

# CANDIDATE ADVERTISEMENT AGREEMENT FORM

See **Order** for proposed schedule and charges. See **Invoice** for actual schedule and charges.

I, Smart Media Group, hereby request station time as follows:

**IDENTIFY CANDIDATE TYPE** →

FEDERAL CANDIDATE

STATE OR LOCAL CANDIDATE

## ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Candidate name:

Glenn Youngkin

REVISION #2

Authorized committee:

Youngkin for Governor, Inc.

Order 584759

Agency requesting time (and contact information):

N/A Smart Media Group

10-1-21

EST C02C08

Candidate's political party:

Republican

Office sought (no acronyms or abbreviations):

Governor of Virginia

Date of election:

November 2nd, 2021

General

Primary

Treasurer of candidate's authorized committee:

Nichole Mangano

The undersigned represents that:

(1) the payment for the broadcast time requested has been furnished by (check one box below):

the candidate listed above who is a legally qualified candidate, or

the authorized committee of the legally qualified candidate listed above;

(2) this station is authorized to announce the time as paid for by such person or entity; and

(3) this station has disclosed its political advertising policies, including applicable classes and rates, discount, promotion 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.**

**Candidate/Committee/Agency**

**Station Representative**

Signature:

*Smart Media Group*

Signature:

*Debbie Patten*

Name: Smart Media Group

Name: Debbie Patten

Date of Request to Purchase Ad Time: September 24th, 2021

Date of Station Agreement to Sell Time: 9/24/21

# CANDIDATE ADVERTISEMENT AGREEMENT FORM

See **Order** for proposed schedule and charges. See **Invoice** for actual schedule and charges.

I, Smart Media Group, hereby request station time as follows:

IDENTIFY CANDIDATE TYPE →

FEDERAL CANDIDATE

STATE OR LOCAL CANDIDATE

## ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Candidate name:

Glenn Youngkin

Authorized committee:

Youngkin for Governor, Inc.

REVISION #1

Agency requesting time (and contact information):

N/A Smart Media Group

Candidate's political party:

Republican

Office sought (no acronyms or abbreviations):

Governor of Virginia

Date of election:

November 2nd, 2021

General

Primary

Treasurer of candidate's authorized committee:

Nichole Mangano

The undersigned represents that:

(1) the payment for the broadcast time requested has been furnished by (check one box below):

the candidate listed above who is a legally qualified candidate, or

the authorized committee of the legally qualified candidate listed above;

(2) this station is authorized to announce the time as paid for by such person or entity; and

(3) this station has disclosed its political advertising policies, including applicable classes and rates, discount, promotion 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.**

**Candidate/Committee/Agency**

**Station Representative**

Signature:

*Smart Media Group*

Signature:

*Debbie Patten*

Name: Smart Media Group

Name: Debbie Patten

Date of Request to Purchase Ad Time: September 24th, 2021

Date of Station Agreement to Sell Time: 9/24/21

## CANDIDATE ADVERTISEMENT AGREEMENT FORM

See **Order** for proposed schedule and charges. See **Invoice** for actual schedule and charges.

I, Smart Media Group, hereby request station time as follows:

**IDENTIFY CANDIDATE TYPE**

FEDERAL CANDIDATE

STATE OR LOCAL CANDIDATE

### ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Candidate name:

Glenn Youngkin

Authorized committee:

Youngkin for Governor, Inc.

Agency requesting time (and contact information):

N/A Smart Media Group

Candidate's political party:

Republican

Office sought (no acronyms or abbreviations):

Governor of Virginia

Date of election:

November 2nd, 2021

General

Primary

Treasurer of candidate's authorized committee:

Nichole Mangano

The undersigned represents that:

(1) the payment for the broadcast time requested has been furnished by (check one box below):

the candidate listed above who is a legally qualified candidate, or

the authorized committee of the legally qualified candidate listed above;

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

**Candidate/Committee/Agency**

**Station Representative**

Signature:

*Smart Media Group*

Signature:

*Debbie Patten*

Name: Smart Media Group

Name: Debbie Patten

Date of Request to Purchase Ad Time: September 24th, 2021

Date of Station Agreement to Sell Time: 9/24/21

**Federal Candidate Certification:**

The undersigned hereby certifies that the broadcast matter to be aired pursuant to this disclosure either (1) does not refer to an opposing candidate or, if it does, (2) 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 or if radio programming, contains a personal audio statement by the candidate that identifies the candidate, the office being sought and that the candidate has approved the broadcast.

**Candidate/Authorized Committee/Agency**

Signature:

Name:

Date:

**TO BE COMPLETED BY STATION ONLY**

Ad submitted to Station?  Yes  No Date ad received: 9-24-21

**Note: Must have separate PB-19 Forms for each version of the ad (i.e., for every ad with differing copy).**

Federal candidate certification signed (above):  Yes  No  N/A

Disposition:

- Accepted
- Accepted IN PART (e.g., ad copy not yet received to determine sponsor ID)\*
- Rejected – provide reason:

\*Upload partially accepted form, then promptly upload updated final form when complete.

Date and nature of follow-ups, if any (e.g., insufficient sponsor ID tag):

Contract #: <u>582971</u>	Station Call Letters: <u>WFLS-FM</u>	Date Received/Requested: <u>9-24-21</u>
Est. #: <u>925C01</u>	Station Location: <u>Fredericksburg, VA</u>	Run Start and End Dates: <u>9/27 - 10/1/21</u>

Upload order, this form and invoice (or traffic system print-out) or other documents reflecting this transaction to the OPIF or use this space to document schedule of time purchased, when spots actually aired, the rates charged and the classes of time purchased or attach separately. If station will not upload the actual times spots aired until an invoice is generated, the name of a contact person who can provide that information immediately should be placed in the "Terms and Disclosures" folder in the OPIF.

# ORDER



**Orders**  
**Order / Rev:** 582971  
**Alt Order #:**  
**Product Desc:** NA / NA / 925C01  
**Estimate:**  
**Flight Dates:** 09/27/21 - 10/01/21  
**Original Date / Rev:** 09/24/21 / 09/24/21  
**Order Type:** TRANSACTIONAL

**WFLS-FM**  
**Primary AE:** Katz Philadelphia  
**Sales Office:** N-KAT  
**Sales Region:** National

**Agency**  
**Name:** Katz Media Group  
**Buying Contact:**  
**Billing Contact:**  
 125 W 55th Street  
 New York, NY 10019

**Billing Type:** Cash  
**Billing Calendar:** Broadcast  
**Billing Cycle:** EOM/EOC  
**Agency Commission:** 15%

**Advertiser**  
**Name:** Glen Youngkin for Governor  
**Demographic:** HH  
**Product Codes:** Candidates  
**Revenue Code 1:** Agency Business  
**Revenue Code 2:** Spot  
**Revenue Code 3:** General Revenue  
**Priority:** P-03

**New Business Thru:**  
**Advertiser External ID:**  
**Agency External ID:**  
**Unit Code:** General  
**Order Separation:** 00:28:00

**Plan**

Start Date	End Date	# Spots	Gross Amount	Net Amount
09/27/21	10/01/21	25	\$1,300.00	\$1,105.00

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
October 2021	25	\$1,300.00	\$1,105.00	0.00
<b>Totals</b>	<b>25</b>	<b>\$1,300.00</b>	<b>\$1,105.00</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Philadelphia			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	WFLS	09/27/21	10/01/21	Mo-Fr AM Mo-Fr 6a-10a	CM	6a-10a	22222--	1:00	10	\$62.00	P-03	0.00	NM	10	\$620.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/27/21	10/03/21	22222--		10				\$62.00		0.00			
N 2	WFLS	09/27/21	10/01/21	Mo-Fr Midday Mo-Fr 10a-3p	CM	10a-3p	22222--	1:00	10	\$52.00	P-03	0.00	NM	10	\$520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/27/21	10/03/21	22222--		10				\$52.00		0.00			
N 3	WFLS	09/27/21	10/01/21	Mo-Fr PM Mo-Fr 3p-7p	CM	3p-7p	11111--	1:00	5	\$32.00	P-03	0.00	NM	5	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/27/21	10/03/21	11111--		5				\$32.00		0.00			
													<b>Totals</b>	<b>25</b>	<b>\$1,300.00</b>

Sep 24, 21  
 CONT# 35372425 Mod# Ver# 1 (Last = )  
 REP KATZ RADIO  
 TO WFLS-FM (Fredericksburg, VA)  
 FM BRIAN DONLEY  
 OFF PHILADELPHIA  
 AGY Katz Media Group  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019

DDS CONT# 0  
 C/P/E: NA / NA / 925C01

SALESPERSON FAX#

PH #

BYR Helen Hanratty1  
 ADV GLENN YOUNGKIN FOR GOVERNOR  
 PDT VA Gov  
 FLT Sep 25, 21 - Oct 01, 21

\* REP ORDER COMMENT \*

\*\* 9/24/2021 11:13:00 AM: DEL RAY/SMART MEDIA/DEL CIELO: THIS ORDER WAS PAID TO KATZ CIA VIA CREDIT CARD - WHEN AN AGENCY PAYS KATZ MEDIA VIA CREDIT CARD, THERE IS A CUSTOMARY CREDIT CARD CHARGE ASSOCIATED WITH THE PAYMENT WHICH WILL BE CHARGED BACK TO THE STATIONS. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY WITH ALL POLITICAL/ISSUE ORDERS. PLEASE CONFIRM IN THE SYSTEM.

\*\* 9/24/2021 11:13:00 AM: THIS IS A KATZ MEDIA GROUP ORDER. ALL BILLING SHOULD BE SENT TO KATZ MEDIA GROUP 125 W 55TH ST./NY,NY 10019. KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT.

\*\* 9/24/2021 11:13:00 AM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH ANGELA.HOMAN@KATZMEDIA.COM OR CALL 215-557-4230. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	M.....	6A - 10A	60	09/27/2021 - 09/27/2021	1D	2	\$62.00	2
	1.2	M.....	10A - 3P	60	09/27/2021 - 09/27/2021	1D	2	\$52.00	2
	1.3	M.....	3P - 7P	60	09/27/2021 - 09/27/2021	1D	1	\$32.00	1
					** FLIGHT TOTALS **		5	\$260.00	
		<b>FLIGHT 2</b>							
	2.1	.T.....	6A - 10A	60	09/28/2021 - 09/28/2021	1D	2	\$62.00	2
	2.2	.T.....	10A - 3P	60	09/28/2021 - 09/28/2021	1D	2	\$52.00	2
	2.3	.T.....	3P - 7P	60	09/28/2021 - 09/28/2021	1D	1	\$32.00	1
					** FLIGHT TOTALS **		5	\$260.00	
		<b>FLIGHT 3</b>							
	3.1	..W....	6A - 10A	60	09/29/2021 - 09/29/2021	1D	2	\$62.00	2
	3.2	..W....	10A - 3P	60	09/29/2021 - 09/29/2021	1D	2	\$52.00	2
	3.3	..W....	3P - 7P	60	09/29/2021 - 09/29/2021	1D	1	\$32.00	1
					** FLIGHT TOTALS **		5	\$260.00	
		<b>FLIGHT 4</b>							

Sep 24, 21

CONT# 35372425 Mod# Ver# 1 (Last = )  
 REP KATZ RADIO

DDS CONT# 0  
 C/P/E: NA / NA / 925C01

4.1	...T...	6A - 10A	60	09/30/2021 - 09/30/2021	1D	2	\$62.00	2
4.2	...T...	10A - 3P	60	09/30/2021 - 09/30/2021	1D	2	\$52.00	2
4.3	...T...	3P - 7P	60	09/30/2021 - 09/30/2021	1D	1	\$32.00	1
** FLIGHT TOTALS **						5	\$260.00	
<b>FLIGHT 5</b>								
5.1	....F..	6A - 10A	60	10/01/2021 - 10/01/2021	1D	2	\$62.00	2
5.2	....F..	10A - 3P	60	10/01/2021 - 10/01/2021	1D	2	\$52.00	2
5.3	....F..	3P - 7P	60	10/01/2021 - 10/01/2021	1D	1	\$32.00	1
** FLIGHT TOTALS **						5	\$260.00	

	Sep 21	Oct 21				
SPOTS	0	25				
CASH	0.00	1300.00				
TRADE	0.00	0.00				
NSL	0.00	0.00				
TOTAL	0.00	1300.00				

	TOTAL					
SPOTS						25
CASH						1,300.00
TRADE						0.00
NSL						0.00
TOTAL						1,300.00

**\*\* Competitive Comments \*\***

SVC: SP21 MSA 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.

**Oct 01, 21**  
 CONT# 35385876 Mod# Ver# 1 (Last = )  
 REP KATZ RADIO  
 TO WFLS-FM (Fredericksburg, VA)  
 FM BRIAN DONLEY  
 OFF PHILADELPHIA  
 AGY Katz Media Group  
 ADDR 125 West 55th Street 3rd Floor  
 New York, NY 10019

DDS CONT# 0  
 C/P/E: NA / NA / C02C08

SALESPERSON FAX#

PH #

BYR Helen Hanratty1  
 ADV GLENN YOUNGKIN FOR GOVERNOR  
 PDT VA GOV  
 FLT Oct 02, 21 - Oct 08, 21

**\* REP ORDER COMMENT \***

\*\* 10/1/2021 10:26:00 AM: DEL RAY/SMART MEDIA/DEL CIELO: THIS ORDER WAS PAID TO KATZ CIA VIA CREDIT CARD - WHEN AN AGENCY PAYS KATZ MEDIA VIA CREDIT CARD, THERE IS A CUSTOMARY CREDIT CARD CHARGE ASSOCIATED WITH THE PAYMENT WHICH WILL BE CHARGED BACK TO THE STATIONS. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY WITH ALL POLITICAL/ISSUE ORDERS. PLEASE CONFIRM IN THE SYSTEM.

\*\* 10/1/2021 10:26:00 AM: THIS IS A KATZ MEDIA GROUP ORDER. ALL BILLING SHOULD BE SENT TO KATZ MEDIA GROUP 125 W 55TH ST./NY,NY 10019. KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT.

\*\* 10/1/2021 10:26:00 AM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH ANGELA.HOMAN@KATZMEDIA.COM OR CALL 215-557-4230. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		<b>FLIGHT 1</b>							
	1.1	M.....	6A - 10A	60	10/04/2021 - 10/04/2021	1D	2	\$62.00	2
	1.2	M.....	10A - 3P	60	10/04/2021 - 10/04/2021	1D	2	\$52.00	2
	1.3	M.....	3P - 7P	60	10/04/2021 - 10/04/2021	1D	1	\$32.00	1
					** FLIGHT TOTALS **		5	\$260.00	
		<b>FLIGHT 2</b>							
	2.1	.T.....	6A - 10A	60	10/05/2021 - 10/05/2021	1D	2	\$62.00	2
	2.2	.T.....	10A - 3P	60	10/05/2021 - 10/05/2021	1D	2	\$52.00	2
	2.3	.T.....	3P - 7P	60	10/05/2021 - 10/05/2021	1D	1	\$32.00	1
					** FLIGHT TOTALS **		5	\$260.00	
		<b>FLIGHT 3</b>							
	3.1	..W....	6A - 10A	60	10/06/2021 - 10/06/2021	1D	2	\$62.00	2
	3.2	..W....	10A - 3P	60	10/06/2021 - 10/06/2021	1D	2	\$52.00	2
	3.3	..W....	3P - 7P	60	10/06/2021 - 10/06/2021	1D	1	\$32.00	1
					** FLIGHT TOTALS **		5	\$260.00	
		<b>FLIGHT 4</b>							



**Oct 01, 21**  
 CONT# 35385876 Mod# Ver# 1 (Last = )  
 REP KATZ RADIO

DDS CONT# 0  
 C/P/E: NA / NA / C02C08

4.1	...T...	6A - 10A	60	10/07/2021 - 10/07/2021	1D	2	\$62.00	2
4.2	...T...	10A - 3P	60	10/07/2021 - 10/07/2021	1D	2	\$52.00	2
4.3	...T...	3P - 7P	60	10/07/2021 - 10/07/2021	1D	1	\$32.00	1
** FLIGHT TOTALS **						5	\$260.00	
<b>FLIGHT 5</b>								
5.1	....F..	6A - 10A	60	10/08/2021 - 10/08/2021	1D	2	\$62.00	2
5.2	....F..	10A - 3P	60	10/08/2021 - 10/08/2021	1D	2	\$52.00	2
5.3	....F..	3P - 7P	60	10/08/2021 - 10/08/2021	1D	1	\$32.00	1
** FLIGHT TOTALS **						5	\$260.00	

	<b>Oct 21</b>						
SPOTS	25						
CASH	1300.00						
TRADE	0.00						
NSL	0.00						
TOTAL	1300.00						

							<b>TOTAL</b>
SPOTS							25
CASH							1,300.00
TRADE							0.00
NSL							0.00
TOTAL							1,300.00

**\*\* Competitive Comments \*\***

SVC: SP21 MSA 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.

# ORDER



**Orders**  
**Order / Rev:** 584759  
**Alt Order #:**  
**Product Desc:** NA / NA / C02C08  
**Estimate:**  
**Flight Dates:** 10/04/21 - 10/08/21  
**Original Date / Rev:** 10/01/21 / 10/01/21  
**Order Type:** TRANSACTIONAL

**WFLS-FM**  
**Primary AE:** Katz New York  
**Sales Office:** N-KAT  
**Sales Region:** National

**Agency Name:** Katz Media Group  
**Buying Contact:**  
**Billing Contact:**  
 125 W 55th Street  
 New York, NY 10019

**Billing Type:** Cash  
**Billing Calendar:** Broadcast  
**Billing Cycle:** EOM/EOC  
**Agency Commission:** 15%

**Advertiser Name:** Glen Youngkin for Governor  
**Demographic:** HH  
**Product Codes:** Candidates  
**Revenue Code 1:** Agency Business  
**Revenue Code 2:** Spot  
**Revenue Code 3:** General Revenue  
**Priority:** P-03

**New Business Thru:**  
**Advertiser External ID:**  
**Agency External ID:**  
**Unit Code:** General  
**Order Separation:** 00:28:00

**Bill Plan**

Start Date	End Date	# Spots	Gross Amount	Net Amount
09/27/21	10/08/21	25	\$1,300.00	\$1,105.00

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
October 2021	25	\$1,300.00	\$1,105.00	0.00
<b>Totals</b>	<b>25</b>	<b>\$1,300.00</b>	<b>\$1,105.00</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz New York			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	WFLS	10/04/21	10/08/21	Mo-Fr AM Mo-Fr 6a-10a	CM	6a-10a	22222--	1:00	10	\$62.00	P-03	0.00	NM	10	\$620.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/04/21	10/10/21	22222--		10				\$62.00		0.00			
N 2	WFLS	10/04/21	10/08/21	Mo-Fr Midday Mo-Fr 10a-3p	CM	10a-3p	22222--	1:00	10	\$52.00	P-03	0.00	NM	10	\$520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/04/21	10/10/21	22222--		10				\$52.00		0.00			
N 3	WFLS	10/04/21	10/08/21	Mo-Fr PM Mo-Fr 3p-7p	CM	3p-7p	11111--	1:00	5	\$32.00	P-03	0.00	NM	5	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 10/04/21	10/10/21	11111--		5				\$32.00		0.00			
													<b>Totals</b>	<b>25</b>	<b>\$1,300.00</b>