

## Jennifer Flowers

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**From:** Erika Vance  
**Sent:** Thursday, January 19, 2023 10:46 AM  
**To:** Jennifer Flowers  
**Cc:** Nikki Watkins  
**Subject:** FW: Issue campaign in Austin, Texas for NFIB  
**Attachments:** Political Form-Non-Candidate-Issue Agreement (Feb. 2020).pdf

Hi Jenn,

This is a political order from David. It looks like an Issues campaign for KLBJ-AM.

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**From:** David Welch  
**Sent:** Thursday, January 19, 2023 9:49 AM  
**To:** jon.thompson@nfib.org  
**Cc:** Erika Vance <evance@waterloomedia.com>; Nikki Watkins <NWatkins@waterloomedia.com>; Steve Sherrill <ssherrill@waterloomedia.com>; Adria Lawrence <ALawrence@WATERLOOMEDIA.COM>  
**Subject:** Issue campaign in Austin, Texas for NFIB

Hi Jon—

Thank you for your time on the phone just now. As promised, let me confirm these rates for you for :30 second spots, for your proposed issue campaign for National Federation of Independent Businesses (NFIB):

M-F 6a-10a=\$120/ea  
M-F 10a-3p=\$90/ea  
M-F 3p-7p=\$80/ea  
M-F 7p-12a=\$20/ea

When you have a budget I can develop a schedule proposal for you, or you can submit what you would like to see and I can confirm if we have the inventory. Right now I think we are OK for the next few weeks, although early February is showing some tightening of inventory.

We should go ahead and get started on the paperwork. Attached is our issue candidate form which we will need before the schedule airs for our legal files.

Once we have settled on a schedule, I will send a credit card payment form for you to complete and authorize then send back to me.

Thank you and I look forward to helping you.

### ***David Welch***

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