

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;

(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

REVISION #4
Order 589119
est C30N02
10-25-21
flight 11/1 - 11/2/21

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 #:

582971

Station Call Letters:

WFLS-FM

Date Received/Requested:

9-24-21

Est. #:

925C01

Station Location:

Friedenicksburg, VA

Run Start and End Dates:

9/27 - 10/1/21

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.

Oct 25, 21
 CONT# 35443775 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

 BYR Helen Hanratty1
 ADV GLENN YOUNGKIN FOR GOVERNOR
 PDT VA Gov
 FLT Oct 30, 21 - Nov 02, 21

DDS CONT# 0
 C/P/E: NA / NA / C30N02

 SALESPERSON FAX#

 PH #

*** REP ORDER COMMENT ***

**** 10/25/2021 11:01:00 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.**

**** 10/25/2021 11:01:00 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.**

**** 10/25/2021 11:01:00 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 | 11/01/2021 - 11/01/2021 | 1D | 4 | \$62.00 | 4 |
| | 1.2 | M..... | 10A - 3P | 60 | 11/01/2021 - 11/01/2021 | 1D | 4 | \$52.00 | 4 |
| | 1.3 | M..... | 3P - 7P | 60 | 11/01/2021 - 11/01/2021 | 1D | 3 | \$32.00 | 3 |
| | | | | | ** FLIGHT TOTALS ** | | 11 | \$552.00 | |
| | | FLIGHT 2 | | | | | | | |
| | 2.1 | .T..... | 6A - 10A | 60 | 11/02/2021 - 11/02/2021 | 1D | 4 | \$62.00 | 4 |
| | | | | | ** FLIGHT TOTALS ** | | 4 | \$248.00 | |

| | Oct 21 | Nov 21 | | | | |
|-------|--------|--------|--|--|--|--|
| SPOTS | 0 | 15 | | | | |
| CASH | 0.00 | 800.00 | | | | |
| TRADE | 0.00 | 0.00 | | | | |
| NSL | 0.00 | 0.00 | | | | |
| TOTAL | 0.00 | 800.00 | | | | |

ORDER



Orders
Order / Rev: 589119
Alt Order #:
Product Desc: NA / NA / C30N02
Estimate:
Flight Dates: 11/01/21 - 11/02/21
Original Date / Rev: 10/25/21 / 10/25/21
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: Political
Revenue Code 3: Political Candidate
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 |
|------------|----------|---------|--------------|------------|
| 11/01/21 | 11/02/21 | 15 | \$800.00 | \$680.00 |

Totals

| Month | # Spots | Gross Amount | Net Amount | Rating |
|---------------|-----------|-----------------|-----------------|-------------|
| November 2021 | 15 | \$800.00 | \$680.00 | 0.00 |
| Totals | 15 | \$800.00 | \$680.00 | 0.00 |

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 | 11/01/21 | 11/02/21 | Mo-Fr AM Mo-Fr 6a-10a | CM | 6a-10a | 44----- | 1:00 | 8 | \$62.00 | P-03 | 0.00 | NM | 8 | \$496.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | <u>Spots/Week</u> | | <u>Rate</u> | | <u>Rating</u> | | | | | |
| | | Week: 11/01/21 | 11/07/21 | 44----- | | 8 | | \$62.00 | | 0.00 | | | | | |
| N 2 | WFLS | 11/01/21 | 11/02/21 | Mo-Fr Midday Mo-Fr 10a-3p | CM | 10a-3p | 4----- | 1:00 | 4 | \$52.00 | P-03 | 0.00 | NM | 4 | \$208.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | <u>Spots/Week</u> | | <u>Rate</u> | | <u>Rating</u> | | | | | |
| | | Week: 11/01/21 | 11/07/21 | 4----- | | 4 | | \$52.00 | | 0.00 | | | | | |
| N 3 | WFLS | 11/01/21 | 11/02/21 | Mo-Fr PM Mo-Fr 3p-7p | CM | 3p-7p | 3----- | 1:00 | 3 | \$32.00 | P-03 | 0.00 | NM | 3 | \$96.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | <u>Spots/Week</u> | | <u>Rate</u> | | <u>Rating</u> | | | | | |
| | | Week: 11/01/21 | 11/07/21 | 3----- | | 3 | | \$32.00 | | 0.00 | | | | | |
| Totals | | | | | | | | | | | | | 15 | \$800.00 | |

CANDIDATE ADVERTISEMENT AGREEMENT FORM

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IDENTIFY CANDIDATE TYPE

FEDERAL CANDIDATE

STATE OR LOCAL CANDIDATE

ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Candidate name:

Glenn Youngkin

REVISION #3

Authorized committee:

Youngkin for Governor, Inc.

Order 587501

est C16C22

Agency requesting time (and contact information):

N/A Smart Media Group

Rec'd 10-15-21

Candidate's political party:

Republican

Flight 10/18-10/22/21

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

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

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the authorized committee of the legally qualified candidate listed above;

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| Candidate/Committee/Agency | Station Representative |
|---|---|
| Signature: | Signature: |
| 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 #:

582971

Station Call Letters:

WFLS-FM

Date Received/Requested:

9-24-21

Est. #:

925C01

Station Location:

Fredericksburg, VA

Run Start and End Dates:

9/27 - 10/1/21

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.

Oct 15, 21
 CONT# 35427539 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 / C16C22

SALESPERSON FAX#

PH #

BYR Helen Hanratty1
 ADV GLENN YOUNGKIN FOR GOVERNOR
 PDT VA Gov
 FLT Oct 16, 21 - Oct 22, 21

* REP ORDER COMMENT *

** 10/15/2021 10:05:00 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.

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| MC | LN | DAYS | TIME | LEN | EFFECTIVE DATES | # OF Day | NPD | RATE | TOT SPTS | |
|----|-----|-----------------|----------------------------|-----|-------------------------|----------|-----|---------|----------|--|
| | | FLIGHT 1 | | | | | | | | |
| | 1.1 | M..... | 6A - 10A | 60 | 10/18/2021 - 10/18/2021 | 1D | 2 | \$62.00 | 2 | |
| | 1.2 | M..... | 10A - 3P | 60 | 10/18/2021 - 10/18/2021 | 1D | 2 | \$52.00 | 2 | |
| | 1.3 | M..... | 3P - 7P | 60 | 10/18/2021 - 10/18/2021 | 1D | 1 | \$32.00 | 1 | |
| | | | ** FLIGHT TOTALS ** | | | | | 5 | \$260.00 | |
| | | FLIGHT 2 | | | | | | | | |
| | 2.1 | .T..... | 6A - 10A | 60 | 10/19/2021 - 10/19/2021 | 1D | 2 | \$62.00 | 2 | |
| | 2.2 | .T..... | 10A - 3P | 60 | 10/19/2021 - 10/19/2021 | 1D | 2 | \$52.00 | 2 | |
| | 2.3 | .T..... | 3P - 7P | 60 | 10/19/2021 - 10/19/2021 | 1D | 1 | \$32.00 | 1 | |
| | | | ** FLIGHT TOTALS ** | | | | | 5 | \$260.00 | |
| | | FLIGHT 3 | | | | | | | | |
| | 3.1 | ..W.... | 6A - 10A | 60 | 10/20/2021 - 10/20/2021 | 1D | 2 | \$62.00 | 2 | |
| | 3.2 | ..W.... | 10A - 3P | 60 | 10/20/2021 - 10/20/2021 | 1D | 2 | \$52.00 | 2 | |
| | 3.3 | ..W.... | 3P - 7P | 60 | 10/20/2021 - 10/20/2021 | 1D | 1 | \$32.00 | 1 | |
| | | | ** FLIGHT TOTALS ** | | | | | 5 | \$260.00 | |
| | | FLIGHT 4 | | | | | | | | |

Oct 15, 21

CONT# 35427539 Mod# Ver# 1 (Last =)
 REP KATZ RADIO

DDS CONT# 0
 C/P/E: NA / NA / C16C22

| | | | | | | | | |
|---------------------|---------|----------|----|-------------------------|----|---|----------|---|
| 4.1 | ...T... | 6A - 10A | 60 | 10/21/2021 - 10/21/2021 | 1D | 2 | \$62.00 | 2 |
| 4.2 | ...T... | 10A - 3P | 60 | 10/21/2021 - 10/21/2021 | 1D | 2 | \$52.00 | 2 |
| 4.3 | ...T... | 3P - 7P | 60 | 10/21/2021 - 10/21/2021 | 1D | 1 | \$32.00 | 1 |
| ** FLIGHT TOTALS ** | | | | | | 5 | \$260.00 | |
| FLIGHT 5 | | | | | | | | |
| 5.1 |F.. | 6A - 10A | 60 | 10/22/2021 - 10/22/2021 | 1D | 2 | \$62.00 | 2 |
| 5.2 |F.. | 10A - 3P | 60 | 10/22/2021 - 10/22/2021 | 1D | 2 | \$52.00 | 2 |
| 5.3 |F.. | 3P - 7P | 60 | 10/22/2021 - 10/22/2021 | 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: 587501
Alt Order #:
Product Desc: NA / NA / C16C22
Estimate:
Flight Dates: 10/18/21 - 10/22/21
Original Date / Rev: 10/15/21 / 10/15/21
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: Political
Revenue Code 3: Political Candidate
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 | 10/22/21 | 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 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 | 10/18/21 | 10/22/21 | 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: 10/18/21 | 10/24/21 | 22222-- | | 10 | | | | \$62.00 | | 0.00 | | | |
| N 2 | WFLS | 10/18/21 | 10/22/21 | 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: 10/18/21 | 10/24/21 | 22222-- | | 10 | | | | \$52.00 | | 0.00 | | | |
| N 3 | WFLS | 10/18/21 | 10/22/21 | 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: 10/18/21 | 10/24/21 | 11111-- | | 5 | | | | \$32.00 | | 0.00 | | | |
| | | | | | | | | | | | | | Totals | 25 | \$1,300.00 |

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
Order 586117
Est. C09C15
10-8-21

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):

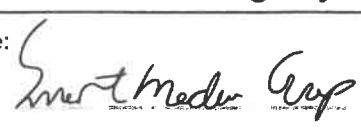
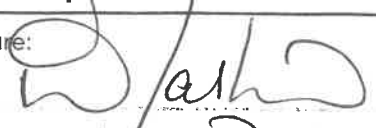
the candidate listed above who is a legally qualified candidate, or

the authorized committee of the legally qualified candidate listed above;

(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:  Name: Smart Media Group | Signature:  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:

| | |
|--|--|
| <div style="border: 1px solid black; padding: 2px; display: inline-block;"> IDENTIFY CANDIDATE TYPE ➔ </div> | <input type="checkbox"/> FEDERAL CANDIDATE <input checked="" type="checkbox"/> STATE OR LOCAL CANDIDATE |
|--|--|

ALL QUESTIONS/BLOCKS MUST BE COMPLETED

| | |
|---|--|
| Candidate name: Glenn Youngkin | REVISION #1 Order 584759 10-1-21 EST C02C08 |
| Authorized committee: Youngkin for Governor, Inc. | |
| Agency requesting time (and contact information): <input type="checkbox"/> 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 | <input checked="" type="checkbox"/> General <input type="checkbox"/> 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: | Signature: |
| 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;

(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

Signature:

Smart Media Group

Name: Smart Media Group

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

Station Representative

Signature:

Debbie Patten

Name: Debbie Patten

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>Fredricksburg, 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.

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 |
|----|-----|------------------------|----------|-----|-------------------------|----------|-----|----------|----------|
| | | <u>FLIGHT 1</u> | | | | | | | |
| | 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 | |
| | | <u>FLIGHT 2</u> | | | | | | | |
| | 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 | |
| | | <u>FLIGHT 3</u> | | | | | | | |
| | 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 | |
| | | <u>FLIGHT 4</u> | | | | | | | |

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 | |
| FLIGHT 5 | | | | | | | | |
| 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.

ORDER



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

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

| 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 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 | | | | | |
| | | | | | | | | | | | | | Totals | 25 | \$1,300.00 |

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 | | | | | | | | |

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 | |
| 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



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

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 |

Oct 08, 21
 CONT# 35403851 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 / C09C15

SALESPERSON FAX#

PH #

BYR Helen Hanratty1
 ADV GLENN YOUNGKIN FOR GOVERNOR
 PDT VA Gov
 FLT Oct 09, 21 - Oct 15, 21

*** REP ORDER COMMENT ***

** 10/8/2021 11:06:00 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.

** 10/8/2021 11:06:00 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.

** 10/8/2021 11:06:00 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 | 10/11/2021 - 10/11/2021 | 1D | 2 | \$62.00 | 2 |
| | 1.2 | M..... | 10A - 3P | 60 | 10/11/2021 - 10/11/2021 | 1D | 2 | \$52.00 | 2 |
| | 1.3 | M..... | 3P - 7P | 60 | 10/11/2021 - 10/11/2021 | 1D | 1 | \$32.00 | 1 |
| | | | | | ** FLIGHT TOTALS ** | | 5 | \$260.00 | |
| | | FLIGHT 2 | | | | | | | |
| | 2.1 | .T..... | 6A - 10A | 60 | 10/12/2021 - 10/12/2021 | 1D | 2 | \$62.00 | 2 |
| | 2.2 | .T..... | 10A - 3P | 60 | 10/12/2021 - 10/12/2021 | 1D | 2 | \$52.00 | 2 |
| | 2.3 | .T..... | 3P - 7P | 60 | 10/12/2021 - 10/12/2021 | 1D | 1 | \$32.00 | 1 |
| | | | | | ** FLIGHT TOTALS ** | | 5 | \$260.00 | |
| | | FLIGHT 3 | | | | | | | |
| | 3.1 | ..W.... | 6A - 10A | 60 | 10/13/2021 - 10/13/2021 | 1D | 2 | \$62.00 | 2 |
| | 3.2 | ..W.... | 10A - 3P | 60 | 10/13/2021 - 10/13/2021 | 1D | 2 | \$52.00 | 2 |
| | 3.3 | ..W.... | 3P - 7P | 60 | 10/13/2021 - 10/13/2021 | 1D | 1 | \$32.00 | 1 |
| | | | | | ** FLIGHT TOTALS ** | | 5 | \$260.00 | |
| | | FLIGHT 4 | | | | | | | |

Oct 08, 21

CONT# 35403851 Mod# Ver# 1 (Last =)
 REP KATZ RADIO

DDS CONT# 0
 C/P/E: na / na / C09C15

| | | | | | | | | | |
|---------------------|---------|----------|----|-------------------------|----|---|----------|---|--|
| 4.1 | ...T... | 6A - 10A | 60 | 10/14/2021 - 10/14/2021 | 1D | 2 | \$62.00 | 2 | |
| 4.2 | ...T... | 10A - 3P | 60 | 10/14/2021 - 10/14/2021 | 1D | 2 | \$52.00 | 2 | |
| 4.3 | ...T... | 3P - 7P | 60 | 10/14/2021 - 10/14/2021 | 1D | 1 | \$32.00 | 1 | |
| ** FLIGHT TOTALS ** | | | | | | 5 | \$260.00 | | |
| FLIGHT 5 | | | | | | | | | |
| 5.1 |F.. | 6A - 10A | 60 | 10/15/2021 - 10/15/2021 | 1D | 2 | \$62.00 | 2 | |
| 5.2 |F.. | 10A - 3P | 60 | 10/15/2021 - 10/15/2021 | 1D | 2 | \$52.00 | 2 | |
| 5.3 |F.. | 3P - 7P | 60 | 10/15/2021 - 10/15/2021 | 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: 586117
Alt Order #:
Product Desc: na / na / C09C15
Estimate:
Flight Dates: 10/11/21 - 10/15/21
Original Date / Rev: 10/08/21 / 10/08/21
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: Political
Revenue Code 3: Political Candidate
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 | 10/15/21 | 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 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 | 10/11/21 | 10/15/21 | 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: 10/11/21 | 10/17/21 | 22222-- | | 10 | | \$62.00 | | 0.00 | | | | | |
| N 2 | WFLS | 10/11/21 | 10/15/21 | 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: 10/11/21 | 10/17/21 | 22222-- | | 10 | | \$52.00 | | 0.00 | | | | | |
| N 3 | WFLS | 10/11/21 | 10/15/21 | 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: 10/11/21 | 10/17/21 | 11111-- | | 5 | | \$32.00 | | 0.00 | | | | | |
| | | | | | | | | | | | | | Totals | 25 | \$1,300.00 |