

# 390891 AB Foundation/Katz Media Group WSJR-FM {View} (Processed: 1) (CIA-first unbypassed 2/20/20)

02/19/20 6:38:49 AM Processed	<async process>	Doreen Di:	\$1,050.00	42	0.00
02/19/20 6:38:48 AM Approved		Doreen Di:	\$1,050.00	42	0.00
02/19/20 6:38:45 AM Approval Workflow	[Business Manager - Business Office Approval Needed Default]	Doreen Di:	\$1,050.00	42	0.00
02/19/20 6:37:06 AM Approval Workflow	[Sales Manager - Ready Default] new	Chris Kenr	\$1,050.00	42	0.00
02/19/20 6:37:02 AM Ready for approval	new	Chris Kenr	\$1,050.00	42	0.00
02/19/20 5:21:40 AM Ready for approval	[ec import] new order	Doreen Di:	\$1,050.00	42	0.00
02/19/20 5:21:29 AM New order created	Imported EC Order	Doreen Di:	\$1,050.00	42	0.00

[Sorted by: Date]

# ORDER

<b>Orders</b>	<b>Order / Rev:</b>	<u>390891</u>	
	<b>Alt Order #:</b>	<u>33725073</u>	
	<b>Product Desc:</b>	<u>AB PAC</u>	
	<b>Estimate:</b>	<u>1178</u>	<b>WSJR-FM</b>
	<b>Flight Dates:</b>	<u>02/19/20 - 03/15/20</u>	<b>Primary AE:</b> <u>Katz Chicago</u>
	<b>Original Date / Rev:</b>	<u>02/19/20 / 02/19/20</u>	<b>Sales Office:</b> <u>K-7.5</u>
	<b>Order Type:</b>	<u>GENERAL</u>	<b>Sales Region:</b> <u>N-Katz75</u>
<b>Agency</b>	<b>Name:</b>	<u>Katz Media Group</u>	
	<b>Buying Contact:</b>	<u></u>	<b>Billing Type:</b> <u>Cash</u>
	<b>Billing Contact:</b>	<u></u>	<b>Billing Calendar:</b> <u>Broadcast</u>
		<u>125 West 55th Street</u>	<b>Billing Cycle:</b> <u>EOM/EOC</u>
		<u>New York, NY 10019</u>	<b>Agency Commission:</b> <u>15%</u>
<b>Advertiser</b>	<b>Name:</b>	<u>AB Foundation</u>	
	<b>Demographic:</b>	<u>A35+</u>	<b>New Business Thru:</b> <u></u>
	<b>Product Codes:</b>	<u>Issues/Propositions</u>	<b>Advertiser External ID:</b> <u></u>
	<b>Revenue Code 1:</b>	<u>AGY-AVAIL</u>	<b>Agency External ID:</b> <u></u>
	<b>Revenue Code 2:</b>	<u>POL-ISS</u>	<b>Unit Code:</b> <u>General</u>
	<b>Revenue Code 3:</b>	<u>GEN</u>	

## Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
01/27/20	02/23/20	12	\$300.00	\$255.00
02/24/20	03/07/20	30	\$750.00	\$637.50

## Totals

Month	# Spots	Gross Amount	Net Amount	Rating
February 2020	12	\$300.00	\$255.00	0.00
March 2020	30	\$750.00	\$637.50	0.00
<b>Totals</b>	<b>42</b>	<b>\$1,050.00</b>	<b>\$892.50</b>	<b>0.00</b>

## Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Chicago	K-7.5	N-Katz75	Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 1	WSJR	02/19/20	02/25/20	M-F AM Drive M-F	CM	6:00 AM-10:00 AM	--WTF--	1:00	3	\$25.00	P-10	0.00	NM	3	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 02/19/20	02/25/20	--WTF--					3	\$25.00		0.00			
N 2	WSJR	02/19/20	02/25/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	--WTF--	1:00	3	\$25.00	P-10	0.00	NM	3	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 02/19/20	02/25/20	--WTF--					3	\$25.00		0.00			
N 3	WSJR	02/19/20	02/25/20	M-F PM Drive M-F	CM	3:00 PM-7:00 PM	--WTF--	1:00	3	\$25.00	P-10	0.00	NM	3	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 02/19/20	02/25/20	--WTF--					3	\$25.00		0.00			
N 4	WSJR	02/22/20	02/28/20	Sa-Su Prime Sa-Su	CM	6:00 AM-7:00 PM	-----S-	1:00	3	\$25.00	P-10	0.00	NM	3	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 02/22/20	02/28/20	-----S-					3	\$25.00		0.00			
N 5	WSJR	02/24/20	03/08/20	M-F AM Drive	CM	6:00 AM-10:00 AM	MTWTF--	1:00	3	\$25.00	P-10	0.00	NM	6	\$150.00

Order / Rev: 390891  
 Alt Order #: 33725073  
 Flight Dates: 02/19/20 - 03/15/20

Advertiser: AB Foundation  
 Product Desc: AB PAC  
 Estimate: 1178  
 WSJR-FM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
AM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 02/24/20	03/01/20	MTWTF--					3	\$25.00		0.00			
		Week: 03/02/20	03/08/20	MTWTF--					3	\$25.00		0.00			
N 6	WSJR	02/24/20	03/08/20	M-F Midday M-F	CM	10:00 AM-3:00 PM	MTWTF--	1:00	6	\$25.00	P-10	0.00	NM	12	\$300.00
MD -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 02/24/20	03/01/20	MTWTF--					6	\$25.00		0.00			
		Week: 03/02/20	03/08/20	MTWTF--					6	\$25.00		0.00			
N 7	WSJR	02/24/20	03/08/20	M-F PM Drive M-F	CM	3:00 PM-7:00 PM	MTWTF--	1:00	3	\$25.00	P-10	0.00	NM	6	\$150.00
PM -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 02/24/20	03/01/20	MTWTF--					3	\$25.00		0.00			
		Week: 03/02/20	03/08/20	MTWTF--					3	\$25.00		0.00			
N 8	WSJR	02/29/20	03/13/20	Sa-Su Prime Sa-Su	CM	6:00 AM-7:00 PM	-----S-	1:00	3	\$25.00	P-10	0.00	NM	6	\$150.00
WK -															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 02/29/20	03/06/20	-----S-					3	\$25.00		0.00			
		Week: 03/07/20	03/13/20	-----S-					3	\$25.00		0.00			
													Totals	42	\$1,050.00

Feb 19, 20  
 CONT# 33725073 Mod# Ver# 1 (Last = )  
 REP Katz Group Sales  
 TO WSJR-FM (Wilkes Barre-Scranton, PA)  
 FM LIZ RYCKMAN  
 OFF CHICAGO  
 AGY Katz Group Sales  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019

DDS CONT# 0  
 C/P/E: ABP / NA / 1178

SALESPERSON FAX#

PH #

BYR Helen Hanratty  
 ADV AB FOUNDATION  
 PDT AB PAC  
 FLT Feb 19, 20 - Mar 15, 20

\* REP ORDER COMMENT \*

\*\* 2/18/2020 4:45:00 PM: \*\* THIS IS A NEW ORDER \*\* PLEASE CONTACT VANESSA PEREZ AT 312-755-3989 OR  
 EMAIL VANESSA.PEREZ@KATZMEDIA.COM TO CONFIRM ORDER CLEARANCE A.S.A.P. \*\* PLEASE  
 CONFIRM ORDER WITHIN 24 HOURS!! \*\* THANK YOU, VANESSA

\*\* 2/18/2020 4:45:00 PM: SPOTS MUST HAVE 30 MINUTES OF STANDARD SEPARATION.

\*\* 2/18/2020 4:45:00 PM: THIS IS A KATZ GROUP SALES ORDER. ALL BILLING SHOULD BE SENT TO KATZ  
 GROUP SALES/125 W 55TH ST./NY,NY 10019 KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	..WTF..	6A - 10A	60	2/19/2020 - 2/21/2020	1W	3	\$25.00	3
	1.2	..WTF..	10A - 3P	60	2/19/2020 - 2/21/2020	1W	3	\$25.00	3
	1.3	..WTF..	3P - 7P	60	2/19/2020 - 2/21/2020	1W	3	\$25.00	3
	1.4	.....S.	6A - 7P	60	2/22/2020 - 2/22/2020	1W	3	\$25.00	3
					<b>** WEEKLY FLIGHT TOTALS **</b>		12	\$300.00	
		<b>FLIGHT 2</b>							
	2.1	MTWTF..	6A - 10A	60	2/24/2020 - 3/6/2020	2W	3	\$25.00	6
	2.2	MTWTF..	10A - 3P	60	2/24/2020 - 3/6/2020	2W	6	\$25.00	12
	2.3	MTWTF..	3P - 7P	60	2/24/2020 - 3/6/2020	2W	3	\$25.00	6
	2.4	.....S.	6A - 7P	60	2/29/2020 - 3/7/2020	2W	3	\$25.00	6
					<b>** WEEKLY FLIGHT TOTALS **</b>		15	\$750.00	

	Feb 20	Mar 20					
SPOTS	12	30					
CASH	300.00	750.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	300.00	750.00					

CONT#      Feb 19, 20  
33725073 Mod# Ver# 1 (Last = )  
REP      Katz Group Sales

DDS CONT# 0  
C/P/E: ABP / NA / 1178

							TOTAL
SPOTS							42
CASH							1,050.00
TRADE							0.00
NSL							0.00
TOTAL							1,050.00

**\*\* Competitive Comments \*\***

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b> WSJR-FM, Wilkes Barre PA	<b>Date:</b> 2/19/2020
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I, Scott Kennedy (Amplify Media)

do hereby request station time concerning the following issue:

AB PAC
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Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED					

This broadcast time will be used by: AB PAC

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
DOES NOT "COMMUNICATE A POLITICAL MATTER OF NATIONAL  
IMPORTANCE"**

I represent that the payment for the above described broadcast time has been furnished  
by (name and address):

--

and you are authorized to announce the time as paid for by such person or entity  
(hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of  
directors below (or attach separately):

--

**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

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

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.**

**TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)**

11/12/19

Date

Debra Kennedy  
Signature

312-787-3322  
Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☒ Accepted

☐ Accepted in Part

☐ Rejected

[Signature]  
Signature

Chris Koway  
Printed Name

VP  
Title



## AGREED UPON SCHEDULE

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

<b>Broadcast Length</b>	<b>Time of Day, Rotation or Package</b>	<b>Days</b>	<b>Class</b>	<b>Times per Week</b>	<b>Number of Weeks</b>
AS ORDERED					

**Attach proposed schedule with charges (if available): SEE SCHEDULES**

## AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**

☒ Yes

☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Donald Trump

I represent that the payment for the above described broadcast time has been furnished by (name and address):

AB PAC  
455 Massachusetts Ave NW, Ste 650  
Washington, DC 20001

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Bradley Beychok - President  
David Brock - Chair  
Rodell Mollineau - Treasurer

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)