

CUMULUS MEDIA INC. AND ITS SUBSIDIARIES  
CLIENT INFORMATION SHEET

\*\*\* CASH-IN-ADVANCE CLIENTS ONLY \*\*\*

MARKET: HARRISBURG

CLIENT / AGENCY INFORMATION

Legal Name: Friends of Jean Foschi

Trade Name: \_\_\_\_\_

Check one:      Corporation                                      Partnership                     *Political*  
                    Limited Liability Company                          Sole Proprietorship           *Candidate*  
                    Government    Non-Profit

Address: 2195 Brunswick Avenue

City / State / Zip: Mechanicsburg, PA 17055

Phone: 717-571-3303                                     Fax: N/A

Email: jeanfosci88@gmail.com                         Website: www.jeanfoschi.com

I hereby certify that the information contained herein is complete and accurate.

*I have reviewed Cumulus's Standard Terms and Conditions attached hereto as may be modified by Cumulus from time to time. I hereby acknowledge and agree that such Standard Terms and Conditions shall apply to all my advertising purchase orders with Cumulus.*

AUTHORIZED SIGNATURE: Jean Foschi

DATE: August 1, 2018

PRINT NAME: Jean Foschi

TITLE: Candidate

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

FEDERAL CANDIDATE

STATE/LOCAL CANDIDATE

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

<b>Station and Location:</b>	<b>Date:</b>
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I, Sean Foschi

being/on behalf of: Sean Foschi / Friends of Sean Foschi

a legally qualified candidate of the Democratic

political party for the office of: Representative

in the 88th district of Pennsylvania

election to be held on: November 6

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
SEE ATTACHED					

Attach proposed schedule with charges (if available):

I represent that the payment for the above described broadcast time has been furnished by: Friends of Sea-Toschi

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:

Martha D. Amico

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

**To Be Signed By Candidate or Authorized Committee**

8/11/2018

Date

Sea-Toschi

Signature

**To Be Signed By Station Representative**

Accepted

Accepted in Part

Rejected

[Signature]

Signature

RON DIAMMIBLO

Printed Name

AVP

Title

# CONTRACT



**WNNK-FM**  
 2300 Vartan Way, Suite 130  
 Harrisburg, PA 17110  
 (717) 238-1041

And:

**Friends of Jean Foschi**  
 2195 Brunswick Avenue  
 Mechanicsburg, PA 17055

<b>Contract / Revision</b> 42669 / 1		<b>Alt Order #</b>
<b>Advertiser</b> Friends of Jean Foschi		<b>Original Date / Revision</b> 08/02/18 / 08/02/18
<b>Contract Dates</b> 08/08/18 - 11/06/18	<b>Estimate #</b>	
<b>Product</b> 3 month digital campaign		
<b>Billing Cycle</b> EOM/EOC	<b>Billing Calendar</b> Calendar	<b>Cash/Trade</b> Cash
<b>Property</b> WNNK-FM	<b>Account Executive</b> Joiene Rogers	<b>Sales Office</b> Local-Harrisburg
<b>Special Handling</b>		
<b>Demographic</b> Adults 25-54		
<b>Agency Ref</b>	<b>Advertiser Ref</b>	<b>Product 1/2</b>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WNNK	08/08/18	08/08/18	Misc NTR Revenue	Misc NTR Revenue		:00			NS	1	\$2,500.00
		Digital Display 125,000 Impressions Facebook 100,000										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>				<u>Rate</u>			
	Week:	08/06/18	08/12/18	--1----	1				\$2,500.00			
N 2	WNNK	09/07/18	09/07/18	Misc NTR Revenue	Misc NTR Revenue		:00			NS	1	\$2,500.00
		Digital Display 125,000 Impressions Facebook 100,000										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>				<u>Rate</u>			
	Week:	09/03/18	09/09/18	----1--	1				\$2,500.00			
N 3	WNNK	10/06/18	10/06/18	Misc NTR Revenue	Misc NTR Revenue		:00			NS	1	\$2,500.00
		Digital Display 125,000 Impressions Facebook 100,000										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>				<u>Rate</u>			
	Week:	10/01/18	10/07/18	-----1-	1				\$2,500.00			
<b>Totals</b>											3	\$7,500.00

Time Period	# of Spots	Gross Amount	Net Amount
08/01/18 - 08/31/18	1	\$2,500.00	\$2,500.00
09/01/18 - 09/30/18	1	\$2,500.00	\$2,500.00
10/01/18 - 10/06/18	1	\$2,500.00	\$2,500.00
<b>Totals</b>	3	\$7,500.00	\$7,500.00

Signature: \_\_\_\_\_

*JF*

Date: \_\_\_\_\_

*8/3/2018*

*625 HFC*  
*600 HFC*



**WWKL-FM**  
 2300 Vartan Way, Suite 130  
 Harrisburg, PA 17110  
 (717) 238-1041

<u>Contract / Revision</u> 42711 /	<u>Alt Order #</u>
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<u>Advertiser</u> Friends of Jean Foschi	<u>Original Date / Revision</u> 08/02/18 / 08/02/18
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<u>Contract Dates</u> 10/30/18 - 11/06/18	<u>Product</u> Radio Campaign HOT	<u>Estimate #</u>
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/18	11/11/18	-----				0	\$2.00			
N 21	WWKL	10/30/18	11/06/18	Sa-Su	6:30 AM-11:00 PM		:30			NM	10	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	-----55				10	\$15.00			
Week:		11/05/18	11/11/18	-----				0	\$23.00			
N 22	WWKL	10/30/18	11/06/18	Misc NTR Revenue	Misc NTR Revenue		:00			NS	10	\$20.00
Matching Internet Radio Schedule												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	-----55				10	\$2.00			
Week:		11/05/18	11/11/18	-----				0	\$2.00			
<b>Totals</b>											<b>170</b>	<b>\$1,845.00</b>

Time Period	# of Spots	Gross Amount	Net Amount
10/01/18 - 10/31/18	26	\$313.00	\$313.00
11/01/18 - 11/06/18	144	\$1,532.00	\$1,532.00
<b>Totals</b>	<b>170</b>	<b>\$1,845.00</b>	<b>\$1,845.00</b>

Signature:  Date: 8/3/2018



**WNNK-FM**  
 2300 Vartan Way, Suite 130  
 Harrisburg, PA 17110  
 (717) 238-1041

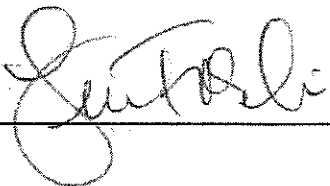
<u>Contract / Revision</u> 42694 /	<u>Alt Order #</u>
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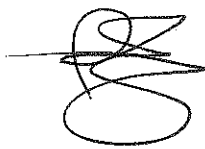
<u>Advertiser</u> Friends of Jean Foschi	<u>Original Date / Revision</u> 08/02/18 / 08/02/18
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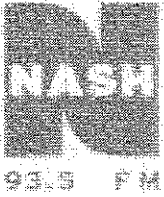
<u>Contract Dates</u> 10/30/18 - 11/06/18	<u>Product</u> Radio Campaign WINK	<u>Estimate #</u>
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/18	11/11/18	-----				0	\$2.00			
N 21	WNNK	10/30/18	11/06/18	Sa-Su	6:30 AM-11:00 PM		:30			NM	10	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	-----55				10	\$23.00			
Week:		11/05/18	11/11/18	-----				0	\$23.00			
N 22	WNNK	10/30/18	11/06/18	Misc NTR Revenue	Misc NTR Revenue		:00			NS	10	\$10.00
Matching Internet Radio Schedule												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	-----55				10	\$1.00			
Week:		11/05/18	11/11/18	-----				0	\$2.00			
<b>Totals</b>											188	\$4,214.00

Time Period	# of Spots	Gross Amount	Net Amount
10/01/18 - 10/31/18	36	\$886.00	\$886.00
11/01/18 - 11/06/18	152	\$3,328.00	\$3,328.00
<b>Totals</b>	188	\$4,214.00	\$4,214.00

Signature:  Date: 8/3/18





**WZCY-FM**  
 2300 Vartan Way, Suite 130  
 Harrisburg, PA 17110  
 (717) 238-1041

<u>Contract / Revision</u> 42703 /	<u>Alt Order #</u>
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<u>Advertiser</u> Friends of Jean Foschi	<u>Original Date / Revision</u> 08/02/18 / 08/02/18
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<u>Contract Dates</u> 10/30/18 - 11/06/18	<u>Product</u> Radio Campaign NASH	<u>Estimate #</u>
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/18	11/11/18	-----				0	\$2.00			
N 21	WZCY	10/30/18	11/06/18	Sa-Su	6:30 AM-11:00 PM		:30			NM	10	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	-----55				10	\$15.00			
Week:		11/05/18	11/11/18	-----				0	\$23.00			
N 22	WZCY	10/30/18	11/06/18	Misc NTR Revenue	Misc NTR Revenue		:00			NS	10	\$20.00
				Matching Internet Radio Schedule								
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	-----55				10	\$2.00			
Week:		11/05/18	11/11/18	-----				0	\$2.00			
<b>Totals</b>											170	\$1,520.00

Time Period	# of Spots	Gross Amount	Net Amount
10/01/18 - 10/31/18	26	\$248.00	\$248.00
11/01/18 - 11/06/18	144	\$1,272.00	\$1,272.00
<b>Totals</b>	170	\$1,520.00	\$1,520.00

Signature:

Date: 8/3/2018

# ORDER



SB

**Orders**  
**Order / Rev:** 42669  
**Alt Order #:**  
**Product Desc:** Digital Display 125,000 Imp & FB IG Spo  
**Estimate:**  
**Flight Dates:** 08/08/18 - 11/06/18  
**Original Date / Rev:** 08/02/18 / 08/03/18  
**Order Type:** GENERAL

**WNNK-FM**  
**Primary AE:** Jolene Rogers  
**Sales Office:** L-HAR  
**Sales Region:** Local

**Agency Name:** Friends of Jean Foschi  
**Buying Contact:**  
**Billing Contact:**  
 2195 Brunswick Avenue  
 Mechanicsburg, PA 17055

**Billing Type:** Cash  
**Billing Calendar:** Calendar  
**Billing Cycle:** EOM/EOC  
**Agency Commission:** 0%

**Advertiser Name:** Friends of Jean Foschi  
**Demographic:** A25-54  
**Product Codes:** Candidates  
**Revenue Code 1:** DIR  
**Revenue Code 2:** POL-CAND  
**Revenue Code 3:** POL-LR  
**Priority:** P-100

**New Business Thru:** 11/06/18  
**Advertiser External ID:**  
**Agency External ID:**  
**Unit Code:** General  
**Order Separation:** 00:30:00

**Bill Plan**

Start Date	End Date	# Spots	Gross Amount	Net Amount
08/01/18	08/31/18	2	\$2,500.00	\$2,500.00
09/01/18	09/30/18	2	\$2,500.00	\$2,500.00
10/01/18	10/06/18	2	\$2,500.00	\$2,500.00

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
August 2018	2	\$2,500.00	\$2,500.00	0.00
September 2018	2	\$2,500.00	\$2,500.00	0.00
October 2018	2	\$2,500.00	\$2,500.00	0.00
<b>Totals</b>	<b>6</b>	<b>\$7,500.00</b>	<b>\$7,500.00</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Jolene Rogers	L-HAR	Local	Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 1	WNNK	08/08/18	10/31/18	Misc NTR Revenue	NS	Misc NTR Revenue	--1----	:00	1	\$1,500.00	P-10C	0.00	NS	3	\$4,500.00
Misc NTR Revenue Digital Display 125,000 Impressions HC \$625															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
	Week:	08/06/18	08/12/18	--1----					1	\$1,500.00		0.00			
	Week:	08/13/18	08/19/18	-----					0	\$0.00		0.00			
	Week:	08/20/18	08/26/18	-----					0	\$0.00		0.00			
	Week:	08/27/18	09/02/18	-----					0	\$0.00		0.00			
	Week:	09/03/18	09/09/18	--1----					1	\$1,500.00		0.00			
	Week:	09/10/18	09/16/18	-----					0	\$0.00		0.00			
	Week:	09/17/18	09/23/18	-----					0	\$0.00		0.00			
	Week:	09/24/18	09/30/18	-----					0	\$0.00		0.00			
	Week:	10/01/18	10/07/18	--1----					1	\$1,500.00		0.00			
	Week:	10/08/18	10/14/18	-----					0	\$0.00		0.00			
	Week:	10/15/18	10/21/18	-----					0	\$0.00		0.00			
	Week:	10/22/18	10/28/18	-----					0	\$0.00		0.00			
	Week:	10/29/18	11/04/18	-----					0	\$0.00		0.00			
N 3	WNNK	08/08/18	10/31/18	Misc NTR Revenue	NS	Misc NTR Revenue	-----1-	:00	1	\$1,000.00	P-10C	0.00	NS	3	\$3,000.00
Misc NTR Revenue Facebook Sponsored Ads 100,000 Impressions HC \$600															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
	Week:	08/06/18	08/12/18	-----1-					1	\$1,000.00		0.00			



Order / Rev: 42669  
 Alt Order #:  
 Flight Dates: 08/08/18 - 11/06/18

Advertiser: Friends of Jean Foschi  
 Product Desc: Digital Display 125,000 Imp & FB IG Spo  
 Estimate:  
**WNNK-FM**

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		08/13/18	08/19/18	-----					0	\$0.00		0.00			
Week:		08/20/18	08/26/18	-----					0	\$0.00		0.00			
Week:		08/27/18	09/02/18	-----					0	\$0.00		0.00			
Week:		09/03/18	09/09/18	-----1-					1	\$1,000.00		0.00			
Week:		09/10/18	09/16/18	-----					0	\$0.00		0.00			
Week:		09/17/18	09/23/18	-----					0	\$0.00		0.00			
Week:		09/24/18	09/30/18	-----					0	\$0.00		0.00			
Week:		10/01/18	10/07/18	-----1-					1	\$1,000.00		0.00			
Week:		10/08/18	10/14/18	-----					0	\$0.00		0.00			
Week:		10/15/18	10/21/18	-----					0	\$0.00		0.00			
Week:		10/22/18	10/28/18	-----					0	\$0.00		0.00			
Week:		10/29/18	11/04/18	-----					0	\$1,000.00		0.00			
<b>Totals</b>													<b>6</b>	<b>\$7,500.00</b>	

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**Cumulus-Harrisburg Account Transaction Results**

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2300 VARTAN WAY  
HARRISBURG, PA 17110  
Phone # 717-238-1041

Status: **approved**  
Transaction ID: **026-0126921899**  
AVS: **Y**

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**Transaction Details**

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Date: **08-03-2018 13:37 PDT**  
Transaction Type: **sale**  
Amount: **\$2500.00**  
Card Type: **Visa**  
Account Number: **xxxxxxxx-7001**  
Name: **Jean Foschi**  
Address: **2195 Brunswick Ave**  
City, State, Zip: **Mechanicsburg, PA  
17055**  
Order Number: **42669**  
Authcode: **063706**  
Merchant Name: **Friends of Jean Foschi**  
Station/AE: **WNNK/Rogers**  
Invoice Number: **PREPAYMENT**

Customer Signature **X** \_\_\_\_\_

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