

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	
		FLIGHT 1								
	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	
		FLIGHT 2								
	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	
		FLIGHT 3								
	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	
		FLIGHT 4								

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 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	
FLIGHT 5								
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	

	Oct 21						
SPOTS	25						
CASH	1300.00						
TRADE	0.00						
NSL	0.00						
TOTAL	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.

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
Totals	25	\$1,300.00	\$1,105.00	0.00

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					
													Totals	25	\$1,300.00