

# BCRA POLITICAL RECORD

Date 7/21/2022

This Political Record is required by the Bipartisan Campaign Reform Act of 2002 (BCRA) to be completed every time a request is made to purchase broadcast time that (1) is made by or on behalf of a legally qualified candidate for public office, or (2) communicates a message relating to any political matter of national importance, including a legally qualified candidate, any election to federal office, or a national legislative issue of public importance. The Political Record is not required for requests to purchase internet advertising. Once completed, the Political Record must be placed in the station's online public inspection file and must be retained for two years.

This Record is for  a candidate request                      The request is  pending  
 an election message request \*                                       accepted #  
 an issue request \*

Candidate Named in Message: Keoni Souza

Office Being Sought: Trustee at Large, Office of Hawaiian Affairs

Election or Issue Referred to: Primary Election

Sponsor (or authorized candidate committee): Friends of Keoni Souza

Treasurer of authorized candidate committee: Brittany Souza

Person Ordering Advertising: Alan Yamamoto

\* An "election message request" is a request made by anyone to broadcast a message that refers either to a legally qualified candidate or to any election to federal office.

An "issue request" is a message related to a national legislative issue of public importance or a political matter of national importance.

# If the request is accepted, attach the sales order showing the rate charged, the date(s) and time(s) the message is aired, and the class of time purchased. For an issue request, also attach the name, address, and phone number of a contact person, and a list of the chief executive officers or members of the executive committee or of the board of directors of the sponsor.

# Broadcast Contract

FRIENDS OF KEONI SOUZA  
 PO Box 875  
 Honolulu, HI 96808

Start Date 07/22/22	Contract# 38547	Mod# 0
End Date 08/04/22	Date Entered 07/20/22	Date Last Modified 07/21/22
Advertiser FRIENDS OF KEONI SOU		Station Market KQNG-FM
Product FRIENDS OF KEONI SOUZA		SalesRep/Office KAUAI POLITICAL

Standard Billing Cycle Estimate#

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
1	FR 07/22/22 FR 07/22/22	06:00A-10:00A	30	--	--	--	--	2	--	--	2	\$45.00
2	FR 07/22/22 FR 07/22/22	03:00P-07:00P	30	--	--	--	--	1	--	--	1	\$45.00
3	SA 07/23/22 SA 07/23/22	10:00A-03:00P	30	--	--	--	--	--	1	--	1	\$30.00
4	TU 07/26/22 TH 08/04/22	06:00A-10:00A	30	--	1	2	1	--	--	--	4	\$45.00
5	TU 07/26/22 TH 08/04/22	10:00A-03:00P	30	--	2	1	1	--	--	--	4	\$40.00
6	TU 07/26/22 TH 08/04/22	03:00P-07:00P	30	--	1	1	2	--	--	--	4	\$45.00

-----Tax Detail-----

Hawaii State GET \$ 48.26

Tax Total: \$ 48.26

\* Tax calculations are an estimate based on the order as contracted. Actual taxes due will appear on the invoice

-----Additional Comments-----	Total Spots	Spots Total\$	Agency Commission	Net	Gross
	28	1,205.00	\$180.75	\$ 1,072.51	\$ 1,205.00

Billing Projections: By Month

	Jul 22	Aug 22
CA	685.00	520.00
ST	685.00	520.00

Pacific Media Group and Radio Stations KQNG, KSRF, KSHK, KUALI does not discriminate in the sale of advertising time on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to 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 \_\_\_\_\_  
 Page 3

# Sales Order

Station: KQNG-FM Buyer: \_\_\_\_\_  
 Contract Name: KQNG KEONI SOUZA OHA PRIM 22 Tax Schedule: \_\_\_\_\_ Hawaii State GET  
 Contract#: \_\_\_\_\_ 38547 (none) Agency Commission %: 15  
 Start Date: 7/22/22 End Date: 8/04/22 Billing Cycle: Standard  
 Revenue Type: POLITICAL - DIRECT Type: Cash Salesperson: 5789KAUA Comm %: 20  
 Advertiser: FRIENDS OF KEONI SOUZA Makegood Policy: MAKEGOOD WITHIN CONTRACT  
 Address: PO Box 875 DATES \_\_\_\_\_  
 City: Honolulu State: HI Zip: 96808  
 Product Name: FRIENDS OF KEONI SOUZA  
 Competitive Code: Political/State

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	7/22/22	7/22/22		6:00 AM	10:00 AM	30						2				2	D	45.00	2	90.00	3
2	7/22/22	7/22/22		3:00 PM	7:00 PM	30						1				1	D	45.00	1	45.00	3
3	7/23/22	7/23/22		10:00 AM	3:00 PM	30							1			1	D	30.00	1	30.00	3
4	7/26/22	8/04/22		6:00 AM	10:00 AM	30		1	2	1						4	D	45.00	8	360.00	3
5	7/26/22	8/04/22		10:00 AM	3:00 PM	30		2	1	1						4	D	40.00	8	320.00	3
6	7/26/22	8/04/22		3:00 PM	7:00 PM	30		1	1	2						4	D	45.00	8	360.00	3

Billing Projections: By Month

	Jul 22	Aug 22
CA	685.00	520.00
ST	685.00	520.00

Print Spot Prices

TOTAL SPOTS ..... 28  
 GROSS TOTAL \$ ..... 1,205.00  
 ADJUSTED SPOTS ..... 28  
 ADJUSTED TOTAL \$ ..... 1,205.00

APPROVE DECLINE

- General Manager
- Sales Manager
- 501208mstev, 07/21/22 @9:44AM
- Traffic Manager

KQNG

3x weeks

\$1,205 gross

A18+

Station	Incl	Lock	Spot	% Rch	Schd Rch	Avg Freq	GrossImp (000)	GRP	Wkly \$
KQNG FM	Y		28	30.8	17,577	4.2	74.9	131.0	1,205.00
All-3wk:			28	30.8	17,577	4.2	74.9	131.0	1,205.00

KQNG FM		All								
	Schedule	Len	Spot	Rate	% Rch	Schd Rch	Avg Freq	GrossImp (000)	GRP	
\$	Fr 6a-10a	30	2	45.00	6.0	3,443	1.8	6.2	10.8	
\$	Fr 3p-7p	30	1	45.00	3.8	2,166	1.0	2.2	3.8	
	Sa 10a-3p	30	1	30.00	5.2	2,964	1.0	3.0	5.2	
\$	TuTh 6a-10a	30	4	45.00	11.2	6,381	1.9	12.4	21.6	
\$	TuTh 10a-3p	30	4	40.00	9.7	5,539	1.9	10.7	18.8	
\$	TuTh 3p-7p	30	4	45.00	7.6	4,343	2.0	8.7	15.2	

A45+

Station	Incl	Lock	Spot	% Rch	Schd Rch	Avg Freq	GrossImp (000)	GRP	Wkly \$
KQNG FM	Y		28	25.1	8,597	4.3	37.2	108.2	1,205.00
All-3wk:			28	25.1	8,597	4.3	37.2	108.2	1,205.00



# CANDIDATE ADVERTISEMENT AGREEMENT FORM

See **Order** for proposed schedule and charges. See **Invoice** for actual schedule and charges.

I, Keoni Souza, hereby request station time as follows:

IDENTIFY CANDIDATE TYPE

- FEDERAL CANDIDATE  
 STATE OR LOCAL CANDIDATE

## ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Candidate name:

Keoni Souza

Authorized committee:

Friends of Keoni Souza

Agency requesting time (and contact information):

N/A

Candidate's political party:

N/A

Office sought (no acronyms or abbreviations):

Trustee at large, Office of Hawaiian Affairs

Date of election:

August 13, 2022

General  Primary

Treasurer of candidate's authorized committee:

Brittany Souza

The undersigned represents that:

(1) the payment for the broadcast time requested has been furnished by (check one box below):

- the candidate listed above who is a legally qualified candidate, or  
 the authorized committee of the legally qualified candidate listed above;

(2) this station is authorized to announce the time as paid for by such person or entity; and

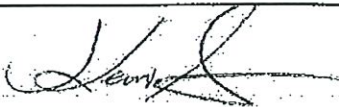
(3) this station has disclosed its political advertising policies, including applicable classes and rates, discount, promotion and other sales practices (not applicable to federal candidates).

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

**Candidate/Committee/Agency**

**Station Representative**

Signature:



Signature:

*salli anne matsuura*

Name: Keoni Souza

Name: Salli Anne Matsuura

Date of Request to Purchase Ad Time:

Date of Station Agreement to Sell Time: 7/20/22

**Federal Candidate Certification:**

The undersigned hereby certifies that the broadcast matter to be aired pursuant to this disclosure either (1) does not refer to an opposing candidate or, if it does, (2) contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast and that the candidate and/or the candidate's authorized committee paid for the broadcast or if radio programming, contains a personal audio statement by the candidate that identifies the candidate, the office being sought and that the candidate has approved the broadcast.

**Candidate/Authorized Committee/Agency**

Signature:

Name:

Date:

**TO BE COMPLETED BY STATION ONLY**

Ad submitted to Station?  Yes  No

Date ad received: \_\_\_\_\_

Federal candidate certification signed (above):  Yes  No  N/A

Disposition:

- Accepted
- Accepted IN PART (e.g., ad copy not yet received to determine sponsor ID)\*
- Rejected – provide reason:

\*Upload partially accepted form, then promptly upload updated final form when complete.

Date and nature of follow-ups, if any (e.g., insufficient sponsor ID tag):

Contract #: 38547	Station Call Letters: KUMU, KPOA, KQNG, KAPA	Date Received/Requested: 7/20/22
Est. #:	Station Location: Statewide Hawaii	Run Start and End Dates: 7/22-8/4/22

Upload order, this form and invoice (or traffic system print-out) or other documents 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 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.





Kauai Traffic <kauaitraffic@pmghawaii.com>

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## keoni souza for oha july aug orders

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Mayumi Stevens <mayumistevens@pmghawaii.com>

Thu, Jul 21, 2022 at 9:44 AM

To: Salli Anne Matsuura <salliannematsuura@pmghawaii.com>, Dorene Moniz <traffic@pmghawaii.com>, Kauai Traffic <kauaitraffic@pmghawaii.com>

Cc: Joshua Mednick - Forward <joshua.mednick@pmghawaii.com>, Sherri Grimes <sherri.grimes@pmghawaii.com>, Denise Roberts <denise@kongradio.com>, Cobey Kawamoto <cpatolo@pmghawaii.com>

Kauai approved in marketron

Pacific Radio Group

311 Ano Street  
Kahului, HI 96732  
808-877-5566

7/21/2022 9:22:35 AM

Reference Number: 11 20000 10  
Total: \$4,302.07  
Transaction Type: Sale  
Transaction Status: Pending Settlement  
Card Brand: Visa  
Card Number: xxxxxxxxxxxx  
Entry Method: Keyed  
Approval Code: 042236  
Approval Message: ZIP MATCH  
AVS Result: Zip Match Only  
CSC Result: Match  
Customer Name: Candace Puailihau

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**From:** Salli Anne Matsuura

**Sent:** Thursday, July 21, 2022 9:43 AM

**To:** Dorene Moniz <traffic@pmghawaii.com>; Kauai Traffic <kauaitraffic@pmghawaii.com>

**Cc:** Joshua Mednick - Forward <joshua.mednick@pmghawaii.com>; Mayumi Stevens <mayumistevens@pmghawaii.com>; Sherri Grimes <sherri.grimes@pmghawaii.com>; Denise Roberts <denise@kongradio.com>; Cobey Kawamoto <cpatolo@pmghawaii.com>

**Subject:** keoni souza for oha july aug orders

Hi Dorene & Jenn,

Would you please review/approve the new orders in Marketron for Friends of Keoni Souza and send me the order confirmations?

Please see attached:

- NAB

# INVOICE



Invoice #: IN-1220735751  
 Invoice Date: 07/31/2022  
 Contract #: 38547  
 Page: 1  
 Net Amount Due: \$609.69

Advertiser: FRIENDS OF KEONI SOUZA  
 PO Box 875  
 Honolulu, HI 96808

Station(s): KQNG-FM

Advertiser: FRIENDS OF KEONI SOUZA  
 Product: FRIENDS OF KEONI SOUZA  
 Estimate #:  
 Agency Client Code:  
 Buyer Name:

Salesperson(s): KAUAI POLITICAL  
 Terms: Net 30

Day	Date	Time	Ln	Length	Product	ISCI	Rate
FRI	07/22/22	07:22a	1	30	SOUZA OHA 30		\$45.00
FRI	07/22/22	08:52a	1	30	SOUZA OHA 30		\$45.00
FRI	07/22/22	05:46p	2	30	SOUZA OHA 30		\$45.00
SAT	07/23/22	01:53p	3	30	SOUZA OHA 30		\$30.00
TUE	07/26/22	06:45a	4	30	SOUZA OHA 30		\$45.00
TUE	07/26/22	11:45a	5	30	SOUZA OHA 30		\$40.00
TUE	07/26/22	02:51p	5	30	SOUZA OHA 30		\$40.00
TUE	07/26/22	03:46p	6	30	SOUZA OHA 30		\$45.00
WED	07/27/22	08:29a	4	30	SOUZA OHA 30		\$45.00
WED	07/27/22	09:43a	4	30	SOUZA OHA 30		\$45.00
WED	07/27/22	11:33a	5	30	SOUZA OHA 30		\$40.00
WED	07/27/22	06:42p	6	30	SOUZA OHA 30		\$45.00
THU	07/28/22	06:55a	4	30	SOUZA OHA 30		\$45.00
THU	07/28/22	12:55p	5	30	SOUZA OHA 30		\$40.00
THU	07/28/22	04:37p	6	30	SOUZA OHA 30		\$45.00
THU	07/28/22	05:31p	6	30	SOUZA OHA 30		\$45.00

Remit To:  
 PACIFIC MEDIA GROUP  
 ATTN: TRANSACTION PROCESSING  
 PO BOX 1120  
 HONOLULU, HI 96807-1120

**Invoice Totals**  
 Total Spots: 16  
 Gross Amount: \$685.00  
 Agency Commission: (\$102.75)  
 Taxes:  
     Hawaii State GET \$27.44  
 Net Amount Due: \$609.69



# INVOICE



**KAUAI**  
**4271 Halenani St.**  
**Lihue, HI 96766**  
**(808) 245-9527**

Invoice #: **IN-1220735751**  
Invoice Date: **07/31/2022**  
Contract #: **38547**  
Page: **2**  
Net Amount Due: **\$609.69**

SPOT TIMES SCHEDULED ARE WITHIN 15 MINUTES

I affirm that the announcements were broadcast as indicated above.

# INVOICE



Invoice #: IN-1220835880  
 Invoice Date: 08/07/2022  
 Contract #: 38547  
 Page: 1  
 Net Amount Due: \$462.83

Advertiser: FRIENDS OF KEONI SOUZA  
 PO Box 875  
 Honolulu, HI 96808

Station(s): KQNG-FM

Advertiser: FRIENDS OF KEONI SOUZA  
 Product: FRIENDS OF KEONI SOUZA  
 Estimate #:  
 Agency Client Code:  
 Buyer Name:

Salesperson(s): KAUAI POLITICAL  
 Terms: Net 30

Day	Date	Time	Ln	Length	Product	ISCI	Rate
TUE	08/02/22	06:38a	4	30	SOUZA OHA 30		\$45.00
TUE	08/02/22	01:11p	5	30	SOUZA OHA 30		\$40.00
TUE	08/02/22	02:44p	5	30	SOUZA OHA 30		\$40.00
TUE	08/02/22	04:46p	6	30	SOUZA OHA 30		\$45.00
WED	08/03/22	07:48a	4	30	SOUZA OHA 30		\$45.00
WED	08/03/22	09:09a	4	30	SOUZA OHA 30		\$45.00
WED	08/03/22	01:42p	5	30	SOUZA OHA 30		\$40.00
WED	08/03/22	05:43p	6	30	SOUZA OHA 30		\$45.00
THU	08/04/22	08:44a	4	30	SOUZA OHA 30		\$45.00
THU	08/04/22	11:08a	5	30	SOUZA OHA 30		\$40.00
THU	08/04/22	03:34p	6	30	SOUZA OHA 30		\$45.00
THU	08/04/22	06:35p	6	30	SOUZA OHA 30		\$45.00

Remit To:  
 PACIFIC MEDIA GROUP  
 ATTN: TRANSACTION PROCESSING  
 PO BOX 1120  
 HONOLULU, HI 96807-1120

**Invoice Totals**  
 Total Spots: 12  
 Gross Amount: \$520.00  
 Agency Commission: (\$78.00)  
 Taxes:  
     Hawaii State GET \$20.83  
 Net Amount Due: \$462.83

## INVOICE



**KAUAI**  
**4271 Halenani St.**  
**Lihue, HI 96766**  
**(808) 245-9527**

**Invoice #:** IN-1220835880  
**Invoice Date:** 08/07/2022  
**Contract #:** 38547  
**Page:** 2  
**Net Amount Due:** \$462.83

SPOT TIMES SCHEDULED ARE WITHIN 15 MINUTES

I affirm that the announcements were broadcast as indicated above.