retirement Planning
Minority Concerns
Government Policies**

Length: 7:48

Octavia H. Zahrt, doctoral candidate in health psychology at the Stanford University Graduate School of Business

Physical inactivity is estimated to account for 1 in 10 deaths worldwide, and 79% of U.S. adults do not meet recommended exercise guidelines. Ms. Zahrt co-authored a study that found that people who think they are less active than others in a similar age bracket die younger than those who believe they are more active – even if their actual activity levels are similar. She talked about the possible reasons behind this finding, and how a person's mindset affects their overall health.

Issues covered:

**Physical Fitness
Mental Health**

Length: 5:05

Show # 2020-06

Date aired: 2/9 Time Aired: 7 AM

Anthony O'Neal, author of "*Debt-Free Degree: The Step-by-Step Guide to Getting Your Kid Through College Without Student Loans*"

Mr. O'Neal discussed the huge negative impact that student debt has on today's college graduates. He outlined three main ways to graduate debt free: saving money, finding money via grants and scholarships, and working for money. He recommended that students apply for lesser-known small-dollar scholarships, before going after the large ones.

Issues covered:

Length: 9:02

Education
Personal Finance

Ada Calhoun, author of "*Why We Can't Sleep: Women's New Midlife Crisis*"

Ms. Calhoun talked about the new midlife crisis facing Gen X women, and how they arrived there. She said most women in their 40s and early 50s are exhausted, terrified about money, under-employed, and overwhelmed. She believes that instead of being heard, they have been told to lean in, take "me-time," or make a chore chart to get their lives and homes in order. She talked about some of the possible societal changes that may address the problem.

Issues covered:

Length: 8:03

Women's Issues
Mental Health
Gen X Concerns

Michael Englesbe, MD, FACS, Cyrenus G. Darling Sr., MD and Cyrenus G. Darling Jr., MD Professor of Surgery at the University of Michigan in the Section of Transplantation Surgery

Dr. Englesbe led a study that examined inexpensive ways for surgery patients to get physically and mentally ready for their upcoming operation. He said the program may help reduce overall costs and get patients home faster. He said "prehabilitation," uses the weeks before surgery to encourage patients to move more, eat healthier, cut back on tobacco, breathe deeper, reduce their stress and focus on their post-operative goals.

Issues covered:

Length: 5:07

Personal Health
Healthcare Costs

Show # 2020-07

Date aired: 2/16 Time Aired: 7 AM

Anna S. Mueller, PhD, Sociologist and Assistant Professor in Comparative Human Development, Research Associate at the Population Research Center at the University of Chicago

Teen suicide clusters are a recent discovery, and little is understood about their causes and how to prevent them. Prof. Mueller studied the phenomenon in a small town. She found that intense pressure to succeed academically and athletically, plus the ease with which private information became public, due to social connectedness, left teens and their parents unwilling to seek help for mental health problems. She said suicide prevention strategies need to be tailored to fit the unique dynamics of individual communities.

Issues covered:

**Teen Suicide
Mental Health
Parenting**

Length: 7:57

Shola Richards, author of "*Making Work Work: The Positivity Solution for Any Work Environment*"

A surprising number of Americans have experienced bullying on the job. Mr. Richards discussed the reasons that some people become bullies, and offered suggestions for how to deal with bullying in an effective and positive way. He said documenting dates, times and details of incivility are crucial, and that approaching the HR department with an issue is the best place to start.

Issues covered:

**Bullying
Workplace Matters**

Length: 9:21

Rodger Alan Friedman, chartered retirement planning counselor and financial advisor with more than 30 years' experience, author of "*Fire Your Retirement Planner: You! Concise Advice on How to Join the \$100,000 Retirement Club*"

More than half of all Americans are not confident or just slightly confident when it comes to making the right retirement investment decisions. Mr. Friedman believes retirement planning is not a do-it-yourself exercise, but that professional help is vital. He explained how to find a competent financial advisor. it.

Issues covered:

**Retirement Planning
Senior Citizens**

Length: 5:04

Show # 2020-08

Date aired: 2/23 Time Aired: 7 Am

Jillian Peterson, PhD, Assistant Professor of Criminology and Criminal Justice at Hamline University, Director of the Hamline Center for Justice and Law, co-founder of the Violence Project, a nonpartisan think tank dedicated to reducing violence in society

Prof. Peterson is the co-developer of a database that contains information about every mass shooter in the US since 1966. She said the database is the most comprehensive ever developed, designed to answer the "how" and "why" of mass shootings using data-driven research. She discussed the four most common characteristics of mass shooters. She also outlined the steps that she believes would be most effective to prevent mass shootings.

Issues covered:

**Mass Shootings
Criminal Justice
Mental Health**

Length: 9:02

Peter H. Diamandis, founder of more than 20 high-tech companies, Founder and Executive Chairman of the XPRIZE and Executive Founder of Singularity University, Co-Founder of Human Longevity, Inc, co-author of "*The Future Is Faster Than You Think: How Converging Technologies Are Transforming Business, Industries, and Our Lives*"

Technology is accelerating far more quickly than anyone could have imagined. Mr. Diamandis believes that over the next decade, the world will experience more upheaval and create more wealth than in the past hundred years. He cited examples of converging technologies which he expects to transform entertainment, education, healthcare, longevity, business and food.

Issues covered:
Consumer Matters
Technology

Length: 8:03

Atara Twersky, attorney, author of the *Curlee Girlee* book series

Amid today's pressures of the #MeToo movement, gender discrimination and the peer pressures of social media, Ms. Twersky explained why it is crucial for parents to encourage young girls to celebrate their differences and lift each other up. She offered suggestions to empower young girls and to teach them that it's okay to be different.

Issues covered:
Women's Issues
Children's Issues

Length: 5:07

Show # 2020-09

Date aired: 3/1 **Time Aired:** 7AM

Sameer Hinduja, Ph.D., Professor in the School of Criminology and Criminal Justice within Florida Atlantic University's College for Design and Social Inquiry, Co-Director of the Cyberbullying Research Center

Teenagers in dating relationships today are constantly in touch via texting, social media and video chat. Prof. Hinduja led a study that examined "digital dating abuse," in which technology is used to repetitively harass, control or threaten a romantic partner. He found that more than 28% of teens who had been in a romantic relationship at some point in the previous year said they had been the victim of at least one form of digital dating abuse, and surprisingly, boys were more likely to experience it than girls.

Issues covered:
Dating Violence and Abuse
Teenager Concerns
Technology

Length: 8:37

Michael J. Tews, PhD, Associate Professor of Hospitality Management at Penn State University

Prof. Tews led a study that analyzed how a job candidate's social media posts affect decisions made by hiring managers. He said that 70% of employers reported looking at social media sites to help them evaluate potential employees, and 60% eliminated candidates on the basis of negative content. He found that posts that indicated self-absorption were the most damaging to a job hunter's prospects.

Issues covered:
Employment
Career

Length: 8:40

Greg Keoleian, Director of the Center for Sustainable Systems at the University of Michigan School for Environment and Sustainability

Environmentally-conscious consumers have probably heard that today's highly efficient dishwashers use less energy and water than traditional hand-washing techniques. However, Prof. Keoleian led a study that found that one manual washing technique--the two-basin method, in which dishes are soaked and scrubbed in hot water and then rinsed in cold water--that is associated with fewer greenhouse gas emissions than machine dishwashing. He offered numerous energy-saving tips related to the task of washing dishes.

Issues covered:

**Environment
Energy
Consumer Matters**

Length: 5:03

Show # 2020-10

Date aired: 3/8 **Time Aired:** 7 AM

Kelly McGonigal, PhD, health psychologist, lecturer at Stanford University, author of "*The Joy of Movement: How Exercise Helps Us Find Happiness, Hope, Connection, And Courage*"

People who are regularly active have a stronger sense of purpose, and they experience more gratitude, love, and hope. Dr. McGonigal shared stories of people who have found fulfillment and belonging through running, walking, dancing, swimming, weightlifting, and more. She said a gym workout or other intense exercise isn't necessary—it's just important to find an activity that is enjoyable.

Issues covered:

**Mental Health
Physical Fitness
Aging**

Length: 7:54

Mark McConville, PhD, family clinical psychologist in private practice in Cleveland, author of "*Failure to Launch: Why Your Twentysomething Hasn't Grown Up...and What to Do About It*"

A recent study shows that a third of today's 25 to 29 year-olds live with their parents—three times as many as in 1970. Dr. McConville said that many are struggling with three critical skills that are necessary to make the transition from childhood to adulthood: finding a sense of purpose, developing administrative responsibility, and cultivating interdependence. He explained why things have changed for this generation, and how parents can help.

Issues covered:

Parenting

Length: 9:22

Souvik Sen, MD, MS, MPH, Chair of Neurology at Palmetto Health-USC Medical Group, Professor of Neurology at the University of South Carolina School of Medicine

Dr. Sen led a study that found that gum disease may be linked to higher rates of stroke caused by hardened and severely blocked arteries. He discussed the connection between gum disease and blood inflammation. He found that patients with gum disease had twice as many strokes and were twice as likely to have moderately severe narrowing of brain arteries.

Issues covered:
Stroke Prevention
Personal Health

Length: 4:56

Show # 2020-11

Date aired: 3/15 Time Aired: 7AM

Dan Heath, Senior Fellow at the Center for the Advancement of Social Entrepreneurship at Duke University, author of "*Upstream: The Quest to Solve Problems Before They Happen*"

Mr. Heath said far too many people stay "downstream," handling one problem after another, but they never make their way "upstream" to fix the systems that caused the problems. He cited several examples to illustrate why he believes that many crimes, chronic illnesses and customer complaints are often preventable.

Issues covered:
Workplace Matters
Education
Government

Length: 9:35

Hessam Sadatsafavi, PhD, Data Action Team Leader in the Department of Emergency Medicine at the University of Virginia Health System

Dr. Sadatsafavi led a recent study that found that properly designed and maintained outdoor green space has the potential to reduce violent crime and gun violence. He discussed the possible reasons that a community garden or small community park may keep people safe, decrease crime and promote better quality of life. He said the green space improvements are fairly inexpensive, particularly when done in the large scale of a major city.

Issues covered:
Crime
City Planning
Environment

Length: 7:39

Nancy Lan Guo, PhD, Associate Professor of Community Medicine and Cancer Center at West Virginia University, Program Assistant Director of West Virginia Clinical and Translational Science Institute for Biomedical Informatics

Dr. Gou led a study that found that microscopic toner nanoparticles that waft from laser printers may change our genetic and metabolic profiles in ways that make disease more likely. She said the primary concerns are for workers who work near printers that are in frequent use, those who are pregnant, and those who work in print shops. She said the study discovered dramatic genetic changes linked to cardiovascular, neurological and metabolic disorders.

Issues covered:
Personal Health
Workplace Matters

Length: 4:55

Show # 2020-12 3/22 Time Aired: 7AM
Date aired: 3/22 Time Aired: 7AM

Susan Tillery, CPA/PFS, Chair of the American Institute of CPA's Personal Financial Planning Executive Committee

A recent survey from the American Institute of CPAs found that, for older Americans, falling victim to fraud is more devastating emotionally than financially. Ms. Tillery discussed the most common forms of fraud targeting the elderly, and how friends and family members can help to protect them.

Issues covered:

Length: 9:27

Crime
Elder Abuse
Retirement Planning
Aging

Kasey Wallis, personal coach, co-author of "*Who You Are Being*"

A recent poll found that 22 percent of Americans feel angry a lot, up from 17 percent the previous year. Ms. Wallis talked about the reasons behind this trend, and why different people react differently to anger. She outlined several ways to diffuse the problem, including focused breathing. She also discussed ways that parents can teach their children how to deal with anger in a healthy way.

Issues covered:

Length: 7:48

Mental Health
Media
Parenting

Justin D. Kreuter, MD, Instructor of Laboratory Medicine and Pathology, Transfusion Medicine Specialist with the Mayo Clinic Blood Donor Center

With recommendations to stay home during the COVID-19 pandemic, the U.S. now has a critical blood shortage. Dr. Keuter said nearly half of US blood collectors are reporting that they only have a two-day supply or less of blood products. He outlined the reasons that collections have plummeted and explained why potential donors should not be fearful to go to donation centers.

Issues covered:

Length: 5:09

Blood Donation
Coronavirus

Show # 2020-13 3/29 Time Aired: 7AM
Date aired: 3/29 Time Aired: 7AM

Dani Babb, PhD, MBA, online education expert, founder and CEO of the Babb Group, which specializes in curriculum development and faculty training and services

Ms. Babb discussed what is working well for schools, what is not working, and how education delivery will be forever changed by Covid-19. She talked about the specific technical issues and other unexpected changes facing many schools that have scrambled to move classes online. She said the graduating class of 2020 will likely end up having "virtual" graduation ceremonies.

Issues covered:

**Education
Coronavirus
Technology**

Length: 9:18

Gail Heyman, PhD, Professor of Psychology, University of California, San Diego

Dr. Heyman led a study that sought to find ways to reduce racial bias in children. She noted that racial bias can be measured in children as young as age 3. She said the key to her research was in repetitively teaching kids to identify people of another race as individuals. She hopes to develop a consumer-friendly version of her findings for eventual use in schools and at home.

Issues covered:

**Racial Bias
Diversity
Parenting**

Length: 7:48

Beth K. Rush, PhD, Neuropsychologist from the Dept. of Psychiatry and Psychology at the Mayo Clinic

Stay at home orders and non-stop news coverage about the Coronavirus pandemic is creating worry and anxiety for people across the globe. Dr. Rush suggested ways to cope with the crisis. She said it is important to establish daily routines. She also said limiting exposure to the constant media reports and Facebook comments can also help.

Issues covered:

**Mental Health
Coronavirus
Media**

Length: 4:56

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: GTSC 2020 Tax Schedule: _____ (None)
 Contract#: 1841902859 Agency Commission %: 0
 Start Date: 1/21/20 End Date: 9/20/20 Billing Cycle: Standard
 Revenue Type: NON-PROFIT Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: N.Y. STATE BROADCASTERS ASSOC. Makegood Policy: Within Contract Dates
 Address: 1805 WESTERN AVENUE
 City: ALBANY State: NY Zip: 12203
 Product Name: GTSC
 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	1/21/20	9/20/20		6:00 AM	7:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	244	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	1/21/20	9/20/20		6:00 AM	7:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	244	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
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1	1/21/20	9/20/20		6:00 AM	7:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	244	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20
CA	0.00	0.00	0.00	0.00	0.00	0.00
ST	0.00	0.00	0.00	0.00	0.00	0.00
	Jul 20	Aug 20	Sep 20			
CA	0.00	0.00	0.00			
ST	0.00	0.00	0.00			

Sales Order

Station: **WCQL-FM** Buyer: _____
 Contract Name: **ANNUAL CAMPAIGN** Tax Schedule: _____ (None)
 Contract#: **7189** Agency Commission %: **0**
 Start Date: **3/02/20** End Date: **12/12/20** Billing Cycle: **Standard**
 Revenue Type: **LOCAL DIRECT SALES** Type: **Cash** Salesperson: **4774cash** Comm %: **0**
 Advertiser: **HUDSON HEADWATERS TEEN AWAR...** Makegood Policy: **Within Contract Dates**
 Address: **9 CAREY ROAD**
 City: **QUEENSBURY** State: **NY** Zip: **12804**
 Product Name: **ANNUAL CAMPAIGN**
 Competitive Code: **Health Services**

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		\$\$		
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11/02 11/09 11/30 12/07																				

Billing Projections: By Month

	Mar 20	Apr 20	May 20	Jun 20	Jul 20	Aug 20
CA	576.00	594.00	342.00	576.00	432.00	540.00
ST	504.00	504.00	504.00	504.00	504.00	504.00
	Sep 20	Oct 20	Nov 20	Dec 20		
CA	576.00	396.00	540.00	468.00		
ST	504.00	504.00	504.00	504.00		

Print Spot Prices

TOTAL SPOTS 560
 GROSS TOTAL \$ 5,040.00
 ADJUSTED SPOTS 560
 ADJUSTED TOTAL \$ 5,040.00

APPROVE DECLINE

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

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: ALZHEIMERS Tax Schedule: _____ (None)
 Contract#: 1841902861 Agency Commission %: 0
 Start Date: 1/21/20 End Date: 3/31/20 Billing Cycle: Standard
 Revenue Type: NON-PROFIT Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: N.Y. STATE BROADCASTERS ASSOC. Makegood Policy: Within Contract Dates
 Address: 1805 WESTERN AVENUE
 City: ALBANY State: NY Zip: 12203
 Product Name: ALZHEIMERS
 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	1/21/20	3/31/20		6:00 AM	9:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	71	0.00	3
2	1/21/20	3/31/20		6:00 AM	9:00 PM	15	1	1	1	1	1	1	1	7	D	0.00	71	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

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	START	END		START	END		M	T	W	T	F	SA	SU		Per Wk	D/W		SPOTS	\$\$
1	1/21/20	3/31/20		6:00 AM	9:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	71	0.00	3
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WWSC-AM

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Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: OASAS GAMBLING-02 Tax Schedule: _____ (None)
 Contract#: 1841902908 Agency Commission %: 0
 Start Date: 2/28/20 End Date: 4/05/20 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: N.Y. STATE BROADCASTERS ASSOC. Makegood Policy: Within Contract Dates
 Address: 1805 WESTERN AVENUE
 City: ALBANY State: NY Zip: 12203
 Product Name: OASAS GAMBLING
 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	2/28/20	3/29/20		6:00 AM	12:00 AM	30	2	2	2	2	2	2	2	2	14	D	0.00	62	0.00	3
2	2/28/20	3/29/20		12:00 AM	6:00 AM	30	2	2	2	2	2	2	2	2	14	D	0.00	62	0.00	3
3	3/31/20	4/05/20		6:00 AM	12:00 AM	30		3	3	2	2	2	2	2	14	D	0.00	14	0.00	3
4	3/31/20	4/05/20		12:00 AM	6:00 AM	30		3	3	2	2	2	2	2	14	D	0.00	14	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	2/28/20	3/29/20		6:00 AM	12:00 AM	30	2	2	2	2	2	2	2	2	14	D	0.00	62	0.00	3
2	2/28/20	3/29/20		12:00 AM	6:00 AM	30	2	2	2	2	2	2	2	2	14	D	0.00	62	0.00	3
3	3/31/20	4/05/20		6:00 AM	12:00 AM	30		3	3	2	2	2	2	2	14	D	0.00	14	0.00	3
4	3/31/20	4/05/20		12:00 AM	6:00 AM	30		3	3	2	2	2	2	2	14	D	0.00	14	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	2/28/20	3/29/20		6:00 AM	12:00 AM	30	2	2	2	2	2	2	2	2	14	D	0.00	62	0.00	3
2	2/28/20	3/29/20		12:00 AM	6:00 AM	30	2	2	2	2	2	2	2	2	14	D	0.00	62	0.00	3
3	3/31/20	4/05/20		6:00 AM	12:00 AM	30		3	3	2	2	2	2	2	14	D	0.00	14	0.00	3
4	3/31/20	4/05/20		12:00 AM	6:00 AM	30		3	3	2	2	2	2	2	14	D	0.00	14	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Feb 20	Mar 20	Apr 20
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: NYNG 2020 -02 Tax Schedule: _____ (None)
 Contract#: 1841902860 Agency Commission %: 0
 Start Date: 1/21/20 End Date: 12/31/20 Billing Cycle: Standard
 Revenue Type: NON-PROFIT Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: N.Y. STATE BROADCASTERS ASSOC. Makegood Policy: Within Contract Dates
 Address: 1805 WESTERN AVENUE
 City: ALBANY State: NY Zip: 12203
 Product Name: NYNG 2020
 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	1/21/20	1/31/20		6:00 AM	12:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	33	0.00	3
2	1/21/20	1/31/20		12:00 AM	6:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	33	0.00	3
3	2/07/20	12/31/20		6:00 AM	12:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	987	0.00	3
4	2/07/20	12/31/20		12:00 AM	6:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	987	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	1/21/20	1/31/20		6:00 AM	12:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	33	0.00	3
2	1/21/20	1/31/20		12:00 AM	6:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	33	0.00	3
3	2/07/20	12/31/20		6:00 AM	12:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	987	0.00	3
4	2/07/20	12/31/20		12:00 AM	6:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	987	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	1/21/20	1/31/20		6:00 AM	12:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	33	0.00	3
2	1/21/20	1/31/20		12:00 AM	6:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	33	0.00	3
3	2/07/20	12/31/20		6:00 AM	12:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	987	0.00	3
4	2/07/20	12/31/20		12:00 AM	6:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	987	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jan 20	Feb 20	Mar 20	Apr 20	May 20	Jun 20
CA	0.00	0.00	0.00	0.00	0.00	0.00
ST	0.00	0.00	0.00	0.00	0.00	0.00

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: 2020 GALA Tax Schedule: _____ (None)
 Contract#: 1841902871 Agency Commission %: 0
 Start Date: 1/27/20 End Date: 2/09/20 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: 2020 GALA
 Comp. Code: Entertainment
 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	1/27/20	2/09/20		6:00 AM	9:00 PM	30	4	4	4	4	4	4	4	28	D	0.00	56	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	1/27/20	2/09/20		6:00 AM	9:00 PM	30	4	4	4	4	4	4	4	28	D	0.00	56	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	1/27/20	2/09/20		6:00 AM	9:00 PM	30	4	4	4	4	4	4	4	28	D	0.00	56	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jan 20	Feb 20
CA	0.00	0.00
ST	0.00	0.00

Sales Order

Station: WCQL-FM Buyer: _____
 Contract Name: WARRENSBURG PSA Tax Schedule: _____ (None)
 Contract#: 7218 Agency Commission %: 0
 Start Date: 3/06/20 End Date: 3/07/20 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: WARRENSBURG PSA
 Competitive Code: 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	3/06/20	3/06/20		6:00 AM	7:00 PM	30					6			6	D	0.00	6	0.00	4
2	3/07/20	3/07/20		6:00 AM	1:00 PM	30					5			5	D	0.00	5	0.00	4

Billing Projections: By Month

Mar 20
 CA 0.00
 ST 0.00

Print Spot Prices

TOTAL SPOTS 11
 GROSS TOTAL \$ 0.00
 ADJUSTED SPOTS 11
 ADJUSTED TOTAL \$ 0.00

APPROVE DECLINE

- Sales Manager
- 4774cash, 03/04/20 @5:22PM
- National Sales Manager
- Local Sales Manager

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: COVID 19 Tax Schedule: _____ (None)
 Contract#: 1841902922 Agency Commission %: 0
 Start Date: 3/14/20 End Date: 3/31/20 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: COVID 19
 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	3/14/20	3/31/20		6:00 AM	12:00 AM	30	5	5	5	5	5	5	5	35	D	0.00	90	0.00	5

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	3/14/20	3/31/20		6:00 AM	12:00 AM	30	5	5	5	5	5	5	5	35	D	0.00	90	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	3/14/20	3/31/20		6:00 AM	12:00 AM	30	5	5	5	5	5	5	5	35	D	0.00	90	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Mar 20	Apr 20
CA	0.00	0.00
ST	0.00	0.00

Sales Order

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

Buyer:

Contract Name: BUY LOCAL 2020

Tax Schedule: (None)

Contract#: 1841902926

Agency Commission %: 0

Start Date: 3/20/20 End Date: 4/30/20

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: BUY LOCAL 2020

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	3/20/20	4/30/20		6:00 AM	6:00 PM	30	4	4	4	4	4	4	4	28	D	0.00	168	0.00	4
2	3/20/20	4/30/20		6:00 PM	12:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	126	0.00	4
3	3/20/20	4/30/20		12:00 AM	6:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	126	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	3/20/20	4/30/20		6:00 AM	6:00 PM	30	4	4	4	4	4	4	4	28	D	0.00	168	0.00	4
2	3/20/20	4/30/20		6:00 PM	12:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	126	0.00	4
3	3/20/20	4/30/20		12:00 AM	6:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	126	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	3/20/20	4/30/20		6:00 AM	6:00 PM	30	4	4	4	4	4	4	4	28	D	0.00	168	0.00	4
2	3/20/20	4/30/20		6:00 PM	12:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	126	0.00	4
3	3/20/20	4/30/20		12:00 AM	6:00 AM	30	3	3	3	3	3	3	3	21	D	0.00	126	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Mar 20	Apr 20	May 20
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: BUSINESSES OPEN -03 Tax Schedule: _____ (None)
 Contract#: 1841902928 Agency Commission %: 0
 Start Date: 3/21/20 End Date: 4/03/20 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774cash Comm %: 0
 Advertiser: REGIONAL STATION PROMOS Makegood Policy: Within Contract Dates
 Address: 238 BAY ROAD
 City: QUEENSBURY State: NY Zip: 12804
 Product Name: WE ARE OPEN
 Competitive Code: Station Promos

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	3/21/20	4/02/20		12:00 AM	11:59 PM	10	24	24	24	24	24	24	24	168	D	0.00	312	0.00	3
2	4/03/20	4/03/20		12:00 AM	11:59 PM	30						24		24	D	0.00	24	0.00	3
3	4/04/20	4/30/20		12:00 AM	11:59 PM	30	48	48	48	48	48	48	48	336	D	0.00	0	0.00	3
=== CANCELED ===																			

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	3/21/20	4/02/20		12:00 AM	11:59 PM	10	24	24	24	24	24	24	24	168	D	0.00	312	0.00	3
2	4/03/20	4/03/20		12:00 AM	11:59 PM	30						24		24	D	0.00	24	0.00	3
3	4/04/20	4/30/20		12:00 AM	11:59 PM	30	48	48	48	48	48	48	48	336	D	0.00	0	0.00	3
=== CANCELED ===																			

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	4/03/20	4/03/20		12:00 AM	11:59 PM	30						24		24	D	0.00	24	0.00	3
2	4/04/20	4/30/20		12:00 AM	11:59 PM	30	48	48	48	48	48	48	48	336	D	0.00	0	0.00	3
=== CANCELED ===																			

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Mar 20	Apr 20
CA	0.00	0.00
ST	0.00	0.00

Sales Order

Stations: WCKM-FM, WCQL-FM Buyer: _____
 Contract Name: UNITED WAY VITA 2020 Tax Schedule: _____ (None)
 Contract#: 1841902915 Agency Commission %: 0
 Start Date: 3/09/20 End Date: 3/18/20 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774pwil Comm %: 0
 Advertiser: TRI-COUNTY UNITED WAY Makegood Policy: Within Contract Dates
 Address: 696 UPPER GLEN STREET
 City: QUEENSBURY State: NY Zip: 12804
 Product Name: VITA 2020
 Competitive Code: Fund Raisers

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	3/09/20	3/18/20		6:00 AM	7:00 PM	30	2	2	2	2	2	2	2	2	14	D	18.00	20	360.00	3
2	3/09/20	3/18/20		6:00 AM	12:00 AM	30	2	2	2	2	2	2	2	2	14	D	0.00	20	0.00	3

Non-Profit Match

TOTAL GROSS \$360.00, NET \$360.00

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	3/09/20	3/18/20		6:00 AM	7:00 PM	30	2	2	2	2	2	2	2	2	14	D	10.00	20	200.00	3
2	3/09/20	3/18/20		6:00 AM	12:00 AM	30	2	2	2	2	2	2	2	2	14	D	0.00	20	0.00	3

Non-Profit Match

TOTAL GROSS \$200.00, NET \$200.00

Billing Projections: By Month

Mar 20
 CA 560.00
 ST 560.00

Print Spot Prices

TOTAL SPOTS 80
 GROSS TOTAL \$ 560.00
 ADJUSTED SPOTS 80
 ADJUSTED TOTAL \$ 560.00

APPROVE DECLINE

- Sales Manager
 General Manager
 National Sales Manager
 Local Sales Manager

Sales Order

Stations: WCKM-FM, WCQL-FM Buyer: _____
 Contract Name: waiye house PSA 2020 Tax Schedule: _____ (None)
 Contract#: 1841902848 Agency Commission %: 0
 Start Date: 1/15/20 End Date: 12/25/20 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774rcar Comm %: 0
 Advertiser: WAITE HOUSE Makegood Policy: Within Contract Dates
 Address: 10-12 WAITE STREET
PO BOX 3252
 City: GLENS FALLS State: NY Zip: 12801
 Product Name: _____
 Competitive Code: Fund Raisers

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	1/27/20	2/21/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
2	1/27/20	2/21/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	
3	3/30/20	4/24/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
4	3/30/20	4/24/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	
5	6/01/20	6/26/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
6	6/01/20	6/26/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	
7	7/27/20	8/21/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
8	7/27/20	8/21/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	
9	9/28/20	10/23/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
10	9/28/20	10/23/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	
11	11/30/20	12/25/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
12	11/30/20	12/25/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	

TOTAL GROSS \$1,500.00, NET \$1,500.00

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	1/15/20	1/25/20		6:00 AM	7:00 PM	15	4	4	4	4	4	4		24	D	6.25	40	250.00	3	
2	1/15/20	1/25/20		6:00 AM	12:00 AM	15		4	4	4	4	4		20	D	0.00	36	0.00	3	
3	2/24/20	3/20/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
4	2/24/20	3/20/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	
5	4/27/20	5/22/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
6	4/27/20	5/22/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	
7	6/29/20	7/24/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
8	6/29/20	7/24/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	
9	8/31/20	9/25/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
10	8/31/20	9/25/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	
11	10/26/20	11/20/20		6:00 AM	7:00 PM	15	2	2	2	2	2			10	D	6.25	40	250.00	3	
12	10/26/20	11/20/20		6:00 AM	12:00 AM	15	2	2	2	2	2			10	D	0.00	40	0.00	3	

TOTAL GROSS \$1,500.00, NET \$1,500.00

Sales Order

Station: **WCQL-FM** Buyer: _____
 Contract Name: **WCPH ANTI VAPE** Tax Schedule: _____ (None)
 Contract#: _____ 6816 Agency Commission %: 0
 Start Date: **8/28/19** End Date: **5/03/20** Billing Cycle: **Standard**
 Revenue Type: **LOCAL DIRECT SALES** Type: **Cash** Salesperson: **4774pwil** Comm %: 0
 Advertiser: **WARREN CTY PUBLIC HEALTH** Makegood Policy: **Within Contract Dates**
 Address: **1340 ROUTE 9**
 City: **LAKE GEORGE** State: **NY** Zip: **12845**
 Phone: **(518) 761-6580**
 Product Name: **WCPH ANTI VAPE PO1139**
 Comp. Code: **Health Services**
 Sec. Comp.: **Health Services**

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	8/28/19	4/23/20		2:00 PM	10:00 PM	60			3	3					6	D	10.00	108	1,080.00	3
Run Weeks of: 8/28 9/11 9/25 10/09 10/23 11/06 11/20 12/04 12/18 1/01 1/15 1/29 2/12 2/26 3/11 3/25 4/08 4/22																				
2	9/02/19	5/03/20	X	6:00 AM	12:00 AM	60	X	X	X	X	X	X	X	X	14	W	0.00	252	0.00	3
Run Weeks of: 9/02 9/16 9/30 10/14 10/28 11/11 11/25 12/09 12/23 1/06 1/20 2/03 2/17 3/02 3/16 3/30 4/13 4/27 Non Profit Match																				
3	8/30/19	4/25/20		2:00 PM	10:00 PM	60				4	4			8	D	7.50	144	1,080.00	3	
Run Weeks of: 8/30 9/13 9/27 10/11 10/25 11/08 11/22 12/06 12/20 1/03 1/17 1/31 2/14 2/28 3/13 3/27 4/10 4/24																				

Billing Projections: By Month

	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19	Jan 20
CA	120.00	240.00	240.00	240.00	240.00	330.00
ST	0.00	360.00	240.00	240.00	240.00	240.00
	Feb 20	Mar 20	Apr 20	May 20		
CA	270.00	240.00	240.00	0.00		
ST	240.00	360.00	240.00	0.00		

Print Spot Prices

TOTAL SPOTS 504
 GROSS TOTAL \$ 2,160.00
 ADJUSTED SPOTS 504
 ADJUSTED TOTAL \$ 2,160.00

APPROVE DECLINE

- Sales Manager
- 4774cash, 08/15/19 @7:58AM
- National Sales Manager
- Local Sales Manager

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM
 Contract Name: STICK IT TO CANCER 2020
 Contract#: 1841902865
 Start Date: 1/24/20 End Date: 2/07/20
 Revenue Type: LOCAL DIRECT SALES Type: Cash
 Advertiser: ADIRONDACK THUNDER
 Address: One Civic Center Plaza
 City: Glens Falls State: NY Zip: 12801
 Phone: (518) 480-3355
 Product Name:
 Comp. Code: Entertainment
 Sec. Comp.: Sports Events

Buyer:
 Tax Schedule: (None)
 Agency Commission %: 0
 Billing Cycle: Calendar
 Salesperson: 4774cash Comm %: 0
 Makegood Policy: Within Contract Dates

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	1/24/20	2/07/20		6:00 AM	9:00 PM	30	6	6	6	6	6	6	6	6	42	D	0.00	90	0.00	5

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	1/24/20	2/07/20		6:00 AM	9:00 PM	30	6	6	6	6	6	6	6	6	42	D	0.00	90	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	1/24/20	2/07/20		6:00 AM	9:00 PM	30	6	6	6	6	6	6	6	6	42	D	0.00	90	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jan 20	Feb 20
CA	0.00	0.00
ST	0.00	0.00