

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

Date	Action	Line	Comment	By	Total \$	# Spots	Expected GRP
11:02:58 AM	Processed		<async process>	Adam Whitlatch (awhitlatc	\$0.00	0	0.00
10:37:05 AM	Approved			Carol Hubbard (carol.hubb	\$0.00	0	0.00
10:37:03 AM	Approval Wr		[Centralized AR - Business Office Approval Needed Default]	Carol Hubbard (carol.hubb	\$0.00	0	0.00
3 9:52:12 AM	Approval Wr		[Sales Manager - Ready Default]	Jack Taddeo (jack.taddeo@	\$0.00	0	0.00
3 9:17:37 AM	Ready for aj		order cancelled	Linda Filby (linda.filby@cu	\$0.00	0	0.00
3 9:16:50 AM	Put in Edit M			Linda Filby (linda.filby@cu	\$1,560.00	24	0.00
3 5:26:21 PM	User Comm		Clear Weds 10.25 per MM	Carol Hubbard (carol.hubb	\$1,560.00	24	0.00
3 5:26:14 PM	CIA Spot sta		<updated to Cleared> 1-33, 1-41, 1-3, 1-31, 1-32, 1-8	Carol Hubbard (carol.hubb	\$1,560.00	24	0.00
3 3:11:22 PM	Processed		<async process>	Adam Whitlatch (awhitlatc	\$1,560.00	24	0.00
3 3:10:38 PM	Approved			Carol Hubbard (carol.hubb	\$1,560.00	24	0.00
3 3:10:36 PM	Approval Wr		[Centralized AR - Business Office Approval Needed Default]	Carol Hubbard (carol.hubb	\$1,560.00	24	0.00
3 2:09:06 PM	Approval Wr		[Sales Manager - Ready Default]	Jack Taddeo (jack.taddeo@	\$1,560.00	24	0.00
12:21:10 PM	Ready for aj		reviewed days unchecked thursday box	Linda Filby (linda.filby@cu	\$1,560.00	24	0.00
12:20:31 PM	Put in Edit M			Linda Filby (linda.filby@cu	\$1,560.00	24	0.00
3 6:14:20 PM	Processed		<async process>	Adam Whitlatch (awhitlatc	\$1,560.00	24	0.00
3 5:56:41 PM	Approved		revised total \$1,560	Carol Hubbard (carol.hubb	\$1,560.00	24	0.00
3 5:56:29 PM	Approval Wr		[Centralized AR - Business Office Approval Needed Default]	Carol Hubbard (carol.hubb	\$1,560.00	24	0.00
3 5:30:47 PM	Approval Wr		[Sales Manager - Ready Default]	Jack Taddeo (jack.taddeo@	\$1,560.00	24	0.00
3 5:28:03 PM	Ready for aj		pending revision	Linda Filby (linda.filby@cu	\$1,560.00	24	0.00
3 3:04:09 PM	Put in Edit M			Linda Filby (linda.filby@cu	\$4,680.00	72	0.00
3 4:08:48 PM	CIA Spot sta		<updated to Cleared> 1-27, 1-1, 1-43, 1-6, 1-25, 1-26	Craig Jolly (cjolly@cumulu	\$4,680.00	72	0.00
3 1:54:00 PM	Processed		<async process>	Adam Whitlatch (awhitlatc	\$4,680.00	72	0.00
3 1:45:59 PM	Approved			Teri King (teri.king@cumul	\$4,680.00	72	0.00
3 1:45:57 PM	Approval Wr		[Centralized AR - Business Office Approval Needed Default]	Teri King (teri.king@cumul	\$4,680.00	72	0.00
3 1:43:57 PM	Approval Wr		[Sales Manager - Ready Default]	Jack Taddeo (jack.taddeo@	\$4,680.00	72	0.00
3 1:34:43 PM	Ready for aj		reviewed	Linda Filby (linda.filby@cu	\$4,680.00	72	0.00
3 1:31:19 PM	Unapprovec		Number of spots does not match the revised backup	Craig Jolly (cjolly@cumulu	\$4,680.00	72	0.00
3 1:20:38 PM	Approval Wr		[Sales Manager - Ready Default]	Jack Taddeo (jack.taddeo@	\$4,680.00	72	0.00
3 1:00:10 PM	Ready for aj		political issue	Linda Filby (linda.filby@cu	\$4,680.00	72	0.00
12:23:06 PM	New order c		<new order>	Linda Filby (linda.filby@cu	\$0.00	0	0.00

[Sorted by: Date]

Client prefers to cancel unless we give them 30 sec rates even though they booked 60s. We will pull spots before they run Wed and cancel orders.

Jack

From: Nick Ryan <nick@cgdelivers.com>
Sent: Tuesday, October 24, 2023 6:06:06 PM
To: Jack Taddeo <Jack.Taddeo@cumulus.com>
Subject: Re: [EXT]Airport Advertising

We will pass and spend elsewhere.

ORDER



KHKI-FM

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 / 10/25/23

Order Type: GENERAL

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 Codes: AGY-AVAIL

Revenue Codes 2: POL-ISS

Revenue Codes 3: GEN

Priority: P-70

New Business End: _____

Advertiser External ID: _____

Agency External ID: _____

Unit Code: General

Order Separation: 00:15:00

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%

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[Sorted by: Date]

ORDER



KHKI-FM

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 / 10/23/23
 Order Type: GENERAL

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	18	\$1,170.00	\$994.50
10/30/23	10/30/23	6	\$390.00	\$331.50

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
October 2023	18	\$1,170.00	\$994.50	0.00
November 2023	6	\$390.00	\$331.50	0.00
Totals	24	\$1,560.00	\$1,326.00	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	10/30/23	M-F Prime M-F	CM	6a-7p	M-W-F--	1:00	18	\$65.00	P-30	0.00	NM	24	\$1,560.00
		<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	--WTF--					18	\$65.00		0.00			
		Week: 10/30/23	11/05/23	M-----					6	\$65.00		0.00			
													Totals	24	\$1,560.00



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:

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:

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  Digitally signed by Jack Taddeo Date: 2023.10.20 12:40:28 -05'00'
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