

ISSUE (Non-candidate) ADVERTISEMENT AGREEMENT FORM

I, Del Cielo Media, hereby request station time as follows: See **Order** for proposed schedule and charges. See **Invoice** for actual schedule and charges.

Check one:

Ad "communicates a message relating to any political matter of national importance" by referring to (1) a legally qualified candidate for federal office; (2) an election to federal office; (3) a national legislative issue of public importance (e.g., health care legislation, IRS tax code, etc.); or (4) a political issue that is the subject of controversy or discussion at the national level.

Ad does NOT communicate a message relating to any political matter of national importance (e.g., relates only to a state or local issue).

ALL QUESTIONS/BLOCKS MUST BE COMPLETED

REVISION #1

Station time requested by:

Agency name: Del Cielo Media

Address: PO Box 25458, Alexandria, VA 22313

Contact:

Phone number: 703-409-7269

Email: info@delcielomedia.com

Name of advertiser/sponsor (list entity's full legal name as disclosed to the Federal Election Commission [for federal committees] with no acronyms; name must match the sponsorship ID in ad):

Name: National Federation of Independent Business

Address: 555 12th Street NW, Suite 1001, Washington, DC 20004

Contact:

Phone number: 1-800-634-2669

Email: contact@NFIB.org

Station is authorized to announce the time as paid for by such person or entity.

List ALL of the chief executive officers or members of the executive committee or board of directors or other governing group(s) of the advertiser/sponsor (Use separate page if necessary.):

Brad Close, President/CEO
David Addington, Executive Vice President, General Counsel
Mary Blaskinsky, Senior Vice President, Chief of Staff
Tammy Boehms, Senior Vice President, CFO
John Casella, Senior Vice President, Sales

By signing below, advertiser/sponsor represents that those listed above are the only executive officers, members of the executive committee and board of directors or other governing group(s).

If ad refers to a federal candidate(s) or federal election, list ALL of the following:

N/A

Name(s) of every candidate referred to:

Office(s) sought by such candidate(s) (no acronyms or abbreviations):

Date of election:

Clearly identify **EVERY** political matter of national importance referred to in the ad (no acronyms); use separate page if necessary:

N/A

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

The advertiser/sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, which may arise from the broadcast of the above-requested advertisement(s). For the above-requested ad(s), the advertiser/sponsor also agrees to prepare a script, transcript or tape, which will be delivered to the station by the log deadlines outlined in the station's disclosure statement.

Advertiser/Sponsor	Station Representative
Signature: <i>Del Cielo Media</i>	Signature: <i>[Signature]</i>
Name: Del Cielo Media	Name: <i>Debbie Patten</i>
Date of Request to Purchase Ad Time: 9/14/21	Date of Station Agreement to Sell Time: <i>9/29/21</i>

TO BE COMPLETED BY STATION ONLY

Ad submitted to station? Yes No Date ad received: 9-29-21

Note: Must have separate PB-19 forms (or the equivalent, e.g., addendums) for each version of the ad (i.e., for every ad with differing copy).

If only one officer, executive committee member or director is listed above, station should ask the advertiser/sponsor in writing if there are any other officers, executive committee members or directors, maintain records of inquiry and update this form if additional officers, members or directors are provided.

Disposition:

Accepted
 Accepted IN PART (e.g., ad not received to determine content)*
 Rejected – provide reason (optional):

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

Date and nature of follow-ups, if any:

584759 / COZC08

10-1-21

Contract #: <i>584018 and 584022</i>	Station Call Letters: <i>WFLS-FM</i>	Date Received/Requested: <i>9-29-21</i>
Est. #: <i>CO6CVA 929CVA</i>	Station Location: <i>Fredricksburg, VA</i>	Run Start and End Dates: <i>9/30-10/5/21 + 10/6-10/13/21</i>

For national issue ads only (not required for state/local issue ads):

Upload order, this disclosure form and invoice (or traffic system print-out) or other material 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 (including date, time, class of time and reasons for any make-goods or rebates) 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 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



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	2222--	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	2222--					10	\$62.00		0.00			
N 2	WFLS	10/04/21	10/08/21	Mo-Fr Midday Mo-Fr 10a-3p	CM	10a-3p	2222--	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	2222--					10	\$52.00		0.00			
N 3	WFLS	10/04/21	10/08/21	Mo-Fr PM Mo-Fr 3p-7p	CM	3p-7p	1111--	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	1111--					5	\$32.00		0.00			
													Totals	25	\$1,300.00