

3	YWCA Contact: Sandra Knight 1086 East Court St. Kankakee, IL 60901 (815) 933-4516	Y	0
4	Daily Journal Contact: Marsha Hellmuth 8 Dearborn Square Kankakee, IL 60901 (815) 937-3300	N	0
5	WKAN/WYKT/WXNU Radio (Sales Recruitment Radio Commercial) Contact: Bill Jones 70 Meadowview Center Suite 400 Kankakee, IL 60901 (815) 935-9555	N	0
6	Current or Former Employee Referral	N	0
7	www.allaccess.com	N	0
8	Illinois Center for Broadcasting Contact: Don Clark 530 S. State St. Chicago, IL 60605 (312) 884-8000	Y	0
9	Joliet Herald News 2175 Oneida St. Joliet, IL 60435 (815) 773-7151	N	0
10.	The Myers Group Inc. Contact: Donna Meredith Bourbonnais, IL (815) 929-1900 www.myersgroupinc.com	N	0
		Total Interviewees	0

IV. Recruitment Initiatives:

- (a) WKAN News and Program Director Joshua Carman visited with the Rotary Club of Kankakee on September 21st, 2017. He put together a presentation on WKAN's history, since WKAN was celebrating their 70th Anniversary being on air. After the presentation, Joshua took questions from the club members.

- (b) Ran local recruitment commercials on AM 1320/FM 101.3 WKAN, 106.5 FM WXNU, and 105.5 FM WYKT from August 1st, 2017 through July 31st, 2018.
- (c) Ran commercials leading up to the 18th Annual Diversity Employment Day Career Fair in Chicago, IL. The fair, presented by City Career Fair, was held in Chicago on April 24th, 2017. The commercials aired on AM 1320/FM 101.3 WKAN, 106.5 FM WXNU, and 105.5 FM WYKT from April 9th, 2017 through April 24th, 2017.

Sales Order

Stations: **WKAN-AM, WXNU-FM, WYKT-FM** Buyer: _____
 Contract Name: **CITY CAREER FAIR** Tax Schedule: _____ (None)
 Contract#: _____ 2018482 Agency Commission %: 0
 Start Date: **4/09/18** End Date: **4/24/18** Billing Cycle: **Calendar**
 Revenue Type: **Local Direct** Type: **Cash** Salesperson: **1753bjon** Comm %: **0**
 Advertiser: **STATION PROMO** Makegood Policy: **Within Contract Dates**
 Address: **329 MAINE STREET**
 City: **QUINCY** State: **IL** Zip: **62301**
 Phone: **() -**
 Product Name: **Chicago 2018 Diversity Em**
 Comp. Code: **EMPLOYMENT**
 Sec. Comp.: **PSA**

WKAN-AM

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	4/09/18	4/23/18		12:00 AM	12:00 AM	30	5	5	5	4	4	4	4	31	D	0.00	67	0.00	5
2	4/24/18	4/24/18		12:00 AM	10:00 AM	30		4						4	D	0.00	4	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WXNU-FM

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	4/09/18	4/23/18		12:00 AM	12:00 AM	30	4	4	4	4	4	4	4	28	D	0.00	60	0.00	5
2	4/24/18	4/24/18		12:00 AM	10:00 AM	30		4						4	D	0.00	4	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

WYKT-FM

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	4/09/18	4/23/18		12:00 AM	12:00 AM	30	6	6	6	6	6	6	6	42	D	0.00	90	0.00	5
2	4/24/18	4/24/18		12:00 AM	10:00 AM	30		6						6	D	0.00	6	0.00	4

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

Apr 18
 CA 0.00
 ST 0.00

Print Spot Prices

Notes to Traffic: **Cart number 71430**

PSA

TOTAL SPOTS	231
GROSS TOTAL \$	0.00
ADJUSTED SPOTS	231
ADJUSTED TOTAL \$	0.00

APPROVE DECLINE

- | | | |
|-----------------------|-----------------------|------------------------|
| <input type="radio"/> | <input type="radio"/> | General Manager |
| <input type="radio"/> | <input type="radio"/> | Sales Manager |
| <input type="radio"/> | <input type="radio"/> | National Sales Manager |
| <input type="radio"/> | <input type="radio"/> | Local Sales Manager |

Sales Order

Stations: KGRC-FM, KZZK-FM, WCOY-FM, WKAN-AM,
WQCY-FM, WTAD-AM, WXNU-FM, WYKT-FM

Buyer: _____
Tax Schedule: _____ (None)

Contract Name: 2017 EOE SCHEDULE

Agency Commission %: 0

Contract#: 2015677

Billing Cycle: Calendar

Start Date: 1/01/17 End Date: 1/07/18

Salesperson: 1753HOUSE Comm %: 0

Revenue Type: Local Direct Type: Cash

Makegood Policy: Within Contract Dates

Advertiser: STATION PROMO

Address: 329 MAINE STREET

City: QUINCY State: IL Zip: 62301

Phone: () -

Product Name: EOE

Competitive Code: PROMO

KGRC-FM

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	1/01/17	12/31/17		12:00 AM	12:00 AM	30	3	3					3	3	12	D	0.00	627	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

KZZK-FM

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	1/01/17	12/31/17		12:00 AM	12:00 AM	30	3	3					3	3	12	D	0.00	627	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

WCOY-FM

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	1/01/17	12/31/17		12:00 AM	12:00 AM	30	3	3					3	3	12	D	0.00	627	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

WKAN-AM

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	1/01/17	12/31/17		12:00 AM	12:00 AM	30	3	3					3	3	12	D	0.00	627	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

WQCY-FM

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	1/01/17	12/31/17		12:00 AM	12:00 AM	30	3	3				3	3	12	D	0.00	627	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

WTAD-AM

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	1/01/17	12/31/17		12:00 AM	12:00 AM	30	3	3				3	3	12	D	0.00	627	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

WXNU-FM

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	1/01/17	12/31/17		12:00 AM	12:00 AM	30	3	3				3	3	12	D	0.00	627	0.00	6
-1	4/17/17	4/23/17		12:00 AM	12:00 AM	30	1							1	D	0.00	1	0.00	6
	MG from line: 1																		
-2	4/17/17	4/23/17		12:00 AM	12:00 AM	30							1	1	D	0.00	1	0.00	6
	MG from line: 1																		
-3	7/10/17	7/16/17		12:00 AM	12:00 AM	30							1	1	D	0.00	1	0.00	6
	MG from line: 1																		
-4	8/07/17	8/13/17		12:00 AM	12:00 AM	30						1		1	D	0.00	1	0.00	6
	MG from line: 1																		
-5	10/23/17	10/29/17		12:00 AM	12:00 AM	30						1		1	D	0.00	1	0.00	6
	MG from line: 1																		
-6	12/18/17	12/24/17		12:00 AM	12:00 AM	30						1		1	D	0.00	1	0.00	6
	MG from line: 1																		
-7	1/01/18	1/07/18		12:00 AM	12:00 AM	30							1	1	D	0.00	1	0.00	6
	MG from line: 1																		

TOTAL GROSS \$0.00, NET \$0.00

WYKT-FM

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	1/01/17	12/31/17		12:00 AM	12:00 AM	30	3	3				3	3	12	D	0.00	627	0.00	6
-1	5/22/17	5/28/17		12:00 AM	12:00 AM	30						1		1	D	0.00	1	0.00	6
	MG from line: 1																		
-2	6/19/17	6/25/17		12:00 AM	12:00 AM	30	1							1	D	0.00	1	0.00	6
	MG from line: 1																		
-3	6/19/17	6/25/17		12:00 AM	12:00 AM	30		2						2	D	0.00	2	0.00	6
	MG from line: 1																		
-4	9/11/17	9/17/17		12:00 AM	12:00 AM	30							1	1	D	0.00	1	0.00	6
	MG from line: 1																		
-5	12/04/17	12/10/17		12:00 AM	12:00 AM	30						1		1	D	0.00	1	0.00	6
	MG from line: 1																		
-6	12/04/17	12/10/17		12:00 AM	12:00 AM	30							1	1	D	0.00	1	0.00	6
	MG from line: 1																		

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17
CA	0.00	0.00	0.00	0.00	0.00	0.00
ST	0.00	0.00	0.00	0.00	0.00	0.00
	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17
CA	0.00	0.00	0.00	0.00	0.00	0.00
ST	0.00	0.00	0.00	0.00	0.00	0.00

Print Spot Prices

TOTAL SPOTS	5016
GROSS TOTAL \$	0.00
ADJUSTED SPOTS	5016
ADJUSTED TOTAL \$	0.00

APPROVE DECLINE

- General Manager
- Sales Manager
- National Sales Manager
- Local Sales Manager

Sales Order

Stations: **KGRC-FM, KZZK-FM, WCOY-FM, WKAN-AM,**

Buyer:

WQCY-FM, WTAD-AM, WXNU-FM, WYKT-FM

Tax Schedule:

(None)

Contract Name: **2018 EOE SCHEDULE-02**

Agency Commission %: **0**

Contract#: **2017707**

Billing Cycle: **Calendar**

Start Date: **1/01/18** End Date: **12/31/18**

Salesperson: **1753HOUSE**

Comm %: **0**

Revenue Type: **Local Direct** Type: **Cash**

Makegood Policy: **Within Contract Dates**

Advertiser: **STATION PROMO**

Address: **329 MAINE STREET**

City: **QUINCY** State: **IL** Zip: **62301**

Phone: **() -**

Product Name: **EOE**

Competitive Code: **PROMO**

KGRC-FM

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	1/01/18	12/31/18		12:00 AM	12:00 AM	30	3	3					3	3	12	D	0.00	627	0.00	6
-1	7/01/18	7/01/18		12:00 AM	12:00 AM	30								1	1	W	0.00	1	0.00	6
MG from line: 1																				
-2	7/01/18	7/01/18		12:00 AM	12:00 AM	30								1	1	W	0.00	1	0.00	6
MG from line: 1																				

TOTAL GROSS \$0.00, NET \$0.00

KZZK-FM

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	1/01/18	12/31/18		12:00 AM	12:00 AM	30	3	3					3	3	12	D	0.00	627	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

WCOY-FM

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	1/01/18	12/31/18		12:00 AM	12:00 AM	30	3	3					3	3	12	D	0.00	627	0.00	6
-1	6/30/18	6/30/18		12:00 AM	12:00 AM	30							1		1	W	0.00	1	0.00	6
MG from line: 1																				

TOTAL GROSS \$0.00, NET \$0.00

WKAN-AM

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	1/01/18	12/31/18		12:00 AM	12:00 AM	30	3	3				3	3	12	D	0.00	627	0.00	6
-1	3/31/18	4/03/18		12:00 AM	12:00 AM	30	X	X				X	X	1	W	0.00	1	0.00	6
MG from line: 1																			

TOTAL GROSS \$0.00, NET \$0.00

WQCY-FM

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	1/01/18	12/31/18		12:00 AM	12:00 AM	30	3	3				3	3	12	D	0.00	627	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

WTAD-AM

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	1/01/18	12/31/18		12:00 AM	12:00 AM	30	3	3				3	3	12	D	0.00	627	0.00	6
-1	2/17/18	2/18/18		12:00 AM	12:00 AM	30						X	X	1	W	0.00	1	0.00	6
MG from line: 1																			
-2	2/15/18	2/21/18		12:00 AM	12:00 AM	30	X	X	X	X	X	X	X	1	W	0.00	1	0.00	6
MG from line: 1																			
-3	3/07/18	3/13/18		12:00 AM	12:00 AM	30	X	X	X	X	X	X	X	1	W	0.00	1	0.00	6
MG from line: 1																			
-4	4/03/18	4/09/18		12:00 AM	12:00 AM	30	X	X	X	X	X	X	X	2	W	0.00	2	0.00	6
MG from line: 1																			
-5	4/04/18	4/10/18		12:00 AM	12:00 AM	30	X	X	X	X	X	X	X	2	W	0.00	2	0.00	6
MG from line: 1																			
-6	4/17/18	4/23/18		12:00 AM	12:00 AM	30	X	X	X	X	X	X	X	1	W	0.00	1	0.00	6
MG from line: 1																			
-7	4/18/18	4/24/18		12:00 AM	12:00 AM	30	X	X	X	X	X	X	X	1	W	0.00	1	0.00	6
MG from line: 1																			
-8	5/03/18	5/09/18		12:00 AM	12:00 AM	30	X	X	X	X	X	X	X	1	W	0.00	1	0.00	6
MG from line: 1																			
-9	7/17/18	7/22/18		12:00 AM	12:00 AM	30		X				X	X	1	W	0.00	1	0.00	6
MG from line: 1																			

TOTAL GROSS \$0.00, NET \$0.00

WXNU-FM

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	1/01/18	12/31/18		12:00 AM	12:00 AM	30	3	3				3	3	12	D	0.00	627	0.00	6
-1	2/05/18	2/11/18		12:00 AM	12:00 AM	30						1		1	D	0.00	1	0.00	6
MG from line: 1																			
-2	3/27/18	4/01/18		12:00 AM	12:00 AM	30		X				X	X	1	W	0.00	1	0.00	6
MG from line: 1																			
-3	6/16/18	6/19/18		12:00 AM	12:00 AM	30	X	X				X	X	2	W	0.00	2	0.00	6
MG from line: 1																			

TOTAL GROSS \$0.00, NET \$0.00

WYKT-FM

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	1/01/18	12/31/18		12:00 AM	12:00 AM	30	3	3				3	3	12	D	0.00	627	0.00	6

TOTAL GROSS \$0.00, NET \$0.00

Billing Projections: By Month

	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18
CA	0.00	0.00	0.00	0.00	0.00	0.00
ST	0.00	0.00	0.00	0.00	0.00	0.00
	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18
CA	0.00	0.00	0.00	0.00	0.00	0.00
ST	0.00	0.00	0.00	0.00	0.00	0.00
	Jan 19					
CA	0.00					
ST	0.00					

Print Spot Prices

Notes to Traffic: 50185 WKAN, WXNU, WYKT

 65475 KGRC, KZZK

 26203 WCOY, WQCY, WTAD

TOTAL SPOTS	5016
GROSS TOTAL \$	0.00
ADJUSTED SPOTS	5016
ADJUSTED TOTAL \$	0.00

APPROVE DECLINE

- General Manager
- Sales Manager
- National Sales Manager
- Local Sales Manager