

Order #1187560: Concordia ../Vote Yes f../Vote Yes f../Political ..

Date	Action	Line	Comment	By	Total \$	# Spots	Expected GRI
10/20/23 1:54:00 PM	Processed		<async process>	Adam Whi	\$4,680.00	72	0.00
10/20/23 1:45:59 PM	Approved			Teri King (\$4,680.00	72	0.00
10/20/23 1:45:57 PM	Approval Workflow		[Centralized AR - Business Office Approval Needed Default]	Teri King (\$4,680.00	72	0.00
10/20/23 1:43:57 PM	Approval Workflow		[Sales Manager - Ready Default]	Jack Tadd	\$4,680.00	72	0.00
10/20/23 1:34:43 PM	Ready for approval		reviewed	Linda Filby	\$4,680.00	72	0.00
10/20/23 1:31:19 PM	Unapproved		Number of spots does not match the revised backup	Craig Jolly	\$4,680.00	72	0.00
10/20/23 1:20:38 PM	Approval Workflow		[Sales Manager - Ready Default]	Jack Tadd	\$4,680.00	72	0.00
10/20/23 1:00:10 PM	Ready for approval		political issue	Linda Filby	\$4,680.00	72	0.00
10/20/23 12:23:06 PM	New order created		<new order>	Linda Filby	\$0.00	0	0.00

[Sorted by: Date]



Political Broadcast Agreement Form for Non-Candidate/Issue Advertisements (PB-19)



Political Broadcast Agreement Form for Non-Candidate/Issue Advertisements (PB-19)

This form may serve as a model agreement for the sale of political broadcast advertising time and to facilitate compliance with the Federal Communications Commission's (FCC) record retention requirements. Broadcasters seeking information on how the FCC's political broadcast rules and record retention requirements apply to their specific circumstances should seek the advice of their own attorney.

Please note:

You will be prompted to save this form after each entry of your electronic signature. Make sure to re-save the form if you enter any information after entering your electronic signature.

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A companion to this form is NAB's Political Broadcast Catechism. To assist with your understanding of the political advertising rules, an all-new Political Advertising Primer course will become available via Broadcast Education in March 2020.

Broadcast Education is NAB's home for online educational offerings, including live and on-demand webcasts, podcasts and certificate courses. For more information, visit [education.nab.org](https://www.nab.org/education).

NAB members have access to an array of member tools and benefits. To access additional member tools, please visit [nab.org/MemberTools](https://www.nab.org/MemberTools).

ISSUE (Non-candidate) ADVERTISEMENT AGREEMENT FORM

I, Jill Ryan, hereby request station time as follows: See **Order** for proposed schedule and charges. See **Invoice** for actual schedule and charges.

Check one:


Ad "communicates a message relating to any political matter of national importance" by referring to (1) a legally qualified candidate for federal office; (2) an election to federal office; (3) a national legislative issue of public importance (e.g., health care legislation, IRS tax code, etc.); or (4) a political issue that is the subject of controversy or discussion at the national level.

Ad does NOT communicate a message relating to any political matter of national importance (e.g., relates only to a state or local issue).

ALL QUESTIONS/BLOCKS MUST BE COMPLETED		
Station time requested by: Zach Harnden		
Agency name: Concordia Group		
Address: 4020 121st Street, Urbandale IA 50323		
Contact: Zach Harnden	Phone number: 515-537-8486	Email: zach@cgdelivers.com
Name of advertiser/sponsor (list entity's full legal name as disclosed to the Federal Election Commission [for federal committees] with no acronyms; name must match the sponsorship ID in ad):		
Name: Vote Yes for our Airport & our Community		
Address: PO Box 107		
Contact: Jill Ryan	Phone number: 515-229-3921	Email: jill@cgdelivers.com
Station is authorized to announce the time as paid for by such person or entity.		
List ALL of the chief executive officers or members of the executive committee or board of directors or other governing group(s) of the advertiser/sponsor (Use separate page if necessary.):		
No candidates		
By signing below, advertiser/sponsor represents that those listed above are the only executive officers, members of the executive committee and board of directors or other governing group(s).		
If ad refers to a federal candidate(s) or federal election, list ALL of the following:		<input checked="" type="checkbox"/> N/A
Name(s) of every candidate referred to: No candidates		
Office(s) sought by such candidate(s) (no acronyms or abbreviations): No candidates		
Date of election: 11-7-2023		
Clearly identify EVERY political matter of national importance referred to in the ad (no acronyms); use separate page if necessary:		<input checked="" type="checkbox"/> N/A
No candidates		

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

The advertiser/sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, which may arise from the broadcast of the above-requested advertisement(s). For the above-requested ad(s), the advertiser/sponsor also agrees to prepare a script, transcript or tape, which will be delivered to the station by the log deadlines outlined in the station's disclosure statement.

Advertiser/Sponsor	Station Representative
Signature: 	Signature: Jack Taddeo <small>Digitally signed by Jack Taddeo Date: 2023.10.20 12:40:28 -05'00'</small>
Name: Jill Ryan	Name: Jack Taddeo
Date of Request to Purchase Ad Time: 10-18-23	Date of Station Agreement to Sell Time: 10/19/23

TO BE COMPLETED BY STATION ONLY

Ad submitted to station? Yes No Date ad received: 10/19/23

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

If only one officer, executive committee member or director is listed above, station should ask the advertiser/sponsor in writing if there are any other officers, executive committee members or directors, maintain records of inquiry and update this form if additional officers, members or directors are provided.

Disposition:

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

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

Date and nature of follow-ups, if any:

Contract #: 1187560, 1187563, 1187534	Station Call Letters: KHKI, KJJY, KGGO	Date Received/Requested: 10/19/2023
Est. #: N/A	Station Location: Des Moines, IA	Run Start and End Dates: 10/23 - 11/7/2023

For national issue ads only (not required for state/local issue ads):

Upload order, this disclosure form and invoice (or traffic system print-out) or other material 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 (including date, time, class of time and reasons for any make-goods or rebates) 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.

N/A

Jack Taddeo



To: +2 others

Fri 10/20/2023 10:28 AM

Vote Yes for Arport ISSUE AD Oct-Nov 2023 60 sec approved.pdf

77 KB



Zach, I am adding our business assistant to help get this moving today as we're on deadline for Mon start.

Linda, as I'm on meetings today and we need to fast track this order, would you please assist Mr. Harnden in setting up his account for pre-payment for this Political Issue Ad? As discussed, the approved buy is attached below for your info. I do not believe his org is in our system yet. I have their NAB form.

Let us know what else you need. I will be available in a little while.

Thanks so much.

Jack

From: Zach Harnden <Zach@cgdelivers.com>

Sent: Friday, October 20, 2023 10:22 AM

To: Jack Taddeo <jack.taddeo@cumulus.com>

Subject: Re: [EXT]Airport Advertising

No problem, thank you!

From: Jack Taddeo <jack.taddeo@cumulus.com>

Sent: Friday, October 20, 2023 10:21 AM

To: Zach Harnden <Zach@cgdelivers.com>

Subject: RE: [EXT]Airport Advertising

Oops! Sorry. That should have said :60. Rates are correct though. I'll get that fixed and resend for approval.

From: Zach Harnden <Zach@cgdelivers.com>

Sent: Friday, October 20, 2023 9:28 AM

To: Jack Taddeo <jack.taddeo@cumulus.com>
Subject: Re: [EXT]Airport Advertising

This looks awesome! Can you send me one with 60 sec ads?

From: Jack Taddeo <jack.taddeo@cumulus.com>
Sent: Thursday, October 19, 2023 4:49 PM
To: Zach Harnden <Zach@cgdelivers.com>
Subject: RE: [EXT]Airport Advertising

Here is the example of using 3 stations for 2 weeks + 2 stations for the Mon-Tues of election week.

From: Zach Harnden <Zach@cgdelivers.com>
Sent: Thursday, October 19, 2023 1:33 PM
To: Jack Taddeo <jack.taddeo@cumulus.com>
Subject: Re: [EXT]Airport Advertising

If you could send a schedule example alongside pricing that would be great!

From: Jack Taddeo <jack.taddeo@cumulus.com>
Sent: Thursday, October 19, 2023 1:00 PM
To: Zach Harnden <Zach@cgdelivers.com>
Subject: RE: [EXT]Airport Advertising

Thanks. To clarify, you want 1 spot in each daypart below (6 total) or are you looking for a schedule against a budget amount?

From: Zach Harnden <Zach@cgdelivers.com>
Sent: Thursday, October 19, 2023 12:22 PM
To: Jack Taddeo <jack.taddeo@cumulus.com>
Subject: Re: [EXT]Airport Advertising

We'll take the following. Working on getting the ad.

KGGO
6a-7p M-F - \$70.00
6a-7p Sat-Sun - \$65.00

KJJY

6a-7p M-F - \$85.00

6a-7p Sat-Sun - \$80.00

KHKI

6a-7p M-F - \$65.00

6a-7p Sat-Sun - \$60.00

From: Jack Taddeo <jack.taddeo@cumulus.com>

Sent: Thursday, October 19, 2023 12:14 PM

To: Zach Harnden <Zach@cgdelivers.com>

Subject: RE: [EXT]Airport Advertising

Thanks Zach. Need the spot as soon as you have it so I can work through approval on the NAB form, etc.

Jack

From: Zach Harnden <Zach@cgdelivers.com>

Sent: Thursday, October 19, 2023 9:30 AM

To: Jack Taddeo <jack.taddeo@cumulus.com>

Subject: Fw: [EXT]Airport Advertising

Jack,

Here is the form.

Thanks,

Zach

From: Jill Halvorson <JH@cgdelivers.com>

Sent: Thursday, October 19, 2023 9:19 AM

To: Zach Harnden <Zach@cgdelivers.com>

Subject: Re: [EXT]Airport Advertising

Completed form

From: Zach Harnden <Zach@cgdelivers.com>

Date: Thursday, October 19, 2023 at 9:08 AM

To: Jill Halvorson <JH@cgdelivers.com>

Subject: Fw: [EXT]Airport Advertising

From: Jack Taddeo <Jack.Taddeo@cumulus.com>
Sent: Wednesday, October 18, 2023 6:33 PM
To: Zach Harnden <Zach@cgdelivers.com>
Subject: RE: [EXT]Airport Advertising

Attaching the NAB form.

From: Jack Taddeo <jack.taddeo@cumulus.com>
Sent: Wednesday, October 18, 2023 6:29 PM
To: Zach Harnden <Zach@cgdelivers.com>
Subject: RE: [EXT]Airport Advertising

Zach,

Political Issue Rates are below.

NAB form also attached for your convenience.

We would need to get you into the system for billing on Thursday.

I'm sure you know this but we would need the commercial so we can approve it as required before acceptance.

And finally, payment in advance since it is political.

Thank you!

Jack

:30 Political Issue Rates

KGGO

6-10a M-F - \$55.00

10-3p M-F - \$55.00

3-7p M-F - \$55.00

6a-7p M-F - \$50.00

Off-peak

6a-7p Sat-Sun - \$45.00

KJJY

6-10a M-F - \$60.00

10-3p M-F - \$60.00

3-7p M-F - \$60.00

6a-7p M-F - \$55.00

Off-peak

6a-7p Sat-Sun - \$50.00

KHKI

6-10a M-F - \$80.00

10-3p M-F - \$860.00

3-7p M-F - \$680.00

6a-7p M-F - \$75.00

Off-peak

6a-7p Sat-Sun - \$70.00

From: Zach Harnden <Zach@cgdelivers.com>
Sent: Wednesday, October 18, 2023 5:45 PM
To: Jack Taddeo <jack.taddeo@cumulus.com>
Subject: Re: [EXT]Airport Advertising

You don't often get email from zach@cgdelivers.com. [Learn why this is important](#)

Yes, this is PIA. We haven't decided on digital yet, but go ahead and send what you have.

On Oct 18, 2023, at 5:40 PM, Jack Taddeo <jack.taddeo@cumulus.com> wrote:

Hi Zachary, and thanks for reaching out.

Shall I assume this is for Political Issue Advertising? I just need to be sure I'm giving you the proper rates and non-preemptible ad class.

Let me know and I'll get you what you need for these three radio stations. If you are also using digital advertising at any level, which is

not subject to FCC regulations, I would like to show you what we can do for you.

Thanks again for connecting with me.

Jack

Jack Taddeo

VP/Market Manager

Cumulus Media Des Moines

4143 109th Street

Urbandale, IA 50322

Direct 515.823.0905

jack.taddeo@cumulus.com

[KHKI](#) - [KGGO](#) - [KJYY](#) - [KWQW](#) - [KBGG](#)

<image001.png>

From: Zach Harnden <Zach@cgdelivers.com>

Sent: Wednesday, October 18, 2023 2:45 PM

To: Jack Taddeo <jack.taddeo@cumulus.com>

Subject: [EXT]Airport Advertising

You don't often get email from zach@cgdelivers.com. [Learn why this is important](#)

Jack,

My firm is representing the Des Moines Airport in a bond referendum for an expansion of the airport. The group is called "Vote Yes for Our Airport & Our Community." I was hoping I could get advertising rates for a 30 second ad the following stations during peak listening time:

KGGO

KJY

KHKI

The ads will run through election day (Nov. 7). We are hoping to have it up and running by Friday.

Feel free to give me a call at 515-537-8486.

Thanks,

<image002.png>

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you know the sender and you are sure the content is safe. Please report the message using the Report Message feature in your email client if you believe the email is suspicious.



ADVERTISING SCHEDULE - Political Issue Ad: Vote Yes for Our Airport
Cumulus Des Moines

		Spots Per Week		Mon	Tue	Wed	Thu	Fri	Sat	Sun	M-F Rates	Sat Rates	Sun Rates	
Weeks of 10-23 and 10/30														
KGGO	6a-7p M-F	(:60)	10	2	2	2	2	2			\$ 70.00	\$ -	\$ -	\$ 700.00
KGGO	6a-7p Sat-Sun	(:60)	4						2	2	\$ -	\$ 65.00	\$ 65.00	\$ 260.00
KGGO		(:60)	0								\$ -	\$ -	\$ -	\$ -
KGGO		(:60)	0								\$ -	\$ -	\$ -	\$ -
KGGO	Streaming		kggo.com								\$ -	\$ -	\$ -	\$ -
Commercials / wk				14										

\$ 1,920.00

		Spots Per Week		Mon	Tue	Wed	Thu	Fri	Sat	Sun	M-F Rates	Sat Rates	Sun Rates	
Weeks of 10-23 and 10/30														
KHKI	6a-7p M-F	(:60)	10	2	2	2	2	2			\$ 65.00	\$ -	\$ -	\$ 650.00
KHKI	6a-7p Sat-Sun	(:60)	4						2	2	\$ -	\$ 60.00	\$ 60.00	\$ 240.00
KHKI		(:60)	0								\$ -	\$ -	\$ -	\$ -
KHKI		(:60)	0								\$ -	\$ -	\$ -	\$ -
KHKI	Streaming		nashfm973.com								\$ -	\$ -	\$ -	\$ -
Commercials / wk				14										

\$ 1,780.00

		Spots Per Week		Mon	Tue	Wed	Thu	Fri	Sat	Sun	M-F Rates	Sat Rates	Sun Rates	
Weeks of 10-23 and 10/30														
KJYY	6a-7p M-F	(:60)	10	2	2	2	2	2			\$ 85.00	\$ -	\$ -	\$ 850.00
KJYY	6a-7p Sat-Sun	(:60)	4						2	2	\$ -	\$ 80.00	\$ 80.00	\$ 320.00
KJYY		(:60)	0								\$ -	\$ -	\$ -	\$ -
KJYY		(:60)	0								\$ -	\$ -	\$ -	\$ -
KJYY	Streaming		kjyy.com								\$ -	\$ -	\$ -	\$ -
Commercials / wk				14										

\$ 2,340.00

		Spots Per Week		Mon	Tue	Wed	Thu	Fri	Sat	Sun	M-F Rates	Sat Rates	Sun Rates	
Week of 11-6														
KHKI	6a-7p M-F	(:60)	4	2	2						\$ 65.00	\$ -	\$ -	\$ 260.00
KHKI	6a-7p Sat-Sun	(:60)	0								\$ -	\$ 60.00	\$ 60.00	\$ -
KHKI		(:60)	0								\$ -	\$ -	\$ -	\$ -
KHKI		(:60)	0								\$ -	\$ -	\$ -	\$ -
KHKI	Streaming										\$ -	\$ -	\$ -	\$ -
Commercials / wk				4										

\$ 260.00

		Spots Per Week		Mon	Tue	Wed	Thu	Fri	Sat	Sun	M-F Rates	Sat Rates	Sun Rates	
Week of 11-6														
KJYY	6a-7p M-F	(:60)	4	2	2						\$ 85.00	\$ -	\$ -	\$ 340.00
KJYY	6a-7p Sat-Sun	(:60)	0								\$ -	\$ 80.00	\$ 80.00	\$ -
KJYY		(:60)	0								\$ -	\$ -	\$ -	\$ -
KJYY		(:60)	0								\$ -	\$ -	\$ -	\$ -
KJYY	Streaming										\$ -	\$ -	\$ -	\$ -
Commercials / wk				4										

\$ 340.00

TOTAL COMMERCIALS: 50 TOTAL INVESTMENT: \$ 6,640.00
OVERALL COMMERCIALS: 100

SIGNATURE: _____

DATE: _____

Zach Harnden <Zach@cgdelivers.com>



To: Jack Taddeo; Linda Filby

Fri 10/20/2023 11:53 AM

Start reply with:

Thank you! Got it, thanks! The changes have been made.

Here are the corrections:

No weekends

KGGO

Weeks 10/23 & 10/30

4x per day

Nash 97.3

Weeks 10/23 & 10/30

6x per day

KJJY

Weeks 10/23 & 10/30

4x per day

Nash/KJJY

Week of Nov. 6

6x per day

ORDER



Orders
Order / Rev: 1187560
 Alt Order #:
Product Desc: Vote Yes for our Airport
Estimate: Political Issue Des Moines Airport
Flight Dates: 10/23/23 - 11/12/23
Original Date / Rev: 10/20/23 / 10/20/23
Order Type: GENERAL

KHKI-FM

Primary AE: Jack Taddeo
Sales Office: L-DES
Sales Region: Local

Agency Name: Concordia Group
Buying Contact:
Billing Contact: Jill Halvorson
 4020 121st Street
 Urbandale, IA 50323

Billing Type: Cash
Billing Calendar: Broadcast
Billing Cycle: EOM/EOC
Agency Commission: 15%

Advertiser Name: Vote Yes for Our Airport & Our Comm
Demographic: A25-54
Product Codes: Issues/Propositions
Revenue Code 1: AGY-AVAIL
Revenue Code 2: POL-ISS
Revenue Code 3: GEN
Priority: P-70

New Business End:
Advertiser External ID:
Agency External ID:
Unit Code: General
Order Separation: 00:15:00

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
09/25/23	10/29/23	30	\$1,950.00	\$1,657.50
10/30/23	11/07/23	42	\$2,730.00	\$2,320.50

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
October 2023	30	\$1,950.00	\$1,657.50	0.00
November 2023	42	\$2,730.00	\$2,320.50	0.00
Totals	72	\$4,680.00	\$3,978.00	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Jack Taddeo	L-DES	Local	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	KHKI	10/23/23	11/07/23	M-F Prime M-F	CM	6a-7p	MTWTF--	1:00	30	\$65.00	P-30	0.00	NM	72	\$4,680.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 10/23/23	10/29/23	MTWTF--					30	\$65.00		0.00			
		Week: 10/30/23	11/05/23	MTWTF--					30	\$65.00		0.00			
		Week: 11/06/23	11/12/23	MT-----					12	\$65.00		0.00			
													Totals	72	\$4,680.00