

Sales Order

Station: **WIBC-FM** Contract#: **0** Agency: **TARGET ENTERPRISES**
 Contract Name: **NFIB / 2037 / WIBC** Address: **15260 VENTURA BOULEVARD**
 Proposal#: **72C9BE07-1413-4D90-9ACA-D005EC03A2E** SUITE 1240
C City: **SHERMAN OAKS** State: **CA** Zip: **91403**
 Start Date: **10/31/16** End Date: **11/07/16** Phone: **(818) 905-0005**
 Revenue Type: **NATIONAL POLITICAL** Type: **Cash** Buyer:
 Advertiser: **ISSUE (A)** Tax Schedule: **(None)**
 Address: Agency Commission %: **15**
 City: State: Zip: Billing Cycle: **Standard**
 Product Name: **NFIB/2037/T. Young Pro** Salesperson: **EASTMANLOSANGEL** Comm %: **8.50**
 Estimate #: **2037** Makegood Policy: **WITHIN CONTRACT DATES**
 Agency Client Code: **NFIB**
 Competitive Code: **PO-POLITICAL ISSUES**

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	10/31/16	11/04/16		6:00 AM	10:00 AM	60	X	X	X	X	X			18	W	300.00	18	5,400.00		
2	10/31/16	11/04/16		10:00 AM	3:00 PM	60	X	X	X	X	X			16	W	250.00	16	4,000.00		
3	10/31/16	11/04/16		3:00 PM	7:00 PM	60	X	X	X	X	X			16	W	250.00	16	4,000.00		
4	11/07/16	11/07/16		6:00 AM	10:00 AM	60	4							4	D	300.00	4	1,200.00		
5	11/07/16	11/07/16		10:00 AM	3:00 PM	60	4							4	D	250.00	4	1,000.00		
6	11/07/16	11/07/16		3:00 PM	7:00 PM	60	2							2	D	250.00	2	500.00		

Billing Projections: By Month

	Oct 16	Nov 16
CA	3,200.00	12,900.00
ST	0.00	16,100.00

☒ Print Spot Prices

TOTAL SPOTS **60**
 GROSS TOTAL \$ **16,100.00**
 ADJUSTED SPOTS **60**
 ADJUSTED TOTAL \$ **16,100.00**

Station	WIBC-FM
Spot Length	30
Spots	60
Total Charges	16,100.00
Agency	TARGET ENTERPRISES
Advertiser	ISSUE (A)
Product	NFIB/2037/T. Young Pro
Estimate	2037
Station	WIBC-FM
Spot Length	30

APPROVE DECLINE

☐ ☐ General Manager
☐ ☐ Sales Manager
☐ ☐ National Sales Manager
☐ ☐ Local Sales Manager

10/27
 10/28/16

10/28/16

Oct 27, 16
 CONT# 30210071 Mod# Ver# 1 (Last =)
 REP EASTMAN
 TO WIBC-FM (Indianapolis IN)
 FM DIANE SRSEN
 OFF LOS ANGELES
 AGY TARGET ENTERPRISES LLC
 ADDR 15260 VENTURA BLVD SUITE 1240
 SHERMAN OAKS, CA 91403

DDS CONT# 0
 C/P/E: NFIB / NFIB / 2037

SALESPERSON FAX#

PH # 818-905-0005

BYR NATALIE KRUGLIAK
 ADV NFIB - NATIONAL FEDERATION IND BUSINESS
 PDT NFIB
 FLT Oct 24, 16 - Nov 13, 16

* REP ORDER COMMENT *

** 10/27/2016 3:48:00 PM: THIS IS A NEW ORDER, PLEASE DO NOT DOUBLE BOOK, CONFIRM WITH EMILY AT
 323-966-5187 OR EMILY.CAREW@EASTMANRADIO.COM

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		FLIGHT 1							
	1.1	MTWTF..	6A - 10A	60	10/24/2016 - 10/28/2016	1W	2	\$300.00	2
	1.2	MTWTF..	10A - 3P	60	10/24/2016 - 10/28/2016	1W	4	\$250.00	4
	1.3	MTWTF..	3P - 7P	60	10/24/2016 - 10/28/2016	1W	4	\$250.00	4
		** WEEKLY FLIGHT TOTALS **					10	\$2,600.00	
		FLIGHT 2							
	2.1	MTWTF..	6A - 10A	60	10/31/2016 - 11/4/2016	1W	18 18	\$300.00	16
	2.2	MTWTF..	10A - 3P	60	10/31/2016 - 11/4/2016	1W	12 10	\$250.00	12
	2.3	MTWTF..	3P - 7P	60	10/31/2016 - 11/4/2016	1W	12 10	\$250.00	12
		** WEEKLY FLIGHT TOTALS **					40	\$10,800.00	
		FLIGHT 3							
	3.1	M.....	6A - 10A	60	11/7/2016 - 11/7/2016	1W	4	\$300.00	4
	3.2	M.....	10A - 3P	60	11/7/2016 - 11/7/2016	1W	4	\$250.00	4
	3.3	M.....	3P - 7P	60	11/7/2016 - 11/7/2016	1W	2	\$250.00	2
		** WEEKLY FLIGHT TOTALS **					10	\$2,700.00	

	Oct 16	Nov 16					
SPOTS	10	50					
CASH	2600.00	13500.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	2600.00	13500.00					

Oct 27, 16
CONT# 30210071 Mod# Ver# 1 (Last =)
REP EASTMAN

DDS CONT# 0
C/P/E: NFIB / NFIB / 2037

						TOTAL
SPOTS						60
CASH						16,100.00
TRADE						0.00
NSL						0.00
TOTAL						16,100.00

**** Competitive Comments ****

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.



Target Enterprises
15260 Ventura Boulevard, Suite 1240
Sherman Oaks, CA 91403
(818) 905-0005

AGREEMENT FORM FOR NON-CANDIDATE ADVERTISING

Station and Location:	Date:
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I, **TARGET ENTERPRISES** do hereby request station time concerning the following issue:

NFIB Save America's Free Enterprise Trust

SEE ATTACHED SCHEDULES

This broadcast time will be used by: NFIB

Does the programming (in whole or in part) communicate
"a message relating to any political matter of national importance?"

☒ YES

☐ NO

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

NFIB Save America's Free Enterprise Trust (Safe Trust) 1201 F Street NW, Suite 200, Wash DC 20004 2025549000

and are authorized to announce the time as paid for by such person or entity (hereinafter
referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors
(or attach separately):

Juanita D Duggan, President and CEO

Signature of Issue Advertiser (Sponsor)

Date

To be Signed by Station Representative

☐ Accepted

☐ Accepted in Part

☐ Rejected

Signature

Date

Printed Name

Title