



MAIN STREET MEDIA GROUP
PO Box 25093
Alexandria, Virginia 22314

Advertiser: American Petroleum Institute
Order #: 193273957602
Date Entered: 03/15/2024
Last Modified: 03/15/2024
Product: 7280
Salesperson: Katz Philadelphia
Billing Cycle: Broadcast Standard
Estimate #: 7280

Order Date Range: 04/08/2024 through 04/21/2024 (2 weeks)
Media Outlets: WCSX-FM

On-Air Schedule

#	Dates	Station	Time/Program	Len	Mo	Tu	We	Th	Fr	Sa	Su	S/W	Rate	Qty	Total
1	04/08/24-04/21/24	WCSX-FM	06:00AM-10:00AM	30	1	1	1	1	1	--	--	5	360.00	10	3,600.00
	ISSUE														
2	04/08/24-04/21/24	WCSX-FM	10:00AM-03:00PM	30	1	1	1	1	1	--	--	5	330.00	10	3,300.00
	ISSUE														
3	04/08/24-04/21/24	WCSX-FM	03:00PM-07:00PM	30	1	1	1	1	1	--	--	5	330.00	10	3,300.00
	ISSUE														

Station Totals

Station	On-Air Count	Digital Count	Web Count	Other Count	Gross Billing	Commission	Net Billing
WCSX-FM	30	0	0	0	\$10,200.00	\$1,530.00	\$8,670.00
Totals	30	0	0	0	\$10,200.00	\$1,530.00	\$8,670.00

Total Charges: \$10,200.00
Agency Commission: \$1,530.00
Total Net: \$8,670.00

Projected Billing By Broadcast Standard Month

Month	Year	Gross Billing	Net Billing
April	2024	\$10,200.00	\$8,670.00
Totals		\$10,200.00	\$8,670.00

Accepted for ..

Accepted for advertiser OR agency as agent for the advertiser

Name

Title

Name

Title

ISSUE (Non-candidate) ADVERTISEMENT AGREEMENT FORM

I, American Petroleum Institute, 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:

Agency name: Main Street Media Group

Address: PO Box 25093

Contact: Media Buyer

Phone number: 703-485-0398

Email: info@msmg.tv

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: American Petroleum Institute

Address: 200 Massachusetts Ave, NW, Washington DC 20001

Contact:

Phone number: 202-682-800

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.):

Mike Sommers (President and CEO) and Greg C. Garland (Chair)

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:


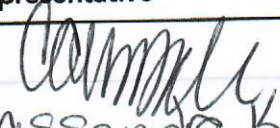
Clearly identify EVERY political matter of national importance referred to in the ad (no acronyms); use separate page if necessary:

☐ N/A

Energy

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: 	Signature: 
Name: Media Buyer, Main Street Media Group	Name: Cassandra Kniaz
Date of Request to Purchase Ad Time: 1/9/24	Date of Station Agreement to Sell Time: 3/15/24

TO BE COMPLETED BY STATION ONLY

Ad submitted to station? ☒ Yes ☐ No Date ad received: 3/15/24

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:

Contract #:	Station Call Letters:	Date Received/Requested:
Est. #:	Station Location:	Run Start and End Dates:

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.

American Petroleum Institute

API BackseatDriver 30R Rev.mp3

Transcript

Traffic jams, tailgating, pileups. Oh, the joys of driving. How could it get worse? The federal government wants to have a say in what you drive. That's right the Biden administration 's EPA is pushing mandates that would ban 2 out of every 3 vehicles on the road today. Don't let Washington become your backseat driver. Protect the freedom of driving your way. Visit energy.citizens.org paid for by the American Petroleum Institute.



Leadership

Management Team



Mike Sommers

President & CEO



Amanda Eversole

Executive Vice President & Chief Advocacy
Officer

MAJOR DISCLOSURES



Senior Vice President
Communications



Shannon DiBari
Senior Vice President, Business Operations
and Strategy



Anchal Liddar
Senior Vice President
Global Industry Services



Dustin Meyer
Senior Vice President
Policy, Economics & Regulatory Affairs

Ryan Meyers



Kristin Westmoreland

Vice President & Chief of Staff



Leadership Team



Shawn Adams

Vice President, GIS Business Services



Eileen Adenan

Vice President & Chief Human Resources
Officer



Alexa Burr

Vice President
Standards & Segment Programs



Stephen Comstock

Vice President and Senior Counsel
Corporate Policy



Scott Garten

Vice President of Product Management
Global Industry Services



Mason Hamilton

Vice President of Economics and Research
Policy Analysis

Rolf Hanson

Vice President



Holly Hopkins

Vice President
Upstream Policy



Will Hupman

Vice President
Downstream Policy



Rob Jennings

Vice President of Natural Gas Markets



Amy Kriz

Vice President and Chief Financial Officer



Aaron Padilla

Vice President of Corporate Policy



Robin Rorick

Vice President
Midstream Policy



Rodney Sampson

Vice President & Chief Information Officer



Steven Sisneros

Vice President



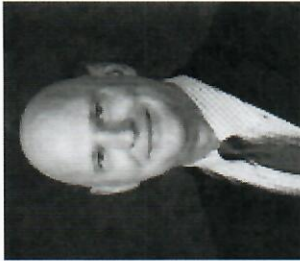
Brooke Sours

Senior Director
Integrated Communications



John Wagner

Vice President and Deputy General Counsel



Lance West

Vice President
Federal Relations



Bethany Williams



Mar 15, 24
 CONT# 37178857 Mod# Ver# 1 (Last =)
 REP KATZ RADIO
 TO WCSX-FM (Detroit, MI)
 FM LATONYA CHENAULT
 OFF PHILADELPHIA
 AGY MAIN STREET MEDIA GROUP NY
 ADDR PO BOX 25093
 ALEXANDRIA, VA 22313

DDS CONT# 0
 C/P/E: / / 7280

SALESPERSON FAX#

PH #

BYR PATTI HECK
 ADV AMERICAN PETROLEUM INSTITUTE
 PDT Tailpipe Radio
 FLT Apr 08, 24 - Apr 21, 24

* REP ORDER COMMENT *

** 3/15/2024 2:52:00 PM: FOR ALL MAIN STREET MEDIA GROUP AMERICAN PETROLEUM INSTITUTE ORDERS, KATZ MEDIA COLLECTS, CASH-IN-ADVANCE AND AS AN OFFICIAL AGENT ON BEHALF OF OUR REPRESENTED STATIONS, ALL MONIES FOR THIS POLITICAL BUY PLACED OUT OF MAIN STREET MEDIA GROUP. ONCE YOUR IN VOICES ARE RECONCILED WITH OUR ORDERS BY OUR NY BILLING OFFICE, PAYMENT IS SENT TO YOU ONLY FOR WHAT RAN. WE ARE THE ONES RESPONSIBLE FOR REFUNDING UNUSED FUNDS BACK TO THE AGENCY. PAYMENT IS USUALLY DISBURSED WITHIN 45 DAYS OF RECONCILIATION. PLEASE CONFIRM WITH PLEASE NOTE WITH ALL POLITICAL/ISSUE ORDERS THERE IS A 24 HOUR CANCELLATION NOTICE.

** 3/15/2024 2:52:00 PM: POPULATIONBUYTYPE: CPP.

** 3/15/2024 2:52:00 PM: 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	30	04/08/2024 - 04/08/2024	1D	1	\$360.00	1
	1.2	M.....	10A - 3P	30	04/08/2024 - 04/08/2024	1D	1	\$330.00	1
	1.3	M.....	3P - 7P	30	04/08/2024 - 04/08/2024	1D	1	\$330.00	1
				** FLIGHT TOTALS **			3	\$1,020.00	
		<u>FLIGHT 2</u>							
	2.1	.T.....	6A - 10A	30	04/09/2024 - 04/09/2024	1D	1	\$360.00	1
	2.2	.T.....	10A - 3P	30	04/09/2024 - 04/09/2024	1D	1	\$330.00	1
	2.3	.T.....	3P - 7P	30	04/09/2024 - 04/09/2024	1D	1	\$330.00	1
				** FLIGHT TOTALS **			3	\$1,020.00	
		<u>FLIGHT 3</u>							
	3.1	..W....	6A - 10A	30	04/10/2024 - 04/10/2024	1D	1	\$360.00	1
	3.2	..W....	10A - 3P	30	04/10/2024 - 04/10/2024	1D	1	\$330.00	1
	3.3	..W....	3P - 7P	30	04/10/2024 - 04/10/2024	1D	1	\$330.00	1
				** FLIGHT TOTALS **			3	\$1,020.00	

Mar 15, 24
 CONT# 37178857 Mod# Ver# 1 (Last =)
 REP KATZ RADIO

DDS CONT# 0
 C/P/E: / / 7280

FLIGHT 4									
4.1	...T...	6A - 10A	30	04/11/2024 - 04/11/2024	1D	1	\$360.00	1	
4.2	...T...	10A - 3P	30	04/11/2024 - 04/11/2024	1D	1	\$330.00	1	
4.3	...T...	3P - 7P	30	04/11/2024 - 04/11/2024	1D	1	\$330.00	1	
** FLIGHT TOTALS **						3	\$1,020.00		
FLIGHT 5									
5.1	....F..	6A - 10A	30	04/12/2024 - 04/12/2024	1D	1	\$360.00	1	
5.2	....F..	10A - 3P	30	04/12/2024 - 04/12/2024	1D	1	\$330.00	1	
5.3	....F..	3P - 7P	30	04/12/2024 - 04/12/2024	1D	1	\$330.00	1	
** FLIGHT TOTALS **						3	\$1,020.00		
FLIGHT 6									
6.1	M.....	6A - 10A	30	04/15/2024 - 04/15/2024	1D	1	\$360.00	1	
6.2	M.....	10A - 3P	30	04/15/2024 - 04/15/2024	1D	1	\$330.00	1	
6.3	M.....	3P - 7P	30	04/15/2024 - 04/15/2024	1D	1	\$330.00	1	
** FLIGHT TOTALS **						3	\$1,020.00		
FLIGHT 7									
7.1	.T.....	6A - 10A	30	04/16/2024 - 04/16/2024	1D	1	\$360.00	1	
7.2	.T.....	10A - 3P	30	04/16/2024 - 04/16/2024	1D	1	\$330.00	1	
7.3	.T.....	3P - 7P	30	04/16/2024 - 04/16/2024	1D	1	\$330.00	1	
** FLIGHT TOTALS **						3	\$1,020.00		
FLIGHT 8									
8.1	..W....	6A - 10A	30	04/17/2024 - 04/17/2024	1D	1	\$360.00	1	
8.2	..W....	10A - 3P	30	04/17/2024 - 04/17/2024	1D	1	\$330.00	1	
8.3	..W....	3P - 7P	30	04/17/2024 - 04/17/2024	1D	1	\$330.00	1	
** FLIGHT TOTALS **						3	\$1,020.00		
FLIGHT 9									
9.1	...T...	6A - 10A	30	04/18/2024 - 04/18/2024	1D	1	\$360.00	1	
9.2	...T...	10A - 3P	30	04/18/2024 - 04/18/2024	1D	1	\$330.00	1	
9.3	...T...	3P - 7P	30	04/18/2024 - 04/18/2024	1D	1	\$330.00	1	
** FLIGHT TOTALS **						3	\$1,020.00		
FLIGHT 10									
10.1	....F..	6A - 10A	30	04/19/2024 - 04/19/2024	1D	1	\$360.00	1	
10.2	....F..	10A - 3P	30	04/19/2024 - 04/19/2024	1D	1	\$330.00	1	

Mar 15, 24
 CONT# 37178857 Mod# Ver# 1 (Last =)
 REP KATZ RADIO

DDS CONT# 0
 C/P/E: / / 7280

10.3	....F..	3P - 7P	30	04/19/2024 - 04/19/2024	1D	1	\$330.00	1
** FLIGHT TOTALS **						3	\$1,020.00	

	Apr 24							
SPOTS	30							
CASH	10200.00							
TRADE	0.00							
NSL	0.00							
TOTAL	10200.00							

							TOTAL
SPOTS							30
CASH							10,200.00
TRADE							0.00
NSL							0.00
TOTAL							10,200.00

**** Competitive Comments ****

SVC: FA99 MSA CustRadio
 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.