

Sales Order

Station: **WIBC-FM** Contract#: **0** Agency: **TARGET ENTERPRISES**
 Contract Name: **HOLCOMB / EHI / 1982 WIBC** Address: **15260 VENTURA BOULEVARD**
 Proposal#: **15BD5282-1CC7-44A7-A2B0-6BCE2202FA4** SUITE 1240
5 City: **SHERMAN OAKS** State: **CA** Zip: **91403**
 Start Date: **10/17/16** End Date: **10/21/16** Phone: **(818) 905-0005**
 Revenue Type: **NATIONAL POLITICAL** Type: **Cash** Buyer:
 Advertiser: **HOLCOMB/REP/GOVERNOR (A)** Tax Schedule: **(None)**
 Address: Agency Commission %: **15**
 City: State: Zip: Billing Cycle: **Standard**
 Product Name: **Holcomb/1982/REP/GOV** Salesperson: **EASTMANLOSANGEL** Comm %: **8.50**
 Estimate #: **1982** Makegood Policy: **WITHIN CONTRACT DATES**
 Competitive Code: **PO-POLITICAL CANDIDATES**

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	10/17/16	10/21/16		6:00 AM	10:00 AM	60	X	X	X	X	X			15	W	70.00	15	1,050.00		
2	10/17/16	10/21/16		10:00 AM	3:00 PM	60	X	X	X	X	X			15	W	70.00	15	1,050.00		
3	10/17/16	10/21/16		3:00 PM	7:00 PM	60	X	X	X	X	X			15	W	70.00	15	1,050.00		

Billing Projections: By Month

Oct 16
 CA 3,150.00
 ST 3,150.00

Print Spot Prices

TOTAL SPOTS 45
 GROSS TOTAL \$ 3,150.00
 ADJUSTED SPOTS 45
 ADJUSTED TOTAL \$ 3,150.00

APPROVE DECLINE

- General Manager
- Sales Manager
- National Sales Manager
- Local Sales Manager

# of Spots	
Total Dollars	
Days	
Rate	
Station	
Spot Length	

D
10/11


Oct 11, 16
 CONT# 30164468 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: EHI / EHI / 1982

SALESPERSON FAX#

PH # 818-905-0005

BYR NATALIE KRUGLIAK
 ADV ERIC HOLCOMB FOR INDIANA
 PDT Eric Holcomb for Indiana
 FLT Oct 17, 16 - Oct 23, 16

*** REP ORDER COMMENT ***

**** 10/11/2016 2:51:00 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	10/17/2016 - 10/21/2016	1W	15	\$70.00	15
	1.2	MTWTF..	10A - 3P	60	10/17/2016 - 10/21/2016	1W	15	\$70.00	15
	1.3	MTWTF..	3P - 7P	60	10/17/2016 - 10/21/2016	1W	15	\$70.00	15
					** WEEKLY FLIGHT TOTALS **		45	\$3,150.00	

	Oct 16						
SPOTS	45						
CASH	3150.00						
TRADE	0.00						
NSL	0.00						
TOTAL	3150.00						

							TOTAL
SPOTS							45
CASH							3,150.00
TRADE							0.00
NSL							0.00
TOTAL							3,150.00

**** Competitive Comments ****

SVC: SP10 TSA ARB
 Demo Adults 35+

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



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

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISING

FEDERAL CANDIDATE STATE/LOCAL CANDIDATE

Station and Location:	Date:
-----------------------	-------

I, Adam Stoll

being/on behalf of: Eric Holcomb for Indiana

a legally qualified candidate of the Republican

political party for the office of: Governor

in the General

election to be held on: Nov. 8

do hereby request station time as follows: **SEE ATTACHED SCHEDULES**

I represent that the payment for the above described broadcast time has been furnished by:

Eric Holcomb for Indiana 101 W. Ohio St. Ste. 1111 Indianapolis, IN 46204

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Kyle Hupfer, Treasurer

Adam Stoll 8/24/2016

Signature of Candidate or Authorized Representative **Date**

To be Signed by Station Representative

Accepted Accepted in Part Rejected

Signature **Date**

Printed Name **Title**



Buy Detail Report

Revision #:
 Date: 10/11/2016
 12:28 PM

Vendor: WBC-FM

Estimate: 1982
 Description: Holcomb 10/17-10/23 R
 Flight Start Date: 10/17/2016 05:00 AM
 Flight End Date: 10/23/2016 04:59 AM
 Survey: SP09 DMA CusRadio
 Buyer: Natalie Krugliak

Client: Eric Holcomb for Indiana
 Media: Radio
 Product: Eric Holcomb for Indiana
 Market: Indianapolis
 Primary Demo: Adults 35+
 Separation between spots: 30

Format: Talk

Line No	Daypart Program	Daypart Code	STN Gross	Dur	Wks 10/17	Total Spots	Adults 35+	Rtg/CPP
WIBC-FM								
15	MTuWThF 6:00a-10:00a	AM	\$70.00	60	15	15	0.7	\$100.00
16	MTuWThF 10:00a- 3:00p	MD	\$70.00	60	15	15	0.5	\$140.00
17	MTuWThF 3:00p- 7:00p	FM	\$70.00	60	15	15	0.5	\$140.00
						Total Spots:	45	
						Total GRP/GIMP(MII):	25.5	
						Total CPP/CPM:		\$123.53
Total Cost:								\$3,150.00

Signature: _____

Disclaimer:
 Radio Disclaimer



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

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISING

I, Eric Holcomb for Indiana

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement: (check applicable box)

DOES

DOES NOT

refer to an opposing candidate. I further certify that for the programming that does refer to an opposing candidate: (check applicable box)

The **radio** programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and the candidate has approved the broadcast.

The **television** programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.

Adam Stoll

Signature of candidate or Authorized Representative

Adam Stoll

8/24/2016

Printed Name

Date