Sales Order

Station: WYXB-FM
Contract Name: CWA / 4714 WYXB
Contract#: (none)
Start Date: 11/01/16 End Date: 11/08/16
Revenue Type: NATIONAL POLITICAL Type: Cash
Advertiser: ISSUE (A)
Address:
City: State: Zip:
Product Name: CWA/4714/J.Gregg PRO
Estimate #: 4714
Competitive Code: PO-POLITICAL ISSUES

Agency: KATZ GROUP SALES
Address: 125 West 55th Street
City: New York State: NY Zip: 10019
Buyer:
Tax Schedule: (None)
Agency Commission %: 15
Billing Cycle: Standard
Salesperson: EASTMANPHILADEL Comm %: 8.50
Makegood Policy: WITHIN CONTRACT DATES

No	DATES		Alt	TIMES		LEN	DISTRIBUTION									RATE	TOTALS		PTY
	START	END	wks	START	END		M	T	W	T	F	SA	SU	Per Wk	D/W		SPOTS	$$	
1	11/01/16	11/01/16		6:00 AM	10:00 AM	60		1						1	D	350.00	1	350.00	
2	11/01/16	11/01/16		10:00 AM	3:00 PM	60		1						1	D	350.00	1	350.00	
3	11/01/16	11/01/16		3:00 PM	7:00 PM	60		1						1	D	350.00	1	350.00	
4	11/02/16	11/04/16		6:00 AM	10:00 AM	60			X	X	X			3	W	350.00	3	1,050.00	
5	11/02/16	11/04/16		10:00 AM	3:00 PM	60			X	X	X			4	W	350.00	4	1,400.00	
6	11/02/16	11/04/16		3:00 PM	7:00 PM	60			X	X	X			3	W	350.00	3	1,050.00	
7	11/07/16	11/08/16		6:00 AM	10:00 AM	60	X	X						2	W	350.00	2	700.00	
8	11/07/16	11/08/16		10:00 AM	3:00 PM	60	X	X						2	W	350.00	2	700.00	
9	11/07/16	11/08/16		3:00 PM	7:00 PM	60	X	X						2	W	350.00	2	700.00	
10	11/05/16	11/05/16		6:00 AM	7:00 PM	60						4		4	D	90.00	4	360.00	
11	11/06/16	11/06/16		6:00 AM	7:00 PM	60							4	4	D	90.00	4	360.00	

Billing Projections: By Month

	Nov 16
CA	7,370.00
ST	7,370.00

☑ Print Spot Prices

TOTAL SPOTS	27
GROSS TOTAL $	7,370.00
ADJUSTED SPOTS	27
ADJUSTED TOTAL $	7,370.00

APPROVE	DECLINE	
○	○	General Manager
○	○	Sales Manager
○	○	National Sales Manager
○	○	Local Sales Manager

# of Spots
Total Dollars
Start Date
End Date
Days
Rate
Daypart
Type of Trade
Station
Spot Length

D
10/31

	Oct 31, 16		
CONT#	30214806 Mod# Ver# 1 (Last =)	DDS CONT# 0	
REP	EASTMAN	C/P/E: / / 4714	
TO	WYXB-FM (Indianapolis IN)		
FM	PATRICK MCGEE		
OFF	PHILADELPHIA	SALESPERSON FAX#	
AGY	Katz Media Group		
ADDR	125 West 55th Street 3rd Floor New York, NY 10019	PH #	
BYR	Helen Hanratty		
ADV	COMMUNICATIONS WORKERS OF AMERICA		
PDT	CWA		
FLT	Oct 26, 16 - Nov 10, 16		

* REP ORDER COMMENT *
** 10/31/2016 10:14:00 AM: CANAL PARTNERS MEDIA HAS PAID KATZ CIA VIA CREDIT CARD - WHEN AN AGENCY PAYS KATZ MEDIA VIA CREDIT CARD, THERE IS A CUSTOMARY CREDIT CARD CHARGE ASSOCIATED WITH THE PAYMENT WHICH WILL BE CHARGED BACK TO THE STATIONS. PLEASE NOTE THERE IS A 24 HOUR CANCELL ATION POLICY WITH ALL POLITICAL/ISSUE ORDERS. PLEASE CONFIRM WITH MICHAEL.MERGET@KATZRADIOGROUP.COM. 215.557.4208. THANKS!
** 10/31/2016 10:14:00 AM: THIS IS A KATZ MEDIA GROUP ORDER. ALL BILLING SHOULD BE SENT TO KATZ MEDIA GROUP 125 W 55TH ST./NY,NY 10019. KATZ MEDIA GROUP IS NOT LIABLE FOR PAYMENT.

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF WKS	NPW	RATE	TOT SPTS
		FLIGHT 1							
	1.1	WThF,MTu	6A - 10A	60	10/26/2016 - 11/1/2016	1W	1	$350.00	1
	1.2	WThF,MTu	10A - 3P	60	10/26/2016 - 11/1/2016	1W	1	$350.00	1
	1.3	WThF,MTu	3P - 7P	60	10/26/2016 - 11/1/2016	1W	1	$350.00	1
				** WEEKLY FLIGHT TOTALS **			3	$1,050.00	
		FLIGHT 2							
	2.1	WThF,MTu	6A - 10A	60	11/2/2016 - 11/8/2016	1W	5	$350.00	5
	2.2	WThF,MTu	10A - 3P	60	11/2/2016 - 11/8/2016	1W	6	$350.00	6
	2.3	WThF,MTu	3P - 7P	60	11/2/2016 - 11/8/2016	1W	5	$350.00	5
	2.4	.....S.	6A - 7P	60	11/5/2016 - 11/5/2016	1W	4	$90.00	4
	2.5	.....S	6A - 7P	60	11/6/2016 - 11/6/2016	1W	4	$90.00	4
				** WEEKLY FLIGHT TOTALS **			24	$6,320.00	

	Oct 16	Nov 16					
SPOTS	3	24					
CASH	1050.00	6320.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	1050.00	6320.00					

Oct 31, 16

CONT# **30214806** Mod# Ver# **1** (Last =) DDS CONT# **0**

REP **EASTMAN** C/P/E: **/ / 4714**

							TOTAL
SPOTS							27
CASH							7,370.00
TRADE							0.00
NSL							0.00
TOTAL							7,370.00

**** Competitive Comments ****

SVC: FA99 MSA CustRadio

Demo Adults 35+

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.

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
Katz Radio Group - FM Radio Phila, PA	10/30/2016

I, Devon Prescod
do hereby request station time concerning the following issue:

Internet access, telephone, and television infrastructure

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

Date of First Broadcast: 10/31/2016 Date of Last Broadcast: 11/08/2016

Total Charges: $*******79,587.40 NET

This broadcast time will be used by: CWA 2015/16 (BR)

Copyright © 2013 by the National Association of Broadcasters. May not be copied, reproduced or further distributed

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)

Copyright © 2013 by the National Association of Broadcasters. May not be copied, reproduced or further distributed

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):

Communication Workers for America
501 3rd Street, NW
Washington, DC 20001

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):

Chris Shelton, President

Copyright © 2013 by the National Association of Broadcasters. May not be copied, reproduced or further distributed

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 _____ before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

10/30/2016		(770) 427-0735
Date	Signature	Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☐ **Accepted** ☐ **Accepted in Part** ☐ **Rejected**

Signature	Printed Name	Title

Copyright © 2013 by the National Association of Broadcasters. May not be copied, reproduced or further distributed

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):

Date of First Broadcast: 10/31/2016 Date of Last Broadcast: 11/08/2016

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.

Copyright © 2013 by the National Association of Broadcasters. May not be copied, reproduced or further distributed