

Sales Order

Station: WNOR-FM Contract#: 82343093 Agency: ARMADA STRATEGIES
 Contract Name: 36211908 Address: 2637 E ATLANTIC BLVD #43878
 Proposal#: 34A66ED0-EF5F-4B8E-8F33-526ACA9EF6DF City: POMPANO
 Start Date: 10/17/22 End Date: 11/06/22 BEACH State: FL Zip: 33062
 Revenue Type: National Political - Agency Type: Cash Buyer: _____
 Advertiser: EMPOWERING VA PARENTS Tax Schedule: _____ (None)
 Address: _____ Agency Commission %: 15
 City: _____ State: _____ Zip: _____ Billing Cycle: Standard
 Product Name: EST 5174/ISSUE Salesperson: 2601KATZ/P Comm %: 10
 Estimate #: 5174 Makegood Policy: Within Contract Dates
 Comp. Code: Political
 Sec. Comp.: Issues

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION											RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS	\$\$				
1	10/17/22	10/23/22		6:00 AM	10:00 AM	30		2	1	2	1			6	D	155.00	6	930.00	2		
2	10/17/22	10/30/22		6:00 AM	10:00 AM	30							1		1	D	60.00	2	120.00	2	
3	10/17/22	10/30/22		6:00 AM	10:00 AM	30								1	1	D	60.00	2	120.00	2	
4	10/17/22	10/23/22		10:00 AM	3:00 PM	30		1	1	1	1			4	D	155.00	4	620.00	2		
5	10/17/22	10/30/22		10:00 AM	3:00 PM	30							1		1	D	60.00	2	120.00	2	
6	10/17/22	10/30/22		10:00 AM	3:00 PM	30								1	1	D	60.00	2	120.00	2	
7	10/17/22	10/23/22		3:00 PM	7:00 PM	30		1	2	1	2			6	D	155.00	6	930.00	2		
8	10/17/22	10/30/22		3:00 PM	7:00 PM	30							1		1	D	60.00	2	120.00	2	
9	10/17/22	10/30/22		3:00 PM	7:00 PM	30								1	1	D	60.00	2	120.00	2	
10	10/24/22	10/30/22		6:00 AM	10:00 AM	30	1	2	1	2	1			7	D	155.00	7	1,085.00	2		
11	10/24/22	10/30/22		10:00 AM	3:00 PM	30	1	1	1	1	1			5	D	155.00	5	775.00	2		
12	10/24/22	10/30/22		3:00 PM	7:00 PM	30	2	1	2	1	1			7	D	155.00	7	1,085.00	2		
13	10/31/22	11/06/22		6:00 AM	10:00 AM	30	2							2	D	155.00	2	310.00	2		
14	10/31/22	11/06/22		10:00 AM	3:00 PM	30	1							1	D	155.00	1	155.00	2		
15	10/31/22	11/06/22		3:00 PM	7:00 PM	30	1							1	D	155.00	1	155.00	2		

Billing Projections: By Month

	Oct 22	Nov 22
CA	6,765.00	0.00
ST	6,145.00	620.00

Print Spot Prices

TOTAL SPOTS 51
 GROSS TOTAL \$ 6,765.00
 ADJUSTED SPOTS 51
 ADJUSTED TOTAL \$ 6,765.00

APPROVE DECLINE
 2601wlel, 10/17/22 @4:32PM
 Sales Manager
 Billing Manager
 Administrative

ISSUE (Non-candidate) ADVERTISEMENT AGREEMENT FORM

I, Armada Strategies, 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

Station time requested by: Armada Strategies

Agency name: Armada Strategies

Address: 2637 E. Atlantic Blvd., Suite 43878, Pompano Beach, FL 33662

Contact: Carolyn Bush, Agent

Phone number: 703-559-3200

Email: carbush@armadastrategies.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: Empowering Virginia Parents

Address: P.O. Box 2891, Springfield, VA 22152

Contact: Stacie Goede, Treasurer

Phone number:

Email:

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

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

Stacie Goede, Treasurer

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: Jen Kiggans

Office(s) sought by such candidate(s) (no acronyms or abbreviations): US Congress, VA-02

Date of election: 11/8/22

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

N/A

Inflation, Crime, parents in schools, Jen Kiggans

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 Empowering VA Parents	Station Representative
Signature: <i>Carolyn Bush</i>	Signature: <i>Wayne Celand</i>
Name: Carolyn Bush, Agent	Name: <i>WAYNE CELAND</i>
Date of Request to Purchase Ad Time: 10.18/22	Date of Station Agreement to Sell Time:

TO BE COMPLETED BY STATION ONLY

Ad submitted to station? Yes No Date ad received: 10/17/22

Note: Must have separate PB-19 forms 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:

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

Date and nature of follow-ups, if any:
Request completed NAB (officers, etc), see email.

Contract #: <i>82343092, 82343093</i>	Station Call Letters: <i>WVAZ, WAFX</i>	Date Received/Requested: <i>10/17/22</i>
Est. #: <i>574</i>	Station Location: <i>Norfolk VA</i>	Run Start and End Dates: <i>10/17 - 11/6/22</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.

Broadcast Contract

ARMADA STRATEGIES
EMPOWERING VA PARENTS
2637 E ATLANTIC BLVD #43878
POMPANO BEACH, FL 33062

Start Date 10/17/22	Contract# 82343093	Mod# 0
End Date 11/06/22	Date Entered 10/17/22	Date Last Modified 10/17/22
Advertiser EMPOWERING VA PARENT		Station Market WNOR-FM
Product EST 5174/ISSUE		SalesRep/Office .. Katz/Philadelphi

Standard Billing Cycle Estimate# 5174

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
1	MO 10/17/22 SU 10/23/22	06:00A-10:00A	30	--	2	1	2	1	--	--	6	\$155.00
2	MO 10/17/22 SU 10/30/22	06:00A-10:00A	30	--	--	--	--	--	1	--	1	\$60.00
3	MO 10/17/22 SU 10/30/22	06:00A-10:00A	30	--	--	--	--	--	--	1	1	\$60.00
4	MO 10/17/22 SU 10/23/22	10:00A-03:00P	30	--	1	1	1	1	--	--	4	\$155.00
5	MO 10/17/22 SU 10/30/22	10:00A-03:00P	30	--	--	--	--	--	1	--	1	\$60.00
6	MO 10/17/22 SU 10/30/22	10:00A-03:00P	30	--	--	--	--	--	--	1	1	\$60.00
7	MO 10/17/22 SU 10/23/22	03:00P-07:00P	30	--	1	2	1	2	--	--	6	\$155.00
8	MO 10/17/22 SU 10/30/22	03:00P-07:00P	30	--	--	--	--	--	1	--	1	\$60.00
9	MO 10/17/22 SU 10/30/22	03:00P-07:00P	30	--	--	--	--	--	--	1	1	\$60.00
10	MO 10/24/22 SU 10/30/22	06:00A-10:00A	30	1	2	1	2	1	--	--	7	\$155.00
11	MO 10/24/22 SU 10/30/22	10:00A-03:00P	30	1	1	1	1	1	--	--	5	\$155.00
12	MO 10/24/22 SU 10/30/22	03:00P-07:00P	30	2	1	2	1	1	--	--	7	\$155.00
13	MO 10/31/22 SU 11/06/22	06:00A-10:00A	30	2	--	--	--	--	--	--	2	\$155.00
14	MO 10/31/22 SU 11/06/22	10:00A-03:00P	30	1	--	--	--	--	--	--	1	\$155.00
15	MO 10/31/22 SU 11/06/22	03:00P-07:00P	30	1	--	--	--	--	--	--	1	\$155.00

Saga Communications, Inc. and all its subsidiaries and stations that it owns or operates prohibit all forms of discrimination in advertising contracts. We do not, and shall not, discriminate on the basis of race, ethnicity, or gender regarding advertising practices. All advertising agencies warrant, where applicable, that all radio and/or television commercials provided to our stations are properly licensed to be broadcast on radio and/or television stations and the associated internet streams.

Accepted for Station

Accepted for advertiser OR agency (and MBS, if any) as agent for the advertiser


Name _____ Title _____

Name _____ Title _____

See reverse for accepted terms and conditions, if any

Broadcast Contract

ARMADA STRATEGIES
EMPOWERING VA PARENTS
2637 E ATLANTIC BLVD #43878
POMPANO BEACH, FL 33062

Start Date 10/17/22	Contract# 82343093	Mod# 0
End Date 11/06/22	Date Entered 10/17/22	Date Last Modified 10/17/22
Advertiser EMPOWERING VA PARENT		Station Market WNOR-FM
Product EST 5174/ISSUE		SalesRep/Office .. Katz/Philadelphi

Standard Billing Cycle Estimate# 5174

-----Additional Comments-----	Total Spots	Spots Total\$	Agency Commission	Net	Gross
	51	6,765.00	\$1,014.75	\$ 5,750.25	\$ 6,765.00

Billing Projections: By Month

	Oct 22	Nov 22
CA	6,765.00	
ST	6,145.00	620.00

Saga Communications, Inc. and all its subsidiaries and stations that it owns or operates prohibit all forms of discrimination in advertising contracts. We do not, and shall not, discriminate on the basis of race, ethnicity, or gender regarding advertising practices. All advertising agencies warrant, where applicable, that all radio and/or television commercials provided to our stations are properly licensed to be broadcast on radio and/or television stations and the associated internet streams.

Accepted for Station


Name

Accepted for advertiser OR agency (and MBS, if any) as agent for the advertiser


Title

Name

Title

See reverse for accepted terms and conditions, if any

Page 4