

Broadcast Contract

REGIONAL REPS
DAN FOREST~NC LT GOVERNOR
6505 Rockside Rd Ste 200
Cleveland, OH 44131-2386

Start Date 10/13/16	Contract# 26750	Mod# 1
End Date 11/07/16	Date Entered 10/10/16	Date Last Modified 10/12/16
Advertiser DAN FOREST~NC LT GOV	Station Market WSOC-FM	
Product 10/13-11/07/2016	SalesRep/Office Katz Katz	

Standard Billing Cycle Estimate# 2016

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS	RATE
			LINE	REMARK							/WK	
1	TH 10/13/16 FR 10/14/16	06:00A-10:00A	30	--	--	--	X	X	--	--	9	\$140.00
2	TH 10/13/16 FR 10/14/16	10:00A-03:00P	30	--	--	--	X	X	--	--	9	\$130.00
3	TH 10/13/16 FR 10/14/16	03:00P-07:00P	30	--	--	--	X	X	--	--	9	\$140.00
4	MO 10/17/16 FR 10/28/16	06:00A-10:00A	30	X	X	X	X	X	--	--	10	\$140.00
5	MO 10/17/16 FR 10/28/16	10:00A-03:00P	30	X	X	X	X	X	--	--	10	\$130.00
6	MO 10/17/16 FR 10/28/16	03:00P-07:00P	30	X	X	X	X	X	--	--	10	\$140.00
7	MO 11/07/16 MO 11/07/16	06:00A-10:00A	30	X	--	--	--	--	--	--	2	\$140.00
8	MO 11/07/16 MO 11/07/16	10:00A-03:00P	30	X	--	--	--	--	--	--	2	\$130.00
9	MO 11/07/16 MO 11/07/16	03:00P-07:00P	30	X	--	--	--	--	--	--	2	\$140.00
10	MO 10/31/16 FR 11/04/16	06:00A-10:00A	30	X	X	X	X	X	--	--	5	\$140.00
11	MO 10/31/16 FR 11/04/16	10:00A-03:00P	30	X	X	X	X	X	--	--	5	\$130.00
12	MO 10/31/16 FR 11/04/16	03:00P-07:00P	30	X	X	X	X	X	--	--	5	\$140.00

-----Additional Comments-----	Total Spots	Spots Total\$	Agency Commission	Net	Gross
	108	14,760.00	\$2,214.00	\$ 12,546.00	\$ 14,760.00

Electronic Invoice

NON-DISCRIMINATION: IN THE PERFORMANCE OF ALL BEASLEY STATION'S ADVERTISING AGREEMENTS, BEASLEY REQUIRES THAT EACH PARTY NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY.

Accepted for Station

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

Name Title
See reverse for accepted terms and conditions, if any

Name Title
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DAN FOREST~NC LT GOVERNOR
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Advertiser DAN FOREST~NC LT GOV	Station Market WSOC-FM	
Product 10/13-11/07/2016	SalesRep/Office Katz Katz	

Standard Billing Cycle Estimate# 2016

Billing Projections: By Month

	Oct 16	Nov 16
CA	12,300.00	2,460.00
ST	11,890.00	2,870.00

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REVISED

Oct 12, 16	
CONT# 30163157 Mod# Ver# 3 (Last =)	DDS CONT# 0
REP KATZ RADIO	C/P/E: 4EST / GENE / 2016
TO WSOC-FM (Charlotte-Gastonia-Rock Hill, NC-SC)	
FM TED ROSEN	
OFF CHICAGO	SALESPERSON FAX#
AGY REGIONAL REPS CORP	
ADDR 6505 ROCKSIDE RD SUITE 200	PH # 216-781-0035
CLEVELAND, OH 44131	
BYR DEBBIE SPENCER	
ADV DAN FOREST FOR NC LT. GOVERNOR	
PDT 10/13-11/07/2016	
FLT Oct 10, 16 - Nov 13, 16	

* REP ORDER COMMENT *

** 10/12/2016 11:39:00 AM: REVISION ***DO NOT DOUBLE BOOK*** PLEASE CONFIRM IN THE KATZ ORDER SYSTEM WITHIN 2 BUSINESS DAYS. CONTACT LISA CASTELLANOS AT LISA.CASTELLANOS@KATZ-RADIO.COM IF YOU HAVE ANY QUESTIONS. PLEASE DO NOT DOUBLE BOOK. THANK YOU!

** 10/12/2016 11:39:00 AM: SHIFTING WEIGHT FROM W/O 10/31 TO THE W/O 10/10

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		<u>FLIGHT 1</u>							
CHG	1.1	...TF..	6A - 10A	30	10/13/2016 - 10/14/2016	1W	9	\$140.00	9
CHG	1.2	...TF..	10A - 3P	30	10/13/2016 - 10/14/2016	1W	9	\$130.00	9
CHG	1.3	...TF..	3P - 7P	30	10/13/2016 - 10/14/2016	1W	9	\$140.00	9
		** WEEKLY FLIGHT TOTALS **					27	\$3,690.00	
		<u>FLIGHT 2</u>							
	2.1	MTWTF..	6A - 10A	30	10/17/2016 - 10/28/2016	2W	10	\$140.00	20
	2.2	MTWTF..	10A - 3P	30	10/17/2016 - 10/28/2016	2W	10	\$130.00	20
	2.3	MTWTF..	3P - 7P	30	10/17/2016 - 10/28/2016	2W	10	\$140.00	20
		** WEEKLY FLIGHT TOTALS **					30	\$8,200.00	
		<u>FLIGHT 3</u>							
CHG	3.1	MTWTF..	6A - 10A	30	10/31/2016 - 11/4/2016	1W	5	\$140.00	5
CHG	3.2	MTWTF..	10A - 3P	30	10/31/2016 - 11/4/2016	1W	5	\$130.00	5
CHG	3.3	MTWTF..	3P - 7P	30	10/31/2016 - 11/4/2016	1W	5	\$140.00	5
		** WEEKLY FLIGHT TOTALS **					15	\$2,050.00	
		<u>FLIGHT 4</u>							
	4.1	M.....	6A - 10A	30	11/7/2016 - 11/7/2016	1W	2	\$140.00	2
	4.2	M.....	10A - 3P	30	11/7/2016 - 11/7/2016	1W	2	\$130.00	2
	4.3	M.....	3P - 7P	30	11/7/2016 - 11/7/2016	1W	2	\$140.00	2

Oct 12, 16
 CONT# 30163157 Mod# Ver# 3 (Last =)
 REP KATZ RADIO

DDS CONT# 0
 C/P/E: 4EST / GENE / 2016

				** WEEKLY FLIGHT TOTALS **	6	\$820.00	
--	--	--	--	----------------------------	---	----------	--

	Oct 16	Nov 16					
SPOTS	87	21					
CASH	11890.00	2870.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	11890.00	2870.00					

							TOTAL
SPOTS							108
CASH							14,760.00
TRADE							0.00
NSL							0.00
TOTAL							14,760.00

**** Competitive Comments ****

FOREST FOR LT GOVERNOR

SVC:

Demo Adults 18+

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

Station: WSOC-FM Agency: REGIONAL REPS
 Contract Name: WSOC 30163157 2016-01 Address: 6505 Rockside Rd Ste 200
 Contract#: 26750 City: Cleveland State: OH Zip: 44131-2386
 Start Date: 10/13/16 End Date: 11/07/16 Buyer: _____
 Revenue Type: POLITICAL NATIONAL Type: Cash Tax Schedule: _____ (None)
 Advertiser: DAN FOREST~NC LT GOVERNOR Agency Commission %: 15
 Address: _____ Billing Cycle: Standard
 City: _____ State: _____ Zip: _____ Salesperson: 2063KKATZ Comm %: 0
 Product Name: 10/13-11/07/2016 Makegood Policy: Within Contract Dates
 Estimate #: 2016
 Agency Client Code: 4EST
 Competitive Code: 09 POLITICAL

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	10/13/16	10/14/16		6:00 AM	10:00 AM	30				X	X			9	W	140.00	9	1,260.00	0	
2	10/13/16	10/14/16		10:00 AM	3:00 PM	30				X	X			9	W	130.00	9	1,170.00	0	
3	10/13/16	10/14/16		3:00 PM	7:00 PM	30				X	X			9	W	140.00	9	1,260.00	0	
4	10/17/16	10/28/16		6:00 AM	10:00 AM	30	X	X	X	X	X			10	W	140.00	20	2,800.00	0	
Run Weeks of: 10/17 10/24																				
5	10/17/16	10/28/16		10:00 AM	3:00 PM	30	X	X	X	X	X			10	W	130.00	20	2,600.00	0	
Run Weeks of: 10/17 10/24																				
6	10/17/16	10/28/16		3:00 PM	7:00 PM	30	X	X	X	X	X			10	W	140.00	20	2,800.00	0	
Run Weeks of: 10/17 10/24																				
7	11/07/16	11/07/16		6:00 AM	10:00 AM	30	X							2	W	140.00	2	280.00	0	
8	11/07/16	11/07/16		10:00 AM	3:00 PM	30	X							2	W	130.00	2	260.00	0	
9	11/07/16	11/07/16		3:00 PM	7:00 PM	30	X							2	W	140.00	2	280.00	0	
10	10/31/16	11/04/16		6:00 AM	10:00 AM	30	X	X	X	X	X			5	W	140.00	5	700.00	0	
11	10/31/16	11/04/16		10:00 AM	3:00 PM	30	X	X	X	X	X			5	W	130.00	5	650.00	0	
12	10/31/16	11/04/16		3:00 PM	7:00 PM	30	X	X	X	X	X			5	W	140.00	5	700.00	0	

Billing Projections: By Month

	Oct 16	Nov 16
CA	12,300.00	2,460.00
ST	11,890.00	2,870.00

☒ Print Spot Prices

Electronic Invoice

Notes to Traffic: 10/12 added weight into current week and
took out of the week of 10/31

TOTAL SPOTS 108
 GROSS TOTAL \$ 14,760.00
 ADJUSTED SPOTS 108
 ADJUSTED TOTAL \$ 14,760.00

APPROVE DECLINE

☐ ☐ General Manager
☐ ☐ Sales Manager
☐ ☐ Interactive Sales Manager
☐ ☐ Business Manager

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☐ **FEDERAL CANDIDATE**

☒ **STATE/LOCAL CANDIDATE**

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

Station and Location:

Date: 04/06/16

I, Midwest Communications & Media,

being/on behalf of: Dan Forest,

a legally qualified candidate of the Republican

political party for the office of: Lt. Governor

in the General Election

election to be held on: November 8, 2016

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

Attach proposed schedule with charges (if available):

I represent that the payment for the above described broadcast time has been furnished by:

The Committee to Elect Dan Forest

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Judy Lewis

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

04/07/2016

Date


Signature

To Be Signed By Station Representative

☐ Accepted

☐ Accepted in Part

☐ Rejected

Signature

Printed Name

Title