

# HBI Radio Bemidji

To: Johnny Walker

Date: 12/4/18

From: Kris Jacobson

**SECTION 1**

1. ISSUE CREDIT ADJUSTMENT  
 2. ISSUE DEBIT ADJUSTMENT

- LOCAL       NATIONAL  
 CASH         TRADE

AGENCY NAME \_\_\_\_\_

ADVERTISER NAME John Persell

INVOICE DATE 10/31/2018

INVOICE # 1181016729      GROSS \$ 1,678.80      NET \$ 1,678.80

ADJUSTMENT AMOUNT      GROSS \$ \_\_\_\_\_      NET \$ 30.00

ACCOUNT EXECUTIVE Johnny Lee Walker

REMARKS: (PGM, TIME, DATE)  
Refund

1. WRONG PRODUCT AIRED  
 2. SPOT NOT ORDERED  
 3. WRONG RATE  
 4. INSUFFICIENT SEPARATION

5. RAN OUT OF TIME PERIOD ORDERED  
 6. CANCELLATION NOT SUBMITTED  
 7. OTHER:  
Refund

**APPROVALS REQUIRED FOR SECTION 1:**

\_\_\_\_\_  
*General/Sales Manager*      *Date*

\_\_\_\_\_  
*Business/AR Manager*      *Date*

\_\_\_\_\_  
*Account Executive*      *Date*

**APPROVALS REQUIRED IF ADJ AMT IS OVER \$750**

\_\_\_\_\_  
*Vice President-Regional Manager*      *Date*

\_\_\_\_\_  
*Regional Controller/Senior Accountant*      *Date*

**SCREEN COPY**

# HBI Radio Bemidji

## CHECK REQUISITION

DATE 11/16/18

Payee:

Citizens for John Persell

PO Box 322

Bemidji, MN 56619-0322

\_\_\_\_\_

\_\_\_\_\_

G/L Account: 170-229100

Amount: 30.00

**Please provide W-9 for each new payee.**

**FOR: Refund for week of 10/22-10/28 ran at \$10 should have been \$11**  
**Difference of \$1 per spot, 30 spots ran**

\_\_\_\_\_

**SPECIAL HANDLING INSTRUCTIONS:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**APPROVED BY (Market Manager):**

\_\_\_\_\_

## Jacobson, Kristie

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**From:** Jerve, Justin  
**Sent:** Friday, November 16, 2018 12:30 PM  
**To:** Jacobson, Kristie  
**Cc:** Johnny Lee Walker  
**Subject:** FW: Bemidji 10.22.18

Kris can you look into this issue below and let me know? Thanks!

Justin Jerve, Regional Controller  
Hubbard Radio Northern Minnesota  
Alexandria | Bemidji | Brainerd | Wadena

Cell: 218.390.8406 | Office: 218.822.4461



# HUBBARD

**From:** Carnis, Patty  
**Sent:** Wednesday, November 14, 2018 2:35 PM  
**To:** Jerve, Justin  
**Subject:** RE: Bemidji 10.22.18

KBHP

10/22-28      6a-10p

Lake Area Power (61779) ran spots on Tuesday and Friday at \$10

Persell ran 30 @ \$11      Rebate \$30  
Heinonen ran 4 @ \$11      Rebate \$4  
Bliss ran 5 @ \$11      Rebate \$5  
Albrecht ran 20 @ \$11      Rebate \$20

Please review and let me know if you agree.

Thanks,

Patty

**From:** Jerve, Justin  
**Sent:** Wednesday, November 14, 2018 1:02 PM  
**To:** Carnis, Patty  
**Subject:** Bemidji 10.22.18

Because this one is fresh I thought I would send these first.

Justin Jerve, Regional Controller  
Hubbard Radio Northern Minnesota

# INVOICE



**Invoice #:** MC-1181016729  
**Invoice Date:** 10/31/2018  
**Contract #:** 61698  
**Page:** 1  
**Net Amount Due:** \$1,678.80

**Advertiser:** JOHN PERSELL  
 CITIZENS FOR JOHN PERSELL  
 PO BOX 322  
 BEMIDJI, MN 56619

**Station(s):** KBHP-FM  
 KKZY-FM

**Advertiser:** JOHN PERSELL  
**Product:** John Persell Run A  
**Estimate #:**  
**Agency Client Code:**  
**Buyer Name:**

**Salesperson(s):** Johnny Walker  
**Terms:** NET DUE 30 DAYS

Day	Date	Time	Ln	Length	Product	ISCI	Rate
<b>KBHP-FM</b>							
MON	10/15/18	06:53a	2	30			\$11.00
MON	10/15/18	09:45a	2	30			\$11.00
MON	10/15/18	11:43a	2	30			\$11.00
MON	10/15/18	01:48p	2	30			\$11.00
MON	10/15/18	02:32p	2	30			\$11.00
MON	10/15/18	03:48p	2	30			\$11.00
TUE	10/16/18	06:53a	2	30			\$11.00
TUE	10/16/18	07:54a	2	30			\$11.00
TUE	10/16/18	08:40a	2	30			\$11.00
TUE	10/16/18	10:50a	2	30			\$11.00
TUE	10/16/18	06:49p	2	30			\$11.00
TUE	10/16/18	07:22p	2	30			\$11.00
WED	10/17/18	09:47a	2	30			\$11.00
WED	10/17/18	10:49a	2	30			\$11.00
WED	10/17/18	03:49p	2	30			\$11.00
WED	10/17/18	04:49p	2	30			\$11.00
WED	10/17/18	05:42p	2	30			\$11.00
WED	10/17/18	09:22p	2	30			\$11.00
THU	10/18/18	07:45a	2	30			\$11.00
THU	10/18/18	10:51a	2	30			\$11.00
THU	10/18/18	02:38p	2	30			\$11.00
THU	10/18/18	05:40p	2	30			\$11.00
THU	10/18/18	08:22p	2	30			\$11.00
THU	10/18/18	09:51p	2	30			\$11.00
FRI	10/19/18	10:49a	2	30			\$11.00
FRI	10/19/18	11:44a	2	30			\$11.00
FRI	10/19/18	01:48p	2	30			\$11.00
FRI	10/19/18	03:26p	2	30			\$11.00
FRI	10/19/18	06:40p	2	30			\$11.00
FRI	10/19/18	07:51p	2	30			\$11.00
SAT	10/20/18	10:25a	3	30			\$10.08
SAT	10/20/18	11:53a	3	30			\$10.08

# INVOICE



**Invoice #:** MC-1181016729  
**Invoice Date:** 10/31/2018  
**Contract #:** 61698  
**Page:** 2  
**Net Amount Due:** \$1,678.80

Day	Date	Time	Ln	Length	Product	ISCI	Rate
SAT	10/20/18	01:21p	3	30			\$10.08
SAT	10/20/18	04:24p	3	30			\$10.08
SAT	10/20/18	06:49p	3	30			\$10.08
MON	10/22/18	08:33a	2	30			\$11.00
MON	10/22/18	10:47a	2	30			\$11.00
MON	10/22/18	01:24p	2	30			\$11.00
MON	10/22/18	02:53p	2	30			\$11.00
MON	10/22/18	04:41p	2	30			\$11.00
MON	10/22/18	08:43p	2	30			\$11.00
TUE	10/23/18	01:22p	2	30			\$11.00
TUE	10/23/18	03:48p	2	30			\$11.00
TUE	10/23/18	04:49p	2	30			\$11.00
TUE	10/23/18	06:23p	2	30			\$11.00
TUE	10/23/18	07:22p	2	30			\$11.00
TUE	10/23/18	09:20p	2	30			\$11.00
WED	10/24/18	06:24a	2	30			\$11.00
WED	10/24/18	09:48a	2	30			\$11.00
WED	10/24/18	10:37a	2	30			\$11.00
WED	10/24/18	11:23a	2	30			\$11.00
WED	10/24/18	11:51a	2	30			\$11.00
WED	10/24/18	04:52p	2	30			\$11.00
THU	10/25/18	08:27a	2	30			\$11.00
THU	10/25/18	08:44a	2	30			\$11.00
THU	10/25/18	02:40p	2	30			\$11.00
THU	10/25/18	05:26p	2	30			\$11.00
THU	10/25/18	08:51p	2	30			\$11.00
THU	10/25/18	09:19p	2	30			\$11.00
FRI	10/26/18	06:25a	2	30			\$11.00
FRI	10/26/18	07:43a	2	30			\$11.00
FRI	10/26/18	10:47a	2	30			\$11.00
FRI	10/26/18	01:27p	2	30			\$11.00
FRI	10/26/18	04:53p	2	30			\$11.00
FRI	10/26/18	06:50p	2	30			\$11.00
SAT	10/27/18	08:21a	3	30			\$10.08
SAT	10/27/18	09:25a	3	30			\$10.08
SAT	10/27/18	02:25p	3	30			\$10.08
SAT	10/27/18	03:51p	3	30			\$10.08
SAT	10/27/18	05:48p	3	30			\$10.08
MON	10/29/18	11:51a	2	30			\$11.00
MON	10/29/18	03:24p	2	30			\$11.00
MON	10/29/18	05:54p	2	30			\$11.00
MON	10/29/18	06:22p	2	30			\$11.00
MON	10/29/18	08:21p	2	30			\$11.00
MON	10/29/18	09:50p	2	30			\$11.00
TUE	10/30/18	01:37p	2	30			\$11.00
TUE	10/30/18	03:25p	2	30			\$11.00
TUE	10/30/18	03:49p	2	30			\$11.00

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Day	Date	Time	Ln	Length	Product	ISCI	Rate
TUE	10/30/18	05:55p	2	30			\$11.00
TUE	10/30/18	07:39p	2	30			\$11.00
TUE	10/30/18	08:47p	2	30			\$11.00
WED	10/31/18	07:24a	2	30			\$11.00
WED	10/31/18	08:44a	2	30			\$11.00
WED	10/31/18	07:22p	2	30			\$11.00
WED	10/31/18	07:52p	2	30			\$11.00
WED	10/31/18	08:39p	2	30			\$11.00
WED	10/31/18	09:38p	2	30			\$11.00
<b>KKZY-FM</b>							
MON	10/15/18	08:55a	2	30			\$8.00
MON	10/15/18	10:41a	2	30			\$8.00
MON	10/15/18	11:35a	2	30			\$8.00
MON	10/15/18	07:49p	2	30			\$8.00
MON	10/15/18	08:36p	2	30			\$8.00
MON	10/15/18	09:52p	2	30			\$8.00
TUE	10/16/18	06:51a	2	30			\$8.00
TUE	10/16/18	07:53a	2	30			\$8.00
TUE	10/16/18	08:35a	2	30			\$8.00
TUE	10/16/18	01:52p	2	30			\$8.00
TUE	10/16/18	02:50p	2	30			\$8.00
TUE	10/16/18	05:53p	2	30			\$8.00
WED	10/17/18	06:33a	2	30			\$8.00
WED	10/17/18	07:53a	2	30			\$8.00
WED	10/17/18	12:39p	2	30			\$8.00
WED	10/17/18	04:36p	2	30			\$8.00
WED	10/17/18	06:41p	2	30			\$8.00
WED	10/17/18	08:35p	2	30			\$8.00
THU	10/18/18	10:40a	2	30			\$8.00
THU	10/18/18	11:34a	2	30			\$8.00
THU	10/18/18	03:37p	2	30			\$8.00
THU	10/18/18	06:51p	2	30			\$8.00
THU	10/18/18	07:39p	2	30			\$8.00
THU	10/18/18	09:18p	2	30			\$8.00
FRI	10/19/18	10:46a	2	30			\$8.00
FRI	10/19/18	12:30p	2	30			\$8.00
FRI	10/19/18	02:36p	2	30			\$8.00
FRI	10/19/18	03:32p	2	30			\$8.00
FRI	10/19/18	08:52p	2	30			\$8.00
FRI	10/19/18	09:46p	2	30			\$8.00
SAT	10/20/18	06:28a	3	30			\$8.00
SAT	10/20/18	10:43a	3	30			\$8.00
SAT	10/20/18	03:15p	3	30			\$8.00
SAT	10/20/18	03:45p	3	30			\$8.00
SAT	10/20/18	04:13p	3	30			\$8.00
SAT	10/20/18	05:47p	3	30			\$8.00

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MON	10/22/18	12:51p	2	30			\$8.00
MON	10/22/18	01:55p	2	30			\$8.00
MON	10/22/18	03:39p	2	30			\$8.00
MON	10/22/18	06:50p	2	30			\$8.00
MON	10/22/18	07:39p	2	30			\$8.00
TUE	10/23/18	07:23a	2	30			\$8.00
TUE	10/23/18	11:34a	2	30			\$8.00
TUE	10/23/18	03:46p	2	30			\$8.00
TUE	10/23/18	06:41p	2	30			\$8.00
TUE	10/23/18	07:52p	2	30			\$8.00
TUE	10/23/18	08:36p	2	30			\$8.00
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WED	10/24/18	01:51p	2	30			\$8.00
WED	10/24/18	02:44p	2	30			\$8.00
WED	10/24/18	05:41p	2	30			\$8.00
WED	10/24/18	09:12p	2	30			\$8.00
THU	10/25/18	07:23a	2	30			\$8.00
THU	10/25/18	11:56a	2	30			\$8.00
THU	10/25/18	12:29p	2	30			\$8.00
THU	10/25/18	04:48p	2	30			\$8.00
THU	10/25/18	05:39p	2	30			\$8.00
THU	10/25/18	09:12p	2	30			\$8.00
FRI	10/26/18	07:54a	2	30			\$8.00
FRI	10/26/18	12:43p	2	30			\$8.00
FRI	10/26/18	02:36p	2	30			\$8.00
FRI	10/26/18	04:51p	2	30			\$8.00
FRI	10/26/18	06:51p	2	30			\$8.00
FRI	10/26/18	07:36p	2	30			\$8.00
SAT	10/27/18	07:49a	3	30			\$8.00
SAT	10/27/18	08:50a	3	30			\$8.00
SAT	10/27/18	12:38p	3	30			\$8.00
SAT	10/27/18	02:14p	3	30			\$8.00
SAT	10/27/18	03:13p	3	30			\$8.00
SAT	10/27/18	05:47p	3	30			\$8.00
MON	10/29/18	07:22a	2	30			\$8.00
MON	10/29/18	10:36a	2	30			\$8.00
MON	10/29/18	01:49p	2	30			\$8.00
MON	10/29/18	03:40p	2	30			\$8.00
MON	10/29/18	06:55p	2	30			\$8.00
MON	10/29/18	08:51p	2	30			\$8.00
TUE	10/30/18	06:52a	2	30			\$8.00
TUE	10/30/18	11:49a	2	30			\$8.00
TUE	10/30/18	12:39p	2	30			\$8.00
TUE	10/30/18	07:36p	2	30			\$8.00
TUE	10/30/18	08:37p	2	30			\$8.00

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**Page:** 5  
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Day	Date	Time	Ln	Length	Product	ISCI	Rate
TUE	10/30/18	09:33p	2	30			\$8.00
WED	10/31/18	01:55p	2	30			\$8.00
WED	10/31/18	02:51p	2	30			\$8.00
WED	10/31/18	03:49p	2	30			\$8.00
WED	10/31/18	05:39p	2	30			\$8.00
WED	10/31/18	07:40p	2	30			\$8.00
WED	10/31/18	08:54p	2	30			\$8.00

THANK YOU FOR YOUR BUSINESS

**KBHP-FM**

Total Spots: 88  
 Gross Amount: \$958.80  
 Agency Commission: \$0.00  
 Net Amount: \$958.80

**KKZY-FM**

Total Spots: 90  
 Gross Amount: \$720.00  
 Agency Commission: \$0.00  
 Net Amount: \$720.00

**Remit To:**  
 HBI RADIO BEMIDJI LLC  
 PO BOX 860431  
 MINNEAPOLIS, MN 55486

**Invoice Totals**

Total Spots: 178  
 Gross Amount: \$1,678.80  
 Agency Commission: \$0.00  
 Net Amount Due: \$1,678.80

NET DUE 30 DAYS

IT IS UNDERSTOOD THAT THE AGENCY MAKES THIS CONTRACT BOTH FOR ITSELF AND AS AGENT FOR THE ADVERTISER AND THAT THE AGENCY AGREES ON BEHALF OF THE ADVERTISER AND OF ITSELF THAT AGENCY AND ADVERTISER ARE AND SHALL BE JOINTLY AND SEVERALLY LIABLE FOR ALL PAYMENTS TO BE MADE BY AGENCY TO STATION AND FOR ALL OBLIGATIONS UNDERTAKEN AND TO BE PERFORMED BY AGENCY.

Billing Inquiries call your sales rep at 218/444-1500.

FCC Nondiscrimination Notice: HBI Radio Bemidji, LLC, KBHP-FM KBUN-AM, KKZY-FM, KLLZ-FM, KBUN-FM does not discriminate in advertising arrangements on the basis of race or ethnicity. Any arrangement entered into with an advertiser whose intent is to discriminate in such manner shall be null and void. In compliance with FCC rules, broadcaster includes this nondiscrimination provision in all advertiser arrangements.