

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

Station time requested by:

REVISION #2

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

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Station time requested by:

REVISION #1

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):

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Phone number: 1-800-634-2669

Email: contact@NFIB.org

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

Date of election:

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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:

Contract #: <i>584018 and 584022</i>	Station Call Letters: <i>WFLS-FM</i>	Date Received/Requested: <i>9-29-21</i>
Est. #: <i>929CVA</i>	Station Location: <i>Fredericksburg, 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.



Political Broadcast Agreement Form for Non-Candidate/Issue Advertisements (PB-19)



Political Broadcast Agreement Form for Non-Candidate/Issue Advertisements (PB-19)

This form may serve as a model agreement for the sale of political broadcast advertising time and to facilitate compliance with the Federal Communications Commission's (FCC) record retention requirements. Broadcasters seeking information on how the FCC's political broadcast rules and record retention requirements apply to their specific circumstances should seek the advice of their own attorney.

Please note:

You will be prompted to save this form after each entry of your electronic signature. Make sure to re-save the form if you enter any information after entering your electronic signature.

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Reproduction or publication of the contents, in whole or in part, without express permission is prohibited. No liability is assumed with respect to the use of the information contained herein.

A companion to this form is NAB's Political Broadcast Catechism. To assist with your understanding of the political advertising rules, an all-new Political Advertising Primer course will become available via Broadcast Education in March 2020.

Broadcast Education is NAB's home for online educational offerings, including live and on-demand webcasts, podcasts and certificate courses. For more information, visit [education.nab.org](https://www.nab.org/education).

NAB members have access to an array of member tools and benefits. To access additional member tools, please visit [nab.org/MemberTools](https://www.nab.org/MemberTools).

Sep 29, 21
 CONT# 35379395 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 / 929CVA

SALESPERSON FAX#

PH #

BYR Helen Hanratty1
 ADV NATIONAL FEDERATION OF INDEPENDANT BUSIN
 PDT VA
 FLT Sep 29, 21 - Oct 05, 21

* REP ORDER COMMENT *

** 9/29/2021 10:35:00 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.

** 9/29/2021 10:35:00 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.

** 9/29/2021 10:35:00 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	...T...	6A - 10A	60	09/30/2021 - 09/30/2021	1D	4	\$62.00	4	
	1.2	...T...	10A - 3P	60	09/30/2021 - 09/30/2021	1D	3	\$52.00	3	
	1.3	...T...	3P - 7P	60	09/30/2021 - 09/30/2021	1D	4	\$32.00	4	
			** FLIGHT TOTALS **					11	\$532.00	
		FLIGHT 2								
	2.1	....F..	6A - 10A	60	10/01/2021 - 10/01/2021	1D	3	\$62.00	3
	2.2	....F..	10A - 3P	60	10/01/2021 - 10/01/2021	1D	4	\$52.00	4
	2.3	....F..	3P - 7P	60	10/01/2021 - 10/01/2021	1D	4	\$32.00	4
			** FLIGHT TOTALS **					11	\$522.00	
		FLIGHT 3								
	3.1	.....S.	6A - 7P	60	10/02/2021 - 10/02/2021	1D	3	\$6.00	3
			** FLIGHT TOTALS **					3	\$18.00	
		FLIGHT 4								
	4.1	.....S	6A - 7P	60	10/03/2021 - 10/03/2021	1D	2	\$6.00	2

Sep 29, 21

CONT# 35379395 Mod# Ver# 1 (Last =)
REP KATZ RADIO

DDS CONT# 0
C/P/E: NA / NA / 929CVA

				** FLIGHT TOTALS **			2	\$12.00	
		FLIGHT 5							
5.1	M.....	6A - 10A	60	10/04/2021 - 10/04/2021	1D	4	\$62.00	4	
5.2	M.....	10A - 3P	60	10/04/2021 - 10/04/2021	1D	4	\$52.00	4	
5.3	M.....	3P - 7P	60	10/04/2021 - 10/04/2021	1D	4	\$32.00	4	
				** FLIGHT TOTALS **			12	\$584.00	
		FLIGHT 6							
6.1	.T.....	6A - 10A	60	10/05/2021 - 10/05/2021	1D	4	\$62.00	4	
6.2	.T.....	10A - 3P	60	10/05/2021 - 10/05/2021	1D	4	\$52.00	4	
6.3	.T.....	3P - 7P	60	10/05/2021 - 10/05/2021	1D	3	\$32.00	3	
				** FLIGHT TOTALS **			11	\$552.00	

Sep 29, 21

CONT# 35379395 Mod# Ver# 1 (Last =)
REP KATZ RADIO

DDS CONT# 0
C/P/E: NA / NA / 929CVA

	Oct 21						
SPOTS	50						
CASH	2220.00						
TRADE	0.00						
NSL	0.00						
TOTAL	2220.00						
							TOTAL
SPOTS							50
CASH							2,220.00
TRADE							0.00
NSL							0.00
TOTAL							2,220.00

**** 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.

CONT# 35379414 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 / C06CVA

SALESPERSON FAX#

PH #

BYR Helen Hanratty1
ADV NATIONAL FEDERATION OF INDEPENDANT BUSIN
PDT VA
FLT Oct 06, 21 - Oct 13, 21

*** REP ORDER COMMENT ***

** 9/29/2021 10:46:00 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	..W....	6A - 10A	60	10/06/2021 - 10/06/2021	1D	2	\$62.00	2
	1.2	..W....	10A - 3P	60	10/06/2021 - 10/06/2021	1D	3	\$52.00	3
	1.3	..W....	3P - 7P	60	10/06/2021 - 10/06/2021	1D	2	\$32.00	2
					** FLIGHT TOTALS **		7	\$344.00	
		FLIGHT 2							
	2.1	...T...	6A - 10A	60	10/07/2021 - 10/07/2021	1D	2	\$62.00	2
	2.2	...T...	10A - 3P	60	10/07/2021 - 10/07/2021	1D	2	\$52.00	2
	2.3	...T...	3P - 7P	60	10/07/2021 - 10/07/2021	1D	3	\$32.00	3
					** FLIGHT TOTALS **		7	\$324.00	
		FLIGHT 3							
	3.1	....F..	6A - 10A	60	10/08/2021 - 10/08/2021	1D	3	\$62.00	3
	3.2	....F..	10A - 3P	60	10/08/2021 - 10/08/2021	1D	2	\$52.00	2
	3.3	....F..	3P - 7P	60	10/08/2021 - 10/08/2021	1D	2	\$32.00	2
					** FLIGHT TOTALS **		7	\$354.00	
		FLIGHT 4							

CONT# **Sep 29, 21**
35379414 Mod# Ver# 1 (Last =)
REP **KATZ RADIO**

DDS CONT# 0
C/P/E: NA / NA / C06CVA

**** Competitive Comments ****

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Demo Adults 35+

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ORDER



Orders
Order / Rev: 584018
Alt Order #:
Product Desc: NA / NA / 929CVA
Estimate:
Flight Dates: 09/30/21 - 10/05/21
Original Date / Rev: 09/29/21 / 09/29/21
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: National Federation of Independent B
Demographic: HH
Product Codes: IAB11-7
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	10/05/21	50	\$2,220.00	\$1,887.00

Month	# Spots	Gross Amount	Net Amount	Rating
October 2021	50	\$2,220.00	\$1,887.00	0.00
Totals	50	\$2,220.00	\$1,887.00	0.00

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	09/30/21	10/05/21	Mo-Fr AM Mo-Fr 6a-10a	CM	6a-10a	44-43--	1:00	15	\$62.00	P-03	0.00	NM	15	\$930.00
		<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	---43--		7				\$62.00		0.00			
		Week: 10/04/21	10/10/21	44-----		8				\$62.00		0.00			
N 2	WFLS	09/30/21	10/05/21	Mo-Fr Midday Mo-Fr 10a-3p	CM	10a-3p	44-34--	1:00	15	\$52.00	P-03	0.00	NM	15	\$780.00
		<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	---34--		7				\$52.00		0.00			
		Week: 10/04/21	10/10/21	44-----		8				\$52.00		0.00			
N 3	WFLS	09/30/21	10/05/21	Mo-Fr PM Mo-Fr 3p-7p	CM	3p-7p	43-44--	1:00	15	\$32.00	P-03	0.00	NM	15	\$480.00
		<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	---44--		8				\$32.00		0.00			
		Week: 10/04/21	10/10/21	43-----		7				\$32.00		0.00			
!	WFLS	09/30/21	10/05/21	Sa-Su Prime Time Sa-Su 6a-7p	CM	6a-7p	-----3-	1:00	3	\$6.00	P-03	0.00	NM	3	\$18.00
		<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	-----3-		3				\$6.00		0.00			
		Week: 10/04/21	10/10/21	-----		0				\$0.00		0.00			
N 5	WFLS	09/30/21	10/05/21	Sa-Su Prime Time Sa-Su 6a-7p	CM	6a-7p	-----2	1:00	2	\$6.00	P-03	0.00	NM	2	\$12.00

Order / Rev: 584018
 Alt Order #: _____
 Flight Dates: 09/30/21 - 10/05/21

Advertiser: National Federation of Independent Busi
 Product Desc: NA / NA / 929CVA **WFLS-FM**
 Estimate: _____

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
		<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	-----2					2	\$6.00		0.00			
		Week: 10/04/21	10/10/21	-----					0	\$0.00		0.00			
													Totals	50	\$2,220.00

ORDER



Orders
Order / Rev: 584022
Alt Order #:
Product Desc: NA / NA / C06CVA
Estimate:
Flight Dates: 10/06/21 - 10/13/21
Original Date / Rev: 09/29/21 / 09/29/21
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: National Federation of Independent B
Demographic: HH
Product Codes: IAB11-7
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	10/13/21	50	\$2,220.00	\$1,887.00

Month	# Spots	Gross Amount	Net Amount	Rating
October 2021	50	\$2,220.00	\$1,887.00	0.00
Totals	50	\$2,220.00	\$1,887.00	0.00

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	10/06/21	10/13/21	Mo-Fr AM Mo-Fr 6a-10a	CM	6a-10a	23223--	1:00	12	\$62.00	P-03	0.00	NM	15	\$930.00
		<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	--223--		7				\$62.00		0.00			
		Week: 10/11/21	10/17/21	233----		8				\$62.00		0.00			
N 2	WFLS	10/06/21	10/13/21	Mo-Fr Midday Mo-Fr 10a-3p	CM	10a-3p	32322--	1:00	12	\$52.00	P-03	0.00	NM	15	\$780.00
		<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	--322--		7				\$52.00		0.00			
		Week: 10/11/21	10/17/21	323----		8				\$52.00		0.00			
N 3	WFLS	10/06/21	10/13/21	Mo-Fr PM Mo-Fr 3p-7p	CM	3p-7p	32232--	1:00	12	\$32.00	P-03	0.00	NM	15	\$480.00
		<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	--232--		7				\$32.00		0.00			
		Week: 10/11/21	10/17/21	323----		8				\$32.00		0.00			
!	WFLS	10/06/21	10/13/21	Sa-Su Prime Time Sa-Su 6a-7p	CM	6a-7p	-----3-	1:00	3	\$6.00	P-03	0.00	NM	3	\$18.00
		<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	-----3-		3				\$6.00		0.00			
		Week: 10/11/21	10/17/21	-----		0				\$0.00		0.00			
N 5	WFLS	10/06/21	10/13/21	Sa-Su Prime Time Sa-Su 6a-7p	CM	6a-7p	-----2	1:00	2	\$6.00	P-03	0.00	NM	2	\$12.00

Order / Rev: 584022
 Alt Order #: _____
 Flight Dates: 10/06/21 - 10/13/21

Advertiser: National Federation of Independent Busi
 Product Desc: NA / NA / C06CVA **WFLS-FM**
 Estimate: _____

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
		<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	-----2					2	\$6.00		0.00			
		Week: 10/11/21	10/17/21	-----					0	\$0.00		0.00			
													Totals	50	\$2,220.00

REVISED

Sep 30, 21
 CONT# 35379395 Mod# 1 Ver# 3 (Last = Orig CF)
 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 / 929CVA

SALESPERSON FAX#

PH #

BYR Helen Hanratty1
 ADV NATIONAL FEDERATION OF INDEPENDANT BUSIN
 PDT VA
 FLT Sep 29, 21 - Oct 05, 21

*** REP ORDER COMMENT ***

** 9/30/2021 2:47:00 PM: 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.

** 9/30/2021 2:47:00 PM: THIS IS A REVISED 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	...T...	6A - 10A	60	09/30/2021 - 09/30/2021	1D	4	\$62.00	4
	1.2	...T...	10A - 3P	60	09/30/2021 - 09/30/2021	1D	3	\$52.00	3
	1.3	...T...	3P - 7P	60	09/30/2021 - 09/30/2021	1D	4	\$32.00	4
					** FLIGHT TOTALS **		11	\$532.00	
		FLIGHT 2							
	2.1	....F..	6A - 10A	60	10/01/2021 - 10/01/2021	1D	3	\$62.00	3
	2.2	....F..	10A - 3P	60	10/01/2021 - 10/01/2021	1D	4	\$52.00	4
	2.3	....F..	3P - 7P	60	10/01/2021 - 10/01/2021	1D	4	\$32.00	4
					** FLIGHT TOTALS **		11	\$522.00	
		FLIGHT 3							
CHG	3.1	.....S.	6A - 7P	60	10/02/2021 - 10/02/2021	1D	4	\$6.00	4
					** FLIGHT TOTALS **		4	\$24.00	
		FLIGHT 4							
CHG	4.1	.....S	6A - 7P	60	10/03/2021 - 10/03/2021	1D	3	\$6.00	3
					** FLIGHT TOTALS **		3	\$18.00	
		FLIGHT 5							
	5.1	M.....	6A - 10A	60	10/04/2021 - 10/04/2021	1D	4	\$62.00	4

Sep 30, 21

CONT# 35379395 Mod# 1 Ver# 3 (Last = Orig CF)
 REP KATZ RADIO

DDS CONT# 0
 C/P/E: NA / NA / 929CVA

CHG	5.2	M.....	10A - 3P	60	10/04/2021 - 10/04/2021	1D	5	\$52.00	5
	5.3	M.....	3P - 7P	60	10/04/2021 - 10/04/2021	1D	4	\$32.00	4
					** FLIGHT TOTALS **		13	\$636.00	
		FLIGHT 6							
	6.1	.T.....	6A - 10A	60	10/05/2021 - 10/05/2021	1D	4	\$62.00	4
CHG	6.2	.T.....	10A - 3P	60	10/05/2021 - 10/05/2021	1D	5	\$52.00	5
	6.3	.T.....	3P - 7P	60	10/05/2021 - 10/05/2021	1D	3	\$32.00	3
					** FLIGHT TOTALS **		12	\$604.00	

	Oct 21								
SPOTS	54								
CASH	2336.00								
TRADE	0.00								
NSL	0.00								
TOTAL	2336.00								

									TOTAL
SPOTS									54
CASH									2,336.00
TRADE									0.00
NSL									0.00
TOTAL									2,336.00

**** Competitive Comments ****

NFIB
 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: 584018
Alt Order #:
Product Desc: NA / NA / 929CVA
Estimate:
Flight Dates: 09/30/21 - 10/05/21
Original Date / Rev: 09/30/21 / 09/30/21
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: National Federation of Independent B
Demographic: HH
Product Codes: IAB11-7
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	10/05/21	54	\$2,336.00	\$1,985.60

Month	# Spots	Gross Amount	Net Amount	Rating
October 2021	54	\$2,336.00	\$1,985.60	0.00
Totals	54	\$2,336.00	\$1,985.60	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
1	WFLS	09/30/21	10/05/21	Mo-Fr AM Mo-Fr 6a-10a	CM	6a-10a	44-43--	1:00	15	\$62.00	P-03	0.00	NM	15	\$930.00
		<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	---43--		7				\$62.00		0.00			
		Week: 10/04/21	10/10/21	44-----		8				\$62.00		0.00			
N 2	WFLS	09/30/21	10/05/21	Mo-Fr Midday Mo-Fr 10a-3p	CM	10a-3p	54-34--	1:00	16	\$52.00	P-03	0.00	NM	17	\$884.00
		<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	---34--		7				\$52.00		0.00			
		Week: 10/04/21	10/10/21	55-----		10				\$52.00		0.00			
3	WFLS	09/30/21	10/05/21	Mo-Fr PM Mo-Fr 3p-7p	CM	3p-7p	43-44--	1:00	15	\$32.00	P-03	0.00	NM	15	\$480.00
		<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	---44--		8				\$32.00		0.00			
		Week: 10/04/21	10/10/21	43-----		7				\$32.00		0.00			
N 4	WFLS	09/30/21	10/05/21	Sa-Su Prime Time Sa-Su 6a-7p	CM	6a-7p	-----4-	1:00	4	\$6.00	P-03	0.00	NM	4	\$24.00
		<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	-----4-		4				\$6.00		0.00			
		Week: 10/04/21	10/10/21	-----		0				\$0.00		0.00			
N 5	WFLS	09/30/21	10/05/21	Sa-Su Prime Time Sa-Su 6a-7p	CM	6a-7p	-----3	1:00	3	\$6.00	P-03	0.00	NM	3	\$18.00

Order / Rev: 584018
 Alt Order #:
 Flight Dates: 09/30/21 - 10/05/21

Advertiser: National Federation of Independent Busi
 Product Desc: NA / NA / 929CVA
 Estimate:
WFLS-FM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
		<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	-----3					3	\$6.00		0.00			
		Week: 10/04/21	10/10/21	-----					0	\$0.00		0.00			
													Totals	54	\$2,336.00

REVISED

Oct 05, 21
 CONT# 35379414 Mod# 1 Ver# 3 (Last = Orig CF)
 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 / C06CVA

SALESPERSON FAX#

PH #

BYR Helen Hanratty1
 ADV NATIONAL FEDERATION OF INDEPENDANT BUSIN
 PDT VA
 FLT Oct 06, 21 - Oct 13, 21

* REP ORDER COMMENT *

** 10/5/2021 12:19:00 PM: 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.

** 10/5/2021 12:19:00 PM: THIS IS A REVISED 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							
C	1.1	..W....	6A - 10A	60	10/06/2021 - 10/06/2021	1D	2	\$62.00	
	1.2	..W....	10A - 3P	60	10/06/2021 - 10/06/2021	1D	3	\$52.00	3
	1.3	..W....	3P - 7P	60	10/06/2021 - 10/06/2021	1D	2	\$32.00	2
ADD	1.4	..W....	6A - 10A	60	10/06/2021 - 10/06/2021	1D	2	\$62.00	2
					** FLIGHT TOTALS **		7	\$344.00	
		FLIGHT 2							
C	2.1	...T...	6A - 10A	60	10/07/2021 - 10/07/2021	1D	2	\$62.00	
	2.2	...T...	10A - 3P	60	10/07/2021 - 10/07/2021	1D	2	\$52.00	2
	2.3	...T...	3P - 7P	60	10/07/2021 - 10/07/2021	1D	3	\$32.00	3
ADD	2.4	...T...	6A - 10A	60	10/07/2021 - 10/07/2021	1D	2	\$62.00	2
					** FLIGHT TOTALS **		7	\$324.00	
		FLIGHT 3							
C	3.1	....F..	6A - 10A	60	10/08/2021 - 10/08/2021	1D	3	\$62.00	
CHG	3.2	....F..	10A - 3P	60	10/08/2021 - 10/08/2021	1D	3	\$52.00	3
	3.3	....F..	3P - 7P	60	10/08/2021 - 10/08/2021	1D	2	\$32.00	2
ADD	3.4	....F..	6A - 10A	60	10/08/2021 - 10/08/2021	1D	3	\$62.00	3
					** FLIGHT TOTALS **		8	\$406.00	
		FLIGHT 4							

Oct 05, 21
 CONT# 35379414 Mod# 1 Ver# 3 (Last = Orig CF)
 REP KATZ RADIO

DDS CONT# 0
 C/P/E: NA / NA / C06CVA

CHG	4.1	.....S.	6A - 7P	60	10/09/2021 - 10/09/2021	1D	5	\$6.00	5
					** FLIGHT TOTALS **		5	\$30.00	
		FLIGHT 5							
CHG	5.1	.....S	6A - 7P	60	10/10/2021 - 10/10/2021	1D	4	\$6.00	4
					** FLIGHT TOTALS **		4	\$24.00	
		FLIGHT 6							
C	6.1	M.....	6A - 10A	60	10/11/2021 - 10/11/2021	1D	2	\$62.00	
CHG	6.2	M.....	10A - 3P	60	10/11/2021 - 10/11/2021	1D	4	\$52.00	4
CHG	6.3	M.....	3P - 7P	60	10/11/2021 - 10/11/2021	1D	4	\$32.00	4
ADD	6.4	M.....	6A - 10A	60	10/11/2021 - 10/11/2021	1D	3	\$62.00	3
					** FLIGHT TOTALS **		11	\$522.00	
		FLIGHT 7							
C	7.1	.T.....	6A - 10A	60	10/12/2021 - 10/12/2021	1D	3	\$62.00	
CHG	7.2	.T.....	10A - 3P	60	10/12/2021 - 10/12/2021	1D	3	\$52.00	3
	7.3	.T.....	3P - 7P	60	10/12/2021 - 10/12/2021	1D	2	\$32.00	2
ADD	7.4	.T.....	6A - 10A	60	10/12/2021 - 10/12/2021	1D	3	\$62.00	3
					** FLIGHT TOTALS **		8	\$406.00	
		FLIGHT 8							
C	8.1	..W....	6A - 10A	60	10/13/2021 - 10/13/2021	1D	3	\$62.00	
CHG	8.2	..W....	10A - 3P	60	10/13/2021 - 10/13/2021	1D	4	\$52.00	4
	8.3	..W....	3P - 7P	60	10/13/2021 - 10/13/2021	1D	3	\$32.00	3
ADD	8.4	..W....	6A - 10A	60	10/13/2021 - 10/13/2021	1D	3	\$62.00	3
					** FLIGHT TOTALS **		10	\$490.00	

	Oct 21				
SPOTS	60				
CASH	2546.00				
TRADE	0.00				
NSL	0.00				
TOTAL	2546.00				

					TOTAL
SPOTS					60
CASH					2,546.00
TRADE					0.00
NSL					0.00
TOTAL					2,546.00

Oct 05, 21
CONT# 35379414 Mod# 1 Ver# 3 (Last = Orig CF)
REP KATZ RADIO

DDS CONT# 0
C/P/E: NA / NA / C06CVA

**** Competitive Comments ****

NFIB

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: 584022
Alt Order #:
Product Desc: NA / NA / C06CVA
Estimate:
Flight Dates: 10/06/21 - 10/13/21
Original Date / Rev: 09/29/21 / 10/05/21
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: National Federation of Independent B
Demographic: HH
Product Codes: IAB11-7
Revenue Code 1: Agency Business
Revenue Code 2: Political
Revenue Code 3: Political Issue
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	10/13/21	60	\$2,546.00	\$2,164.10

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
October 2021	60	\$2,546.00	\$2,164.10	0.00
Totals	60	\$2,546.00	\$2,164.10	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	10/06/21	10/13/21	Mo-Fr AM Mo-Fr 6a-10a	CM	6a-10a	23223--	1:00	12	\$62.00	P-03	0.00	NM	16	\$992.00
		<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	--223--		7				\$62.00		0.00			
		Week: 10/11/21	10/17/21	333----		9				\$62.00		0.00			
N 2	WFLS	10/06/21	10/13/21	Mo-Fr Midday Mo-Fr 10a-3p	CM	10a-3p	32323--	1:00	13	\$52.00	P-03	0.00	NM	19	\$988.00
		<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	--323--		8				\$52.00		0.00			
		Week: 10/11/21	10/17/21	434----		11				\$52.00		0.00			
N 3	WFLS	10/06/21	10/13/21	Mo-Fr PM Mo-Fr 3p-7p	CM	3p-7p	32232--	1:00	12	\$32.00	P-03	0.00	NM	16	\$512.00
		<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	--232--		7				\$32.00		0.00			
		Week: 10/11/21	10/17/21	423----		9				\$32.00		0.00			
N 4	WFLS	10/06/21	10/13/21	Sa-Su Prime Time Sa-Su 6a-7p	CM	6a-7p	-----5-	1:00	5	\$6.00	P-03	0.00	NM	5	\$30.00
		<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	-----5-		5				\$6.00		0.00			
		Week: 10/11/21	10/17/21	-----		0				\$0.00		0.00			
N 5	WFLS	10/06/21	10/13/21	Sa-Su Prime Time Sa-Su 6a-7p	CM	6a-7p	-----4	1:00	4	\$6.00	P-03	0.00	NM	4	\$24.00
		<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	-----4		4				\$6.00		0.00			

Order / Rev: 584022
 Alt Order #:
 Flight Dates: 10/06/21 - 10/13/21

Advertiser: National Federation of Independent Busi
 Product Desc: NA / NA / C06CVA
 Estimate:
WFLS-FM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
		<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	-----4					4	\$6.00		0.00			
		Week: 10/11/21	10/17/21	-----					0	\$0.00		0.00			
													Totals	60	\$2,546.00