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May 3, 2018

Lewis C. Pulley  
Assistant Division Chief, Policy Division  
Media Bureau/EEO Staff  
Federal Communications Commission  
445 12<sup>th</sup> Street, SW  
Washington, DC 20554

Re: Response to Broadcast EEO Audit Letter  
Radio License Holding CBC, LLC  
KTBL(AM), Los Ranchos, NM  
Facility ID 48604

Dear Mr. Pulley:

Radio License Holding CBC, LLC ("RLH"), licensee of radio station KTBL(AM), Los Ranchos, New Mexico and the commonly-owned stations in the Albuquerque, New Mexico station employment unit ("SEU"), pursuant to an extension request granted April 10, 2018 and the procedures set forth in paragraph 5 of your letter dated February 26, 2018, RLH hereby is providing the SEU's response to your letter concerning compliance with the FCC's Equal Employment Opportunity rules, 47 C.F.R. § 73.2080. In accordance with your request, this submission includes a declaration under penalty of perjury by Richard S. Denning, Esquire, Senior Vice President and General Counsel of the licensee.

Should any questions arise concerning this matter, please contact the undersigned.

Sincerely,

A handwritten signature in blue ink that reads "Andy".

Andrew S. Kersting  
Regulatory Counsel

Enclosure

## DECLARATION OF RICHARD S. DENNING

I, Richard S. Denning, hereby declare as follows:

1. I am Senior Vice President and General Counsel of Radio License Holding CBC, LLC, licensee of radio station KTBL(FM), Los Ranchos, New Mexico (Facility ID 48604), which is part of a station employment unit based in Albuquerque, New Mexico, and which includes stations KNML(FM), KKOB(AM), KTBL(AM), KMG(A)FM, KKOB-FM, KRST(FM), KDRF(FM), and KBZU(FM) (collectively, the “SEU”). The stations in the SEU are commonly owned through indirect subsidiaries ultimately owned and controlled by Cumulus Media Inc. (collectively, “Cumulus”). This Declaration and the attachments annexed hereto are being submitted in response to a letter dated February 26, 2018 (the “Audit Letter”) from Lewis C. Pulley, Assistant Chief, Policy Division, Media Bureau, Federal Communications Commission (“FCC”), concerning a random audit of the SEU’s compliance with the FCC’s equal employment opportunity (“EEO”) rule, 47 C.F.R. § 73.2080.

2. The SEU employs five (5) or more full-time employees as the term is defined in Section 73.2080(e)(1), 47 C.F.R. § 73.2080(e)(1), of the FCC’s rules.

3. In response to Question 3(a) of the Audit Letter, copies of the SEU’s two most recent EEO public file reports, as described in 47 C.F.R. § 73.2080(c)(6), are annexed hereto as Appendix A.

The web address of each of the stations in the SEU is as follows: [www.1050talk.com](http://www.1050talk.com); [www.sportsanimalabq.com](http://www.sportsanimalabq.com); [www.newsradiokkob.com](http://www.newsradiokkob.com); [www.magic995abq.com](http://www.magic995abq.com); [www.kobfm.com](http://www.kobfm.com); [www.nashfm923krst.com](http://www.nashfm923krst.com); [www.ed.fm](http://www.ed.fm); [www.963nashicon.com](http://www.963nashicon.com).

A copy of the current EEO public file report is on or linked to each of the above websites.

4. In response to Question 3(b) of the Audit Letter, documentation concerning the recruitment sources used to fill the full-time employment positions during the period covered by the above EEO public file reports is annexed hereto in Appendix B. Those recruitment sources that have notified the SEU that they want to be alerted to job openings at the SEU, as described in §73.2080(c)(1)(ii), are reflected in Section II of each public file report. The SEU’s standard practice is to retain copies of job vacancy announcements that are sent to all recruitment sources. During the two reporting periods covered by the Audit Letter, however, the SEU experienced turnover in key management positions, including the employee responsible for maintaining the job posting notifications. As a result, the SEU has been unable to locate email correspondence containing specific job postings.

Cumulus retains logs in electronic format for commercials aired on all of its stations, and, thus, generally has the ability to produce log sheets for those ads aired on its stations. Appendix B hereto contains a log of the job vacancy announcements that were aired on the SEU’s stations.<sup>1</sup>

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<sup>1</sup> References in the program logs to “recruitment streaming” indicates that the same advertisement that was aired on the stations was aired on the stations’ online stream.

5. In response to Question 3(c) of the Audit Letter, the EEO public file reports annexed hereto in Appendix A contain data regarding (a) the total number of interviewees for each full-time vacancy, and (b) the referral source for each interviewee for each full-time vacancy filled during the period covered by the EEO public file reports.

6. In response to Question 3(d) of the Audit Letter, documentation of the SEU's performance of the recruitment initiatives as described in §73.2080(c)(2) during the relevant time period is annexed hereto as Appendix C. Station personnel involved in the recruitment initiatives are identified in Appendix C as well. The SEU employs a total of fifty-five (55) full-time employees. The stations are located in a market with a population of more than 250,000. Accordingly, the SEU is required to perform at least four (4) recruitment initiatives during a two-year period.

7. In response to Question 3(e) of the Audit Letter, a claim of discrimination and retaliation was alleged by a Sales Manager, Pam Gutierrez, on April 24, 2015 and July 30, 2015, respectively. The complaint alleges that the employee was discriminated and retaliated against based upon her age. The matter is before the New Mexico Department of Workforce Solutions, Human Rights Bureau, Charge Numbers: 543-2015-0069 and 543-2015-01012, and remains pending.

8. In response to Question 3(f) of the Audit Letter, Cumulus has established and implemented a company-wide EEO compliance plan. At the corporate level, Cumulus recognizes the importance of EEO compliance and has communicated the importance of complying with the FCC's broad outreach and recordkeeping requirements to employees at all levels within the company, including its national, regional and local personnel. Cumulus previously engaged its outside communications counsel to conduct comprehensive FCC EEO training sessions, which were mandatory for all market and business managers. Those training sessions were followed by the distribution of written compliance materials to key personnel in each SEU who have recruitment and hiring responsibility. Cumulus also instituted a policy designed to help reduce the inevitable recordkeeping lapses which occur as a result of employee turnover.

On March 22, 2016, Cumulus conducted another comprehensive FCC EEO training session for all market and business managers. As part of that training session, those personnel involved in the recruitment and hiring at Cumulus's various stations were given an opportunity to ask questions concerning compliance with the FCC's EEO rule.

The management personnel of the SEU participated in the FCC EEO training session held on March 22, 2016. The SEU's compliance efforts also include identifying Cumulus's efforts to afford equal employment opportunities to employees through statements disseminated in job applications and vacancy announcements posted in conspicuous areas within the workplace.

Beginning in January of this year, the SEU's Business Manager assumed primary responsibility for implementing and overseeing the EEO program at the local level with input from the Market Manager. The Business Manager also maintains the EEO program and is responsible for the EEO training of those managers in the market who have hiring authority.

When the decision is made to hire a new employee in the market, the Business Manager obtains the information necessary to post the job vacancy announcement(s) with the various recruitment sources and, if applicable, informs them of the deadline for submitting an employment application. The Business Manager creates a recruitment file for the full-time position, and ensures that the recruitment file is transferred to the manager responsible for hiring the new employee for his/her use during the interview process. After a hiring decision has been made and the recruitment process has been completed, the hiring manager returns the recruitment file to the Business Manager.

Prior to this year, these duties were shared by two persons within the SEU. The former Director of Marketing handled these responsibilities through November 2016 and an Executive Assistant assumed that role when the Director of Marketing left the company. Due to the importance of these functions, the SEU believes that its Business Manager is best suited for these duties and will handle them going forward.

9. In response to Question 3(g) of the Audit Letter, the SEU understands that it is required to analyze the effectiveness of its EEO recruitment program on a periodic basis by reviewing the productivity of the recruitment sources listed in Section II of its EEO public file report in terms of both the quantity and quality of the interviewees that are being generated from those recruitment sources, as well as the results that it is achieving from its recruitment initiatives. Accordingly, the SEU examines and updates its list of recruitment sources and adjusts its outreach initiatives on an annual basis. The SEU's management team meets on an annual basis in an effort to generate new and different outreach initiatives to better inform the communities served by the SEU's stations about career opportunities in broadcasting and discuss any EEO issues that warrant attention. The SEU's General Manager, Sales Managers, Program Managers, and HR Manager are out in the Albuquerque community and surrounding areas on at least a quarterly basis and are regularly involved in job fairs and other community activities in an effort to meet potential qualified employment applicants and stay abreast of any potential changes that may need to be addressed in the SEU's EEO program.

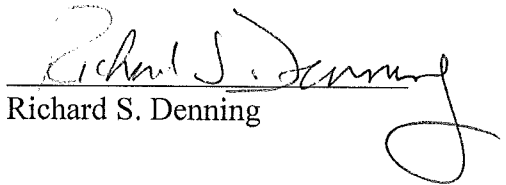
10. In response to Question 3(h) of the Audit Letter, the SEU makes a concerted effort to comply with all federal, state and/or local laws regarding pay, benefits, seniority practices, promotions, and selection techniques and tests to ensure that the SEU is providing equal employment opportunity, and is not discriminating against employees or job applicants. Accordingly, the SEU's Market Manager, department managers, and Business department, together with Cumulus's corporate Human Resources Department, review the compensation, benefits, promotions and other employment practices of the SEU to ensure that they are fair and are based solely on an employee's experience and performance record. Further, in hiring a new employee, all responsible parties consider an applicant's experience to determine whether they are qualified for the position and analyze the candidate's past performance to determine their likelihood for success. The SEU's employment practices are the ultimate responsibility of its Market Manager, Jeff Berry, who works in conjunction with in-house counsel and the Human Resources Department at Cumulus headquarters and, when applicable, outside employment and labor counsel.

[SIGNATURE ON THE FOLLOWING PAGE]

**SIGNATURE PAGE TO  
DECLARATION OF RICHARD S. DENNING**

I hereby declare under penalty of perjury that the foregoing is true and correct to the best of my knowledge and belief.

Signed and dated this 3rd day of May, 2018.

  
Richard S. Denning

**APPENDIX A**

**EEO PUBLIC FILE REPORTS**

**KNML(AM), KKOB(AM), KTBL(AM), KMGA(FM), KKOB-FM,  
KRST(FM), KDRF(FM) and KBZU(FM)  
EEO PUBLIC FILE REPORT\*  
June 1st, 2016 – May 31st, 2017**

**I. VACANCY LIST**

See Section II, the “Master Recruitment Source List” (“MRSL”) for recruitment source data

<b>Job Title</b>	<b>Recruitment Sources (“RS”) Used to Fill Vacancy</b>	<b>RS Referring Hiree</b>
Account Executive	1, 5, 13, 16-18, 20-24	13
Account Executive	1, 5, 13, 16-18, 20-24	1
Account Executive	1, 5, 13, 16-18, 20-24	13
On-Air Announcer	5, 10, 16-18, 20-24	10
Sales Manager	1, 5, 9, 11, 16-18, 20-24	13
Promotion Manager	1, 5, 9, 11, 16-18, 20-24	13
Program Director/On-Air Announcer	5, 10, 16-18, 20-24	20

\*Report Amended 5.30.2018.

**KNML(AM), KKOB(AM), KTBL(AM), KMGA(FM), KKOB-FM,  
KRST(FM), KDRF(FM) and KBZU(FM)  
EEO PUBLIC FILE REPORT  
June 1st, 2016 – May 31st, 2017**

**II.MASTER RECRUITMENT SOURCE LIST (“MRSL”)**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	<b>New Mexico Broadcasters Association</b> Contact: Suzan Strong strong@nmba.org 2333 Wisconsin NE Albuquerque, NM 87110 505-841-4444	No	10
2	<b>Barelas Economic Opportunity Center</b> mcasias@ahcnm.org	No	0
3	<b>Hispanic Chamber of Commerce</b> Bea@ahcnm.org	No	0
4	<b>Lulac National Educational</b> jmoya@lnesc.org 500 2 <sup>nd</sup> Street NW Albuquerque, NM 87102 828-1114	No	0
5	<b>New Mexico Workforce Solutions</b> avinson@state.nm.us 501 Mountain Road. NE Albuquerque, NM 87102 505-841-8920	No	0
6	<b>New Mexico Highlands University</b> Contact: Maxine Salas maxinesalas@nmhu.edu P. O. Box 9000 Las Vegas, NM 87701 505-454-3188	No	0
7	<b>Veterans Administration</b> Contact: Keith Rollins keith.rollins2@va.gov 217 San Pablo Street SE Albuquerque, NM 87108 505-268-7557	No	0
8	(Intentionally Omitted)	--	--



RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
9	<b>Station Website Postings</b> ( <i>all SEU stations</i> ) www.610thesportsanimal.com; www.770kkob.com; www.1050talk.com; www.923krst.com; www.kobfm.com; www.995magicfm.com; www.edfm.com	No	6
10	<b>All Access Website</b> www.allaccess.com	No	5
11	<b>Zip Recruiter Website</b> www.ziprecruiter.com <i>(Internet-based job board and secondary posting service to more than 25 additional on-line job banks, e.g. diversityjobs.com, monster.com and topusajobs.com)</i>	No	0
12	<b>Craig's List</b> www.albuquerque.craigslist.org	No	0
13	<b>Employee Referral</b>	No	5
14	<b>Monster Website</b> www.monster.com	No	0
15	<b>Albuquerque Journal</b> rep53@abqpubco.com P. O. Box 95777 Albuquerque, NM 87199-5777 505-823-4444	No	0
16	<b>On-Air Announcements</b> ( <i>one or more SEU stations</i> )	No	3
17	<b>Word-of-Mouth Referral</b>	No	5
18	<b>SEU Job Fair(s)</b> ( <i>see Section III</i> )	No	0
19	<b>Traffic Director's Guild of America</b> Contact: Larry Keene www.tdga.org 26000 Avenida Aeropuerto, Building 114 San Juan Capistrano, CA 92675	No	0
20	<b>Cumulus Website</b> <a href="http://www.cumulus.com/careers/">http://www.cumulus.com/careers/</a>	No	6
21	<b>Simply Hired</b> <a href="http://www.simplyhired.com">www.simplyhired.com</a>	No	0
22	<b>Glass Door</b> <a href="http://www.glassdoor.com">www.glassdoor.com</a>	No	0

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
23	Link Up <a href="http://www.linkup.com">www.linkup.com</a>	No	0
24	Indeed <a href="http://www.indeed.com">www.indeed.com</a>	No	2
<b>TOTAL INTERVIEWEES OVER REPORTING PERIOD</b>			44

**KNML(AM), KKOB(AM), KTBL(AM), KMGA(FM), KKOB-FM,  
KRST(FM), KDRF(FM) and KBZU(FM)  
EEO PUBLIC FILE REPORT  
June 1st, 2016 – May 31st, 2017**

**III. RECRUITMENT INITIATIVES**

	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description of Activity</b>
1	Participate in Job Fair	On August 17 <sup>th</sup> , our SEU participated in Marriot Job/ career fair. SEU representatives spoke with attendees about career opportunities in broadcasting and job openings within the SEU. SEU participants included our AM and FM Operations Managers, FM Program Director, Chief Engineer, Business Manager and General Manager. This event was promoted on one or more SEU stations.
2	Participate in Job Fair	November 8, 2016, our SEU participated in the Marriot Job/ career fair. SEU representatives spoke with attendees about career opportunities in broadcasting and job openings within the SEU. SEU participants included our AM Operations Manager, FM Program Director, Executive Assistant, Human Resources Manager, Business Manager and Chief Engineer. This event was promoted on one or more SEU stations.
3	Provide training to management-level personnel concerning methods of ensuring equal employment opportunity and preventing discrimination	On June 14, 2016, this SEU participated in a training seminar for management-level personnel designed to ensure equal employment opportunity and prevent employment discrimination in the workplace. The seminar was conducted by Cumulus' Senior Vice President and General Counsel. The SEU's VP/Market Manager, Sales Manager and Business Manager were active attendees in that seminar.
4		

	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description of Activity</b>
5	Internship Program	<p>We have established an internship program designed to meet the educational needs of those considering on-air talent and sales positions as well as those seeking general broadcast knowledge. The student interns spend time with each Department's Managers to learn about all aspects of the business.</p> <p>During this reporting period, our company hosted three (3) student interns, All students at UNM. The programming department had the most opportunity for these students – AM/ FM promotions and on air</p> <p>Aside from obtaining a general overview of the workings of a radio station and different departments, these interns received specialized instruction about the music and programming philosophy for 3stations KRST (FM), KMGA (FM) and KOB (FM) and was taught how to: operate the audio boards; prepare for and implement radio shows; produce commercial spots; and handle radio station imaging and digital editing. As well as live remotes, promotional aspect at concerts.</p>

**KNML(AM), KKOB(AM), KTBL(AM), KMGA(FM), KKOB-FM,  
KRST(FM), KDRF(FM) and KBZU(FM)  
EEO PUBLIC FILE REPORT\*  
June 1<sup>st</sup>, 2015 - May 31<sup>st</sup>, 2016**

**I. VACANCY LIST**

See Section II, the “Master Recruitment Source List” (“MRSL”) for recruitment source data

<b>Job Title</b>	<b>Recruitment Sources (“RS”) Used to Fill Vacancy</b>	<b>RS Referring Hiree</b>
Account Executive	1, 5, 16-18, 20-24	17
On-Air Announcer	5, 10,16-18,20-24	10
Program Director/On-Air Announcer	5, 13, 16-18, 20-24	13

**KNML(AM), KKOB(AM), KTBL(AM), KMGA(FM), KKOB-FM,  
KRST(FM), KDRF(FM) and KBZU(FM)  
EEO PUBLIC FILE REPORT  
June 1<sup>st</sup>, 2015 - May 31st, 2016**

**II. MASTER RECRUITMENT SOURCE LIST (“MRSL”)**

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	<b>New Mexico Broadcasters Association</b> Contact: Suzan Strong strong@nmba.org 2333 Wisconsin NE Albuquerque, NM 87110 505-841-4444	No	1
2	<b>Barelas Economic Opportunity Center</b> mcasias@ahcnm.org	No	0
3	<b>Hispanic Chamber of Commerce</b> Bea@ahcnm.org	No	0
4	<b>Lulac National Educational</b> jmoya@lnesc.org 500 2 <sup>nd</sup> Street NW Albuquerque, NM 87102 828-1114	No	0
5	<b>New Mexico Workforce Solutions</b> avinson@state.nm.us 501 Mountain Road. NE Albuquerque, NM 87102 505-841-8920	No	0
6	<b>New Mexico Highlands University</b> Contact: Maxine Salas maxinesalas@nmhu.edu P. O. Box 9000 Las Vegas, NM 87701 505-454-3188	No	0
7	<b>Veterans Administration</b> Contact: Keith Rollins keith.rollins2@va.gov 217 San Pablo Street SE Albuquerque, NM 87108 505-268-7557	No	0
8	(Intentionally Omitted)	--	--

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
9	<b>Station Website Postings</b> ( <i>all SEU stations</i> ) www.610thesportsanimal.com; www.770kkob.com; www.1050talk.com; www.923krst.com; www.kobfm.com; www.995magicfm.com; www.edfm.com	No	0
10	<b>All Access Website</b> www.allaccess.com	No	6
11	<b>Zip Recruiter Website</b> www.ziprecruiter.com <i>(Internet-based job board and secondary posting service to more than 25 additional on-line job banks, e.g. diversityjobs.com, monster.com and topusajobs.com)</i>	No	0
12	<b>Craig's List</b> www.albuquerque.craigslist.org	No	0
13	<b>Employee Referral</b>	No	3
14	<b>Monster Website</b> www.monster.com	No	0
15	<b>Albuquerque Journal</b> rep53@abqpubco.com P. O. Box 95777 Albuquerque, NM 87199-5777 505-823-4444	No	0
16	<b>On-Air Announcements</b> ( <i>one or more SEU stations</i> )	No	0
17	<b>Word-of-Mouth Referral</b>	No	2
18	<b>SEU Job Fair(s)</b> ( <i>see Section III</i> )	No	1
19	<b>Traffic Director's Guild of America</b> Contact: Larry Keene www.tdga.org 26000 Avenida Aeropuerto, Building 114 San Juan Capistrano, CA 92675	No	0
20	<b>Cumulus Website</b> <a href="http://www.cumulus.com/careers/">http://www.cumulus.com/careers/</a>	No	4
21	<b>Simply Hired</b> <a href="http://www.simplyhired.com">www.simplyhired.com</a>	No	0
22	<b>Glass Door</b> <a href="http://www.glassdoor.com">www.glassdoor.com</a>	No	0
23	<b>Link Up</b> <a href="http://www.linkup.com">www.linkup.com</a>	No	0

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
24	Indeed <a href="http://www.indeed.com">www.indeed.com</a>	No	0
<b>TOTAL INTERVIEWEES OVER REPORTING PERIOD</b>			19



**KNML(AM), KKOB(AM), KTBL(AM), KMGA(FM), KKOB-FM,  
KRST(FM), KDRF(FM) and KBZU(FM)  
EEO PUBLIC FILE REPORT  
June 1<sup>st</sup>, 2015 - May 31<sup>st</sup>, 2016**

**III. RECRUITMENT INITIATIVES**

	<b>Type of Recruitment Initiative (Menu Selection)</b>	<b>Brief Description of Activity</b>
<b>1</b>	Participate in Job Fair	On June 3, 2015, our SEU participated in Marriot Job/ career fair. SEU representatives spoke with attendees about career opportunities in broadcasting and job openings within the SEU. SEU participants included our AM and FM Operations Managers, FM Program Director, Chief Engineer, Business Manager and General Manager. This event was promoted on one or more SEU stations.
<b>2</b>	Participate in Job Fair	On September 29, 2015, our SEU participated in the Marriot Job/ career fair. SEU representatives spoke with attendees about career opportunities in broadcasting and job openings within the SEU. SEU participants included our AM Operations Manager, FM Program Director, Executive Assistant, Human Resources Manager, Business Manager and Chief Engineer. This event was promoted on one or more SEU stations.
<b>3</b>		
<b>4</b>		

	Type of Recruitment Initiative (Menu Selection)	Brief Description of Activity
5	Internship Program	<p>We have established an internship program designed to meet the educational needs of those considering on-air talent and sales positions as well as those seeking general broadcast knowledge. The student interns spend time with each Department's Managers to learn about all aspects of the business.</p> <p>During this reporting period, our company hosted three (3) student interns, All students at UNM. The programming department had the most opportunity for these students – AM/ FM promotions and on air</p> <p>Aside from obtaining a general overview of the workings of a radio station and the different departments, these interns received specialized instruction about the music and programming philosophy for 3stations KRST(FM) , KMG(A) and KOB (FM)and was taught how to: operate the audio boards; prepare for and implement radio shows; produce commercial spots; and handle radio station imaging and digital editing. As well as live remotes, promotional aspect at concerts.</p>

## **APPENDIX B**

**Documentation Responsive  
to  
Questions 3(a) – 3(c)**

**Documentation Relating to  
2016-2017 Job Vacancies**

6/27/16 Hire  
8/1/16 Hire

**CUMULUS MEDIA – Albuquerque (103.3 ED FM, 770 KKOB, 93.3 KKOB, 99.5 Magic FM, 610 The Sports Animal, 92.3 KRST, and 1050 KTBL Talk) is seeking a talented Outside (B2B) Sales Representative who thrives in a fast-paced working environment. We are identifying highly competitive individuals with a proven track record of over-achieving sales goals. In return, we offer a unique career opportunity: one where you are given a challenging mission, world-class tools to help you succeed, and the chance to realize your full potential as a sale's professional.**

#### **About Cumulus Media**

A leader in the radio broadcasting industry, Cumulus Media (NASDAQ:CMLS) combines high-quality local programming with iconic, nationally syndicated media, sports and entertainment brands to deliver premium content choices to the 245 million people reached each week through its 445 owned-and-operated stations broadcasting in 90 US media markets (including eight of the top 10), more than 8,200 broadcast radio stations affiliated with its Westwood One network and numerous digital channels.

Together, the Cumulus/Westwood One platforms make Cumulus Media one of the few media companies that can provide advertisers with national reach and local impact. Cumulus/Westwood One is the exclusive radio broadcast partner to some of the largest brands in sports, entertainment, news, and talk, including the NFL, the NCAA, the Masters, the Olympics, the GRAMMY's, the Academy of Country Music Awards, the American Music Awards, the Billboard Music Awards, Westwood One News, and more. Additionally, it is the nation's leading provider of country music and lifestyle content through its NASH brand, which serves country fans nationwide through radio programming, exclusive digital content, and live events. For more information, visit [www.cumulus.com](http://www.cumulus.com).

#### **Sales Leader:**

- Recognized top sales performer with a track record of over-achieving sales goals (top 10-20% of company) in past positions
- Able to identify client business needs and proactively develop customized advertising solutions to meet client objectives
- Excel at prospecting and aggressively seeking new clientele by networking, cold calling, canvassing, referrals or other means
- Have strong listening and presentation skills and the ability to quickly build lucrative client relationships
- Stay abreast of the competitive landscape and emerging technologies to best position Cumulus in the marketplace.
- Possess rare people skills which allow you to get out in front of problems and proactively provide solutions

#### **What We Offer:**

- Competitive pay with uncapped earning potential
- Recognition and reward for outstanding performance
- Medical, Dental & Vision Insurance package
- 401K with company match to plan for the long term
- Vacation & Holidays to enjoy the fruits of your labor

**Cumulus Media is proud to be an equal opportunity workplace.**

4/19/17 H20

## **Our Opportunity:**

**Cumulus Media-Albuquerque** has an immediate opening for an **Account Executive**. We are specifically seeking a sales executive who is passionate about **Sports Talk Radio**. You will develop marketing solutions for locally owned businesses, actively close sales, and provide exceptional customer service in a fast-paced working environment. We are identifying highly competitive individuals with a history of goal attainment. Our team members are focused on growth through prospecting and developing strategic solutions for client success. In return, we offer a unique career opportunity: One where you are given a challenging mission, world-class tools to help you succeed, and the chance to realize your full potential as a Sales professional. If this sounds like you, please submit your resume for consideration.

## **The Future Cumulus Seller:**

- 1-5 years of experience developing new business relationships in an outside sales role, as a recognized top-performer
- Track record of achievement and always striving to be the best in everything they do
- Strong understanding of lead generation and ability to connect with viable prospects
- Comprehension of sales metrics in order to fill a sales funnel and robust pipeline of residual business
- Effective communicator and the ability to cultivate relationships
- Positive attitude with the willingness to get beyond their comfort zone to grow professionally
- Undeterred by the daily obstacles and challenges facing outside B to B sales
- High energy and passion for the job
- Media Sales background preferred
- Bachelor's Degree preferred.

## **Who we are:**

- Cumulus Albuquerque currently features 8 stations including heritage News Radio KKOB-AM, Sports Radio KNML-AM, Talk Radio KTBL-AM, and KKOB-FM, KRST-FM, KBZU-FM, KDRF-FM, KMGA-FM, and our All Traffic Network. At Cumulus Albuquerque we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.
- A leader in the radio broadcasting industry, Cumulus Media combines high-quality local programming with iconic, nationally syndicated media, sports and entertainment brands to deliver premium content choices to the 245 million people reached each week through its 447 owned-and-operated stations broadcasting in 90 US media markets (including eight of the top 10), more than 8,200 broadcast radio stations affiliated with its Westwood One network and numerous digital channels.
- Together, the Cumulus/Westwood One platforms make Cumulus Media one of the few media companies that can provide advertisers with national reach and local impact. Cumulus/Westwood One is the exclusive radio broadcast partner to some of the largest brands in sports, entertainment, news, and talk, including the NFL, the NCAA, the Masters, the

Olympics, the GRAMMYs, the Academy of Country Music Awards, the American Music Awards, the Billboard Music Awards, Westwood One News, and more. Additionally, it is the nation's leading provider of country music and lifestyle content through its NASH brand, which serves country fans nationwide through radio programming, exclusive digital content, and live events. For more information, visit [www.cumulus.com](http://www.cumulus.com).

**What We Offer:**

- Benefits, vacation, and paid holidays offered for all full time employees
- Benefits include: Medical, dental, vision, Health Savings Account with company match, 401K with company match, and Life and Disability coverage
- Recognition and reward for outstanding performance
- Extensive training and mentoring
- Career path to advance and grow professionally
- Creative and collaborative environment

For immediate consideration, please complete the application process at <http://www.cumulus.com/careers> or email [julia.miera@cumulus.com](mailto:julia.miera@cumulus.com)

**Cumulus is an Equal Opportunity Employer (EEO)**

11/9/16 Hie

## Our Opportunity:

**Cumulus Media- Albuquerque** is offering a great opportunity as a **Morning Show Co-Host** for Adult Contemporary KMGA-99.5 Magic FM. We look for energy, imagination and a great sense of humor. Social media skills are key. You'll engage with the public and advertisers to make them feel the love. Passion is more important than number of years in the business. Our ideal candidate will be a self-starter, extremely social media savvy, and highly organized with the ability to work in a fast-paced, creative environment.

## About us:

- Cumulus Albuquerque currently features 8 stations including heritage News-Talk 770 KKOB as well as 92.3 KRST-Nash FM and 610 The Spots Animal. At Cumulus Albuquerque we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.
- A leader in the radio broadcasting industry, Cumulus Media (NASDAQ:CMLS) combines high-quality local programming with iconic, nationally syndicated media, sports and entertainment brands to deliver premium content choices to the 245 million people reached each week through its 447 owned-and-operated stations broadcasting in 90 US media markets (including eight of the top 10), more than 8,200 broadcast radio stations affiliated with its Westwood One network and numerous digital channels.
- Together, the Cumulus/Westwood One platforms make Cumulus Media one of the few media companies that can provide advertisers with national reach and local impact. Cumulus/Westwood One is the exclusive radio broadcast partner to some of the largest brands in sports, entertainment, news, and talk, including the NFL, the NCAA, the Masters, the Olympics, the GRAMMYS, the Academy of Country Music Awards, the American Music Awards, the Billboard Music Awards, Westwood One News, and more. Additionally, it is the nation's leading provider of country music and lifestyle content through its NASH brand, which serves country fans nationwide through radio programming, exclusive digital content, and live events. For more information, visit [www.cumulus.com](http://www.cumulus.com).

## Qualifications/Requirements:

- Strong ability to connect with listeners via content, phones, social media, and appearances.
- Proficiency in Vox Pro and Adobe Audition
- Experience in operating broadcast equipment and software
- Social Media Savvy
- People Skills / Team Player
- Excellent verbal and written communication skills

## What We Offer:

- Recognition and reward for outstanding performance
- Competitive pay
- Professional growth opportunities
- Supportive leadership
- Coaching
- Creative and collaborative environment
- Benefits, vacation, and paid holidays offered for all full time employees
- Benefits include: Medical, dental, vision, Health Savings Account with company match, 401K with company match, and Life and Disability coverage

For immediate consideration, please complete the application process at <http://www.cumulus.com/careers>

**Cumulus is an Equal Opportunity Employer.**



11/1/16 Hire



## **AM Sales Manager Position**

### **Job Description**

Cumulus is looking for an exceptional **Sales Manager** to help drive the future of local media sales. We provide our teams with a great product to sell, superior training tools, and a sales management system that supports business development and rewards performance. Cumulus encourages innovation and supports effort to drive new business. In return, we require a polished leader that possesses the necessary drive and will to achieve success.

### **Responsibility:**

- Lead a team of 5-15 local account executives through effort to diversify broadcast sales portfolio and penetrate vital business categories.
- The Sales Manager must lead the process of implementing our resources and build a culture based on new business development. This requires a deep appreciation for systems, performance monitoring/measurement, training/employee development, and a results-oriented leadership approach.
- Upon demonstrating an understanding of the media sales business the Manager will be encouraged to identify high-performance sales talent and rebuild his/her team to insure continued growth.

### **Ideal Background:**

- Current line management of 10+ sales organization or recently-promoted senior sales leader.
- Experience should be heavily grounded in out-bound sales activity. Demonstrated "account management" skills will be secondary to demonstrated expertise in new business development.
- Ability to cultivate long lasting customer relationships with mutual residual benefit.

## Requirements:

- 5-10 years of steady progression as a sales leader:
- 2-3 years' experience as a sales manager or higher. Responsible for strategic account planning and basic understanding of financial statements.
- Strong understanding of lead generation, CRM/SFA and account mgmt.

## Who We Are:

Cumulus Media Albuquerque has five FM stations in the Albuquerque, NM metro area: Country stations NASH-FM 92-3 KRST and 96.3 NASH Icon, AC 99.5 Magic FM (KMGA), TOP 40 93-3 KOB-FM and Adult Hits 103.3 eD-DM (KDRF). In addition, we have 3 AM stations, 610 The Animal KNML, 1050 KTBL and legendary 770 KKOB-AM. At Cumulus Albuquerque we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.

Cumulus owns and operates 460 radio stations in 94 U.S. markets, as well as Westwood One Networks, serving over 10,000 stations worldwide. Over 225 million people per week engage with a Cumulus or Westwood One asset making it an exciting and unique career opportunity! We are constantly creating new windows for success and strive to provide world class tools to help you succeed and reach your full potential as an employee. More recently, Cumulus is the proud creator of NASH-an exciting new lifestyle and entertainment brand targeting over 90 million country music fans nationwide.

## **Cumulus is an Equal Opportunity Employer.**

For immediate consideration, please complete the application process at <http://www.cumulus.com/careers>

Candidates may also apply by sending their resume and salary requirements to:

[Jeff.Berry@cumulus.com](mailto:Jeff.Berry@cumulus.com)

1/30/17 three

Cumulus Albuquerque is looking for an experienced **Marketing and Promotions Director** to coordinate and implement on and off-air promotions and events in order to promote the stations' image and presence in the marketplace to our primary demographic while maintaining a winning onsite image. This position requires a high degree of organizational skills, attention to detail, time management and a personal disposition that works well with creative co-workers in both programming and sales.

#### **Our Opportunity:**

- Create and execute promotional events and contests within departmental budget
- Negotiate and purchase collateral and other promotional items
- Develop strategic relationships with entertainment and event venues to benefit the stations
- Work with local charities to the mutual benefit of the community, the charity and the stations
- Provide regular coaching and performance feedback to staff
- Coordinate and draft all sales and station promotions from conception to facilitation
- Contests, giveaways, station websites and on-site events and appearances including paid client events and charity endeavors

#### **Qualifications:**

- Knowledge of all applicable FCC rules and regulations
- Understanding of stations' programming strategies
- Computer literacy in Photoshop, HTML, Microsoft Office including PowerPoint, Media Span and Promo Suite
- Excellent verbal and written communication skills
- Problem-solving ability and skill in prioritizing
- Ability to interact with management and staff at all levels
- Ability to multi-task and handle pressures and deadlines
- Must possess valid state driver's license

#### **What We Offer:**

- Competitive pay - salary is commensurate with experience and ratings history.
- Recognition and reward for outstanding performance.
- Collaboration with an 8 station creative team.
- Industry leading vacation package, and paid holidays offered for all full time employees.
- Benefits include: Medical, dental, vision, Health Savings Account with company match, 401K with company match, and Life and Disability coverage.

#### **Who We Are:**

Cumulus Media Albuquerque has five FM stations in the Albuquerque, NM metro area: Country stations NASH-FM 92-3 KRST and 96.3 NASH Icon, AC 99.5 Magic FM (KMGA), TOP 40 93-3 KOB-FM and Adult Hits 103.3 eD-DM (KDRF). In addition, we have 3 AM stations, 610 The Animal KNML, 1050 KTBL and legendary 770 KKOB-AM. At Cumulus Albuquerque we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.

Cumulus owns and operates 460 radio stations in 94 U.S. markets, as well as Westwood One Networks, serving over 10,000 stations worldwide. Over 225 million people per week engage with a Cumulus or Westwood One asset making it an exciting and unique career opportunity! We are constantly creating new windows for success and strive to provide world class tools to help you succeed and reach your full potential as an employee. More recently, Cumulus is the proud creator of NASH- an exciting new lifestyle and entertainment brand targeting over 90 million country music fans nationwide.

**Cumulus is an Equal Opportunity Employer.**

For immediate consideration, please complete the application process at <http://www.cumulus.com/careers>

12/27/16 H.E.O

Cumulus-Albuquerque, NM has a unique opportunity to program and host afternoon drive on Adult Contemporary **99.5 KMGF FM**. The successful candidate will be responsible for all aspects of programming including; music scheduling, managing on-air staff, station strategy, promotions, and have a strong customer service approach toward the listeners as well as clients.

### **Ideal Candidate:**

- Engaging presence in front of a crowd
- Lives on social media and not just Facebook
- Creativity and passion for the classic rock songs, artists and lifestyle.
- Knows exactly who the target listener is and relates to them every day
- You are fun, exciting, and engaging
- Air-check is so entertaining we'll want to call you immediately
- Unique...and you can own afternoons
- Dependable on the streets as much as possible

### **Who We Are:**

A leader in the radio broadcasting industry, Cumulus Media (NASDAQ:CMLS) combines high-quality local programming with iconic, nationally syndicated media, sports and entertainment brands to deliver premium content choices to the 245 million people reached each week through its 453 owned-and-operated stations broadcasting in 90 US media markets (including eight of the top 10), more than 8,200 broadcast radio stations affiliated with its Westwood One network and numerous digital channels.


Together, the Cumulus/Westwood One platforms make Cumulus Media one of the few media companies that can provide advertisers with national reach and local impact. Cumulus/Westwood One is the exclusive radio broadcast partner to some of the largest brands in sports, entertainment, news, and talk, including the NFL, the NCAA, the Masters, the Olympics, the GRAMMY's, the Academy of Country Music Awards, the American Music Awards, the Billboard Music Awards, Westwood One News, and more. Additionally, it is the nation's leading provider of country music and lifestyle content through its NASH brand, which serves country fans nationwide through radio programming, exclusive digital content, and live events. For more information, visit [www.cumulus.com](http://www.cumulus.com).

### **What We Offer:**

- Competitive pay
- Recognition and reward for outstanding performance
- Medical, Dental & Vision Insurance package
- 401K with company match to plan for the long term
- Vacation & Holidays to enjoy the fruits of your labor

For immediate consideration, please visit: <http://www.cumulus.com/careers/>

**Cumulus is an Equal Opportunity Employer.**



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**PD/Afternoons in Albuquerque**

Moderators: shawnski, jdkrwar

**Forum rules**  
You can only post the job opening once in any 24 hour period. Please print your job opening for EOE records. Job openings will remain visible for 14 days. Do not post in this forum if you are looking for work. Please, go to Situations Wanted to post your availability.  
No volunteer, volunteering, or other business plugs, please!

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**PD/Afternoons in Albuquerque**

by stecko • Wed Oct 28, 2009 11:18 am

**CUMULUS AC KWGA (99.5 MAGIC FM) /ALBUQUERQUE** currently has an opening for a PD/afternoon talent in "THE LAND OF ENCHANTMENT."

Qualified candidates will be responsible for all aspects of programming, with a verifiable track record of success in diary or PPM market(s). Five years of experience preferred.

For more information, go to [http://www.cumulus.com/careers\\_eoe](http://www.cumulus.com/careers_eoe).

1 page • Page 1 of 1


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Alexa, Tell Me What's Available In ABQ?

Moderators: shawnski, jdenver

Forum rules

You can only post the job opening once in any 24 hour period. Please print your job opening for EOE records. Job openings will remain visible for 14 days. Do not post in this forum if you are looking for work. Please, go to Situations Wanted to post your availability. No voiceover, voicetracking, or other business plugs, please!

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Alexa, Tell Me What's Available In ABQ?

by anowncr Wed May 10, 2017 2:11 pm

anowncr Posts: 1 Joined: Tue Oct 06, 2009 11:10 pm

CUMULUS AC KMGA (99.5 Magic FM)/Albuquerque currently has a rare opening for a Morning Co-Host in "The Land of Enchantment." If you can connect with our listeners about local and national issues as well as lifestyle, and can relate to them on-air and online in a creative, contemporary, compelling and entertaining manner, we want to talk with you. Qualified candidates with a verifiable track-record of success in diary or PPM market(s). At least 3 years of experience preferred. To apply, visit: http://www.cumulus.com/careers/. Cumulus is an Equal Opportunity Employer

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# KMGA (Magic 99.5)/Albuquerque Seeks Morning Show Co-Host

May 11, 2017 at 3:22 AM (PT)

Be the first to comment!



KMGA

CUMULUS AC KMGA (99.5 MAGIC FM)/ALBUQUERQUE has a rare opening for a morning show co-host in "The Land of Enchantment."

Qualified candidates should be able to connect with listeners concerning local and national issues as well as lifestyle, and must relate to them on-air and online in a creative, contemporary, compelling and entertaining manner. Must have a verifiable track-record of success (in diary or PPM market(s)). At least three years of experience preferred.

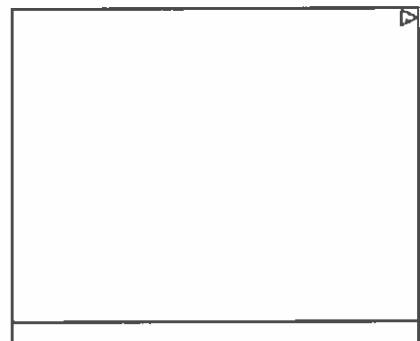
To apply, go to [WWW.CUMULUS.COM/CAREERS](http://WWW.CUMULUS.COM/CAREERS). EOE.

15

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posted May 2, 2018 at 3:22 AM (PT)
- 2** Urban One Revenues Slide 1.6%  
posted May 2, 2018 at 3:59 AM (PT)
- 3** Jacobs Techsurvey 2018 Data Nugget At WWRS 2018 -- Taking A News Break  
posted May 2, 2018 at 3:22 AM (PT)
- 4** The Bob & Tom Show Signs New Multi-Year Deal With Westwood One  
posted May 2, 2018 at 3:51 AM (PT)
- 5** Maurice 'Moe' Mitchell Joins Cast Of 'The Bert Show'  
posted May 2, 2018 at 7:16 AM (PT)



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## AM Sales Manager Position

**Close Date: 2015-08-06**

Cumulus Media, Inc. is the second largest radio broadcast company in the United States based on station count, and in combination with its affiliate Cumulus Media Partners, LLC, the company believes it is the fourth largest radio broadcast company in the United States based on net revenues. In total, the company currently controls approximately 350 radio stations in 68 U.S. media markets. The Company's headquarters are in Atlanta, Georgia, and its shares are traded on the NASDAQ Global Select Market under the symbol CMLS.

Cumulus is on the lookout for exceptional Sales Managers to help drive the future of local media sales. We provide our teams with a great product to sell, superior training tools, and a sales management system that supports business development and rewards performance. Cumulus encourages innovation and supports effort to drive new business. In return, we require a polished leader that possesses the necessary drive and will to achieve success.

### Responsibility:

- Lead a team of 5-15 local account executives through effort to diversify broadcast sales portfolio and penetrate vital business categories.
- The Sales Manager must lead the process of implementing our resources and build a culture based on new business development. This requires a deep appreciation for systems, performance monitoring/measurement, training/employee development, and a results-oriented leadership approach.
- Upon demonstrating an understanding of the media sales business the Manager will be encouraged to identify high-performance sales talent and rebuild his/her team to insure continued growth.

### Ideal Background:

- Current line management of 10+ sales organization or recently-promoted senior sales leaders.
- Experience should be heavily grounded in out-bound sales activity. Demonstrated "account management" skills will be secondary to demonstrated expertise in new business development.
- Ability to cultivate long lasting customer relationships with mutual residual benefit.

### Requirements:

- 5-10 years of steady progression as a sales leader:
- 2-3 yrs experience as a sales manager or higher. Responsible for strategic account planning and basic understanding of financial statements.
- Strong understanding of lead generation, CRM/SFA and account mgmt.



*"It is the responsibility of each employee to read the Employee Handbook and understand the Company policies and procedures contained therein. Maintaining compliance with stated policies and procedures is the responsibility of every Cumulus employee. Further, this position description includes the requirement that the employee comply with all Company procedures and internal controls associated with assigned duties. If employees are unsure of the required procedures to perform their duties within the internal control structure of the Company, they should discuss these responsibilities with their immediate supervisor."*

Candidates may apply by sending their resume and salary requirements to the e-mail address provided below.

**[Jeff.Berry@cumulus.com](mailto:Jeff.Berry@cumulus.com)**

Job posted by an EQUAL EMPLOYMENT OPPORTUNITY EMPLOYER

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**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KRST-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28369458  
 Invoice Date: 06/26/16  
 Order #: 59743

Adv#1012

Acct Exec: Shannon Haworth  
 Estimate #: AE RECRUITMENT

Terms: Due on Receipt

Description:

Day	Date	Time	Len	Line #	Rate	Cl	Product
Mon	05/30/16	5:08PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	05/31/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	05/31/16	11:06AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	06/01/16	6:16AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	06/01/16	7:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	06/01/16	8:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	06/02/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	06/02/16	7:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	06/02/16	7:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	06/03/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	06/03/16	6:16AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	06/03/16	6:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	06/03/16	8:15AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	06/03/16	3:10PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	06/06/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	06/06/16	8:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	06/06/16	9:29AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	06/08/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	06/10/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	06/10/16	8:28AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	06/10/16	9:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	06/13/16	6:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	06/17/16	6:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sat	06/18/16	2:08PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	06/20/16	7:45AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15



**INVOICE**

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**Remit To: 3629 Momentum Place  
Chicago, IL 60689-5336  
Station: Cumulus-Albuquerque - KRST-FM  
Phone#: 505-767-6700**

**Invoice #: 28369458  
Invoice Date: 06/26/16  
Order #: 59743**

Advt#1012

**Acct Exec: Shannon Haworth  
Estimate #: AE RECRUITMENT**

**Terms: Due on Receipt**

**Description:**

Day	Date	Time	Len	Line #	Rate	Cl	Product
Mon	06/20/16	9:15PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15

**Amount Due \$0.00**

**Total Spots 26**

**Terms: Due on Receipt**

**7.5% Sales Tax \$0.00**

**Total Due \$0.00**



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KRST-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28370100  
 Invoice Date: 07/03/16  
 Order #: 59743

Advt#1012

Acct Exec: Shannon Haworth  
 Estimate #: AE RECRUITMENT

Terms: Due on Receipt

Description:

Day	Date	Time	Len	Line #	Rate	CI	Product
Mon	06/27/16	6:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	06/27/16	8:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	06/28/16	7:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	06/29/16	6:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15

Amount Due \$0.00

Total Spots 4

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00

**Sales Order**

<p>Advertiser <b>Cumulus Broadcasting In-House #28361</b></p> <p>Agency</p> <p>Bill To <b>Cumulus Broadcasting In-House</b></p> <p>Account</p> <p>Executive <b>Rico Saiz</b></p> <p>Contract #</p> <p>Estimate #</p> <p>Description <b>Rico Ad</b></p> <p>Stratus # <b>68292</b></p> <p>Special <b>1/19/17--End date order effective 1/19/17 per ticket 223779.</b></p> <p>Instructions <b>jh</b></p> <p>Contact</p>	<p>New / Revision <b>Revision</b></p> <p>Start Date <b>12/06/16</b></p> <p>End Date <b>01/19/17</b></p> <p>Month Type <b>Broadcast</b></p> <p>Billing Cycle <b>End of Flight</b></p> <p>Co-op No</p> <p>Co-op Product</p> <p>Notarized <b>N</b></p> <p># of Invoices <b>1</b></p> <p>Make Goods <b>Ask AE</b></p> <p>Income Type <b>Promo / PSA</b></p> <p>Local Income Type <b>Promo/PSA</b></p> <p>Competitive Code <b>Various / Other</b>    Advt#<b>1012</b></p> <p>Order Entered <b>12/02/16</b></p>
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**Schedule**

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
2	Rico Saiz 770 Ad Promo / PSA / Promo/PSA	30 0.00 861040	12/06/16 01/19/17 All Weeks	6:00AM 10:00AM	N		1	1	1	1	1	1	1	45 Spots
3	Streaming Streaming - 48000 / Streaming - Regular	0.00 861041	12/06/16 01/19/17 All Weeks		N		1	1	1	1	1	1	1	45 Items
Dec 16 = 0.00	Jan 17 = 0.00	Feb 17 = 0.00	Mar 17 = 0.00	Apr 17 = 0.00	May 17 = 0.00									
Jun 17 = 0.00	Jul 17 = 0.00	Aug 17 = 0.00	Sep 17 = 0.00	Oct 17 = 0.00	Nov 17 = 0.00									

**Total Contract Value: 0.00    Tax: 0.00    Total Due: 0.00    45 Spots**

Client Acceptance: \_\_\_\_\_ Date: \_\_\_\_\_

Account Executive: **1/19/2017 1:36:18 PM by Jay Hart**

Sales / Market Manager: **1/19/2017 7:47:27 PM by Julia Miera**

Business Manager: **1/20/2017 9:54:14 AM by Mary Flynn**

Traffic Manager: **1/20/2017 10:52:27 AM by Lynda Martinez**

v 5.3

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KKOB-AM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28378276  
 Invoice Date: 12/25/16  
 Order #: 68292

Adv#1012

Acct Exec: Rico Saiz  
 Estimate #:  
 Description: Rico Ad

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	CI	Product
Tue	12/06/16		0	861041	\$0.00	B	Streaming
Wed	12/07/16		0	861041	\$0.00	B	Streaming
Thu	12/08/16		0	861041	\$0.00	B	Streaming
Fri	12/09/16		0	861041	\$0.00	B	Streaming
Fri	12/09/16	9:45PM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Sat	12/10/16		0	861041	\$0.00	B	Streaming
Sat	12/10/16	8:50AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Sun	12/11/16		0	861041	\$0.00	B	Streaming
Sun	12/11/16	8:34AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Mon	12/12/16		0	861041	\$0.00	B	Streaming
Mon	12/12/16	5:40AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Tue	12/13/16		0	861041	\$0.00	B	Streaming
Tue	12/13/16	9:29AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Wed	12/14/16		0	861041	\$0.00	B	Streaming
Thu	12/15/16		0	861041	\$0.00	B	Streaming
Thu	12/15/16	5:29AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Fri	12/16/16		0	861041	\$0.00	B	Streaming
Sat	12/17/16		0	861041	\$0.00	B	Streaming
Sat	12/17/16	10:49PM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Sun	12/18/16		0	861041	\$0.00	B	Streaming
Sun	12/18/16	9:35AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Mon	12/19/16		0	861041	\$0.00	B	Streaming
Mon	12/19/16	5:48AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Tue	12/20/16		0	861041	\$0.00	B	Streaming
Tue	12/20/16	5:40AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Wed	12/21/16		0	861041	\$0.00	B	Streaming
Wed	12/21/16	5:19AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Thu	12/22/16		0	861041	\$0.00	B	Streaming
Thu	12/22/16	5:54AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Fri	12/23/16		0	861041	\$0.00	B	Streaming
Fri	12/23/16	5:39AM	30	861040	\$0.00	C	RICO SAIZ 770 AD



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

**Bill To: Cumulus Broadcasting In-House**

**Remit To: 3629 Momentum Place  
Chicago, IL 60689-5336  
Station: Cumulus-Albuquerque - KKOB-AM  
Phone#: 505-767-6700**

**Invoice #: 28378276  
Invoice Date: 12/25/16  
Order #: 68292**

Advt#1012

**Acct Exec: Rico Saiz  
Estimate #:  
Description: Rico Ad**

**Terms: Due on Receipt**

Day	Date	Time	Len	Line #	Rate	CI	Product
Sat	12/24/16		0	861041	\$0.00	B	Streaming
Sat	12/24/16	9:29AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Sun	12/25/16		0	861041	\$0.00	B	Streaming
Sun	12/25/16	8:31AM	30	861040	\$0.00	C	RICO SAIZ 770 AD

**Amount Due \$0.00**

**Total Spots 15**

**Terms: Due on Receipt**

**7.5% Sales Tax \$0.00**

**Total Due \$0.00**





**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KKOB-AM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28379398  
 Invoice Date: 01/22/17  
 Order #: 68292

Advt#1012

Acct Exec: Rico Saiz  
 Estimate #:  
 Description: Rico Ad

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	CI	Product
Sun	01/01/17		0	861041	\$0.00	B	Streaming
Mon	01/02/17		0	861041	\$0.00	B	Streaming
Tue	01/03/17		0	861041	\$0.00	B	Streaming
Wed	01/04/17		0	861041	\$0.00	B	Streaming
Thu	01/05/17		0	861041	\$0.00	B	Streaming
Fri	01/06/17		0	861041	\$0.00	B	Streaming
Sat	01/07/17		0	861041	\$0.00	B	Streaming
Sun	01/08/17		0	861041	\$0.00	B	Streaming
Sun	01/08/17	9:17AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Mon	01/09/17		0	861041	\$0.00	B	Streaming
Tue	01/10/17		0	861041	\$0.00	B	Streaming
Wed	01/11/17		0	861041	\$0.00	B	Streaming
Thu	01/12/17		0	861041	\$0.00	B	Streaming
Fri	01/13/17		0	861041	\$0.00	B	Streaming
Sat	01/14/17		0	861041	\$0.00	B	Streaming
Sun	01/15/17		0	861041	\$0.00	B	Streaming
Sun	01/15/17	6:19AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Mon	01/16/17		0	861041	\$0.00	B	Streaming
Mon	01/16/17	9:36AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Tue	01/17/17		0	861041	\$0.00	B	Streaming
Wed	01/18/17		0	861041	\$0.00	B	Streaming
Thu	01/19/17		0	861041	\$0.00	B	Streaming
Mon	12/26/16		0	861041	\$0.00	B	Streaming
Mon	12/26/16	8:46AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Tue	12/27/16		0	861041	\$0.00	B	Streaming
Tue	12/27/16	8:52AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Wed	12/28/16		0	861041	\$0.00	B	Streaming
Thu	12/29/16		0	861041	\$0.00	B	Streaming
Thu	12/29/16	9:54AM	30	861040	\$0.00	C	RICO SAIZ 770 AD
Fri	12/30/16		0	861041	\$0.00	B	Streaming



INVOICE

PAY THIS AMOUNT: \$0.00

Remit To: 3629 Momentum Place  
Chicago, IL 60689-5336  
Station: Cumulus-Albuquerque - KKOB-AM  
Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28379398  
Invoice Date: 01/22/17  
Order #: 68292

Advt#1012

Acct Exec: Rico Saiz  
Estimate #:  
Description: Rico Ad

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	Cl	Product
Sat	12/31/16		0	861041	\$0.00	B	Streaming

Amount Due \$0.00 Total Spots 6

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00

**Sales Order**

Advertiser Cumulus Broadcasting In-House #28361  
Agency

New / Revision Revision

Start Date 12/06/16

End Date 01/27/17

Bill To Cumulus Broadcasting In-House

Month Type Broadcast

Billing Cycle End of Flight

Co-op No

Account

Co-op Product

Executive Rico Saiz

Notarized N

Contract #

# of Invoices 1

Estimate #

Make Goods Ask AE

Description Rico Ad

Income Type Promo / PSA

Stratus # 68293

Local Income Type Promos/PSAs

Special Instructions 1/26/17--End dating order to 1/27 per ticket 224408. Jh

Competitive Code Various / Other Adv#1012

Contact

Order Entered 12/02/16

**Schedule**

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
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2	Rico Saiz KTBL Ad Promo / PSA / Promos/PSAs	30 0.00 861043	12/06/16 01/27/17 All Weeks	4.00PM 7.00PM	N		1	1	1	1	1	1	1	53 Spots
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3	Streaming Streaming - 48000 / Streaming - Regular	0.00 861044	12/06/16 01/27/17 All Weeks		N		1	1	1	1	1	1	1	53 Items
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Dec 16 = 0.00	Jan 17 = 0.00	Feb 17 = 0.00	Mar 17 = 0.00	Apr 17 = 0.00	May 17 = 0.00
Jun 17 = 0.00	Jul 17 = 0.00	Aug 17 = 0.00	Sep 17 = 0.00	Oct 17 = 0.00	Nov 17 = 0.00

**Total Contract Value: 0.00 Tax: 0.00 Total Due: 0.00 53 Spots**

**Client Acceptance:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Account Executive:** 1/26/2017 8:18:35 PM by Jay Hart

**Sales / Market Manager:** 1/27/2017 12:10:40 PM by Julia Miera

**Business Manager:** 1/27/2017 12:47:54 PM by Liz Roche

**Traffic Manager:** 1/27/2017 12:56:55 PM by Lynda Martinez

V53

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KTBL-AM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28378551  
 Invoice Date: 12/25/16  
 Order #: 68293

Advt#1012

Acct Exec: Rico Saiz  
 Estimate #:  
 Description: Rico Ad

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	Cl	Product
Tue	12/06/16		0	861044	\$0.00	B	Streaming
Wed	12/07/16		0	861044	\$0.00	B	Streaming
Wed	12/07/16	1:48PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Thu	12/08/16		0	861044	\$0.00	B	Streaming
Thu	12/08/16	4:32PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Fri	12/09/16		0	861044	\$0.00	B	Streaming
Fri	12/09/16	4:32PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Sat	12/10/16		0	861044	\$0.00	B	Streaming
Sat	12/10/16	4:31PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Sun	12/11/16		0	861044	\$0.00	B	Streaming
Sun	12/11/16	6:52PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Mon	12/12/16		0	861044	\$0.00	B	Streaming
Mon	12/12/16	4:30PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Tue	12/13/16		0	861044	\$0.00	B	Streaming
Tue	12/13/16	6:17PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Wed	12/14/16		0	861044	\$0.00	B	Streaming
Wed	12/14/16	6:17PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Thu	12/15/16		0	861044	\$0.00	B	Streaming
Thu	12/15/16	5:45PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Fri	12/16/16		0	861044	\$0.00	B	Streaming
Fri	12/16/16	4:31PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Sat	12/17/16		0	861044	\$0.00	B	Streaming
Sun	12/18/16		0	861044	\$0.00	B	Streaming
Mon	12/19/16		0	861044	\$0.00	B	Streaming
Mon	12/19/16	6:30PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Tue	12/20/16		0	861044	\$0.00	B	Streaming
Tue	12/20/16	5:44PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Wed	12/21/16		0	861044	\$0.00	B	Streaming
Wed	12/21/16	6:16PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Thu	12/22/16		0	861044	\$0.00	B	Streaming
Thu	12/22/16	6:31PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KTBL-AM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28378551  
 Invoice Date: 12/25/16  
 Order #: 68293

Advt#1012

Acct Exec: Rico Saiz  
 Estimate #:  
 Description: Rico Ad

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	CI	Product
Fri	12/23/16		0	861044	\$0.00	B	Streaming
Fri	12/23/16	4:31PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Sat	12/24/16		0	861044	\$0.00	B	Streaming
Sat	12/24/16	6:05PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Sun	12/25/16		0	861044	\$0.00	B	Streaming
Sun	12/25/16	5:46PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD

Amount Due \$0.00 Total Spots 17

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KTBL-AM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28379974  
 Invoice Date: 01/29/17  
 Order #: 68293

Advt#1012

Acct Exec: Rico Saiz  
 Estimate #:  
 Description: Rico Ad

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	CI	Product
Sun	01/01/17		0	861044	\$0.00	B	Streaming
Mon	01/02/17		0	861044	\$0.00	B	Streaming
Mon	01/02/17	5:05PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Tue	01/03/17		0	861044	\$0.00	B	Streaming
Tue	01/03/17	5:16PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Wed	01/04/17		0	861044	\$0.00	B	Streaming
Thu	01/05/17		0	861044	\$0.00	B	Streaming
Fri	01/06/17		0	861044	\$0.00	B	Streaming
Sat	01/07/17		0	861044	\$0.00	B	Streaming
Sun	01/08/17		0	861044	\$0.00	B	Streaming
Mon	01/09/17		0	861044	\$0.00	B	Streaming
Tue	01/10/17		0	861044	\$0.00	B	Streaming
Wed	01/11/17		0	861044	\$0.00	B	Streaming
Thu	01/12/17		0	861044	\$0.00	B	Streaming
Fri	01/13/17		0	861044	\$0.00	B	Streaming
Sat	01/14/17		0	861044	\$0.00	B	Streaming
Sun	01/15/17		0	861044	\$0.00	B	Streaming
Mon	01/16/17		0	861044	\$0.00	B	Streaming
Mon	01/16/17	6:16PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Tue	01/17/17		0	861044	\$0.00	B	Streaming
Tue	01/17/17	5:16PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Wed	01/18/17		0	861044	\$0.00	B	Streaming
Thu	01/19/17		0	861044	\$0.00	B	Streaming
Fri	01/20/17		0	861044	\$0.00	B	Streaming
Fri	01/20/17	4:16PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Sat	01/21/17		0	861044	\$0.00	B	Streaming
Sat	01/21/17	5:59PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Sun	01/22/17		0	861044	\$0.00	B	Streaming
Sun	01/22/17	5:31PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Mon	01/23/17		0	861044	\$0.00	B	Streaming
Mon	01/23/17	5:15PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KTBL-AM  
 Phone#: 505-767-6700

Bill To: **Cumulus Broadcasting In-House**

Invoice #: 28379974  
 Invoice Date: 01/29/17  
 Order #: 68293

Advt#1012

Acct Exec: Rico Saiz  
 Estimate #:  
 Description: Rico Ad

**Terms: Due on Receipt**

Day	Date	Time	Len	Line #	Rate	Cl	Product
Tue	01/24/17		0	861044	\$0.00	B	Streaming
Tue	01/24/17	4:16PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Wed	01/25/17		0	861044	\$0.00	B	Streaming
Wed	01/25/17	5:31PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Thu	01/26/17		0	861044	\$0.00	B	Streaming
Thu	01/26/17	6:47PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Fri	01/27/17		0	861044	\$0.00	B	Streaming
Mon	12/26/16		0	861044	\$0.00	B	Streaming
Mon	12/26/16	5:05PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Tue	12/27/16		0	861044	\$0.00	B	Streaming
Tue	12/27/16	6:05PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Wed	12/28/16		0	861044	\$0.00	B	Streaming
Wed	12/28/16	4:46PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Thu	12/29/16		0	861044	\$0.00	B	Streaming
Thu	12/29/16	6:30PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Fri	12/30/16		0	861044	\$0.00	B	Streaming
Fri	12/30/16	11:32PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD
Sat	12/31/16		0	861044	\$0.00	B	Streaming
Sat	12/31/16	4:32PM	30	861043	\$0.00	C	RICO SAIZ 1050 AD

Amount Due \$0.00

Total Spots 17

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00

**Sales Order**

Advertiser Cumulus Broadcasting In-House #28361  
Agency

New / Revision Revision  
Start Date 12/06/16

Bill To Cumulus Broadcasting In-House

End Date 01/27/17  
Month Type Broadcast  
Billing Cycle End of Flight

Account  
Executive Rico Salz  
Contract #  
Estimate #  
Description Rico Ad  
Stratus # 68296

Co-op No  
Co-op Product  
Notarized N  
# of Invoices 1  
Make Goods Ask AE  
Income Type Promo / PSA  
Local Income Type New Local Direct  
Competitive Code Various / Other Adv#1012

Special 1/26/17--End dating order to 1/27 per ticket 224408. Jh  
Instructions

Contact

Order Entered 12/02/16

**Schedule**

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
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2	Rico Salz 610 Ad Promo / PSA / New Local Direct	30 0.00 861106	12/06/16 01/27/17 All Weeks	7:00AM 10:00AM	N	1	1	1	1	1	1	1	1	0.00 53 Spots
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3	Streaming Streaming - 48000 / Streaming - Regular	0.00 861107	12/06/16 01/27/17 All Weeks		N	1	1	1	1	1	1	1	1	0.00 53 Items
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Dec 16 = 0.00	Jan 17 = 0.00	Feb 17 = 0.00	Mar 17 = 0.00	Apr 17 = 0.00	May 17 = 0.00
Jun 17 = 0.00	Jul 17 = 0.00	Aug 17 = 0.00	Sep 17 = 0.00	Oct 17 = 0.00	Nov 17 = 0.00

**Total Contract Value: 0.00 Tax: 0.00 Total Due: 0.00 53 Spots**

**Client Acceptance:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Account Executive:** 1/26/2017 8:19:19 PM by Jay Hart

**Sales / Market Manager:** 1/27/2017 12:10:56 PM by Julia Miera

**Business Manager:** 1/27/2017 12:48:01 PM by Liz Roche

**Traffic Manager:** 1/27/2017 12:52:32 PM by Shannon Haworth

V 53

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**





**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KNML-AM  
 Phone#: 505-767-6700

**Bill To: Cumulus Broadcasting In-House**

**Invoice #: 28378448**  
**Invoice Date: 12/25/16**  
**Order #: 68296**

Advt#1012

**Acct Exec: Rico Saiz**  
**Estimate #:**  
**Description: Rico Ad**

**Terms: Due on Receipt**

Day	Date	Time	Len	Line #	Rate	CI	Product
Tue	12/06/16		0	861107	\$0.00	B	Streaming
Tue	12/06/16	9:11AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Wed	12/07/16		0	861107	\$0.00	B	Streaming
Wed	12/07/16	7:13AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Thu	12/08/16		0	861107	\$0.00	B	Streaming
Thu	12/08/16	9:27AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Fri	12/09/16		0	861107	\$0.00	B	Streaming
Fri	12/09/16	7:13AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sat	12/10/16		0	861107	\$0.00	B	Streaming
Sat	12/10/16	7:34AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sun	12/11/16		0	861107	\$0.00	B	Streaming
Sun	12/11/16	8:10AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Mon	12/12/16		0	861107	\$0.00	B	Streaming
Mon	12/12/16	7:11AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Tue	12/13/16		0	861107	\$0.00	B	Streaming
Tue	12/13/16	9:11AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Wed	12/14/16		0	861107	\$0.00	B	Streaming
Wed	12/14/16	7:57AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Thu	12/15/16		0	861107	\$0.00	B	Streaming
Thu	12/15/16	7:57AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Fri	12/16/16		0	861107	\$0.00	B	Streaming
Fri	12/16/16	7:58AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sat	12/17/16		0	861107	\$0.00	B	Streaming
Sat	12/17/16	8:57AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sun	12/18/16		0	861107	\$0.00	B	Streaming
Sun	12/18/16	8:46AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Mon	12/19/16		0	861107	\$0.00	B	Streaming
Mon	12/19/16	9:11AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Tue	12/20/16		0	861107	\$0.00	B	Streaming
Tue	12/20/16	8:14AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Wed	12/21/16		0	861107	\$0.00	B	Streaming



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KNML-AM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28378448  
 Invoice Date: 12/25/16  
 Order #: 68296

Advt#1012

Acct Exec: Rico Saiz  
 Estimate #:  
 Description: Rico Ad

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	Cl	Product
Wed	12/21/16	9:12AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Thu	12/22/16		0	861107	\$0.00	B	Streaming
Thu	12/22/16	7:27AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Fri	12/23/16		0	861107	\$0.00	B	Streaming
Fri	12/23/16	9:12AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sat	12/24/16		0	861107	\$0.00	B	Streaming
Sat	12/24/16	8:10AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sun	12/25/16		0	861107	\$0.00	B	Streaming
Sun	12/25/16	8:34AM	30	861106	\$0.00	C	Rico Saiz KNML Ad

Amount Due \$0.00 Total Spots 20

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KNML-AM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28379873  
 Invoice 01/29/17  
 Date:  
 Order #: 68296

Advt#1012

Acct Exec: Rico Saiz  
 Estimate #:  
 Description: Rico Ad

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	Cl	Product
Sun	01/01/17		0	861107	\$0.00	B	Streaming
Sun	01/01/17	9:19AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Mon	01/02/17		0	861107	\$0.00	B	Streaming
Mon	01/02/17	9:37AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Tue	01/03/17		0	861107	\$0.00	B	Streaming
Tue	01/03/17	7:12AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Wed	01/04/17		0	861107	\$0.00	B	Streaming
Wed	01/04/17	7:41AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Thu	01/05/17		0	861107	\$0.00	B	Streaming
Thu	01/05/17	7:27AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Fri	01/06/17		0	861107	\$0.00	B	Streaming
Fri	01/06/17	9:42AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sat	01/07/17		0	861107	\$0.00	B	Streaming
Sat	01/07/17	8:56AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sun	01/08/17		0	861107	\$0.00	B	Streaming
Sun	01/08/17	7:36AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Mon	01/09/17		0	861107	\$0.00	B	Streaming
Mon	01/09/17	7:12AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Tue	01/10/17		0	861107	\$0.00	B	Streaming
Tue	01/10/17	7:42AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Wed	01/11/17		0	861107	\$0.00	B	Streaming
Wed	01/11/17	9:41AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Thu	01/12/17		0	861107	\$0.00	B	Streaming
Thu	01/12/17	9:42AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Fri	01/13/17		0	861107	\$0.00	B	Streaming
Fri	01/13/17	7:12AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sat	01/14/17		0	861107	\$0.00	B	Streaming
Sat	01/14/17	7:35AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sun	01/15/17		0	861107	\$0.00	B	Streaming
Sun	01/15/17	8:19AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Mon	01/16/17		0	861107	\$0.00	B	Streaming



610  
the SPORTS  
ANIMAL

INVOICE

PAY THIS AMOUNT: \$0.00

Remit To: 3629 Momentum Place  
Chicago, IL 60689-5336  
Station: Cumulus-Albuquerque - KNML-AM  
Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28379873  
Invoice 01/29/17  
Date:  
Order #: 68296

Advt#1012

Acct Exec: Rico Saiz  
Estimate #:

Terms: Due on Receipt

Description: Rico Ad

Day	Date	Time	Len	Line #	Rate	CI	Product
Mon	01/16/17	9:55AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Tue	01/17/17		0	861107	\$0.00	B	Streaming
Tue	01/17/17	9:11AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Wed	01/18/17		0	861107	\$0.00	B	Streaming
Wed	01/18/17	9:58AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Thu	01/19/17		0	861107	\$0.00	B	Streaming
Thu	01/19/17	9:58AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Fri	01/20/17		0	861107	\$0.00	B	Streaming
Fri	01/20/17	9:26AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sat	01/21/17		0	861107	\$0.00	B	Streaming
Sat	01/21/17	9:56AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sun	01/22/17		0	861107	\$0.00	B	Streaming
Sun	01/22/17	8:34AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Mon	01/23/17		0	861107	\$0.00	B	Streaming
Mon	01/23/17	7:12AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Tue	01/24/17		0	861107	\$0.00	B	Streaming
Tue	01/24/17	7:12AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Wed	01/25/17		0	861107	\$0.00	B	Streaming
Wed	01/25/17	7:58AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Thu	01/26/17		0	861107	\$0.00	B	Streaming
Thu	01/26/17	9:11AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Fri	01/27/17		0	861107	\$0.00	B	Streaming
Fri	01/27/17	7:12AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Mon	12/26/16		0	861107	\$0.00	B	Streaming
Mon	12/26/16	8:19AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Tue	12/27/16		0	861107	\$0.00	B	Streaming
Tue	12/27/16	9:12AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Wed	12/28/16		0	861107	\$0.00	B	Streaming
Wed	12/28/16	9:26AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Thu	12/29/16		0	861107	\$0.00	B	Streaming
Thu	12/29/16	7:41AM	30	861106	\$0.00	C	Rico Saiz KNML Ad



**610**  
the SPORTS  
ANIMAL

**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
Chicago, IL 60689-5336  
Station: Cumulus-Albuquerque - KNML-AM  
Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28379873  
Invoice Date: 01/29/17  
Order #: 68296

Advt#1012

Acct Exec: Rico Saiz  
Estimate #:

Terms: Due on Receipt

Description: Rico Ad

Day	Date	Time	Len	Line #	Rate	CI	Product
Fri	12/30/16		0	861107	\$0.00	B	Streaming
Fri	12/30/16	7:26AM	30	861106	\$0.00	C	Rico Saiz KNML Ad
Sat	12/31/16		0	861107	\$0.00	B	Streaming
Sat	12/31/16	9:19AM	30	861106	\$0.00	C	Rico Saiz KNML Ad

Amount Due \$0.00

Total Spots 33

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00

**Sales Order**

<p>Advertiser Cumulus Broadcasting In-House #28361                  Agency                  Bill To Cumulus Broadcasting In-House                  Account                  Executive Susan Doucett                  Contract #                  Estimate #                  Description Sue Doucett New Seller Spot                  Stratus # 64520                  Special Instructions                  Contact</p>	<p>New / Revision New                  Start Date 08/11/16                  End Date 08/31/16                  Month Type Broadcast                  Billing Cycle End of Flight                  Co-op No                  Co-op Product                  Notarized N                  # of Invoices 1                  Make Goods Ask AE                  Income Type Promo / PSA                  Local Income Type Promo/PSA                  Competitive Code Various / Other Advt#1012                  Order Entered 08/09/16</p>
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**Schedule**

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
1	Cumulus Broadcasting In-House Promo / PSA / Promo/PSA	60 0.00 801956	08/11/16 08/31/16 All Weeks	6:00AM 7:00PM	Y	15	X	X	X	X	X	X	X	0.00 60 Spots

Aug 16 = 0.00	Sep 16 = 0.00	Oct 16 = 0.00	Nov 16 = 0.00	Dec 16 = 0.00	Jan 17 = 0.00
Feb 17 = 0.00	Mar 17 = 0.00	Apr 17 = 0.00	May 17 = 0.00	Jun 17 = 0.00	Jul 17 = 0.00

**Total Contract Value: 0.00 Tax: 0.00 Total Due: 0.00 60 Spots**

Client Acceptance: \_\_\_\_\_ Date: \_\_\_\_\_

Account Executive: 8/9/2016 5:25:46 PM by Jason Martinez

Sales / Market Manager: 8/9/2016 5:57:36 PM by Jason Martinez

Business Manager: 8/9/2016 5:58:53 PM by Mary Flynn

Traffic Manager: 8/9/2016 6:03:07 PM by Bernadette Montano

V 5.3

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KOB-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28372251  
 Invoice Date: 08/28/16  
 Order #: 64520

Adv#1012

Acct Exec: Susan Doucett  
 Estimate #:  
 Description: Sue Doucett New Seller Spot

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	CI	Product
Sat	08/13/16	7:14AM	60	801956	\$0.00	A	Sue Doucett
Sat	08/13/16	4:41PM	60	801956	\$0.00	A	Sue Doucett
Sat	08/13/16	5:39PM	60	801956	\$0.00	A	Sue Doucett
Sat	08/13/16	7:39PM	60	801956	\$0.00	A	Sue Doucett
Sun	08/14/16	10:46AM	60	801956	\$0.00	A	Sue Doucett
Sun	08/14/16	4:38PM	60	801956	\$0.00	A	Sue Doucett
Sun	08/14/16	6:27PM	60	801956	\$0.00	A	Sue Doucett
Sun	08/14/16	8:38PM	60	801956	\$0.00	A	Sue Doucett
Mon	08/15/16	10:40AM	60	801956	\$0.00	A	Sue Doucett
Tue	08/16/16	2:39AM	60	801956	\$0.00	A	Sue Doucett
Fri	08/19/16	1:39PM	60	801956	\$0.00	A	Sue Doucett
Sat	08/20/16	10:39PM	60	801956	\$0.00	A	Sue Doucett
Sat	08/20/16	11:29PM	60	801956	\$0.00	A	Sue Doucett
Sun	08/21/16	5:40PM	60	801956	\$0.00	A	Sue Doucett
Sun	08/21/16	6:25PM	60	801956	\$0.00	A	Sue Doucett
Mon	08/22/16	9:28AM	60	801956	\$0.00	A	Sue Doucett
Mon	08/22/16	7:47PM	60	801956	\$0.00	A	Sue Doucett
Tue	08/23/16	2:41PM	60	801956	\$0.00	A	Sue Doucett
Tue	08/23/16	8:47PM	60	801956	\$0.00	A	Sue Doucett
Tue	08/23/16	9:17PM	60	801956	\$0.00	A	Sue Doucett
Wed	08/24/16	10:42AM	60	801956	\$0.00	A	Sue Doucett
Wed	08/24/16	12:29PM	60	801956	\$0.00	A	Sue Doucett
Thu	08/25/16	10:39AM	60	801956	\$0.00	A	Sue Doucett
Thu	08/25/16	9:45PM	60	801956	\$0.00	A	Sue Doucett
Fri	08/26/16	4:39AM	60	801956	\$0.00	A	Sue Doucett



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KKOB-FM  
 Phone#: 505-767-6700

Bill To: **Cumulus Broadcasting In-House**

Invoice #: 28372251  
 Invoice Date: 08/28/16  
 Order #: 64520

Advt#1012

Acct Exec: Susan Doucett  
 Estimate #:  
 Description: Sue Doucett New Seller Spot

**Terms: Due on Receipt**

Day	Date	Time	Len	Line #	Rate	Cl	Product
Sat	08/27/16	6:40PM	60	801956	\$0.00	A	Sue Doucett
Sat	08/27/16	7:37PM	60	801956	\$0.00	A	Sue Doucett
Sun	08/28/16	7:25AM	60	801956	\$0.00	A	Sue Doucett
Sun	08/28/16	5:40PM	60	801956	\$0.00	A	Sue Doucett

Amount Due \$0.00

Total Spots 29

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00





**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - Kkob-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28372912  
 Invoice Date: 09/04/16  
 Order #: 64520

Advt#1012

Acct Exec: Susan Doucett  
 Estimate #:  
 Description: Sue Doucett New Seller Spot

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	Cl	Product
Mon	08/29/16	10:40AM	60	801956	\$0.00	A	Sue Doucett
Mon	08/29/16	6:27PM	60	801956	\$0.00	A	Sue Doucett
Tue	08/30/16	10:47PM	60	801956	\$0.00	A	Sue Doucett
Wed	08/31/16	12:39AM	60	801956	\$0.00	A	Sue Doucett
Wed	08/31/16	4:38AM	60	801956	\$0.00	A	Sue Doucett

Amount Due \$0.00

Total Spots 5

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00

**Sales Order**

Advertiser Cumulus Broadcasting In-House #28361  
Agency

New / Revision New  
Start Date 07/20/16  
End Date 08/05/16  
Month Type Broadcast  
Billing Cycle End of Flight

Bill To Cumulus Broadcasting In-House

Co-op No  
Co-op Product  
Notarized N  
# of Invoices 1  
Make Goods Ask AE  
Income Type Promo / PSA  
Local Income Type Promo/PSA  
Competitive Code Various / Other Advt#1012

Account  
Executive Susan Doucett  
Contract #  
Estimate #  
Description Sue Doucett New Seller Spot  
Stratus # 63739  
Special Instructions  
Contact

Order Entered 07/18/16

**Schedule**

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/ Wk	M	T	W	T	F	S	S	Total
1	Cumulus Broadcasting In-House Promo / PSA / Promo/PSA	60 0.00 790762	07/20/16 07/22/16 All Weeks	6:00AM 7:00PM	N				2	2	2			0.00 6 Spots

3	Cumulus Broadcasting In-House Promo / PSA / Promo/PSA	60 0.00 790764	07/25/16 08/05/16 All Weeks	6:00AM 7:00PM	N		3	3	2	2	2			0.00 24 Spots
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Jul 16 = 0.00      Aug 16 = 0.00      Sep 16 = 0.00      Oct 16 = 0.00      Nov 16 = 0.00      Dec 16 = 0.00  
Jan 17 = 0.00      Feb 17 = 0.00      Mar 17 = 0.00      Apr 17 = 0.00      May 17 = 0.00      Jun 17 = 0.00

**Total Contract Value: 0.00    Tax: 0.00    Total Due: 0.00    30 Spots**

**Client Acceptance:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Account Executive:** 7/18/2016 4:35:24 PM by Susan Doucett

**Sales / Market Manager:** 7/18/2016 4:39:29 PM by Jason Martinez

**Business Manager:** 7/18/2016 4:53:20 PM by Mary Flynn

**Traffic Manager:** 7/18/2016 5:29:29 PM by Bernadette Montano

V 5.3

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KKOB-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28370959  
 Invoice Date: 07/31/16  
 Order #: 63739

Advt#1012

Acct Exec: Susan Doucett  
 Estimate #:  
 Description: Sue Doucett New Seller Spot

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	CI	Product
Thu	07/21/16	1:42PM	60	790762	\$0.00	C	Sue Doucett
Fri	07/22/16	10:38AM	60	790762	\$0.00	C	Sue Doucett
Fri	07/22/16	2:41PM	60	790762	\$0.00	C	Sue Doucett
Mon	07/25/16	7:50AM	60	790764	\$0.00	C	Sue Doucett
Mon	07/25/16	3:40PM	60	790764	\$0.00	C	Sue Doucett
Mon	07/25/16	4:39PM	60	790764	\$0.00	C	Sue Doucett
Tue	07/26/16	7:41AM	60	790764	\$0.00	C	Sue Doucett
Tue	07/26/16	2:40PM	60	790764	\$0.00	C	Sue Doucett
Tue	07/26/16	3:40PM	60	790764	\$0.00	C	Sue Doucett
Tue	07/26/16	9:16PM	60	790762	\$0.00	C	Sue Doucett
Wed	07/27/16	1:39PM	60	790764	\$0.00	C	Sue Doucett
Wed	07/27/16	2:38PM	60	790764	\$0.00	C	Sue Doucett
Thu	07/28/16	4:39AM	60	790764	\$0.00	C	Sue Doucett
Thu	07/28/16	10:40AM	60	790764	\$0.00	C	Sue Doucett
Fri	07/29/16	1:39PM	60	790764	\$0.00	C	Sue Doucett
Fri	07/29/16	2:41PM	60	790764	\$0.00	C	Sue Doucett

Amount Due \$0.00 Total Spots 16

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KKOB-FM  
 Phone#: 505-767-6700

Bill To: **Cumulus Broadcasting In-House**

Invoice #: 28371429  
 Invoice Date: 08/07/16  
 Order #: 63739

Advt#1012

Acct Exec: Susan Doucett  
 Estimate #:  
 Description: Sue Doucett New Seller Spot

**Terms: Due on Receipt**

Day	Date	Time	Len	Line #	Rate	CI	Product
Mon	08/01/16	10:38AM	60	790764	\$0.00	C	Sue Doucett
Mon	08/01/16	12:38PM	60	790764	\$0.00	C	Sue Doucett
Mon	08/01/16	5:43PM	60	790764	\$0.00	C	Sue Doucett
Tue	08/02/16	11:39AM	60	790764	\$0.00	C	Sue Doucett
Tue	08/02/16	1:37PM	60	790764	\$0.00	C	Sue Doucett
Tue	08/02/16	5:40PM	60	790764	\$0.00	C	Sue Doucett
Wed	08/03/16	10:28AM	60	790764	\$0.00	C	Sue Doucett
Thu	08/04/16	1:38PM	60	790764	\$0.00	C	Sue Doucett
Thu	08/04/16	2:39PM	60	790764	\$0.00	C	Sue Doucett
Fri	08/05/16	9:39AM	60	790764	\$0.00	C	Sue Doucett
Fri	08/05/16	1:42PM	60	790764	\$0.00	C	Sue Doucett

Amount Due \$0.00 Total Spots 11

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00

**Documentation Relating to  
2015-2016 Job Vacancies**

CUMULUS IS HIRING *exceptional* Sales people! We offer a unique career opportunity: One where you are given a challenging mission, world-class tools to help you succeed, and the chance to realize your full potential as a Sales professional. Cumulus-Albuquerque targets thousands of local companies with a highly tuned business-category focus and introduces these companies to Cumulus' large demographically-distinct audiences via the POWER OF RADIO. Cumulus stations in the area include: 103.3 ED FM, 770 KKOB, 93.3 KKOB, 99.5 Magic FM, 610 The Sports Animal, 92.3 KRST, and 1050 KTBL Talk. We hire passionate, driven, resourceful, organized, customer-focused problem solvers who have great communication skills and the ability to cultivate client relationships. If this sounds like you, please submit your resume for consideration.

#### The Future Cumulus Seller:

- 1-5 years of experience developing new business relationships in an outside sales role, as a recognized top-performer
- Track record of achievement and always striving to be the best in everything they do
- Strong understanding of lead generation and ability to connect with viable prospects
- Comprehension of sales metrics in order to fill a sales funnel and robust pipeline of residual business
- Effective communicator and the ability to cultivate relationships
- Positive attitude with the willingness to get beyond their comfort zone to grow professionally
- Undeterred by the daily obstacles and challenges facing outside B to B sales
- High energy and passion for the job
- Media Sales background preferred
- Bachelor's Degree preferred

#### What we offer:

- A product that you can be passionate about selling that will assist clients in growing their company
- An opportunity to embark on an career with the fastest growing media company in the US
- Training equivalent to acquiring a Sales-MBA
- Recognition and reward for outstanding performance
- Competitive pay without a ceiling and ability to incrementally increase income year over year
- Medical, Dental & Vision Insurance package
- 401K with company match to plan for the long term
- Vacation & Holidays to enjoy the fruits of your labor

**Cumulus is an Equal Opportunity Employer (EEO).**

## ON-AIR TALENT

Come live, work & play in a city that gets 310 days of sunshine a year with fantastic outdoor life in the mountains, forest and desert! If life is your show prep, you are a social media/pop culture addict and you can entertain with a vibe like Jimmy Fallon – let's talk!

Cumulus Media Albuquerque has five FM stations in the Albuquerque, NM metro area: Country stations NASH-FM 92.3 KRST and 96.3 NASH Icon, AC 99.5 Magic FM (KMGA), TOP 40 93.3 KOB-FM and Adult Hits 103.3 ED-FM (KDRF). In addition, we have 3 AM stations, 610 The Animal KNML, 1050 KTBL and legendary 770 KKOB-AM. At Cumulus Albuquerque we strive to hire passionate, driven, resourceful, problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.

A leader in the radio broadcasting industry, Cumulus Media (NASDAQ:CMLS) combines high-quality local programming with iconic, nationally syndicated media, sports and entertainment brands to deliver premium content choices to the 245 million people reached each week through its 453 owned-and-operated stations broadcasting in 90 US media markets (including eight of the top 10), more than 8,200 broadcast radio stations affiliated with its Westwood One network and numerous digital channels.

Together, the Cumulus/Westwood One platforms make Cumulus Media one of the few media companies that can provide advertisers with national reach and local impact. Cumulus/Westwood One is the exclusive radio broadcast partner to some of the largest brands in sports, entertainment, news, and talk, including the NFL, the NCAA, the Masters, the Olympics, the GRAMMY's, the Academy of Country Music Awards, the American Music Awards, the Billboard Music Awards, Westwood One News, and more. Additionally, it is the nation's leading provider of country music and lifestyle content through its NASH brand, which serves country fans nationwide through radio programming, exclusive digital content, and live events. For more information, visit [www.cumulus.com](http://www.cumulus.com).

### What We Offer:

- 5 dominant FM signals from the top of Sandia Peak.
- Two on-air, single station PD's to assist in cluster programming.
- Competitive pay - salary is commensurate with experience and ratings history.
- Recognition and reward for outstanding performance.
- Collaboration with an 8 station creative team.
- Extensive tools and resources. Fantastic on-air/production rooms in impressive physical plant.
- Industry leading vacation package, and paid holidays offered for all full time employees.
- Benefits include: Medical, dental, vision, Health Savings Account with company match, 401K with company match, and Life and Disability coverage.

**Cumulus is an Equal Opportunity Employer.**

For immediate consideration, please complete the application process at <http://www.cumulus.com/careers>

### **Our Opportunity:**

Cumulus Media's Albuquerque, NM location is offering a great opportunity for an **FM Operations Manager**. Duties include direct oversight of programming for specific stations (KRST, KBZU and KDRF) in the cluster in addition to OM duties.

The successful candidate will be responsible for all aspects of programming including; music scheduling, coaching on-air staff, station and FM cluster strategy, development of on-air/online promotions and generating associated revenue, oversight and content creation for digital extensions (including streams and websites), and have a strong customer service approach towards listeners, staff, & sales.

### **Qualifications:**

The successful candidate will be responsible for all aspects of programming and management, including; creation and implementation of station and cluster strategic competitive position, supervision of Program Directors, music scheduling, coaching on-air talent, development/execution of promotions, digital and social media audience and revenue platforms. A proactive, strong customer service approach towards listeners, staff, & sales is essential.

- Successful programming experience and winning track record backed by Nielsen Audio results.
- Savvy computer skills and proficiency with ratings, research and music (Stratus) programs.
- Ability to multi-task and the discipline to focus on what is the highest and best use of your time.
- Excellent verbal and written communication skills with air staff and associated departments.
- Strong leadership, coaching, prioritization and execution.
- Creative and strategic problem solver.

### **What We Offer:**

- 5 dominant FM signals from the top of Sandia Peak.
- Two on-air, single station PD's to assist in cluster programming.
- Competitive pay - salary is commensurate with experience and ratings history.
- Recognition and reward for outstanding performance.
- Collaboration with an 8 station creative team.
- Extensive tools and resources. Fantastic on-air/production rooms in impressive physical plant.
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### **Who We Are:**

Cumulus Media Albuquerque has five FM stations in the Albuquerque, NM metro area: Country stations NASH-FM 92-3 KRST and 96.3 NASH Icon, AC 99.5 Magic FM (KMGA), TOP 40 93-3 KOB-FM and Adult Hits 103.3 eD-DM (KDRF). In addition, we have 3 AM stations, 610 The Animal KNML, 1050 KTBL and legendary 770 KKOB-AM. At Cumulus Albuquerque we strive to hire passionate, driven, resourceful,



problem solvers who have the ability to drive the evolving, diverse culture of the Power of Radio to success.

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Cumulus/Westwood One is the exclusive radio broadcast partner to some of the largest brands in sports and entertainment, including the NFL, the NCAA, the Masters, the Olympics, and the GRAMMYS. Additionally, it is the nation's leading provider of country music and lifestyle content through its NASH brand, which serves country fans nationwide through radio programming, NASH Country Weekly magazine, concerts, licensed products and television/video. For more information, visit [www.cumulus.com](http://www.cumulus.com).

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the *Journal of Applied Behavior Analysis* (1974), and the *Journal of Experimental Psychology* (1975).

There are a number of reasons why the *Journal of Applied Behavior Analysis* is the most widely cited journal in the field of behavior analysis.

First, the journal is published by the American Psychological Association, which is the largest and most prestigious organization in the field of psychology.

Second, the journal is published quarterly, which allows for a high volume of research to be published.

Third, the journal is published in English, which is the most widely spoken language in the world.

Fourth, the journal is published in a format that is easy to read and understand, which makes it accessible to a wide range of researchers and practitioners.

Fifth, the journal is published in a format that is easy to search and retrieve, which makes it convenient for researchers to find the articles they need.

Sixth, the journal is published in a format that is easy to cite, which makes it convenient for researchers to cite the articles they use.

Seventh, the journal is published in a format that is easy to share, which makes it convenient for researchers to share their findings with their colleagues.

Eighth, the journal is published in a format that is easy to archive, which makes it convenient for researchers to archive their findings for future use.

Ninth, the journal is published in a format that is easy to access, which makes it convenient for researchers to access the articles they need.

Tenth, the journal is published in a format that is easy to use, which makes it convenient for researchers to use the articles they need.

Eleventh, the journal is published in a format that is easy to understand, which makes it convenient for researchers to understand the articles they need.

Twelfth, the journal is published in a format that is easy to remember, which makes it convenient for researchers to remember the articles they need.

Thirteenth, the journal is published in a format that is easy to find, which makes it convenient for researchers to find the articles they need.

Fourteenth, the journal is published in a format that is easy to use, which makes it convenient for researchers to use the articles they need.

Fifteenth, the journal is published in a format that is easy to understand, which makes it convenient for researchers to understand the articles they need.

Sixteenth, the journal is published in a format that is easy to remember, which makes it convenient for researchers to remember the articles they need.

Seventeenth, the journal is published in a format that is easy to find, which makes it convenient for researchers to find the articles they need.

Eighteenth, the journal is published in a format that is easy to use, which makes it convenient for researchers to use the articles they need.

Nineteenth, the journal is published in a format that is easy to understand, which makes it convenient for researchers to understand the articles they need.

Twentieth, the journal is published in a format that is easy to remember, which makes it convenient for researchers to remember the articles they need.

Twenty-first, the journal is published in a format that is easy to find, which makes it convenient for researchers to find the articles they need.

Twenty-second, the journal is published in a format that is easy to use, which makes it convenient for researchers to use the articles they need.

Twenty-third, the journal is published in a format that is easy to understand, which makes it convenient for researchers to understand the articles they need.

Twenty-fourth, the journal is published in a format that is easy to remember, which makes it convenient for researchers to remember the articles they need.

Twenty-fifth, the journal is published in a format that is easy to find, which makes it convenient for researchers to find the articles they need.

Twenty-sixth, the journal is published in a format that is easy to use, which makes it convenient for researchers to use the articles they need.

Twenty-seventh, the journal is published in a format that is easy to understand, which makes it convenient for researchers to understand the articles they need.

Twenty-eighth, the journal is published in a format that is easy to remember, which makes it convenient for researchers to remember the articles they need.

Twenty-ninth, the journal is published in a format that is easy to find, which makes it convenient for researchers to find the articles they need.

Thirtieth, the journal is published in a format that is easy to use, which makes it convenient for researchers to use the articles they need.

Thirty-first, the journal is published in a format that is easy to understand, which makes it convenient for researchers to understand the articles they need.

Thirty-second, the journal is published in a format that is easy to remember, which makes it convenient for researchers to remember the articles they need.

Thirty-third, the journal is published in a format that is easy to find, which makes it convenient for researchers to find the articles they need.

Thirty-fourth, the journal is published in a format that is easy to use, which makes it convenient for researchers to use the articles they need.

Thirty-fifth, the journal is published in a format that is easy to understand, which makes it convenient for researchers to understand the articles they need.

Thirty-sixth, the journal is published in a format that is easy to remember, which makes it convenient for researchers to remember the articles they need.

**Sales Order**

Advertiser **Cumulus Broadcasting In-House #28361**

Agency

Bill To **Cumulus Broadcasting In-House**

Account

Executive **Shannon Haworth**

Contract #

Estimate # **AE RECRUITMENT**

Description

Stratus # **59743**

Special Instructions

Contact

New / Revision **New**

Start Date **03/01/16**

End Date **12/31/16**

Month Type **Broadcast**

Billing Cycle **End of Flight**

Co-op **No**

Co-op Product

Notarized **N**

# of Invoices **1**

Make Goods **Ask AE**

Income Type **Promo / PSA**

Local Income Type **Promos/PSAs**

Competitive Code **Various / Other** Adv#1012

Order Entered **02/29/16**

**Schedule**

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/ Wk	M	T	W	T	F	S	S	Total
1	AE RECRUITMENT Promo / PSA / Promos/PSAs	15 0.00 718534	03/01/16 06/30/16 All Weeks	6:00AM 7:00PM	N		4	4	4	4	4	4	4	0.00 488 Spots

Mar 16 = 0.00      Apr 16 = 0.00      May 16 = 0.00      Jun 16 = 0.00      Jul 16 = 0.00      Aug 16 = 0.00  
 Sep 16 = 0.00      Oct 16 = 0.00      Nov 16 = 0.00      Dec 16 = 0.00      Jan 17 = 0.00      Feb 17 = 0.00

**Total Contract Value: 0.00    Tax: 0.00    Total Due: 0.00    488 Spots**

**Client Acceptance:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Account Executive:** 2/29/2016 1:34:43 PM by Shannon Haworth

**Sales / Market Manager:** 2/29/2016 2:50:52 PM by Joseph Mullings

**Business Manager:** 2/29/2016 3:58:52 PM by Liz Roche

**Traffic Manager:** 2/29/2016 2:57:55 PM by Shannon Haworth

V 5.3

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KRST-FM  
 Phone#: 505-767-8700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28365226  
 Invoice Date: 03/27/16  
 Order #: 59743

Advt#1012

Acct Exec: Shannon Haworth  
 Estimate #: AE RECRUITMENT

Terms: Due on Receipt

Description:

Day	Date	Time	Len	Line #	Rate	CI	Product
Tue	03/01/16	8:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	03/01/16	8:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	03/01/16	9:45AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	03/02/16	6:28AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	03/02/16	6:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	03/02/16	9:29AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	03/02/16	6:37PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	03/03/16	6:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	03/03/16	9:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	03/03/16	11:51AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	03/03/16	12:52PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	03/04/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	03/04/16	11:51AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	03/06/16	6:46PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	03/07/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	03/07/16	7:28AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	03/07/16	1:49PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	03/07/16	4:51PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	03/08/16	5:44AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	03/08/16	12:05PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	03/11/16	7:29AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	03/13/16	5:20PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	03/21/16	8:15AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	03/21/16	9:45AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15

Amount Due \$0.00

Total Spots 24

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KRST-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28366602  
 Invoice Date: 04/24/16  
 Order #: 59743

Acct Exec: Shannon Haworth  
 Estimate #: AE RECRUITMENT

Advt#1012

Terms: Due on Receipt

Description:

Day	Date	Time	Len	Line #	Rate	CI	Product
Mon	03/28/16	6:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	03/28/16	10:08AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	03/29/16	6:15AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	03/30/16	6:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	03/30/16	7:28AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	03/30/16	7:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	03/30/16	6:20PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	03/31/16	9:29AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	04/01/16	5:16AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	04/01/16	6:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sat	04/02/16	4:08PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/04/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/04/16	7:28AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/04/16	9:29AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	04/05/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	04/05/16	9:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	04/07/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	04/07/16	8:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	04/07/16	6:09PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	04/08/16	7:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	04/08/16	8:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	04/08/16	9:15AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sat	04/09/16	4:06PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	04/10/16	10:18AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	04/10/16	11:08AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/11/16	5:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/11/16	1:20PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/11/16	5:09PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/11/16	6:08PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	04/12/16	6:31AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	04/12/16	1:21PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KRST-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28366602  
 Invoice Date: 04/24/16  
 Order #: 59743

Acct Exec: Shannon Haworth  
 Estimate #: AE RECRUITMENT

Advt#1012

Terms: Due on Receipt

Description:

Day	Date	Time	Len	Line #	Rate	CI	Product
Wed	04/13/16	2:06PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	04/13/16	2:20PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	04/14/16	5:20PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	04/15/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	04/17/16	2:20PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	04/17/16	5:19PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/18/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/18/16	6:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/18/16	8:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/18/16	9:30AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	04/19/16	9:29AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	04/19/16	2:19PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	04/20/16	1:09PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	04/22/16	5:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sat	04/23/16	10:09AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15

Amount Due \$0.00

Total Spots 46

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KRST-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28368299  
 Invoice Date: 05/29/16  
 Order #: 59743

Acct Exec: Shannon Haworth  
 Estimate #: AE RECRUITMENT

Advt#1012

Terms: Due on Receipt

Description:

Day	Date	Time	Len	Line #	Rate	CI	Product
Mon	04/25/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/25/16	7:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	04/25/16	9:30AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	04/26/16	8:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	04/26/16	3:20PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	04/27/16	6:29AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	05/02/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	05/02/16	6:16AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	05/02/16	8:30AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	05/02/16	8:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	05/03/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	05/03/16	6:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	05/03/16	8:30AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	05/03/16	9:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	05/04/16	6:16AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	05/04/16	7:30AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	05/04/16	8:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	05/05/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Thu	05/05/16	9:17AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	05/06/16	5:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	05/06/16	8:29AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	05/06/16	8:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	05/06/16	9:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sat	05/07/16	3:08PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	05/09/16	8:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	05/10/16	6:15AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Wed	05/11/16	9:15AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	05/13/16	6:15AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	05/15/16	2:07PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	05/15/16	4:19PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	05/16/16	8:29AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

**Remit To: 3629 Momentum Place  
Chicago, IL 60689-5336  
Station: Cumulus-Albuquerque - KRST-FM  
Phone#: 505-767-6700**

**Bill To: Cumulus Broadcasting In-House**

**Invoice #: 28368299  
Invoice Date: 05/29/16  
Order #: 59743**

Advt#1012

**Acct Exec: Shannon Haworth  
Estimate #: AE RECRUITMENT**

**Terms: Due on Receipt**

**Description:**

Day	Date	Time	Len	Line #	Rate	Cl	Product
Mon	05/16/16	9:15AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	05/16/16	9:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	05/17/16	7:30AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Fri	05/20/16	9:45AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sat	05/21/16	2:07PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	05/22/16	12:21PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	05/22/16	1:10PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Sun	05/22/16	5:08PM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	05/23/16	6:16AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	05/23/16	7:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Mon	05/23/16	8:47AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15
Tue	05/24/16	7:46AM	15	718534	\$0.00	C	Cumulus AE Recruitment :15

**Amount Due \$0.00**

**Total Spots 43**

**Terms: Due on Receipt**

**7.6% Sales Tax \$0.00**

**Total Due \$0.00**



**Sales Order**

Advertiser <b>Cumulus Broadcasting In-House #28361</b> Agency  Bill To <b>Cumulus Broadcasting In-House</b>  Account Executive <b>Bernadette Montano</b> Contract # Estimate # Description <b>:15 Recruitment/Advertise</b> Stratus # <b>48349</b> Special <b>:15 spots to run adjacent to paid :15 during Jim Brickman.</b> Instructions  Contact	New / Revision <b>New</b> Start Date <b>03/11/15</b> End Date <b>02/28/16</b> Month Type <b>Broadcast</b> Billing Cycle <b>End of Flight</b>  Co-op <b>No</b> Co-op Product Notarized <b>N</b> # of Invoices <b>1</b> Make Goods <b>Ask AE</b> Income Type <b>Promo / PSA</b> Local Income Type <b>Unused</b> Competitive Code <b>Various / Other</b> Advt# <b>1012</b>  Order Entered <b>03/10/15</b>
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**Schedule**

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
1	Cumulus :15 in-house Promo / PSA / Unused	15 0.00 526571	03/11/15 02/28/16 All Weeks	8:00AM 1:00PM	N								10	0.00 510 Spots

Mar 15 = 0.00	Apr 15 = 0.00	May 15 = 0.00	Jun 15 = 0.00	Jul 15 = 0.00	Aug 15 = 0.00
Sep 15 = 0.00	Oct 15 = 0.00	Nov 15 = 0.00	Dec 15 = 0.00	Jan 16 = 0.00	Feb 16 = 0.00

**Total Contract Value: 0.00    Tax: 0.00    Total Due: 0.00    510 Spots**

Client Acceptance: \_\_\_\_\_ Date: \_\_\_\_\_

Account Executive: 3/10/2015 4:15:18 PM by Bernadette Montano

Sales / Market Manager: 3/10/2015 5:08:52 PM by Jason Martinez

Business Manager: 3/10/2015 5:09:14 PM by Liz Roche

Traffic Manager: 3/10/2015 5:08:38 PM by Bernadette Montano

V 53

**ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO**



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KMGA-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28363844  
 Invoice Date: 02/28/16  
 Order #: 48349

Advt#1012

Acct Exec: Bernadette Montano  
 Estimate #:  
 Description: :15 Recruitment/Advertise

**Terms: Due on Receipt**

Day	Date	Time	Len	Line #	Rate	Cl	Product
Sun	02/07/16	9:17AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	02/07/16	10:17AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	02/21/16	9:47AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	02/21/16	11:48AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15

Amount Due \$0.00

Total Spots 4

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KMGA-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28362771  
 Invoice Date: 01/31/16  
 Order #: 48349

Advt#1012

Acct Exec: Bernadette Montano  
 Estimate #:  
 Description: :15 Recruitment/Advertise

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	CI	Product
Sun	01/03/16	8:58AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	01/03/16	9:17AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	01/03/16	9:47AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	01/03/16	10:48AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	01/03/16	11:58AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	01/03/16	12:28PM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	01/17/16	9:17AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	01/24/16	8:18AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	01/24/16	8:47AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15

Amount Due \$0.00 Total Spots 9

Terms: Due on Receipt

7.5% Sales Tax \$0.00  
 Total Due \$0.00



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KMGA-FM  
 Phone#: 505-767-6700

Bill To: Cumulus Broadcasting In-House

Invoice #: 28361143  
 Invoice Date: 12/27/15  
 Order #: 48349

Advt#1012

Acct Exec: Bernadette Montano  
 Estimate #:  
 Description: :15 Recruitment/Advertise

Terms: Due on Receipt

Day	Date	Time	Len	Line #	Rate	Cl	Product
Sun	12/06/15	9:47AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	12/06/15	10:58AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	12/13/15	9:17AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	12/13/15	9:59AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	12/13/15	10:17AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	12/13/15	11:17AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	12/13/15	11:58AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	12/20/15	11:17AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15

Amount Due	\$0.00	Total Spots	8
7.5% Sales Tax	\$0.00	Terms:	Due on Receipt
<b>Total Due</b>	<b>\$0.00</b>		



**INVOICE**

**PAY THIS AMOUNT: \$0.00**

Remit To: 3629 Momentum Place  
 Chicago, IL 60689-5336  
 Station: Cumulus-Albuquerque - KMGA-FM  
 Phone#: 505-767-6700

Bill To: **Cumulus Broadcasting In-House**

Invoice #: 28359959  
 Invoice Date: 11/29/15  
 Order #: 48349

Advt#1012

Acct Exec: Bernadette Montano  
 Estimate #:

Terms: Due on Receipt

Description: :15 Recruitment/Advertise

Day	Date	Time	Len	Line #	Rate	CI	Product
Sun	11/01/15	9:16AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/01/15	10:47AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/01/15	11:47AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/08/15	8:16AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/08/15	9:16AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/08/15	10:17AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/08/15	11:17AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/08/15	11:48AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/15/15	8:16AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/15/15	8:47AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/15/15	9:47AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/15/15	10:48AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/15/15	11:18AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15
Sun	11/15/15	11:58AM	15	526571	\$0.00	C	Cumulus AE Recruitment :15

Amount Due \$0.00 Total Spots 14

Terms: Due on Receipt

7.5% Sales Tax \$0.00

Total Due \$0.00