

**ORDER**

<b>Orders</b>	<b>Order / Rev:</b>	<b>312449</b>	
	Alt Order #:	33454926	
	Product Desc:	Issue - Nov Radio	
	Estimate:	7956	
	Flight Dates:	11/20/19 - 11/26/19	<b>WCOA-AM</b>
	Original Date / Rev:	11/19/19 / 11/19/19	Primary AE: Katz Philadelphia
	Order Type:	GENERAL	Sales Office: K-7.5
			Sales Region: N-Katz75
<b>Agency</b>	<b>Name:</b>	<b>Katz Media Group</b>	
	Buying Contact:		Billing Type: Cash
	Billing Contact:		Billing Calendar: Broadcast
		125 West 55th Street	Billing Cycle: EOM/EOC
		New York, NY 10019	Agency Commission: 15%
<b>Advertiser</b>	<b>Name:</b>	<b>AARP</b>	
	Demographic:	M35+	New Business Thru:
	Product Codes:	Issues/Propositions	Advertiser External ID:
	Revenue Code 1:	AGY-AVAIL	Agency External ID:
	Revenue Code 2:	POL-ISS	Unit Code: General
	Revenue Code 3:	GEN	

**Bill Plan**

Start Date	End Date	# Spots	Gross Amount	Net Amount
10/28/19	11/24/19	12	\$750.00	\$637.50
11/25/19	11/26/19	8	\$500.00	\$425.00

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
November 2019	12	\$750.00	\$637.50	0.00
December 2019	8	\$500.00	\$425.00	0.00
<b>Totals</b>	<b>20</b>	<b>\$1,250.00</b>	<b>\$1,062.50</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Philadelphia			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	WCOAA	11/20/19	11/26/19	M-F AM Drive M-F	CM	6:00 AM-10:00 AM (6:00 AM-10:00 AM)	MTWTF--	1:00	10	\$65.00	P-70	0.00	NM	10	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 11/20/19	11/26/19	MTWTF--		10				\$65.00		0.00			
N 2	WCOAA	11/20/19	11/26/19	M-F PM Drive M-F	CM	3:00 PM-7:00 PM (3:00 PM-7:00 PM)	MTWTF--	1:00	10	\$60.00	P-70	0.00	NM	10	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 11/20/19	11/26/19	MTWTF--		10				\$60.00		0.00			
<b>Totals</b>														<b>20</b>	<b>\$1,250.00</b>

Nov 19, 19  
 CONT# 33454926 Mod# Ver# 1 (Last = )  
 REP Katz Group Sales  
 TO WCOA-AM (Pensacola, FL)  
 FM LATONYA CHENAULT  
 OFF PHILADELPHIA  
 AGY Katz Group Sales  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019  
 BYR Helen Hanratty  
 ADV AARP - ISSUE  
 PDT Issue - Nov Radio  
 FLT Nov 20, 19 - Nov 28, 19

DDS CONT# 0  
 C/P/E: / / 7956  
 SALESPERSON FAX#  
 PH # 202-338-8700

\* REP ORDER COMMENT \*

\*\* 11/19/2019 12:42:00 PM: FOR ALL GMMB/WATERFRONT/GREAT AMERICAN MEDIA ORDERS: KATZ MEDIA COLLECTS, CASH-IN-ADVANCE AND AS AN OFFICIAL AGENT ON BEHALF OF OUR REPRESENTED STATIONS, ALL MONIES FOR POLITICAL AND ISSUE BUYS PLACED OUT OF GREER. ONCE YOUR INVOICES ARE RECONCILED WITH OUR ORDERS BY OUR NY BILLING OFFICE, PAYMENT IS SENT TO YOU ONLY FOR WHAT RAN. WE ARE THE ONES RESPONSIBLE FOR REFUNDING UNUSED FUNDS BACK TO THE AGENCY. PAYMENT IS USUALLY DISBURSED WITHIN 45 DAYS OF RECONCILIATION. PLEASE CONFIRM WITH PLEASE NOTE WITH ALL POLITICAL/ISSUE ORDERS THERE IS A 24 HOUR CANCELLATION NOTICE.  
 \*\* 11/19/2019 12:42:00 PM: PLEASE EXTEND FLIGHT TO RUN THROUGH COB ON WED 11/27  
 \*\* 11/19/2019 12:42:00 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  
 \*\* 11/19/2019 12:42:00 PM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH ANGELA.HOMAN@KATZMEDIA.COM OR CALL 215-557-4230. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	WThF,MTu	6A - 10A	60	11/20/2019 - 11/26/2019	1W	10	\$65.00	10
	1.2	WThF,MTu	3P - 7P	60	11/20/2019 - 11/26/2019	1W	10	\$60.00	10
		** WEEKLY FLIGHT TOTALS **					20	\$1,250.00	

	Nov 19	Dec 19					
SPOTS	20	0					
CASH	1250.00	0.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	1250.00	0.00					

						TOTAL
SPOTS						20
CASH						1,250.00
TRADE						0.00
NSL						0.00
TOTAL						1,250.00

Nov 19, 19  
CONT# 33454926 Mod# Ver# 1 (Last = )  
REP Katz Group Sales

DDS CONT# 0  
C/P/E: / / 7956

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

SVC: SP16 MSA ARB

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>	<b>Date:</b>
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I, Kelly Polce  
do hereby request station time concerning the following issue:

<u>AARP</u>
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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: AARP

**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):

*Prescription Drugs*

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

*AARP 601 E St NW, Washington, DC 20049*

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):

*Jodi Sakol - Vice President, Campaign Outreach  
David Rosenberg - Director of Brand Advertising*

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

**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)**

3/6/19      [Signature]      202-338-8700  
Date      Signature      Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☐ Accepted

☐ Accepted in Part

☐ Rejected

\_\_\_\_\_  
Signature      Printed Name      Title

## AGREED UPON SCHEDULE

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

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
	<i>as ordered</i>				

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

## 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.