

WXGM AM/FM
P.O. Box 634
Gloucester, VA 23061
(804) 693-2105

Client: **McAuliffe for VA Governor**
Order #: **1210-00002**
Description: **McAuliffe for VA Governor**
Date Entered: **10/25/2021**
P.O.#: **4413902**
Salesperson: **Stout, Danette**
Invoice Frequency: **Notary Req'd**

Media Financial Services
1655 Palm Beach Lakes Blvd.
Suite 903
West Palm Beach, FL 33401

On-Air Schedule

Start Date	End Date	Station	Scheduled Time/Event	Repeated	Length	Qty	Rate	Total	M	Tu	W	Th	F	Sa	Su
1 10/26/2021	11/1/2021	WXGM-FM	06:00:00a to 10:00:00a	Weekly	1:00	12	41.18	494.16	2	2	3	2	3	0	0
2 10/26/2021	11/1/2021	WXGM-FM	10:00:00a to 03:00:00p	Weekly	1:00	11	41.18	452.98	2	2	2	3	2	0	0
3 10/26/2021	11/1/2021	WXGM-FM	03:00:00p to 07:00:00p	Weekly	1:00	10	41.18	411.80	2	2	2	2	2	0	0
4 10/30/2021	10/31/2021	WXGM-FM	06:00:00a to 10:00:00a	Weekly	1:00	2	35.29	70.58	0	0	0	0	0	1	1
5 10/30/2021	10/31/2021	WXGM-FM	10:00:00a to 03:00:00p	Weekly	1:00	2	35.29	70.58	0	0	0	0	0	1	1
6 10/30/2021	10/31/2021	WXGM-FM	03:00:00p to 07:00:00p	Weekly	1:00	2	35.29	70.58	0	0	0	0	0	1	1

Order Start Date: 10/26/2021 Order End Date: 11/1/2021 Spots: 39

Total Charges: **\$1,570.68**
Combined Discounts: **\$235.60**
Total Net: **\$1,335.08**

WXGM, Inc. does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race, gender or ethnicity. Advertiser hereby certifies that it is not buying broadcasting air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race, gender, national origin, or ancestry.

Projected Media Month Billing Totals for McAuliffe for VA Governor / 1210-00002 :

		<u>Spot Count</u>	<u>Gross Billing</u>	<u>Combined Disc.</u>	<u>Net Billing</u>
October	2021	33	\$1,323.60	\$198.54	\$1,125.06
November	2021	6	\$247.08	\$37.06	\$210.02
Total:		39	\$1,570.68	\$235.60	\$1,335.08

Confirmed & Accepted for WXGM AM/FM By: _____

Accepted for Media Financial Services By: _____

Please Sign and Return One Copy

STATION:	WXGM-FM	ORDER#:	3190692	DATE:	10/25/2021
MARKET:	Norfolk-Virginia Beach-Newport News, VA	AMOUNT:	\$1,570.68	AGENCY:	MEDIA FINANCIAL SERVICES
REP:	Regional Reps Non-Rep	SPOTS:	39	1655 Palm Beach Lakes Blvd. 9th Fl, Suite 903 WEST PALM BEACH, FL 33401 Invoices@MediaFinancial.com	
MOD:	Stn Ver: 1 Last:				
SALES OFFICE:	PHILADELPHIA	SLS PH:	412 421 2600		
SALESPERSON:	Roger Rafson	SLS FAX:	412 421 6001		
SLS EMAIL:	Roger.Rafson@GenMediaPartners.com				
AGENCY:	MEDIA FINANCIAL SERVICES	AGY CLI:		CONTRACT # FOR INVOICING 4413902	
ADVERTISER:	McAuliffe for VA Governor	AGY PRD:		INVOICE: MEDIA FINANCIAL SERVICES	
PRODUCT:	Est 698 - 10/26-11/1	AGY EST:	698	1655 Palm Beach Lakes Blvd. 9th Fl, Suite 903 WEST PALM BEACH, FL 33401 Invoices@MediaFinancial.com	
FLIGHT:	10-26-2021 TO 11/1/2021	[X]Unwired []Spot []Mod			
TOT # OF WEEKS:	1				
PRIM. DEMO:	Adults 35+	[X]Cash []Trade			
SEC. DEMO:		SPOT TYPE:		LAST SENT: 10/25/2021 09:03	

COMMENTS

10/25/2021: This is a new order. Please confirm receipt of order in Radio Exchange (if you are set up) or by email at joyce.vordenbaum@genmediapartners.com (WITH CALL LETTERS IN SUBJECT LINE) within 24 hours. Thank you.
****PLEASE NOTE THAT MFS SHOULD RECEIVE PAYMENT FROM THE AGENCY ON THIS BUY VIA OVERNIGHT MAIL PRIOR TO START DATE. MFS WILL THEN EMAIL YOU PROOF OF PAYMENT INFORMATION AS SOON AS POSSIBLE. RATES & TOTALS ARE GROSS.****

Send invoices electronically.

THIS IS AN UNWIRED NETWORK ORDER. SEND INVOICES ELECTRONICALLY OR TO INVOICES@MEDIA FINANCIAL.COM BY THE 3RD OF THE MTH AFTER THE BROADCAST MTH HAS AIRED. MFS ELECTRONIC INVOICES: RADIOINVOICES.COM: RI12580 OR 9912580; MARKETRON: 120873; SpotData: IDB#1828; EMEDIATRADE:EMT10263.

ONLY UPON PAYMENT FROM THE AGY WILL MFS REMIT TO STATION. PAYMENT TO STATION WILL BE PROCESSED WITHIN 7 DAYS AFTER RECEIPT FROM AGENCY.

Rates are gross. By accepting and running this order this station agrees to pay Regional Reps 15% commission on the gross amount of this order. Invoices/affidavits of performance are due no later than 7 days after the end of each broadcast month.

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MOD:	Stn Ver: 1 Last:				
SALES OFFICE:	PHILADELPHIA	SLS PH:	412 421 2600		
SALESPERSON:	Roger Rafson	SLS FAX:	412 421 6001		
SLS EMAIL:	Roger.Rafson@GenMediaPartners.com				
AGENCY:	MEDIA FINANCIAL SERVICES	AGY CLI:		CONTRACT # FOR INVOICING 4413902	
ADVERTISER:	McAuliffe for VA Governor	AGY PRD:		INVOICE: MEDIA FINANCIAL SERVICES	
PRODUCT:	Est 698 - 10/26-11/1	AGY EST:	698	1655 Palm Beach Lakes Blvd. 9th Fl, Suite 903 WEST PALM BEACH, FL 33401 Invoices@MediaFinancial.com	
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WEEK#1

10/26/2021 To 11/1/2021

WK TOT \$1,570.68

WK TOTAL SPOTS 39

MC	LN	SPT TYP	DAYS	START	END TIME	LEN	START	STOP	SP/WK	RATE	WEEKLY TOTAL
	1		TuWThF.. /M	6:00AM	10:00AM	60	10/26/2021	11/1/2021	12	\$41.18	\$494.16
	2		TuWThF.. /M	10:00AM	3:00PM	60	10/26/2021	11/1/2021	11	\$41.18	\$452.98
	3		TuWThF.. /M	3:00PM	7:00PM	60	10/26/2021	11/1/2021	10	\$41.18	\$411.80
	4		.....S.	6:00AM	10:00AM	60	10/30/2021	10/30/2021	1	\$35.29	\$35.29
	5		.....S.	10:00AM	3:00PM	60	10/30/2021	10/30/2021	1	\$35.29	\$35.29
	6		.....S.	3:00PM	7:00PM	60	10/30/2021	10/30/2021	1	\$35.29	\$35.29
	7		.....S	6:00AM	10:00AM	60	10/31/2021	10/31/2021	1	\$35.29	\$35.29
	8		.....S	10:00AM	3:00PM	60	10/31/2021	10/31/2021	1	\$35.29	\$35.29
	9		.....S	3:00PM	7:00PM	60	10/31/2021	10/31/2021	1	\$35.29	\$35.29

TOTAL	Oct	Nov										Total
SPOT	39	0										39
CASH	1,570.68	0.00										1,570.68
TOTAL	1,570.68	0.00										1,570.68

CANDIDATE ADVERTISEMENT AGREEMENT FORM

See Order for proposed schedule and charges. See Invoice for actual schedule and charges.

I, Grassroots Media, hereby request station time as follows:

IDENTIFY CANDIDATE TYPE

- FEDERAL CANDIDATE
 STATE OR LOCAL CANDIDATE

ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Candidate name:

Terry McAuliffe

Authorized committee:

Terry for Virginia

Agency requesting time (and contact information):

N/A Grassroots Media

Candidate's political party:

Democrat

Office sought (no acronyms or abbreviations):

Governor

Date of election:

11/02/2021

General Primary

Treasurer of candidate's authorized committee:

Louise Lucas

The undersigned represents that:

(1) the payment for the broadcast time requested has been furnished by (check one box below):

- the candidate listed above who is a legally qualified candidate, or
 the authorized committee of the legally qualified candidate listed above.

(2) this station is authorized to announce the time as paid for by such person or entity; and

(3) this station has disclosed its political advertising policies, including applicable classes and rates, discount, promotion and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

Candidate/Committee/Agency	Station Representative
Signature: Name: Mike D'Eltorre Date of Request to Purchase Ad Time: 07/21/2021	Signature: Name: Danette D Stout Date of Station Agreement to Sell Time: 10-25-21

Federal Candidate Certification:

The undersigned hereby certifies that the broadcast matter to be aired pursuant to this disclosure either (1) does not refer to an opposing candidate or, if it does, (2) contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast and that the candidate and/or the candidate's authorized committee paid for the broadcast or if radio programming, contains a personal audio statement by the candidate that identifies the candidate, the office being sought and that the candidate has approved the broadcast.

Candidate/Authorized Committee/Agency

Signature:

Name:

Date:

TO BE COMPLETED BY STATION ONLY

Ad submitted to Station? Yes No Date ad received: 10/25/2021

Note: Must have separate PB-19 Forms for each version of the ad (i.e., for every ad with differing copy).

Federal candidate certification signed (above): Yes No N/A

Disposition:

- Accepted
- Accepted IN PART (e.g., ad copy not yet received to determine sponsor ID)*
- Rejected – provide reason:

*Upload partially accepted form, then promptly upload updated final form when complete.

Date and nature of follow-ups, if any (e.g., insufficient sponsor ID tag):

Contract #: <u>3190692</u>	Station Call Letters: <u>WXGM</u>	Date Received/Requested: <u>10-25-21</u>
Est. #: <u>698</u>	Station Location: <u>Gloucester VA</u>	Run Start and End Dates: <u>10-26-21 11-1-2021</u>

Upload order, this form and invoice (or traffic system print-out) or other documents reflecting this transaction to the OPIF or use this space to document schedule of time purchased, when spots actually aired, the rates charged and the classes of time purchased or attach separately. If station will not upload the actual times spots aired until an invoice is generated, the name of a contact person who can provide that information immediately should be placed in the "Terms and Disclosures" folder in the OPIF.

Grassroots Media

146 Montgomery Ave, Suite 201 Bala Cynwyd, PA 19004
610-220-7188

To: All DC, NORFOLK, RICHMOND, CHARLOTTESVILLE market Radio stations
(EXCEPT ANY COUNTRY STATIONS)

From Grassroots Media

Date: October 20, 2021

Re: Terry for Virginia traffic Instructions

**YOUR STATION SHOULD RECEIVE A NEW SPOT TODAY CALLED
"WATCHING"TM-R-21-07**

TRAFFIC INSTRUCTIONS EFFECTIVE THURSDAY OCTOBER 21, 2021:

DATE/DAY	START TIME	END TIME	LENGTH	SPOTS/ISCI	ROTATION
THU Oct 21 - Until Further Notice	4:00 AM	3:00 AM	:60	"I BELIEVE" TM-R21-04	33%
	4:00 AM	3:00 AM	:60	"WATCHING" TM-R21-07	67%

- Revised traffic instructions may be sent to your station at a later date.
- *Please email back to nmeade@grassrootsmediallc.com in order confirm these instructions**.*