

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location: WMGS, WBHT, WSJR, Wilkes-Barre	Date: 4/20/2018
--	---------------------------

I, Matthew Richards

do hereby request station time concerning the following issue:

Hospital workers strike at Moses Taylor Hospital and First Hospital.

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
:60	10A-5P 6A-10A 10A-5P	Tues 4/24/18 Wed 4/25/18		57	1

This broadcast time will be used by: SEIU Healthcare Pennsylvania

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"

Yes No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

I represent that the payment for the above described broadcast time has been furnished by (name and address):

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
DOES NOT "COMMUNICATE A POLITICAL MATTER OF NATIONAL
IMPORTANCE"**

I represent that the payment for the above described broadcast time has been furnished by (name and address):

SEIU Healthcare Pennsylvania
1500 N 2nd St, Harrisburg, PA 17102

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Matthew Yarnell, President
Zachary Zobrist, Secretary-Treasurer
Jesse Wilderman, Executive Vice President
Morgan Lindsey, Executive Vice President

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

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

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least 24HRS before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

4/20/2018

Date

Matt Richards

Signature

Digitally signed by Matt Richards
Date: 2018.04.20 15:52:33 -04'00'

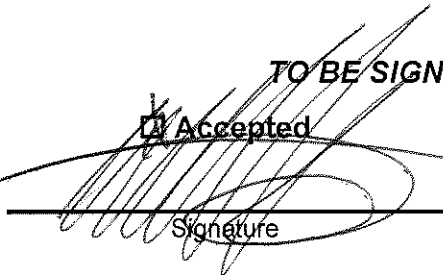
Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

Accepted

Accepted in Part

Rejected



Signature

CHRIS KENNEDY

Printed Name

Manager

Title

AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

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

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual time the rate for spots “communicating a political matter of national importance” air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC’s online political files include a folder for “Terms and Disclosures.” NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.

Sales Order

Advertiser **Service Employees International Union-SEIU**

Agency **Sequal Consulting**

Bill To **Sequal Consulting**
5821 Bryant Street

Pittsburgh, PA 15206

Account

Executive **Chris Kenney**

Contract #

Estimate #

Description **SEIU**

Stratus # **53264**

Special
 Instructions

Contact **Matt Richards 412-342-8862**

New / Revision **New**

Start Date **04/24/18**

End Date **04/25/18**

Month Type **Broadcast**

Billing Cycle **End of Flight**

Agency Comm. **15.000**

Co-op **No**

Co-op Product

Notarized **N**

of Invoices **1**

Make Goods **Ask AE**

Income Type **Political: Agency Issue/Non "Use" - 42100**

Local Income Type **Political-Local**

Competitive Code **Political** Advt#**3681** Agcy#**3680**

Order Entered **04/23/18**

Schedule

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/Wk	M	T	W	T	F	S	S	Total
1	Service Employees International Union-SEIU	60 135.00	04/24/18 04/25/18	10:00AM 5:00PM	N			10	10					2700.00 20 Spots
	Political: Agency Issue/Non "Use" - 42100 / Political-Local	887037	All Weeks											REVISED
2	Service Employees International Union-SEIU	60 135.00	04/25/18 04/25/18	6:00AM 10:00AM	N				8					1080.00 8 Spots
	Political: Agency Issue/Non "Use" - 42100 / Political-Local	887038	All Weeks											REVISED

Apr 18 = 3780.00 / 3213.00	May 18 = 0.00 / 0.00	Jun 18 = 0.00 / 0.00	Jul 18 = 0.00 / 0.00	Aug 18 = 0.00 / 0.00	Sep 18 = 0.00 / 0.00
Oct 18 = 0.00 / 0.00	Nov 18 = 0.00 / 0.00	Dec 18 = 0.00 / 0.00	Jan 19 = 0.00 / 0.00	Feb 19 = 0.00 / 0.00	Mar 19 = 0.00 / 0.00

Gross: 3780.00 Net: 3213.00 Total Due: 3213.00 28 Spots

Client Acceptance: _____ Date: _____

Account Executive: **4/23/2018 11:11:57 AM by Chris Kenney**

Sales / Market Manager: **4/23/2018 11:21:48 AM by Chris Kenney**

Business Manager:

Traffic Manager:

V 5.3

ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO

Sales Order

Advertiser **Service Employees International Union-SEIU**
 Agency **Sequal Consulting**

Bill To **Sequal Consulting**
5821 Bryant Street

Pittsburgh, PA 15206

Account
 Executive **Chris Kenney**

Contract #

Estimate #

Description **SEIU**

Stratus # **53265**

Special
 Instructions

Contact **Matt Richards 412-342-8862**

New / Revision **New**

Start Date **04/24/18**

End Date **04/25/18**

Month Type **Broadcast**

Billing Cycle **End of Flight**

Agency Comm. **15.000**

Co-op **No**

Co-op Product

Notarized **N**

of Invoices **1**

Make Goods **Ask AE**

Income Type **Political: Agency Issue/Non "Use" - 42100**

Local Income Type **Political-Local**

Competitive Code **Political** Advt#**3681** Agcy#**3680**

Order Entered **04/23/18**

Schedule

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/ Wk	M	T	W	T	F	S	S	Total
1	Service Employees International Union-SEIU	60 25.00	04/24/18 04/25/18	10:00AM 5:00PM	N			5	5					250.00 10 Spots
	Political: Agency Issue/Non "Use" - 42100 / Political-Local	887039	All Weeks											REVISED
2	Service Employees International Union-SEIU	60 25.00	04/25/18 04/25/18	6:00AM 10:00AM	N			5						125.00 5 Spots
	Political: Agency Issue/Non "Use" - 42100 / Political-Local	887040	All Weeks											REVISED

Apr 18 = 375.00 / 318.75 May 18 = 0.00 / 0.00 Jun 18 = 0.00 / 0.00 Jul 18 = 0.00 / 0.00 Aug 18 = 0.00 / 0.00 Sep 18 = 0.00 / 0.00
 Oct 18 = 0.00 / 0.00 Nov 18 = 0.00 / 0.00 Dec 18 = 0.00 / 0.00 Jan 19 = 0.00 / 0.00 Feb 19 = 0.00 / 0.00 Mar 19 = 0.00 / 0.00

Gross: 375.00 Net: 318.75 Total Due: 318.75 15 Spots

Client Acceptance: _____ Date: _____

Account Executive: **4/23/2018 11:20:16 AM by Chris Kenney**

Sales / Market Manager: **4/23/2018 11:22:13 AM by Chris Kenney**

Business Manager:

Traffic Manager:

V 5.3

ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO

Sales Order

Advertiser **Service Employees International Union-SEIU**
 Agency **Sequal Consulting**

New / Revision **New**
 Start Date **04/24/18**
 End Date **04/25/18**
 Month Type **Broadcast**
 Billing Cycle **End of Flight**
 Agency Comm. **15.000**

Bill To **Sequal Consulting**
5821 Bryant Street

Pittsburgh, PA 15206

Co-op **No**
 Co-op Product
 Notarized **N**
 # of Invoices **1**
 Make Goods **Ask AE**
 Income Type **Political: Agency Issue/Non "Use" - 42100**
 Local Income Type **Political-Local**
 Competitive Code **Political** Advt#3681 Agcy#3680

Account
 Executive **Chris Kenney**
 Contract #
 Estimate #
 Description **SEIU**
 Stratus # **53266**
 Special
 Instructions

Contact **Matt Richards 412-342-8862**

Order Entered **04/23/18**

Schedule

#	Sponsor Log Name Revenue Types	Length Rate Line#	Start Date End Date	Start time End time	Auto Weekly	#/ Wk	M	T	W	T	F	S	S	Total
1	Service Employees International Union-SEIU	60	04/24/18	10:00AM	N			4	5					540.00
	Political: Agency Issue/Non "Use" - 42100 / Political-Local	60.00	04/25/18	5:00PM	N									9 Spots
		887041	All Weeks											REVISED
2	Service Employees International Union-SEIU	60	04/25/18	6:00AM	N				5					300.00
	Political: Agency Issue/Non "Use" - 42100 / Political-Local	60.00	04/25/18	10:00AM	N									5 Spots
		887042	All Weeks											REVISED

Apr 18 = 840.00 / 714.00 May 18 = 0.00 / 0.00 Jun 18 = 0.00 / 0.00 Jul 18 = 0.00 / 0.00 Aug 18 = 0.00 / 0.00 Sep 18 = 0.00 / 0.00
 Oct 18 = 0.00 / 0.00 Nov 18 = 0.00 / 0.00 Dec 18 = 0.00 / 0.00 Jan 19 = 0.00 / 0.00 Feb 19 = 0.00 / 0.00 Mar 19 = 0.00 / 0.00

Gross: 840.00 Net: 714.00 Total Due: 714.00 14 Spots

Client Acceptance: _____ Date: _____

Account Executive: **4/23/2018 11:21:15 AM by Chris Kenney**

Sales / Market Manager: **4/23/2018 11:22:18 AM by Chris Kenney**

Business Manager:

Traffic Manager:

V 5.3

ALL ORDERS SUBJECT TO THE STANDARD TERMS AND CONDITIONS ATTACHED HERETO



SEIU Combo WMGS.WSJR.WBHT

From: Chris Kenney
 Phone: (570) 208-1358
 Email: chris.kenney@cumulus.com
 4/20/2018 1:27 PM

Flight Dates: 04/23/2018 - 04/25/2018

Demo: P 50+

Radio Market: WILKES BARRE-SCRANTON

Survey: FA17 SD

Geography: Metro

Schedule Description:

April 23-25

Daypart	Daypart Code	Spots	Length	Unit Rate	Total Cost	Average Rating	CPP	GRPs	% of GRPs	% of Total Cost	% Reach	Net Reach	Frequency	GRs
Radio Total		57		\$77.63	\$4,995.00	1.0%	\$89.66	55.7	100%	100%	10.6%	34,100	52	776,400
WMGS-FM		28		\$135.00	\$3,780.00	1.8%	\$75.00	50.4	90%	76%	8.6%	27,800	5.8	162,400
Flight A - 1 wk (04/23)														
		28		\$135.00	\$3,780.00	1.8%	\$75.00	50.4	90%	76%	8.6%	27,800	5.8	162,400
One Week Total		28		\$135.00	\$3,780.00	1.8%	\$75.00	50.4	90%	76%	8.6%	27,800	5.8	162,400
	Tu 10A-5P	10	60	\$135.00	\$1,350.00	2.2%	\$61.36	22.0	44%	36%	5.9%	19,000	3.7	71,000
	W 6A-10A	8	60	\$135.00	\$1,080.00	1.3%	\$103.85	10.4	21%	29%	3.6%	11,700	2.9	34,400
	W 10A-5P	10	60	\$135.00	\$1,350.00	1.8%	\$75.00	18.0	36%	36%	4.8%	15,600	3.7	57,000
WSJR-FM		15		\$25.00	\$375.00	0.2%	\$125.00	3.0	5%	8%	1.0%	3,100	2.4	7,500
Flight A - 1 wk (04/23)														
		15		\$25.00	\$375.00	0.2%	\$125.00	3.0	5%	8%	1.0%	3,100	2.4	7,500
One Week Total		15		\$25.00	\$375.00	0.2%	\$125.00	3.0	5%	8%	1.0%	3,100	2.4	7,500
	Tu 10A-5P	5	60	\$25.00	\$125.00	0.2%	\$125.00	1.0	33%	33%	0.5%	1,600	1.6	2,500
	W 6A-10A	5	60	\$25.00	\$125.00	0.2%	\$125.00	1.0	33%	33%	0.3%	1,000	2.5	2,500
	W 10A-5P	5	60	\$25.00	\$125.00	0.2%	\$125.00	1.0	33%	33%	0.4%	1,400	1.8	2,500
WBHT-FM		14		\$60.00	\$840.00	0.2%	\$365.22	2.3	4%	17%	1.0%	3,300	2.0	6,500
Flight A - 1 wk (04/23)														
		14		\$60.00	\$840.00	0.2%	\$365.22	2.3	4%	17%	1.0%	3,300	2.0	6,500
One Week Total		14		\$60.00	\$840.00	0.2%	\$365.22	2.3	4%	17%	1.0%	3,300	2.0	6,500
	Tu 10A-5P	4	60	\$60.00	\$240.00	0.2%	\$300.00	0.8	35%	29%	0.4%	1,400	1.4	2,000
	W 6A-10A	5	60	\$60.00	\$300.00	0.2%	\$300.00	1.0	43%	36%	0.4%	1,300	1.9	2,500
	W 10A-5P	5	60	\$60.00	\$300.00	0.1%	\$600.00	0.5	22%	36%	0.4%	1,300	1.5	2,000

The first demo listed is the Primary Demo.
 This report was created in TAPSCAN using the following Radio Information: WILKES BARRE-SCRANTON; FA17 SD; Metro; Multiple Dayparts Used; P 50+; See Detailed Sourcing Page for Complete Details.
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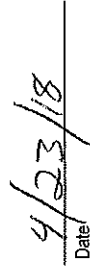
SEIU Combo WMGS.WSJR.WBHT

From: Chris Kenney
 Phone: (570) 208-1358
 Email: chris.kenney@cumulus.com
 4/20/2018 1:27 PM

Schedule Grand Totals: 1 Week

Stations	Spots	Unit Rate	Total Cost	Average Rating	CPP	GRPs	% of GRPs	% of Total Cost	% Reach	Net Reach	Frequency	Gls	CPM
Radio Total	57	\$97.63	\$4,995.00	1.0%	\$89.56	557	100%	100%	10.6%	34,100	5.2	176,400	\$28.27
WMGS-FM	28	\$135.00	\$3,780.00	1.8%	\$75.00	50.4	90%	76%	8.6%	27,800	5.8	162,400	\$23.28
WSJR-FM	15	\$25.00	\$375.00	0.2%	\$125.00	3.0	5%	8%	1.0%	3,100	2.4	7,500	\$50.00
WBHT-FM	14	\$60.00	\$840.00	0.2%	\$60.00	2.3	4%	17%	1.0%	3,300	2.0	6,500	\$120.00

Accepted by Station _____ Date _____

Accepted by Client  Date 4/23/18

This station does not discriminate in the sale of advertising time and will accept no advertising which is placed with an intent to discriminate on the basis of race, gender or ethnicity. Advertiser hereby certifies that it is not buying broadcasting air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race, gender, national origin or ancestry.

The first demo listed is the Primary Demo.
 This report was created in TAPSCAN using the following Radio information: WILKES BARRE-SCRANTON; FA17 SD; Main; Multiple Dayparts Used; P 50+; See Detailed Sourcing Page for Complete Details.
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POLITICAL INQUIRY FORM

(TO BE COMPLETED BY STATION REPRESENTATIVE RESPONDING TO THE INQUIRY)

INSTRUCTIONS: This form must be completed as to all requests, both oral and written, for broadcast time to be used by or on behalf of (1) a candidate for public office or (2) persons who wish to communicate a message relating to "any political matter of national importance," as defined in the Bipartisan Campaign Reform Act of 2002. It is to be kept in the Station Public File for a period of two years.

STATION WJMG DATE OF REQUEST: 4/17/18

INQUIRY MADE BY: Matt Richards

AGENCY (if any): SEQUAL CONSULTING

ADDRESS OF AGENCY: 5821 BRYANT ST

CITY, STATE, ZIP OF AGENCY: Pittsburgh PA 15206

TELEPHONE NUMBER OF AGENCY: 412-342-8862

CANDIDATE: _____

ORGANIZATION OR SPONSORING AUTHORITY (WHO WILL PAY): _____

IF SPONSOR IS A COMMITTEE, NAME OF COMMITTEE: SERVICE EMPLOYEES *International Union*

ADDRESS OF COMMITTEE: 1500 W. 2ND ST

CITY, STATE, ZIP OF COMMITTEE: HARRISBURG PA 17102

TELEPHONE NUMBER OF COMMITTEE: 717 231 3100

COMMITTEE OFFICERS:

Chairman: Matt KARNELL

Vice Chairman: JESSE WILDERMAN

Treasurer: ZACHARY ZOBIST

Secretary: MORGAN WIDSEY

Is this the Candidate's Authorized Committee? yes no

OFFICE SOUGHT: _____ PARTY AFFILIATION: _____
 federal state local

ELECTION AND DATE: _____
 primary general

FOR ISSUE ADS ONLY:

- a. Candidate(s) and offices (if any) referred to: N/A
- b. Federal election(s) (if any) referred to: N/A
- c. Issue(s) discussed: HEALTHCARE STRIKE
- d. Name, Address, Phone Number of Contact: _____

DATES REQUESTED: 4/17/18

LENGTH OF SPOT/PROGRAM TIME REQUESTED: :60

REQUEST MADE:
 in writing orally
If request is made in writing, attach and retain.


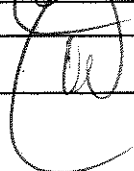
STATION OFFER: :60 RATE CARD CONGRS (WBHT/WBTD)

DISPOSITION OF REQUEST:
 granted denied
If not granted, state reasons in space below. If denied in writing, attach and retain. If granted, attach contract and invoice, when available.

REQUEST FOR DOCUMENTATION THAT CANDIDATE IS LEGALLY QUALIFIED:
 yes no
Attach any written documentation received.

DATE POLITICAL DISCLOSURE FORM SUBMITTED TO REQUESTOR: 4/18/18

COMMENTS

STATION REP	
REVIEWED	

Cumulus Media Wilkes Barre Account Transaction Results

600 Baltimore Drive
Wilkes-Barre, PA 18702
Phone # 570-208-1302

Status: **approved**
Transaction ID: **030-0061578120**
AVS: **Y**

Transaction Details

Date: **04-23-2018 10:07 PDT**
Transaction Type: **sale**
Amount: **\$4245.75**
Card Type: **Visa**
Account Number: **xxxxxxxx-3544**
Name: **matt n richards**
Address: **5821 bryant street**
City, State, Zip: **pittsburg, pa 15206**
Order Number: **53264/53265/53266**
Authcode: **026187**
Merchant Name: **sequal consulting**
Station/AE: **wmgs/wsjr/wbht**

Customer Signature **X** _____