

## ORDER

**Orders**  
**Order / Rev:** 1832283  
**Alt Order #:** 32464069  
**Product Desc:** 1 HOUSE ACU  
**Estimate:** 033  
**Flight Dates:** 12/24/18 - 01/20/19  
**Original Date / Rev:** 12/27/18 / 12/27/18  
**Order Type:** GENERAL  
**Primary AE:** Joey Gangi  
**Sales Office:** ERATL  
**Sales Region:** NAT  
**WBAL\_AM**

**Agency**  
**Name:** Strategic Consulting  
**Buying Contact:**  
**Billing Contact:**  
1163 Warrenhall Lane  
Atlanta, GA 30319  
**Billing Type:** Cash  
**Billing Calendar:** Broadcast  
**Billing Cycle:** EOM/EOC  
**Agency Commission:** 15%

**Advertiser**  
**Name:** American Conservative Union  
**Demographic:** A35+  
**Product Codes:** PLIO Issue Advocacy  
**Priority:** P-10  
**Revenue Codes:** POL, GENL, GENL  
**New Business Thru:**  
**Order Separation:** 00:15:00  
**Advertiser External ID:**  
**Agency External ID:**  
**Unit Code:** General

## Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
11/26/18	12/30/18	2	\$300.00	\$255.00
12/31/18	01/18/19	29	\$9,375.00	\$7,968.75

## Totals

Month	# Spots	Gross Amount	Net Amount	Rating
December 2018	2	\$300.00	\$255.00	0.00
January 2019	29	\$9,375.00	\$7,968.75	0.00
<b>Totals</b>	<b>31</b>	<b>\$9,675.00</b>	<b>\$8,223.75</b>	<b>0.00</b>

## Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Joey Gangi			Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
E 1	WBALA	12/31/18	01/20/19	M-F 5A-7P M-F 5AM - 7PM	CM	5:00 AM-10:00 AM	MTWTF--	1:00	3	\$450.00	P-1	0.00	NM	7	\$3,150.00
Class of Time - Fixed Non Pre-emptible															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 12/31/18	01/06/19	MTWTF--					3	\$450.00		0.00			
		Week: 01/07/19	01/13/19	MTWTF--					2	\$450.00		0.00			
		Week: 01/14/19	01/20/19	MTWTF--					2	\$450.00		0.00			
E 2	WBALA	12/31/18	01/20/19	MIDDAY M-F MIDDAY	CM	10:00 AM-3:00 PM	MTWTF--	1:00	3	\$275.00	P-1	0.00	NM	9	\$2,475.00
Class of Time - Fixed Non Pre-emptible															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 12/31/18	01/06/19	MTWTF--					3	\$275.00		0.00			
		Week: 01/07/19	01/13/19	MTWTF--					3	\$275.00		0.00			
		Week: 01/14/19	01/20/19	MTWTF--					3	\$275.00		0.00			
E 3	WBALA	12/31/18	01/20/19	AFTERNOON DRIVE M-F AFTERNOON DRIVE	CM	3:00 PM-7:00 PM	MTWTF--	1:00	3	\$350.00	P-1	0.00	NM	9	\$3,150.00
Class of Time - Fixed Non Pre-emptible															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
		Week: 12/31/18	01/06/19	MTWTF--					3	\$350.00		0.00			
		Week: 01/07/19	01/13/19	MTWTF--					3	\$350.00		0.00			
		Week: 01/14/19	01/20/19	MTWTF--					3	\$350.00		0.00			
E 4	WBALA	12/29/18	01/18/19	SA-SU 10A-3P SA-SU 10AM - 3PM	CM	10:00 AM-3:00 PM	-----S-	1:00	2	\$150.00	P-1	0.00	NM	6	\$900.00
Class of Time - Fixed Non Pre-emptible															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			

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 Alt Order #: 32464069  
 Flight Dates: 12/24/18 - 01/20/19

Advertiser: American Conservative Union  
 Product Desc: 1 HOUSE ACU  
 Estimate: 033  
 WBAL\_AM

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
E 4	WBAL	12/29/18	01/18/19	SA-SU 10A-3P	CM	10:00 AM-3:00 PM	-----S-	1:00	2	\$150.00	P-1	0.00	NM	6	\$900.00
				SA-SU 10AM - 3PM	(10:00 AM-3:00 PM)										
Class of Time - Fixed Non Pre-emptible															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>			
Week: 12/29/18		01/04/19	-----S-			2			\$150.00		0.00				
Week: 01/05/19		01/11/19	-----S-			2			\$150.00		0.00				
Week: 01/12/19		01/18/19	-----S-			2			\$150.00		0.00				
													Totals	31	\$9,675.00

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b> <i>WBAL, 300 Hager Ave, Baltimore, MD 21211</i> <i>Radio.</i>	<b>Date:</b> 12/21/18
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I, Strategic Consulting ATL

do hereby request station time concerning the following issue:

Healthcare
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Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
<i>:60</i>	<i>as ordered</i>	<i>as ordered</i>	<i>as ordered</i>	<i>as ordered</i>	<i>as ordered</i>

This broadcast time will be used by: American Conservative Union

**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):

Healthcare

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

American Conservative Union  
201 N Union St #370  
Alexandria, VA 22314

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):

Matt Schlapp Chairman  
Carlte Gerow Vice Chairman  
Carolyn Meadows 2nd Vice Chairman  
Bob Beauprez Treasure

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):

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):

**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

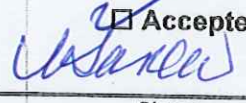
**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

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 5 before the time of the scheduled broadcasts.**

**TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)**

12/21/18  
Date  
  
Signature  
404-228-9234  
Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☒ Accepted  
  
Signature  
☐ Accepted in Part  
Kristin Tanner  
Printed Name  
☐ Rejected  
NSM  
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
30	as ordered	as ordered	as ordered	as ordered	as ordered

**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.