

Sales Order

Station: KODS-FM

Agency: TARGET ENTERPRISES LLC

Contract Name: 10/1/18 CTDQ3 KODS-02

Address: 15260 VENTURA BLVD

Contract#: 643373

SUITE 1240

Start Date: 10/01/18

End Date: 10/06/18

City: SHERMAN OAKS State: CA Zip: 91403

Revenue Type: POLITICAL - NATIONAL

Phone: (310) 228-0904

AGENCY

Type: Cash

Buyer:

Advertiser: COALITION TO DEFEAT QUESTION 3

Tax Schedule:

(None)

Address:

Agency Commission %: 15

City:

State:

Zip:

Product Name: DEFEAT QUESTION 3

Billing Cycle: Standard

Estimate #: 2450

Salesperson: POLITICAL

Comm %: 1.50

Agency Client Code: CDQ

Makegood Policy: Within Contract Dates

Competitive Code: ISSUE

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	DW	SPOTS		\$\$		
1	10/01/18	10/05/18		6:00 AM	10:00 AM	60	3	3	3	3	3			15	D	15	3,150.00	3		
2	10/01/18	10/05/18		10:00 AM	3:00 PM	60	2	2	2	2	1			9	D	9	1,890.00	3		
3	10/01/18	10/05/18		3:00 PM	7:00 PM	60	3	3	3	2	3			14	D	14	2,940.00	3		
4	10/06/18	10/06/18		6:00 AM	7:00 PM	60					10			10	D	10	1,100.00	3		
5	10/07/18	10/07/18		6:00 AM	7:00 PM	60						4	4	4	D	0	0.00	3		
===== CANCELED =====																				

Billing Projections: By Month

	Oct 18
CA	9,080.00
ST	9,080.00

☒ Print Spot Prices

TOTAL SPOTS	48
GROSS TOTAL \$	9,080.00
ADJUSTED SPOTS	48
ADJUSTED TOTAL \$	9,080.00

APPROVE DECLINE

- ☐ General Manager
- ☐ Sales Manager
- ☐ Administrator
- ☐ Local Sales Manager

CHANGE / CANCELLATION / MAKEGOOD ORDER

NAME:

Jlu

DATE:

9-27-18

CONTRACT #:

643573

STATION: KODS ACCOUNT NAME: Coalition to

Defeat 3

CHANGE

INSTRUCTIONS:

addition of spots.
See attached

TOTAL SPOTS: 48

TOTAL \$: 9080⁰⁰

SIGNATURE: Jlu

CANCELLATION

INSTRUCTIONS:

Date
10/9/27

TOTAL SPOTS: _____

TOTAL \$: _____

SIGNATURE: _____

MAKEGOOD (\$0)

INSTRUCTIONS:

TOTAL SPOTS: _____

TOTAL \$: _____

SIGNATURE: _____

SALES MANAGER: [Signature]

GENERAL MANAGER: _____

REVISED

Sep 27, 18		DDS CONT# 0
CONT# 31986752	Mod# 2 Ver# 5 (Last = MOD 1 CF)	C/P/E: CDQ / DQ3 / 2450
REP EASTMAN		
TO KODS-FM (Reno, NV)		
FM LESLY WILBERDING		
OFF LOS ANGELES		
AGY TARGET ENTERPRISES LLC		SALESPERSON FAX#
ADDR 15260 VENTURA BLVD SUITE 1240		PH # 818-905-0005
	SHERMAN OAKS, CA 91403	
BYR LINDA SOUTHERN		
ADV COALITION TO DEFEAT QUESTION 3		
PDT Defeat Question 3		
FLT Oct 01, 18 - Oct 07, 18		

*** REP ORDER COMMENT ***

** 9/27/2018 6:12:00 PM: REVISION TO SHIFT AND INCREASE SPOTS LOAD. PLEASE CONFIRM, THANK YOU.

*** STATION ORDER COMMENT ***

** 9/27/2018 6:45:00 PM: THANKS! JILL

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		FLIGHT 1							
	1.1	MTWTF..	6A - 10A	60	10/1/2018 - 10/5/2018	1W	15	\$210.00	15
CHG	1.2	MTWTF..	10A - 3P	60	10/1/2018 - 10/5/2018	1W	9	\$210.00	9
CHG	1.3	MTWTF..	3P - 7P	60	10/1/2018 - 10/5/2018	1W	14	\$210.00	14
CHG	1.4	.....S.	6A - 7P	60	10/6/2018 - 10/6/2018	1W	10	\$110.00	10
C	1.5	.....S	6A - 7P	60	10/7/2018 - 10/7/2018	1W	4	\$110.00	
		** WEEKLY FLIGHT TOTALS **					48	\$9,080.00	

SPOTS	Oct 18					
	48					
CASH	9080.00					
TRADE	0.00					
NSL	0.00					
TOTAL	9080.00					
SPOTS					TOTAL	
					48	
CASH					9,080.00	
TRADE					0.00	
NSL					0.00	
TOTAL					9,080.00	

Sep 27, 18

CONT#	31986752	Mod# 2	Ver# 5	(Last = MOD 1 CF)	DDS CONT# 0
REP	EASTMAN				C/P/E: CDQ / DQ3 / 2450

**** Competitive Comments ****

DEFEAT Q3 2450

SVC: FA17 MSA ARB

Demo Adults 35-44

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.

CHANGE / CANCELLATION / MAKEGOOD ORDER

NAME:

Jill

DATE:

7-18-18

STATION: KOPS

ACCOUNT NAME:

Coalition To
Defeat Question 3

CONTRACT #:

443373

CHANGE

INSTRUCTIONS:

see attached changes -

10/1-10/7

TOTAL SPOTS: 41

41

TOTAL \$:

7810

SIGNATURE:

an addition of 11 spots / \$2510

CANCELLATION

INSTRUCTIONS:

TOTAL SPOTS: _____

TOTAL \$:

SIGNATURE: _____

MAKEGOOD (\$0)

INSTRUCTIONS:

TOTAL SPOTS: _____

TOTAL \$:

SIGNATURE: _____

SALES MANAGER: _____

GENERAL MANAGER: _____

TH

Sales Order

Station: KODS-FM

Agency: TARGET ENTERPRISES LLC

Contract Name: 10/1/18 CTDQ3 KODS-01

Address: 15260 VENTURA BLVD

Contract#: 643373

SUITE 1240

Start Date: 10/01/18

End Date: 10/07/18

City: SHERMAN OAKS

State: CA

Zip: 91403

Revenue Type: POLITICAL - NATIONAL

Phone: (310) 228-0904

AGENCY

Type: Cash

Buyer:

Advertiser: COALITION TO DEFEAT QUESTION 3

Tax Schedule:

(None)

Address:

Agency Commission %: 15

City:

State:

Zip:

Billing Cycle: Standard

Product Name: DEFEAT QUESTION 3

Salesperson: POLITICAL

Comm %: 1.50

Estimate #: 2450

Makegood Policy: Within Contract Dates

Agency Client Code: CDQ

Competitive Code: ISSUE

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	10/01/18	10/05/18		6:00 AM	10:00 AM	60	X	X	X	X	X			15	W	15	3,150.00	3		
2	10/01/18	10/05/18		10:00 AM	3:00 PM	60	X	X	X	X	X			8	W	8	1,680.00	3		
3	10/01/18	10/05/18		3:00 PM	7:00 PM	60	X	X	X	X	X			10	W	10	2,100.00	3		
4	10/06/18	10/06/18		6:00 AM	7:00 PM	60						4		4	D	4	440.00	3		
5	10/07/18	10/07/18		6:00 AM	7:00 PM	60							4	4	D	4	440.00	3		

Billing Projections: By Month

Oct 18

CA 7,810.00

ST 7,810.00

☒ Print Spot Prices

TOTAL SPOTS 41

GROSS TOTAL \$ 7,810.00

ADJUSTED SPOTS 41

ADJUSTED TOTAL \$ 7,810.00

APPROVE

DECLINE

☐ General Manager

☐ Sales Manager

☐ Administrator

☐ Local Sales Manager

REVISED

Jul 18, 18
31986752 Mod# 1 Ver# 3 (Last = Orig CF)
DDS CONT# 0
C/P/E: CDQ / DQ3 / 2450
EASTMAN
KODS-FM (Reno, NV)
LESLEY WILBERDING
LOS ANGELES
TARGET ENTERPRISES LLC
15260 VENTURA BLVD SUITE 1240
SHERMAN OAKS, CA 91403
SALESPERSON FAX#
PH # 818-905-0005
BYR LINDA SOUTHERN
ADV COALITION TO DEFEAT QUESTION 3
PDT Defeat Question 3
FLT Oct 01, 18 - Oct 07, 18

*** REP ORDER COMMENT ***

**** 7/18/2018 12:53:00 PM: THIS IS A REVISION , PLEASE DO NOT DOUBLE BOOK, PLEASE CONFIRM WITH**
EMILY AT 323-966-5187 OR EMILY.CAREW@EASTMANRADIO.COM

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		FLIGHT 1							
CHG	1.1	MTWTF..	6A - 10A	60	10/1/2018 - 10/5/2018	1W	15	\$210.00	15
CHG	1.2	MTWTF..	10A - 3P	60	10/1/2018 - 10/5/2018	1W	8	\$210.00	8
CHG	1.3	MTWTF..	3P - 7P	60	10/1/2018 - 10/5/2018	1W	10	\$210.00	10
CHG	1.4	.....S.	6A - 7P	60	10/6/2018 - 10/6/2018	1W	4	\$110.00	4
	1.5	.....S	6A - 7P	60	10/7/2018 - 10/7/2018	1W	4	\$110.00	4
** WEEKLY FLIGHT TOTALS **									41
									\$7,810.00

SPOTS	Oct 18								
	41								
CASH	7810.00								
TRADE	0.00								
NSL	0.00								
TOTAL	7810.00								

SPOTS	TOTAL								
	41								
CASH	7,810.00								
TRADE	0.00								
NSL	0.00								
TOTAL	7,810.00								

5300 + 1000 = 7810
7810

** 72510*

Jul 18, 18	Ver# 3	Mod# 1	(Last = Orig CF)	DDS CONT# 0
CONT# 31986752				
REP EASTMAN				C/P/E: CDQ / DQ3 / 2450

**** Competitive Comments ****

DEFEAT Q3 2450

SVC: FA17 MSA ARB

Demo Adults 35-44

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.

Sales Order

643373

Station: **KODS-FM** Agency: **TARGET ENTERPRISES LLC**
 Contract Name: **10/1/18 CTDQ3 KODS** Address: **15260 VENTURA BLVD**
 Contract#: **(none)** Suite **1240**
 Start Date: **10/01/18** End Date: **10/07/18** City: **SHERMAN OAKS** State: **CA** Zip: **91403**
 Revenue Type: **POLITICAL - NATIONAL** Phone: **(310) 228-0904**
 AGENCY Type: **Cash** Buyer: **(None)**
 Advertiser: **COALITION TO DEFEAT QUESTION 3** Tax Schedule:
 Address: Agency Commission %: **15**
 City: State: Zip: Billing Cycle: **Standard**
 Product Name: **DEFEAT QUESTION 3** Salesperson: **POLITICAL** Comm %: **1.50**
 Estimate #: **2450** Makegood Policy: **Within Contract Dates**
 Agency Client Code: **CDQ**
 Competitive Code: **ISSUE**

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	\$S					
1	10/01/18	10/05/18		6:00 AM	10:00 AM	60	X	X	X	X	X				6	W	6	1,260.00	3			
2	10/01/18	10/05/18		10:00 AM	3:00 PM	60	X	X	X	X	X				8	W	8	1,680.00	3			
3	10/01/18	10/05/18		3:00 PM	7:00 PM	60	X	X	X	X	X				6	W	6	1,260.00	3			
4	10/06/18	10/06/18		6:00 AM	7:00 PM	60						6			6	D	6	660.00	3			
5	10/07/18	10/07/18		6:00 AM	7:00 PM	60							4		4	D	4	440.00	3			

Billing Projections: By Month

Oct 18

CA 5,300.00

ST 5,300.00

☒ Print Spot Prices

TOTAL SPOTS

30

GROSS TOTAL \$

5,300.00

ADJUSTED SPOTS

30

ADJUSTED TOTAL \$

5,300.00

APPROVE DECLINE

☐ General Manager
☐ Sales Manager
☐ Administrator
☐ Local Sales Manager

Jul 12, 18
 31986752 Mod# Ver# 1 (Last =)
 EASTMAN
 TO KODS-FM (Reno, NV)
 FM LESLY WILBERDING
 OFF LOS ANGELES
 AGY TARGET ENTERPRISES LLC
 ADDR 15260 VENTURA BLVD SUITE 1240
 SHERMAN OAKS, CA 91403

DDS CONT# 0
 C/P/E: CDQ / DQ3 / 2450

SALESPERSON FAX#

PH # 818-905-0005

BYR LINDA SOUTHERN
 ADV COALITION TO DEFEAT QUESTION 3
 PDT Defeat Question 3
 FLT Oct 01, 18 - Oct 07, 18

* REP ORDER COMMENT *

** 7/12/2018 5:43:00 PM: THIS IS A NEW ORDER, PLEASE DO NOT DOUBLE BOOK, CONFIRM WITH EMILY AT
 323-966-5187 OR EMILY.CAREW@EASTMANRADIO.COM

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
	1.1	<u>FLIGHT 1</u> MTWTF..	6A - 10A	60	10/1/2018 - 10/5/2018	1W	6	\$210.00	6
	1.2	MTWTF..	10A - 3P	60	10/1/2018 - 10/5/2018	1W	8	\$210.00	8
	1.3	MTWTF..	3P - 7P	60	10/1/2018 - 10/5/2018	1W	6	\$210.00	6
	1.4	.....S.	6A - 7P	60	10/6/2018 - 10/6/2018	1W	6	\$110.00	6
	1.5	.....S	6A - 7P	60	10/7/2018 - 10/7/2018	1W	4	\$110.00	4
						** WEEKLY FLIGHT TOTALS **		30	\$5,300.00

Oct 18						
SPOTS	30					
CASH	5300.00					
TRADE	0.00					
NSL	0.00					
TOTAL	5300.00					

SPOTS					TOTAL
CASH				30	
TRADE				5,300.00	
NSL				0.00	
TOTAL				0.00	
				5,300.00	

Jul 12, 18					
CONT#	31986752	Mod#	Ver# 1	(Last =)	DDS CONT# 0
REP	EASTMAN				C/P/E: CDQ / DQ3 / 2450

**** Competitive Comments ****

SVC: FA17 MSA ARB
Demo Adults 35-44

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