

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

&

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

3rd QUARTER 2019

Sales Order

Station: **WCQL-FM** Buyer: _____
 Contract Name: **CWI RECRUITMENT SUMMER 2019** Tax Schedule: _____ (None)
 Contract#: _____ 6724 Agency Commission %: 0
 Start Date: **6/17/19** End Date: **7/07/19** Billing Cycle: **Standard**
 Revenue Type: **LOCAL DIRECT SALES** Type: **Cash** Salesperson: **4774mdub** Comm %: **0**
 Advertiser: **CWI** Makegood Policy: **Within Contract Dates**
 Address: **PO BOX 303**
 City: **GLENS FALLS** State: **NY** Zip: **12801**
 Product Name: **RECRUITMENT**
 Competitive Code: **Education**

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	6/17/19	7/07/19	X	6:00 AM	10:00 PM	30	2	2	2	2	2			10	D	16.00	20	320.00	3
Run Weeks of: 6/17 7/01																			
2	6/22/19	7/07/19		6:00 AM	10:00 PM	30						2	2	4	D	12.00	8	96.00	3
Run Weeks of: 6/22 7/06																			
3	6/17/19	7/07/19	X	6:00 AM	12:00 AM	30	2	2	2	2	2	2	2	14	D	0.00	28	0.00	3
Run Weeks of: 6/17 7/01																			

Billing Projections: By Month

	Jun 19	Jul 19
CA	208.00	208.00
ST	208.00	208.00

Print Spot Prices

TOTAL SPOTS 56
 GROSS TOTAL \$ 416.00
 ADJUSTED SPOTS 56
 ADJUSTED TOTAL \$ 416.00

APPROVE DECLINE

- Sales Manager
- 4774cash, 06/14/19 @10:49AM
- National Sales Manager
- Local Sales Manager

Sales Order

Station: WCQL-FM Buyer: _____
 Contract Name: HHTN SUMMER FALL 2019 Tax Schedule: _____ (None)
 Contract#: 6501 Agency Commission %: 0
 Start Date: 5/06/19 End Date: 12/29/19 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774mdub Comm %: 0
 Advertiser: HUDSON HEADWATERS TEEN AWAR... Makegood Policy: Within Contract Dates
 Address: 9 CAREY ROAD
 City: QUEENSBURY State: NY Zip: 12804
 Product Name: SUMMER / FALL 2019
 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	\$\$
1	5/13/19	12/29/19	X	6:00 AM	7:00 PM	60	1		1		1			3	D	18.00	51	918.00	3
Run Weeks of: 5/13 5/27 6/10 6/24 7/08 7/22 8/05 8/19 9/02 9/16 9/30 10/14 10/28 11/11 11/25 12/09 12/23																			
2	5/06/19	12/22/19	X	6:00 AM	7:00 PM	60		1		1				2	D	18.00	34	612.00	3
Run Weeks of: 5/06 5/20 6/03 6/17 7/01 7/15 7/29 8/12 8/26 9/09 9/23 10/07 10/21 11/04 11/18 12/02 12/16																			
3	5/11/19	12/28/19		6:00 AM	7:00 PM	60						1		1	D	15.00	34	510.00	3
4	5/13/19	12/29/19	X	6:00 AM	12:00 AM	60	1		1		1			3	D	0.00	51	0.00	3
Run Weeks of: 5/13 5/27 6/10 6/24 7/08 7/22 8/05 8/19 9/02 9/16 9/30 10/14 10/28 11/11 11/25 12/09 12/23																			
5	5/06/19	12/22/19	X	6:00 AM	12:00 AM	60		1		1				2	D	0.00	34	0.00	3
Run Weeks of: 5/06 5/20 6/03 6/17 7/01 7/15 7/29 8/12 8/26 9/09 9/23 10/07 10/21 11/04 11/18 12/02 12/16																			
6	5/11/19	12/28/19		6:00 AM	12:00 AM	60						1		1	D	0.00	34	0.00	3

Billing Projections: By Month

	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19
CA	225.00	255.00	258.00	273.00	258.00	258.00
ST	171.00	309.00	240.00	240.00	291.00	240.00
	Nov 19	Dec 19				
CA	273.00	240.00				
ST	240.00	309.00				

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	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

* Sent to the traffic system by 4774jpra, 08/15/19 @11:53AM

Sales Order

Stations: WCKM-FM, WCQL-FM Buyer: _____
 Contract Name: garage sale 2019 Tax Schedule: _____ (None)
 Contract#: 1841902722 Agency Commission %: 0
 Start Date: 9/23/19 End Date: 10/12/19 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774rcar Comm %: 0
 Advertiser: WARRENSBURG CHAMBER OF CO Makegood Policy: Within Contract Dates
 Address: 3839 MAIN STREET
 City: WARRENSBURG State: NY Zip: 12885
 Product Name: _____
 Competitive Code: Chambers

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	9/25/19	10/04/19		6:00 AM	7:00 PM	60	2	2	2	2	2			10	D	16.00	16	256.00	2

TOTAL GROSS \$256.00, NET \$256.00

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	10/05/19	10/05/19		7:00 AM	9:00 AM	90						6		6	D	0.00	6	0.00	2
2	9/30/19	10/04/19		6:00 AM	7:00 PM	15	5	5	5	5	5			25	D	0.00	25	0.00	2
3	9/23/19	10/04/19		6:00 AM	7:00 PM	60	4	4	4	4	4			20	D	0.00	40	0.00	2

No	DATES		INVENTORY TYPE	ORDER BY	QTY	PRICING STRUCTURE	RATE	TOTAL
	START	END						
1	10/05/19	10/12/19	FLAT BILLING	Non Spot Item	1	Flat Rate	\$650.00	\$650.00

New / Revised
 Revenue Type: LOCAL DIRECT SALES
 Daypart: M-S 12:00 AM-12:00 AM

TOTAL SPOT \$0.00 (71 SPOTS), ALTERNATIVE REVENUE \$650.00, GROSS \$650.00, NET \$650.00

Billing Projections: By Month

	Sep 19	Oct 19
CA	128.00	778.00
ST	96.00	810.00

Sales Order

Stations: WCKM-FM, WCQL-FM Buyer: _____
 Contract Name: LG COMM BAND FESTIVAL 2019 Tax Schedule: _____ (None)
 Contract#: 1841902656 Agency Commission %: 0
 Start Date: 7/08/19 End Date: 7/20/19 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774mdub Comm %: 0
 Advertiser: LAKE GEORGE COMMUNITY BAND Makegood Policy: Within Contract Dates
 Address: PO BOX 453
 City: LAKE GEORGE State: NY Zip: 12845
 Product Name: COMMUNITY BAND FESTIVAL
 Comp. Code: Concerts/Events
 Sec. Comp.: Entertainment

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	7/08/19	7/18/19		6:00 AM	7:00 PM	60	2	2	2	3	3	3	3	18	D	21.81	27	588.87	3
2	7/08/19	7/18/19		6:00 AM	12:00 AM	60	3	3	3	3	3	3	3	21	D	0.00	33	0.00	3
3	7/19/19	7/19/19		6:00 AM	7:00 PM	60					3			3	D	22.00	3	66.00	3
4	7/20/19	7/20/19		6:00 AM	7:00 PM	60						3		3	D	15.04	3	45.12	3
5	7/19/19	7/19/19		6:00 AM	12:00 AM	60				3				3	D	0.00	3	0.00	3
6	7/15/19	7/18/19		6:00 AM	10:00 PM	30	5	5	5	5				20	D	0.00	20	0.00	3
7	7/19/19	7/19/19		6:00 AM	4:00 PM	30					5			5	D	0.00	5	0.00	3
8	7/19/19	7/19/19		4:00 PM	6:00 PM	90					6			6	D	0.00	6	0.00	3

TOTAL GROSS \$699.99, NET \$699.99

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	7/16/19	7/18/19		6:00 AM	7:00 PM	60		2	2	2				6	D	19.00	6	114.00	3
2	7/16/19	7/18/19		6:00 AM	12:00 AM	60		3	3	3				9	D	0.00	9	0.00	3
3	7/19/19	7/19/19		6:00 AM	7:00 PM	60				3				3	D	14.00	3	42.00	3
4	7/20/19	7/20/19		6:00 AM	7:00 PM	60					3			3	D	15.00	3	45.00	3
5	7/19/19	7/19/19		6:00 AM	12:00 AM	60				3				3	D	0.00	3	0.00	3

TOTAL GROSS \$201.00, NET \$201.00

Billing Projections: By Month

Jul 19
 CA 900.99
 ST 900.99

Sales Order

Stations: WCKM-FM, WCQL-FM Buyer: _____
 Contract Name: SANDY HILL DAYS 2019 Tax Schedule: _____ (None)
 Contract#: 1841902687 Agency Commission %: 0
 Start Date: 9/03/19 End Date: 9/07/19 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774mdub Comm %: 0
 Advertiser: SANDY HILL DAYS COMMITTEE Makegood Policy: Within Contract Dates
 Address: PO BOX 711
 City: HUDSON FALLS State: NY Zip: 12839
 Product Name: SANDY HILL 2019
 Competitive Code: Outdoor Events/Amuseme...

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	9/03/19	9/06/19		6:00 AM	7:00 PM	60		3	3	3	4			13	D	20.00	13	260.00	3
2	9/03/19	9/06/19		7:00 PM	12:00 AM	60		2	2	2	2			8	D	12.00	8	96.00	3
3	9/07/19	9/07/19		6:00 AM	5:00 PM	60						5		5	D	15.00	5	75.00	3

TOTAL GROSS \$431.00, NET \$431.00

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	9/03/19	9/06/19		6:00 AM	7:00 PM	60		3	3	3	4			13	D	0.00	13	0.00	3
2	9/03/19	9/06/19		7:00 PM	12:00 AM	60		2	2	2	2			8	D	0.00	8	0.00	3
3	9/07/19	9/07/19		6:00 AM	5:00 PM	60						5		5	D	0.00	5	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

Sep 19
 CA 431.00
 ST 431.00

Print Spot Prices

TOTAL SPOTS 52
 GROSS TOTAL \$ 431.00
 ADJUSTED SPOTS 52
 ADJUSTED TOTAL \$ 431.00

APPROVE DECLINE

Sales Manager
 4774cash, 07/25/19 @10:48AM
 National Sales Manager
 Local Sales Manager

Sales Order

Stations: WCKM-FM, WCQL-FM Buyer: _____
 Contract Name: KIWANIS TOTNC 2019 Tax Schedule: _____ (None)
 Contract#: 1841902693 Agency Commission %: 0
 Start Date: 9/24/19 End Date: 9/29/19 Billing Cycle: Standard
 Revenue Type: LOCAL DIRECT SALES Type: Cash Salesperson: 4774mdub Comm %: 0
 Advertiser: KIWANIS CLUB OF GLENS FALLS Makegood Policy: Within Contract Dates
 Address: P.O. Box 490
 City: GLENS FALLS State: NY Zip: 12801
 Product Name: TOTNC 2019
 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	9/24/19	9/27/19		6:00 AM	7:00 PM	60		3	2	3	2			10	D	20.00	10	200.00	3
2	9/29/19	9/29/19		6:00 AM	1:00 PM	60							3	3	D	12.50	3	37.50	3
3	9/28/19	9/28/19		6:00 AM	7:00 PM	60					1		1	D	12.50	1	12.50	3	
4	9/28/19	9/29/19		12:00 PM	1:00 PM	90							3	3	D	0.00	3	0.00	3
REMOTE BREAKS																			

TOTAL GROSS \$250.00, NET \$250.00

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	9/24/19	9/27/19		6:00 AM	7:00 PM	60		3	2	3	2			10	D	0.00	10	0.00	3
2	9/29/19	9/29/19		6:00 AM	1:00 PM	60							3	3	D	0.00	3	0.00	3
3	9/28/19	9/28/19		6:00 AM	7:00 PM	60					1		1	D	0.00	1	0.00	3	

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Sep 19
CA	250.00
ST	250.00

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: NCSA SEPTEMBER SAFE DRIVING Tax Schedule: _____ (None)
 Contract#: 1841902713 Agency Commission %: 0
 Start Date: 9/01/19 End Date: 9/29/19 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: _____
 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	9/01/19	9/29/19		6:00 AM	6:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	29	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	9/01/19	9/29/19		6:00 AM	6:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	29	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	9/01/19	9/29/19		6:00 AM	6:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	29	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month
 Sep 19
 CA 0.00
 ST 0.00

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: SHOP LOCAL Tax Schedule: _____ (None)
 Contract#: 1841902675 Agency Commission %: 0
 Start Date: 7/10/19 End Date: 7/28/19 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: SHOP LOCAL
 Comp. Code: Shopping Centers
 Sec. Comp.: Hardware Stores

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	7/10/19	7/28/19		12:00 AM	11:59 PM	60	12	12	12	12	12	12	12	84	D	0.00	228	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	7/10/19	7/28/19		12:00 AM	11:59 PM	60	12	12	12	12	12	12	12	84	D	0.00	228	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	7/10/19	7/28/19		12:00 AM	11:59 PM	60	12	12	12	12	12	12	12	84	D	0.00	228	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jul 19
CA	0.00
ST	0.00

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: Office of Parks-01 Tax Schedule: _____ (None)
 Contract#: 1841902699 Agency Commission %: 0
 Start Date: 8/08/19 End Date: 9/11/19 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: NCSA NYS Office of Parks
 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	8/08/19	9/11/19		6:00 AM	9:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	35	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	8/08/19	9/11/19		6:00 AM	9:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	35	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	8/08/19	9/11/19		6:00 AM	9:00 PM	30	1	1	1	1	1	1	1	7	D	0.00	35	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Aug 19	Sep 19
CA	0.00	0.00
ST	0.00	0.00

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: NYSBA ALZHEIMERS ASSOC Tax Schedule: _____ (None)
 Contract#: 1841902677 Agency Commission %: 0
 Start Date: 7/08/19 End Date: 10/06/19 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: ALZHEIMER'S ASSOCIATION
 Competitive Code: Miscellaneous

WCKM-FM

No	DATES		Alt	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		wks	START		END	M	T	W	T	F	SA	SU		Per Wk	D/W		SPOTS
1	7/08/19	10/06/19	X	6:00 AM	12:00 AM	30	1	1	1	1	1	1	1	7	D	0.00	49	0.00	4
Run Weeks of: 7/08 7/22 8/05 8/19 9/02 9/16 9/30																			
2	7/08/19	10/06/19	X	6:00 AM	12:00 AM	15	1	1	1	1	1	1	1	7	D	0.00	49	0.00	4
Run Weeks of: 7/08 7/22 8/05 8/19 9/02 9/16 9/30																			

TOTAL GROSS \$0.00, NET \$0.00

WCQL-FM

No	DATES		Alt	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		wks	START		END	M	T	W	T	F	SA	SU		Per Wk	D/W		SPOTS
1	7/08/19	10/06/19	X	6:00 AM	12:00 AM	30	1	1	1	1	1	1	1	7	D	0.00	49	0.00	4
Run Weeks of: 7/08 7/22 8/05 8/19 9/02 9/16 9/30																			
2	7/08/19	10/06/19	X	6:00 AM	12:00 AM	15	1	1	1	1	1	1	1	7	D	0.00	49	0.00	4
Run Weeks of: 7/08 7/22 8/05 8/19 9/02 9/16 9/30																			

TOTAL GROSS \$0.00, NET \$0.00

WWSC-AM

No	DATES		Alt	TIMES		LEN	DISTRIBUTION								RATE	TOTALS		PTY	
	START	END		wks	START		END	M	T	W	T	F	SA	SU		Per Wk	D/W		SPOTS
1	7/08/19	10/06/19	X	6:00 AM	12:00 AM	30	1	1	1	1	1	1	1	7	D	0.00	49	0.00	4
Run Weeks of: 7/08 7/22 8/05 8/19 9/02 9/16 9/30																			
2	7/08/19	10/06/19	X	6:00 AM	12:00 AM	30	1	1	1	1	1	1	1	7	D	0.00	49	0.00	4
Run Weeks of: 7/08 7/22 8/05 8/19 9/02 9/16 9/30																			

TOTAL GROSS \$0.00, NET \$0.00

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: NCSA SAFE DRIVING Tax Schedule: _____ (None)
 Contract#: 1841902450 Agency Commission %: 0
 Start Date: 12/31/18 End Date: 9/29/19 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: NCSA SAFE DRIVING
 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	12/31/18	9/29/19		6:00 AM	12:00 AM	30	1	1	1	1	1	1	1	7	D	0.00	273	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	12/31/18	9/29/19		6:00 AM	12:00 AM	30	1	1	1	1	1	1	1	7	D	0.00	273	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	12/31/18	9/29/19		6:00 AM	12:00 AM	30	1	1	1	1	1	1	1	7	D	0.00	273	0.00	5

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19	May 19
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
	Jun 19	Jul 19	Aug 19	Sep 19		
CA	0.00	0.00	0.00	0.00		
ST	0.00	0.00	0.00	0.00		

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: ANNUAL NCSA Tax Schedule: _____ (None)
 Contract#: 1841902383 Agency Commission %: 0
 Start Date: 11/02/18 End Date: 10/31/19 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: ANNUAL NCSA
 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	11/02/18	10/31/19		6:00 AM	12:00 AM	30	X	X	X	X	X	X	X	7	W	0.00	364	0.00	3
2	11/02/18	10/31/19		12:00 AM	6:00 AM	30	X	X	X	X	X	X	X	14	W	0.00	728	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	11/02/18	10/31/19		6:00 AM	12:00 AM	30	X	X	X	X	X	X	X	7	W	0.00	364	0.00	3
2	11/02/18	10/31/19		12:00 AM	6:00 AM	30	X	X	X	X	X	X	X	14	W	0.00	728	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	11/02/18	10/31/19		6:00 AM	12:00 AM	30	X	X	X	X	X	X	X	7	W	0.00	364	0.00	3
2	11/02/18	10/31/19		12:00 AM	6:00 AM	30	X	X	X	X	X	X	X	14	W	0.00	728	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19
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
	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19
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
	Nov 19					
CA	0.00					
ST	0.00					

Sales Order

Stations: WCKM-FM, WCQL-FM, WWSC-AM Buyer: _____
 Contract Name: WOOD GALA 2019 Tax Schedule: _____ (None)
 Contract#: 1841902726 Agency Commission %: 0
 Start Date: 9/27/19 End Date: 10/12/19 Billing Cycle: Standard
 Revenue Type: TRADE Type: Trade Salesperson: 4774mdub 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: WOOD GALA 2019
 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	9/27/19	10/10/19		6:00 AM	7:00 PM	60	4	4	4	4	4			20	D	19.00	40	760.00	3
2	10/11/19	10/11/19		6:00 AM	3:00 PM	60					4			4	D	19.00	4	76.00	3
3	9/28/19	10/05/19		6:00 AM	10:00 AM	60						2		2	D	13.00	4	52.00	3
4	9/28/19	10/05/19		6:00 PM	10:00 PM	60						2		2	D	14.00	4	56.00	3

TOTAL GROSS \$944.00, NET \$944.00

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	9/28/19	10/11/19		6:00 AM	7:00 PM	60	4	4	4	4	4			20	D	19.00	40	760.00	3
2	10/12/19	10/12/19		6:00 AM	3:00 PM	60						4		4	D	19.00	4	76.00	3

TOTAL GROSS \$836.00, NET \$836.00

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	9/27/19	10/11/19		6:00 AM	7:00 PM	60	4	4	4	4	4			20	D	5.00	44	220.00	3

TOTAL GROSS \$220.00, NET \$220.00

Billing Projections: By Month

	Sep 19	Oct 19
CA	322.00	1,678.00
ST	150.00	1,850.00

Sales Order

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

Buyer:

Contract Name: 2019 FESTIVAL

Tax Schedule:

(None)

Contract#: 1841902666

Agency Commission %: 0

Start Date: 7/07/19 End Date: 7/13/19

Billing Cycle: Calendar

Revenue Type: LOCAL DIRECT SALES Type: Cash

Salesperson: 4774cash

Comm %: 0

Advertiser: ADIRONDACK GREEK FESTIVAL

Makegood Policy: Within Contract Dates

Address: P O BOX 1474

City: SOUTH GLENS

FALLS State: NY Zip: 12803

Product Name: 2019 FESTIVAL

Comp. Code: Festivals

Sec. Comp.: Entertainment

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	7/07/19	7/12/19		6:00 AM	8:00 PM	30	3	3	3	3	3		3	18	D	0.00	18	0.00	3
2	7/13/19	7/13/19		6:00 AM	4:00 PM	30							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	7/07/19	7/12/19		6:00 AM	8:00 PM	30	3	3	3	3	3		3	18	D	0.00	18	0.00	3
2	7/13/19	7/13/19		6:00 AM	4:00 PM	30							3	3	D	0.00	3	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	7/07/19	7/12/19		6:00 AM	8:00 PM	30	3	3	3	3	3		3	18	D	0.00	18	0.00	3
2	7/13/19	7/13/19		6:00 AM	4:00 PM	30							3	3	D	0.00	3	0.00	3

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jul 19	
CA	0.00	
ST	0.00	



Weekly Public Affairs Program

Call Letters: WCQL

QUARTERLY ISSUES REPORT, JULY-SEPTEMBER, 2019

Show # 2019-27
Date aired: 7/1 Time Aired: 7A

Martin Gibala, PhD, Professor and Chair of the Department of Kinesiology, McMaster University in Ontario

Dr. Gibala led a study that found that a single minute of very intense exercise produces health benefits similar to longer, traditional endurance training. He recommends the plan for occasionally busy days, not as a permanent substitute for longer and more moderate workouts. He said the findings put to rest the common excuse for not getting in shape: there is not enough time.

Issues covered:
Personal Health

Length: 8:52

Chris Melde, PhD, Associate Professor and Director of Graduate Studies, School of Criminal Justice at Michigan State University

Dr. Melde was the co-author of a study of street gang membership. He found that depression and suicidal thoughts or attempts are common among youth who join gangs. He outlined the reasons that many troubled teens join gangs and why gang life causes already significant problems in their lives to become even worse.

Issues covered:
Youth at Risk
Mental Health
Crime

Length: 8:24

Show # 2019-28
Date aired: 7/8 Time Aired: 7A

Claire Nee, PhD, Director of the International Centre for Research in Forensic Psychology, University of Portsmouth, UK

Prof. Nee led an international study of the behavior of burglars. She discussed the surprising degree of knowledge and skill of experienced thieves in choosing which home to target, how to navigate inside and what to take. She offered crime prevention suggestions to make a home less vulnerable to burglary.

Issues covered:
Crime Prevention

Length: 9:15

Raafi-Karim Alidina, expert in building equality, diversity and inclusive cultures in organizations, co-author of "*Building an Inclusive Organization: Leveraging the Power of a Diverse Workforce*"

Mr. Aldina said in the world of business, diversity is often given lip service, if it receives any attention at all. He explained why diversity and inclusion is crucial to the survival of companies. He outlined steps that business leaders can take to make themselves and their companies more inclusive.

Issues covered:
Discrimination
Workplace Matters

Length: 8:04

Show # 2019-29

Date aired: 7/15 Time Aired: 7A

Bart de Langhe, PhD, Assistant Professor of Marketing, Leeds School of Business at the University of Colorado, Boulder

Many consumers pour through online product reviews before making a purchase. But Dr. de Langhe led a study that found that there is little correlation between better online user ratings and the quality of a product. He explained why consumer opinions often fail to agree with objective product research by consumer organizations.

Issues covered:
Consumer Matters

Length: 8:06

W. David Brown, PhD, DABSM, CBSM, Sleep Psychologist at Children's Medical Center, Dallas, co-author of "*Sleeping Your Way to the Top: How to Get the Sleep You Need to Succeed*"

Many Americans believe that less sleep equals more productivity. But Dr. Brown said that sufficient sleep and success go hand in hand. He discussed the latest clinically proven techniques for getting quality rest, achieving maximum productivity, and overcoming common sleep impediments to enhance workplace performance.

Issues covered:
Personal Health
Career

Length: 9:01

Show # 2019-30

Date aired: 7/22 Time Aired: 7A

Tyler J. VanderWeele, PhD, Professor of Epidemiology, T.H. Chan School of Public Health, Harvard University

Those who attend church services on a regular basis may receive more than just spiritual benefits—they may live longer. Dr. VanderWeele led a study that found that women who went to church more than once a week had a 33% lower risk of dying, compared to those who never went. He talked about the potential reasons behind the finding. He said it is conceivable in the future that doctors routinely ask about church attendance during medical checkups.

Issues covered:
Personal Health
Religion

Length: 8:48

Kostadin Kushlev, PhD, psychology research scientist, University of Virginia

Smartphones have become part of everyday life. Dr. Kushlev led a study that found that the increasingly pervasive use of digital technology may be causing ADHD-like symptoms even among the general population. He explained why being separated from a smartphone may cause people to experience distraction, difficulty focusing and getting bored easily when trying to focus.

Issues covered:
Mental Health
Consumer Matters

Length: 8:27

Show # 2019-31
Date aired: 7/24 Time Aired: 7A

Alisa Divine, domestic abuse survivor, author of "*#She Wins: Harrowing Stories from Women Who Survived Domestic Abuse*"

Ms. Divine said that domestic and sexual abuse is a huge problem but often the victims get little help. She explained why it is so important to shed light on the issue and educate the public about the warning signs. She also explained why leaving an abusive situation is the most dangerous time for the victim, and how victims can find help.

Issues covered:
Domestic Abuse
Women's Issues

Length: 9:05

Matt Fellowes, founder and CEO of United Income, a retirement-focused online investment management and financial planning company based in Washington, D.C.

Mr. Fellowes co-authored a report that found that only 4% of retirees sign up for Social Security at the most profitable time. He said this single mistake costs the typical American household an average of \$111,000 in lost retirement income. He said that most people should claim Social Security later than they typically do, but he recommends seeking professional advice.

Issues covered:
Retirement Planning
Personal Finance
Government Programs

Length: 8:12

Show # 2019-32
Date aired: 8/5 Time Aired: 7A

Charee Thompson, PhD, Assistant Professor of Communication Studies at Ohio University

Dr. Thompson was the co-author of a study of college students, drinking and social media. She discovered that having an "alcohol identity" puts college students at greater risk of having drinking problems. Her study also found that posting about alcohol use on social media sites is actually a stronger predictor of alcohol problems than having a drink. She discussed possible strategies to reduce alcohol abuse on college campuses.

Issues covered:
Substance Abuse
Education
Social Media

Length: 6:52

Iris Bohnet, PhD, Professor of Public Policy, Behavioral Economist at Harvard University, Director of the Women and Public Policy Program, Co-Chair of the Behavioral Insights Group at the Kennedy School of Government, author of "*What Works: Gender Equality by Design*"

Dr. Bohnet discussed gender equality in the workplace and why it's good business. She explained why diversity training programs have had limited success. She outlined the latest research into quick and often inexpensive ways that companies can address gender bias and improve performance.

Issues covered:
Gender Equality
Women's Issues
Workplace Matters

Length: 10:17

Show # 2019-33

Date aired: 8/12 Time Aired: 7A

Susan Frankel, Executive Director at National Runaway Safeline

Ms. Frankel discussed the increasing problem of runaway and homeless teenagers. She said 1 out of 30 youth ages 13-17 experience homelessness at some point each year, 4.2 million in all. She explained the reasons that young people leave and how they survive on the streets. She outlined the services that her organization offers to help.

Issues covered:
Youth at Risk
Homelessness
Parenting

Length: 9:40

William Chopik, PhD, Associate Professor of Psychology at Michigan State University

Prof. Chopik led a study that examined biases toward people with disabilities. He said bias toward people with disabilities is quite common, but few will acknowledge it. He talked about the demographic groups who are most likely to be prejudiced towards the disabled, and how the problem can be addressed.

Issues covered:
Disabilities
Discrimination

Length: 7:37

Show # 2019-34

Date aired: 8/19 Time Aired: 7A

Will McCallum, Head of Oceans at Greenpeace UK, author of "*How to Give Up Plastic: A Guide to Changing the World, One Plastic Bottle at a Time*"

Humans produce over 300 million tons of plastic each year, with 12.7 million tons ending up in our oceans. Mr. McCallum discussed the major impact that plastic and microplastic waste has on marine life and the environment. He said it is not possible to recycle all of the plastics used in our everyday lives. He outlined small changes that anyone can make to reduce the amount of plastic waste in their home or community.

Issues covered:

Length: 9:40

**Pollution
Recycling
Consumer Matters**

Joanne Lara, M.A., autism expert, former special education teacher, Executive Director of the organization "Autism Works Now"

Up to 85 percent of autistic adults are either unemployed or underemployed. Ms. Lara's organization teaches pre-employment and workplace readiness skills to young adults with autism. She outlined the challenges faced by autistic students, and she explained the role that parents, schools and employers play in helping them to secure meaningful employment.

Issues covered:

Length: 7:37

**Autism
Employment
Discrimination**

Show # 2019-35

Date aired: 8/26

Time Aired: 7A

Leslie Stahl, longtime reporter for 60 Minutes, author of "*Becoming Grandma: The Joys and Science of the New Grandparenting*"

Ms. Stahl discussed the profound changes and emotions experienced when someone becomes a grandparent. She talked about the physiological changes that occur in women when they have grandchildren, and the therapeutic effects of grandchildren on both grandmothers and grandfathers. She also explained how heartbreakingly common it is for grandparents to be denied access to their grandchildren.

Issues covered:

Length: 9:15

**Family Matters
Senior Citizens**

Kevin Kelly, co-founder and former executive editor of Wired magazine, author of "*The Inevitable: Understanding the 12 Technological Forces That Will Shape Our Future*"

Mr. Kelly discussed twelve technological imperatives that he believes will shape the next thirty years and transform our lives. He is optimistic about innovations, from virtual reality in the home to an on-demand economy to artificial intelligence embedded in everything we manufacture. He offered advice to young people who are plotting educational and career paths in a rapidly-changing tech environment.

Issues covered:

Length: 7:55

**Technology
Education
Privacy
Career**

Show # 2019-36

Date aired: 9/2 Time Aired: 7A

Emily Oster, PhD, Professor of Economics at Brown University, author of "*Cribsheet: A Data-Driven Guide to Better, More Relaxed Parenting, from Birth to Preschool*"

An abundance of often-conflicting advice is usually hurled at new parents from doctors, family, friends, and strangers on the internet. Dr. Oster examined some of this standard advice, compared it to scientific research and found that the conventional wisdom is often wrong. She offered advice to help new moms and dads to be better and more relaxed parents.

Issues covered:
Parenting

Length: 7:31

Roy Ramthun, M.A., Founder and President of HSA Consulting Services and the web site AskMrHSA.com

Mr. Ramthun discussed the merits of Health Savings Accounts and how they compare to traditional insurance. He said more Americans should be willing to ask what a medical procedure or medication costs, then shop around to be sure they are not overpaying. He explained how to search for an HSA insurance policy and its companion savings account.

Issues covered:
Healthcare
Consumer Matters

Length: 9:46

Show # 2019-37

Date aired: 9/9 Time Aired: 7A

Frank Abagnale, former professional imposter, fraud prevention expert, consultant and lecturer for the FBI academy and field offices, author of "*Scam Me If You Can: Simple Strategies to Outsmart Today's Rip-off Artists*"

Mr. Abagnale discussed the most common scams targeting American consumers. He said scams themselves have changed very little through the years, but the technology used to target victims has improved dramatically. He said millennials are scammed more often than seniors, but seniors typically lose more money. He offered advice for consumers to protect themselves from scammers.

Issues covered:
Crime
Identity Theft
Consumer Matters

Length: 9:07

Amy Serin, PhD, neuropsychologist, author of "*The Stress Switch: The Truth About Stress and How to Short-Circuit It*"

Dr. Serin discussed the increasing levels of stress in today's everyday life, and the most common causes of it. She said excessive use of social media can trigger insecurities and depression. She said most of the time, people aren't even aware that they are stressed. She outlined steps to take for stress relief.

Issues covered:
Mental Health

Length: 8:04

Show # 2019-38

Date aired: 9/16 Time Aired: 7A

Maria Russo, Children's Books Editor of the New York Times Book Review, co-author of "*How to Raise A Reader*"

Ms. Russo explained the importance of child literacy, and the steps parents can take to raise a reader in an age when screens are competing for a child's attention. She said any form of book is fine, including audio books, graphic novels and comic books. She explained why it is important to begin reading to children at the youngest age possible, and offered ideas on how to engage a reluctant reader.

Issues covered:

Length: 9:22

**Literacy
Parenting
Education**

Barbara Hemphill, founder of The Productive Environment Institute, former President of the National Association of Productivity & Organizing Professionals, author of the "*Taming the Paper Tiger*" book series by Kiplinger's, and the more recent book is "*Less Clutter, More Life.*"

A recent study found that business owners, executives and entrepreneurs waste 21.8 hours a week on everything from internet surfing to useless meetings. Ms. Hemphill said the biggest productivity black hole for anyone is e-mail. She outlined the reasons that people lose focus at work and steps they can take to be less distracted.

Issues covered:

Length: 8:01

**Workplace Matters
Productivity**

Show # 2019-39

Date aired: 9/23 Time Aired: 7A

Caitlin M. Zaloom, PhD, Associate Professor of Social and Cultural Analysis at New York University

The average annual price tag for attending a private, four-year American college is now nearly \$50,000. Prof. Zaloom led a study that found that paying for college is taking a toll on middle-class families in ways that are more profound and less appreciated than even the financial cost conveys. She said that shouldering the weight of paying for college is often seen by parents as a moral obligation to their children.

Issues covered:

Length: 9:34

**Education
Personal Finance
Parenting**

Bridget Freisthler, PhD, Professor of Social Work at Ohio State University

54 percent of adults who use marijuana in the United States are parents. Prof. Freisthler led a study that found that parents who use marijuana utilize more discipline techniques on their children on average than non-users, ranging from timeouts to, in some cases, physical abuse. She found that the same was true of alcohol users. She said that with the growing acceptance of marijuana in American society, users need to be aware that the drug affects numerous forms of behavior, including parenting.

Issues covered:

Substance Abuse

Child Abuse

Parenting

Length: 7:30

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