



Summit Traffic

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Report Book

Information and Samples

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About this book

This book shows a sampling of reports that Summit Traffic offers. The reports shown are some of the default layouts supplied with the system. Summit comes with many of these reports ready-to-use, default report layouts that may be used any time you log onto the system. These reports, though, can be sorted, restricted and otherwise customized to provide you with a virtually endless selection of reports. If you are looking for a specific report that you do not find in this book, please let us know and we will find it for you. Most of these sample reports are severely restricted so we can only show single page reports.

The data for these reports is for two hypothetical TV stations, KDRO-TV and KCEZ-TV organized into the SW Colorado Group. (There can be many more than two stations in a group, but to simplify the illustration, we will only be using two.) Some sample reports show a single channel, some multiple channels, and some multiple channels by groups.

Real Time

Since Summit processes data in real time, all of the reports are always current. You are able to generate accurate reports at any time that will reflect all data entered into the system prior to printing.

Report Customization

Each report is user customizable. For starters, you can determine what columns are shown, in what order on the page and the width of each column (e.g. to allow for larger amount fields, etc.). If you do not like the default column headings, simply modify them. Summit report layouts can be customized to fit any format that you may require. You can define as many different layouts for each report as you desire.

In addition, as stated before, you can sort and restrict a number of ways to get the information that you need. All of the reports have a selection page where you can specify what data make up the report. For example, most reports allow you to include or exclude specific advertisers, agencies, account execs, industries, sales types, rep firms, contracts, channels, groups, etc. You can also sort many of the reports by these categories. For example, if you would like to see the progress of the account executives you can go to a number of Sales Reports, Inventory Reports, or Traffic Reports and choose to sort, restrict, or otherwise set up the report by account executives. It is all very easy and just a matter of selecting options on the report's selection tab. Each selection set you create can be saved with a unique name to allow you to run those selections again without taking the time to set them up again.

Each report in this book includes the Report Selections Header Page, showing the selections and restrictions made for that running of the report. It also provides a brief description of the report and the query used to create it. This page prints off as the first page of the report and can be turned on or off individually for each report in the system.

The query used to generate the report is shown on the header page as a reference for you, in case you want to write your own queries and reports, and as a troubleshooting aid for our Support Department. The open nature of the Summit Traffic system, and the capabilities of the database, makes it quite possible for you to write your own queries and create your own reports if necessary.

Report Exporting Feature

This open nature also makes it possible to export data from Summit to third party applications and systems. It is possible to export reports in text or Excel formats.

How to use this Report Book

The following Report Index describes each of the reports included in this book in the order in which they appear. Use this as a guide to navigate this book. The bullets indicate report variants to give you an idea of the versatility of each report. You can also find a brief description of each report here. There is a more thorough explanation of the report on its individual header page.

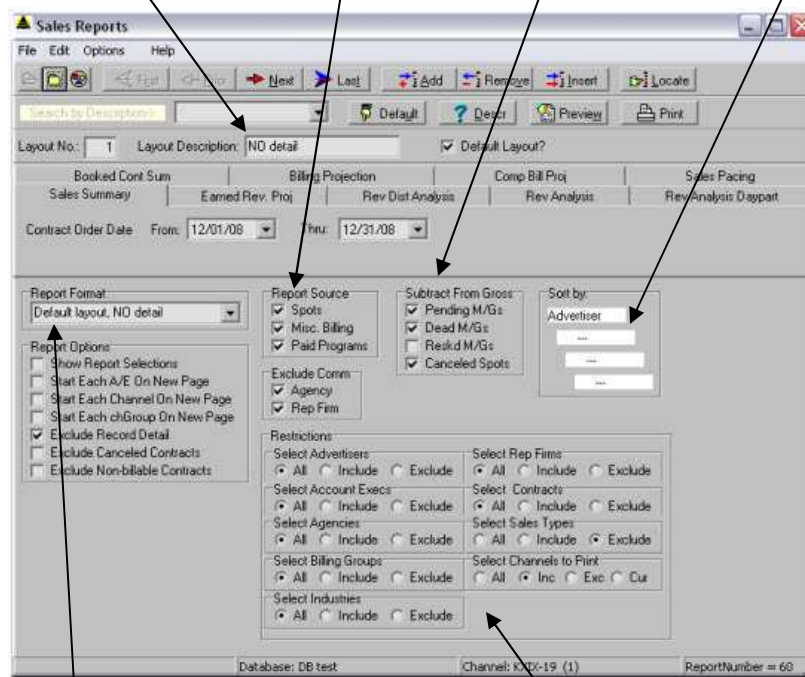
In Summit Traffic, one report can have many functions. Below is the report's selection page of the Sales Reports Module. This is where all of the customization selections are made for a report. With this, you are able to choose exactly what information you would like to see and in what order and format.

Report selections that you use often can be saved as customized layouts so that they are ready to use when you are.

Summit lets you subtract the numbers from the report that don't really matter to you so that you can see the numbers that you want without doing a log of work to get them.

You can easily choose what information you would like to see by selecting or deselecting the sources.

Choose the order of the information by selecting a sort order.



Any changes that you want to make to the original format, such as size of the columns or even what columns are shown, can be saved as a Report format so it is ready any time.

Restrictions allow for a more focused report. If you would like to get information on specific Advertisers or industries, or to see the progress of a particular A/E or group of A/E's, etc.

Report Index

Samples are bulleted

Inventory Usage Analysis Reports

Inventory Usage (Daypart Summary)

This report shows inventory usage and revenue averages by Daypart. Organize this information by channel and/or group if desired.

- *Inventory Usage Daypart Summary, by Group, By Channel, for a day*

Inventory Usage (SBC by Program)

This report shows inventory usage by program for a standard broadcast month.

- *Inventory Usage SBC by Program for M-F Programs*

Inventory Usage (SBC by Daypart)

This report shows inventory usage by Daypart for a standard broadcast month.

- *Inventory Usage SBC by Daypart for M-F Dayparts*

Inventory Usage (Ordered vs. Verified Analysis)

This report shows ordered vs. verified (or scheduled) inventory usage by Daypart. It also shows some revenue averages.

Organize this information by channel and/or group if desired.

- *Inventory Usage Ordered vs. Verified Analysis, by Group, by Channel, for a day*

Inventory Usage (Unit Analysis)

This report shows unit inventory usage by Daypart. It also shows some revenue averages. Organize this information by channel and/or group if desired.

- *Inventory Usage Unit Analysis, by Group, by Channel, for a day.*

Inventory Usage (Log Analysis)

This report shows inventory usage by program and, if selected, by program type. It also shows revenue earned and comparison to targets.

- *Inventory Usage Log Analysis, by Program Type, by Program, for a day*

Sales Reports

Sales Pacing

This report compares sales month to date this year to same month to date last year and to budget.

- *Sales Pacing Report, by A/E, by Advertiser*

Billing Projection

This report shows what will bill for the given dates.

- *Billing Projection, by A/E, by Advertiser, 6 months*
- *Billing Projection, by A/E, by Advertiser, 12 months*

Comparative Billing Projection

This report shows what will bill for the given month, compared to prior years and to this year's budget.

- *Comparative Billing Projection, by Advertiser*

Revenue Distribution Analysis

This report shows spots/programs ordered to run between given dates, organized by decreasing dollar amount. Use it to see who is selling the most, buying the most, etc.

- *Revenue Distribution Analysis, by Industry*
- *Revenue Distribution Analysis, by A/E*

Earned Revenue Projection

This report shows projected revenue for spots/programs ordered to run between given dates.

- *Earned Revenue Projection, by A/E, by Advertiser*
- *Earned Revenue Projection, by A/E, by Advertiser, with make goods amount*
- *Earned Revenue Projection, by A/E, by Advertiser, with ordered vs. scheduled amounts*

Booked Contract Summary

This report shows projected revenue for spots/programs ordered to run between given dates.

- *Booked Contract Summary, by A/E, calendar month*
- *Booked Contract Summary, by A/E, for a week*
- *Booked Contract Summary, by A/E, standard month*

Sales Summary

This report shows total value of contracts sold between given dates.

- *Sales Summary, by A/E, by Advertiser*

Revenue Analysis

This report shows spot and rate analysis of projected revenue for spots/programs ordered to run between given dates.

- *Revenue Analysis by Channel, by Advertiser*

Revenue Analysis by Daypart

This report shows spot and rate analysis of projected revenue for spots/programs ordered to run between given dates, organized by Daypart.

- *Revenue Analysis by Daypart, for "Early" Daypart, by Advertiser*

Avails Reports

On-screen Avails Browser

This report shows availability information for the chosen periods by Daypart, or program, or hours. Data can be shown for individual channels or combined.

- *Avails for a Daypart with week totals for seven weeks*

Avails Report

This report shows availability information for the chosen periods by Daypart, or program, or hours. Data can be shown for individual channels or combined.

- *Detail Avails Report for one Daypart for a week*

Avails Report with Detail

This report shows availability information for the chosen periods by Daypart, or program, or hours. Data can be shown for individual channels or combined. Detail of spots placed in the breaks can also be shown.

- *Simple Avails Report with all elements for a week*

Avails Report with Detail and Priority Organization

This report shows availability information for the chosen periods by Daypart, or program, or hours. Data can be shown for individual channels or combined. Detail of spots placed in the breaks can also be shown, with analysis by priority.

- *Detail Avails Report with Priority organization for one Daypart for a week*

Traffic Reports

Missing Copy Summary

This report shows spots ordered for the given dates for which no valid copy can be found.

Schedule Discrepancy Summary

This report shows schedule discrepancies for the given dates.

Schedule Discrepancy Ordered Vs. Scheduled

This report shows spots ordered vs. scheduled for the given dates.

Make goods Pending

This report shows make goods (spots not scheduled) for the given dates.

Media ID Numbers Running

This report shows media ids running for the given dates.

Utility Reports

Contracts Starting

This report shows contracts starting for the given dates.

Contracts Ending

This report shows contracts ending for the given dates.

Media ID Numbers Starting

This report shows media ids starting for the given dates.

Media ID numbers Ending

This report shows media ids ending for the given dates.

Spot Tracking Report

This report shows the status for spots for the specified contract and page number.

Billing Reports

Pre-billing Analysis

This report compares what was ordered vs. what will bill.

Billing Report

This report shows what was billed for the given dates.

Billing Distribution Report

This report shows what was billed for the given dates, organized by decreasing dollar amount.

A/R Reports**Aging Report**

This report shows account aging, by 90, 120, or 150 days as specified.

Payments Received

This report shows payments received for the given dates, along with prorated a/e commission.

Past Due Accounts

This report shows accounts past due by a given number of days, along with contact information.

Other Reports**Advertiser Balance Query**

This report gives a quick listing of Advertisers' A/R balances.

Advertiser Balance Query with Aging

This report gives a quick listing of Advertisers' A/R balances and aging.

Advertiser Schedule Query

This report gives a quick listing of Advertisers' scheduled spots.

Sample Reports Shown

Daypart Summary

Usage by Program

For Standard

Broadcast Month

Usage by Daypart

For Standard

Broadcast Month

Ordered vs. Scheduled

Unit Analysis

CM by Program (Log

Analysis)

Inventory Usage Report Samples



07/07/03
14:21:17

KDRO-TV
Inventory Usage Analysis
(Daypart Summary)
06/24/02 Thru 06/24/02

Page 1

Zone/Group			---- Units ----			---- Time ----			Gross \$	Avg #/	Avg #/	Tgt #/	Avg #/
Channel	Numbr	Daypart	Def	Used %	Avl	Def	Used %	Avl	Sold	Spot	30	30	Sub

Report Description:

This report shows an analysis of your inventory usage, by daypart. It details the amount defined and available by both units and time also giving you the percent of units or time filled. This report shows a range of revenue information giving you the gross dollars sold as well as the average dollar per spot. You are also able to see the average rate per spot for 30 second spots, the target rate for 30 second spots, and the difference between the two so that you are able to gauge how well you are meeting your revenue goals. If you define your audience in the channel definitions, then you may also see the average amount sold per viewer.

Column Headings:

Units Def - number of avail units defined
Units Used - number of avail units used
Units % Avl - percent of avail units available
Units % Usd - percent of avail units used
Time Def - number of avail units defined
Time Used - number of avail units used
Time % Avl - percent of avail units available
Time % Usd - percent of avail units used
Gross \$ Sold - \$ amount of spots scheduled
Avg #/Spot - average amount sold per spot
Avg #/30 - average amount sold per average 30 second
Tgt #/30 - target amount defined per 30 second spot
Diff #/30 - actual less target amount per 30 second spot
Avg #/Sub - average amount sold per subscriber or viewer

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

Scheduled and Verified spots are included
All spot Priorities are included
All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT dp.Description AS dpDesc, dp.Number AS Dypt, zc.%, zg.Description AS Descr2, zg.Number AS Nbr2, ch.Description  
as Descr1, ch.Number AS Nbr1, zg.Number AS ZGrp, ch.Number AS Chnl FROM Dayparts dp, ZoneChan zc, ZoneGroup zg, ZoneGroup ch  
WHERE dp.Number > 0 AND zc.Zone BETWEEN 10000 AND 10999 AND zc.Zone = zg.Number AND (dp.Channel = 0 OR dp.Channel = zc.Channel)  
AND zc.Channel = ch.Number ORDER BY 5,6,7,8,1,2
```

07/07/03
14:21:18

KDRO-TV
Inventory Usage Analysis
(Daypart Summary)
06/24/02 Thru 06/24/02

Page 2

Zone/Group Channel	Numbr	Daypart	---- Units ----			---- Time ----			Gross \$	Avg \$/	Avg \$/	Tgt \$/	Avg \$/
			Def	Used	% Avl	Def	Used	% Avl	Sold	Spot	30	30	Sub
SW Colorado Group													
KCEZ, Channel 6, Cortez	2	Saturday	0	0	0.00	0:00	0:00	0.00	0.00	0.00	0.00	300.00	0.00
		Weekday	0	0	0.00	0:00	0:00	0.00	0.00	0.00	0.00	400.00	0.00
Total KCEZ, Channel 6, Cortez			0	0	0.00	0.00	0:00	0.00	0.00	0.00	0.00		
KDRO - Channel 4, Durango	1	10 PM News	8	0	100.00	2:00	0:00	100.00	0.00	0.00	0.00	600.00	0.00
		Afternoon	32	23	28.12	16:00	9:25	41.15	154.00	6.70	4.81	75.00	0.01
		All Day	192	116	39.58	83:40	45:30	45.62	816.00	7.03	4.88	0.00	0.05
		Early News	35	16	54.29	13:20	6:45	49.38	215.00	13.44	8.06	190.00	0.01
		Late Night	16	6	62.50	6:00	2:10	63.89	88.00	14.67	7.33	200.00	0.01
		Morning	52	46	11.54	26:00	16:45	35.58	187.25	4.07	3.60	60.00	0.01
		Saturday	41	17	58.54	16:20	6:50	58.16	121.00	7.12	3.70	300.00	0.01
		Weekday	41	17	58.54	16:20	6:50	58.16	121.00	7.12	3.70	400.00	0.01
Total KDRO - Channel 4, Durango			417	241	42.21	42:21	42:21	87.12	1702.25	7.06	9.03		
Total SW Colorado Group			417	241	42.21	42:21	42:21	94.54	1702.25	7.06	9.03		
Report total			417	241	42.21	42:21	42:21	94.54	1702.25	7.06	9.03		

07/07/03
14:22:59

KERO-TV
Inventory Usage Analysis
(SBC 05/27/02 by Program)

Page 1

Day	Time Period	Program	Week1			Week2			Week3			Week4			Week5			Month Total					
			Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Def	Sld	Avl	Pct	Revenue

Report Description:

With this report you are able to, at a quick glance, see how much available space remains by program so that you are able to optimize your sales efforts and request higher prices for more coveted programs or lower your rates for programs that are not selling as well. You are also able to see what programs are high revenue generators. This report shows a list of each program and gives the amount defined, sold and available by time or number of units and calculates the revenue for each program by units or dollars.

Column Headings:

Def - time or number of units defined
Sld - time or number of units sold
Avl - time or number of units available
Revenue - \$ sold
Pct - percent of time or units sold
Tgt Rc - target rate
Rev@Tgt - revenue if spots sold at target rate

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout - units

The following Restrictions have been specified

All Avail Types are included
All Program Types are included
All Spot Classes are included
The following Groups/Channels are Included: 1
The following Query was used for this report

SELECT DISTINCT hr.Description AS PDescr, hr.Number AS PNr, hr.StartTime, hr.EndTime, 1 AS Nbr1, 'M-F' AS Descr FROM Programs
hr.ProgramKey pk WHERE pk.ValidFrom <= 33054 AND (pk.ValidThru = 0 OR pk.ValidThru >= 33020) AND hr.number = pk.number AND
pk.Channel IN (1) AND (hr.ValidMo = 1 OR hr.ValidTu = 1 OR hr.ValidWe = 1 OR hr.ValidTh = 1 OR hr.ValidFr = 1) ORDER BY 5,1,2

07/07/03
14:22:59

KERO-TV
Inventory Usage Analysis
(SBC 05/27/02 by Program)

Page 2

Day	Time Period	Program	Week1			Week2			Week3			Week4			Week5			Month Total					
			Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Def	Sld	Avl	Pct	Revenue

M-F	10p-11p		0	0	0	0	80	1	75	2	80	1	75	2	80	1	75	2	80	3	77	8	320	6	314	2	15	0	0
	10a-11a	10am Program	40	35	5	294	40	34	6	152	40	34	6	142	40	30	10	186	40	29	11	186	200	162	39	81	962	0	0
	10p-11p	10pm Program	40	23	17	250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	40	23	17	57	250	0	0
	11a-12n	11am Program	40	36	4	370	40	32	8	151	40	32	8	164	40	31	9	200	40	30	10	199	200	161	39	80	1083	0	0
	11p-12n	11pm Program	40	21	19	100	40	33	7	273	40	32	8	273	40	30	10	272	40	31	9	272	200	147	53	74	1190	0	0
	2p- 3p	2pm Program	40	32	8	146	40	33	7	151	40	33	7	156	40	32	8	180	40	31	9	226	200	161	39	80	860	0	0
	3p- 4p	3pm Program	40	32	8	118	40	32	8	138	40	31	9	132	40	29	11	212	40	29	11	215	200	153	47	76	815	0	0
	4p- 5p	4pm Program	40	32	8	139	40	33	7	157	40	32	8	157	40	31	9	233	40	32	8	238	200	160	40	80	924	0	0
	7a- 8a	7am Program	50	50	0	118	50	50	0	121	50	50	0	160	50	50	0	164	50	50	0	164	250	250	0	100	728	0	0
	8a- 9a	8am Program	40	39	1	72	40	40	0	77	40	39	1	77	40	37	3	221	40	38	2	216	200	193	7	56	663	180	34740
	8p- 9p	8pm Program	40	27	13	273	40	29	11	293	40	29	11	293	40	27	13	275	40	27	13	275	200	139	61	70	1410	0	0
	9a-10a	9am Program	40	36	4	64	40	36	4	66	40	36	2	56	40	34	6	105	40	33	7	113	200	177	23	88	404	0	0
	9p-10p	9pm Program	40	28	12	198	40	29	11	236	40	29	11	236	40	24	16	216	40	24	16	216	200	134	66	67	1102	0	0
	1p- 2p	Days of Our	40	33	7	380	40	33	7	193	40	34	6	198	40	31	9	180	40	32	8	169	200	163	37	82	1120	0	0
	6a- 7a	Funniest Home	50	50	0	115	44	44	0	103	50	50	0	118	50	50	0	105	50	50	0	105	244	244	0	100	546	0	0
	6p- 6:30p	Married...With	85	20	65	171	85	22	63	186	85	20	65	186	85	22	63	218	85	21	64	208	425	105	320	25	970	190	19950
	12n- 1p	Noon Program	40	35	5	334	40	34	6	202	40	35	5	198	40	33	7	287	40	33	7	223	200	170	30	85	1214	0	0
	6a- 6:30a	Paid Programming	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	5p- 6p	The New Show	50	32	18	234	50	34	16	250	50	35	15	250	50	35	15	416	50	35	15	416	250	171	79	68	1564	0	0
	6:30p- 7p	The Simpsons	40	18	22	166	40	19	21	173	40	19	21	173	40	18	22	188	40	18	22	188	200	92	108	46	888	0	0
	7:30p- 8p	The Simpsons	40	20	20	104	40	22	18	161	40	23	17	136	40	19	21	154	40	19	21	149	200	103	97	52	704	0	0
	7p- 7:30p	Unhappily Ever	85	16	69	161	85	16	69	168	85	16	69	194	85	19	66	238	85	18	67	233	425	85	340	20	994	175	14875
Total M-F			320	615	305	3810	954	606	348	3254	960	612	348	3300	960	583	377	4023	960	583	377	4018	4754	2959	1755	63	18406		69565
Report total			320	615	305	3810	954	606	348	3254	960	612	348	3300	960	583	377	4023	960	583	377	4018	4754	2959	1755	63	18406		69565

07/07/03
14:24:00

KDRO-TV
Inventory Usage Analysis
(SBC 05/27/02 by Daypart)

Page 1

Time Period	Daypart	Week1			Week2			Week3			Week4			Week5			Month Total		
		Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Pct	Tgt

Report Description:

With this report you are able to, at a quick glance, see how much available space remains by daypart so that you are able to optimize your sales efforts and request higher prices for more coveted dayparts or lower your rates for dayparts that are not selling as well. You are also able to quickly see what dayparts are high revenue generators. This report shows a list of each daypart and gives the amount defined, sold and available by time or number of units and calculates the revenue for each daypart by units or dollars.

Column Headings:

Def - time or number of units defined
Sld - time or number of units sold
Avl - time or number of units available
Revenue - \$ sold
Pct - percent of time or units sold
Tgt Rt - target rate
Rev#Tgt - revenue if spots sold at target rate

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout - units

The following Restrictions have been specified

All Avail Types are included
All Program Types are included
All Spot Classes are included
The following Groups/Channels are Included: 1
The following Query was used for this report

SELECT DISTINCT hr.Description AS PDescr, hr.Number AS FNbr, 1 AS Nbr1, 'M-F' AS Descr FROM Dayparts hr WHERE hr.ValidFrom <= 33054 AND (hr.ValidThru = 0 OR hr.ValidThru >= 33020) AND (hr.Channel = 0 OR hr.Channel IN (1)) AND (hr.ValidMo = 1 OR hr.ValidTu = 1 OR hr.ValidWe = 1 OR hr.ValidTh = 1 OR hr.ValidFr = 1) ORDER BY 3,1,2

07/07/03
14:24:00

KDRO-TV
Inventory Usage Analysis
(SBC 05/27/02 by Daypart)

Page 2

Time Period	Daypart	Week1			Week2			Week3			Week4			Week5			Month Total											
		Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Def	Sld	Avl	Revenue	Pct	Tgt	Rt	Rev#Tgt							
M-F	10p-10:35p	10	15	1	160	11	8	3	102	11	7	4	35	11	13	-2	215	60	50	10	83	529	600	30000				
	1p- 5p	110	195	-85	1018	110	197	-87	872	110	199	-89	1056	110	190	-80	1182	110	192	-82	1277	550	973	-177	5374	75	72975	
	6a-12m	534	838	-	4910	522	828	-	4360	526	849	-	4819	524	816	-	5486	524	817	-	5531	263	414	-158	25107	0	0	
	5p- 7p	79	99	-20	780	79	100	-21	794	79	104	-25	820	79	102	-23	1083	79	106	-27	1147	398	511	-129	4624	190	97090	
	10:35p-12m	44	45	-1	314	39	45	-6	391	39	44	-5	366	39	44	-5	385	39	42	-3	290	200	220	-20	110	1746	200	44000
	6a-12n	157	316	-	1230	155	306	-	850	159	317	-	1108	157	307	-	1310	157	302	-	1286	785	154	-197	5784	60	92880	
	7p-10p	104	125	-21	1044	104	130	-26	1108	104	135	-31	1197	104	124	-20	1223	104	121	-17	1038	520	635	-122	5609	400	254000	
Report total		1044	1633	-589	9457	1020	1614	-594	8478	1028	1655	-627	9401	1024	1589	-565	10655	1024	1593	-569	10794	5140	808	-2944	157	48774	590945	

07/07/03
14:24:57

KDRO-TV
Inventory Usage Analysis
(Ordered vs Verified)
06/24/02 Thru 06/24/02

Page 1

Zone/Group	--- Quantity ---			---- Gross \$ ----			% Inv	% Inv	Avg #/	Avg #/	Avg #/		
Channel	Numbr	Daypart	Orderd	Verifd	% Vrfd	Ordered	Verified	% Vrfd	Sold	Verifd	Spot	30	Sub

Report Description:

This report can be used to check how many of the spots that were ordered actually ran as well as the dollar amounts of spots scheduled to run versus the dollar amount that verified by dayparts. It details the amount ordered and shows the total and the percentage verified in both dollars value and spot numbers. You can also find the average rate per spot as well as the average rate for per average 30 seconds. If you define your audience in the channel definitions, then you may also see the average amount sold per viewer.

Column Headings:

Quantity Orderd - number of spots ordered in the daypart
 Quantity Verifd - number of spots verified in the daypart
 Quantity % Vrfd - percent of spots verified in the daypart
 Gross \$ Orderd - \$ amount of spots ordered in the daypart
 Gross \$ Verifd - \$ amount of spots verified in the daypart
 Gross \$ % Vrfd - percent of amount verified in the daypart
 % Inv Sold - percent of inventory sold (time)
 % Inv Verifd - percent of inventory verified (time)
 Avg #/Spot - average amount sold per spot
 Avg #/30 - average amount sold per average 30 second
 Avg #/Sub - average amount sold per subscriber or viewer

Report Layout selected: Layout Number 1
 Report Customization Layout selected: Default layout

The following Restrictions have been specified

Scheduled and Verified spots are included
 All spot Priorities are included
 All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT dp.Description AS dpDesc, dp.Number AS DpNbr, sc.Zone, sg.Description AS Descr2, sg.Number AS SgNbr, ch.Description AS Descr1, ch.Number AS ChNbr, sg.Number AS SgGrp, ch.Number AS Chnl FROM Dayparts dp, ZoneChan sc, ZoneGroup sg, ZoneGroup ch WHERE dp.Number > 0 AND sc.Zone BETWEEN 10000 AND 10999 AND sc.Zone = sg.Number AND (dp.Channel = 0 OR dp.Channel = sc.Channel) AND sc.Channel = ch.Number ORDER BY 6,7,8,1,2
```

07/07/03
14:24:57

KDRO-TV
Inventory Usage Analysis
(Ordered vs Verified)
06/24/02 Thru 06/24/02

Page 2

Zone/Group	--- Quantity ---			---- Gross \$ ----			% Inv	% Inv	Avg #/	Avg #/	Avg #/		
Channel	Numbr	Daypart	Orderd	Verifd	% Vrfd	Ordered	Verified	% Vrfd	Sold	Verifd	Spot	30	Sub

SW Colorado Group

KCEE, Channel 6, Cortez	2	Saturday	0	0	0.00	0	0	0.00	0.00	0.00	0	0	0
		Weekday	0	0	0.00	0	0	0.00	0.00	0.00	0	0	0

Total KCEE, Channel 6, Cortez			0	0	0.00	0	0	0.00	0.00	0.00	0	0	0
-------------------------------	--	--	---	---	------	---	---	------	------	------	---	---	---

KDRO - Channel 4, Durango	1	10 PM News	0	0	0.00	0	0	0.00	0.00	0.00	0	0	0
		Afternoon	0	23	0.00	0	154	0.00	0.00	58.85	7	8	0
		All Day	49	116	236.73	731	816	111.63	29.28	54.38	7	9	0
		Early News	0	16	0.00	0	215	0.00	0.00	50.62	13	16	0
		Late Night	0	6	0.00	0	88	0.00	0.00	36.11	15	20	0
		Morning	0	46	0.00	0	197	0.00	0.00	64.42	4	6	0
		Saturday	0	17	0.00	0	121	0.00	0.00	41.84	7	9	0
		Weekday	0	17	0.00	0	121	0.00	0.00	41.84	7	9	0

Total KDRO - Channel 4, Durango			49	241	491.84	731	1702	232.87	13.64	52.46	7	9	0
---------------------------------	--	--	----	-----	--------	-----	------	--------	-------	-------	---	---	---

Total SW Colorado Group			49	241	491.84	731	1702	232.87	13.64	52.46	7	9	0
-------------------------	--	--	----	-----	--------	-----	------	--------	-------	-------	---	---	---

Report total			49	241	491.84	731	1702	232.87	13.64	52.46	7	9	0
--------------	--	--	----	-----	--------	-----	------	--------	-------	-------	---	---	---

07/07/03
14:25:27

KDRO-TV
Inventory Usage Analysis
(Unit Analysis)
06/24/02 Thru 06/24/02

Page 1

Zone/Group	Daypart	Tot # Uns	Tot # Av	Tot # Rsv	Tot # Un	# NC	Spt	# Uns	# Av	# Sold	# Bns	# Sold	# Uns	# Av	Pct Inv Util	\$Amt Sold	Average Rate	Average Rate	Average Rate	Average Rate	Pct TT
------------	---------	--------------	-------------	--------------	-------------	---------	-----	----------	---------	-----------	----------	-----------	----------	---------	-----------------	---------------	-----------------	-----------------	-----------------	-----------------	-----------

Report Description:

With this report you are able to determine how your inventory is being used for particular dayparts. The report takes the total number of units you have defined for each daypart and then tells you how many spots are scheduled, how many spots are available, and the total number of spots sold. This report breaks down spots into commercial, non-commercial and bonus spots, giving not only the number of spots sold in each category but also what percent of your advertising is commercial matter. Finally the report gives you the average rate per spot with and without bonus spots.

Column Headings:

Tot # Uns Avl - Total number of units defined
 Tot # Rsv Uns - Total number of units reserved or cleared
 Tot # NC Spt - Total number of non-commercial spots scheduled
 # Uns Avl - Number of units available for commercial spots
 # Uns Sold - Number of commercial spots sold
 # Bns Sold - Number of bonus commercial spots scheduled
 # Uns Avl - Number of units still available
 Pct Inv Util - Percent of inventory utilize for commercial spots
 \$Amt Sold - Total amount of spots sold
 Average Rate -bns - Average rate without bonus spots
 Average Rate +bns - Average rate with bonus spots
 Pct TT - Percent of total amount sold

Report Layout selected: Layout Number 1
 Report Customization Layout selected: Default layout

The following Restrictions have been specified

Scheduled and Verified spots are included
 All spot Priorities are included
 All Groups/Channels are included
 Non-commercial spot classes are defined as all but: 62466664
 Bonus sales types are defined as all but: 62466664
 The following Query was used for this report

```
SELECT DISTINCT dp.Description AS dpDsc, dp.Number AS Dypnt, sc.*, zg.Description AS Descr2, zg.Number AS Nbr2, ch.Description
as Descr1, ch.Number AS Nbr1, zg.Number AS ZGrp, ch.Number AS Chnl FROM Dayparts dp, ZoneChan sc, ZoneGroup zg, ZoneGroup ch
WHERE dp.Number > 0 AND sc.Zone BETWEEN 10000 AND 10999 AND sc.Zone = zg.Number AND (dp.Channel = 0 OR dp.Channel = sc.Channel)
AND sc.Channel = ch.Number ORDER BY 5,6,7,8,1,2
```

07/07/03
14:25:27

KDRO-TV
Inventory Usage Analysis
(Unit Analysis)
06/24/02 Thru 06/24/02

Page 2

Zone/Group	Daypart	Tot # Uns	Tot # Av	Tot # Rsv	Tot # Un	# NC	Spt	# Uns	# Av	# Sold	# Bns	# Sold	# Uns	# Av	Pct Inv Util	\$Amt Sold	Average Rate	Average Rate	Average Rate	Average Rate	Pct TT
SW Colorado Group																					
KCEZ, Channel 6, Cortez	Saturday	0	0	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	Weekday	0	0	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Total KCEZ, Channel 6, Cortez		0	0	0	0	0	0	0	0	0	0	0	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
KDRO - Channel 4, Durango	10 PM News	8	0	0	8	0	8	0	0	8	0	8	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
	Afternoon	32	0	23	9	0	23	9	0	154.00	0.00	0.00	9.05	0.00	154.00	0.00	0.00	0.00	9.05	0.00	
	All Day	192	0	116	76	0	116	76	0	816.00	0.00	0.00	47.94	0.00	816.00	0.00	0.00	0.00	47.94	0.00	
	Early News	35	0	16	19	0	16	19	0	215.00	0.00	0.00	12.63	0.00	215.00	0.00	0.00	0.00	12.63	0.00	
	Late Night	16	0	6	10	0	6	10	0	88.00	0.00	0.00	5.17	0.00	88.00	0.00	0.00	0.00	5.17	0.00	
	Morning	52	0	46	6	0	46	6	0	187.25	0.00	0.00	11.00	0.00	187.25	0.00	0.00	0.00	11.00	0.00	
	Saturday	41	0	17	24	0	17	24	0	121.00	0.00	0.00	7.11	0.00	121.00	0.00	0.00	0.00	7.11	0.00	
	Weekday	41	0	17	24	0	17	24	0	121.00	0.00	0.00	7.11	0.00	121.00	0.00	0.00	0.00	7.11	0.00	
Total KDRO - Channel 4, Durango		417	0	241	176	0	241	176	0	1702.25	0.00	0.00	100.00	0.00	1702.25	0.00	0.00	0.00	100.00	0.00	
Total SW Colorado Group		417	0	241	176	0	241	176	0	1702.25	0.00	0.00	100.00	0.00	1702.25	0.00	0.00	0.00	100.00	0.00	
Report total		417	0	241	176	0	241	176	0	1702.25	0.00	0.00	100.00	0.00	1702.25	0.00	0.00	0.00	100.00	0.00	

07/07/03
14:26:04

KDRO-TV
Inventory Usage Analysis
(Log Analysis)
06/24/02 thru 06/24/02

Page 1

Program Type

Program	Numbr	Run Times	Length	Time Run	CM Used	CM Unusd	Amt Billed	Tgt Rate	Billed@Tgt
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Report Description:

This report is a by program listing of your sold and available inventory. You can even choose to run this report by program type, which gives you the power to know how well your sports programs are doing versus your primetime programs. This report shows you how much spot time is filled and how much is still available. You are able to see the dollar value for a particular program and compare it with what would be billed at the target rate for that program giving you a check against your revenue goals.

Column Headings:

Length - program length
Time Run - total time run for this program
CM Used - total spot time run in this program
CM Unused - spot time left to run in this program
Amt Billed - \$ amount of spot time in this program
Target Rate - target rate for spots in this program
Billed @ Target - \$ amount of spot time in this program if sold at target rate

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

Scheduled and Verified spots are included
Scheduled and Verified programs are included
All Program Types are included
All Spot Classes are included
The following Groups/Channels are Included: 1

The following Query was used for this report

```
SELECT DISTINCT hr.Description AS Descr1, hr.Number AS Nbr1,hr.StartTime,hr.EndTime, pt.Description AS Descr2, pt.Number AS Nbr2 FROM Programs hr,ProgramKey pk, Definition pt WHERE pk.ValidFrom <= 33048 AND (pk.ValidThru = 0 OR pk.ValidThru >= 33048) AND hr.number = pk.number AND pk.Channel IN (1) AND pt.Grp = 7 AND pt.Number = hr.ProgramType ORDER BY 5,6,1,2
```

07/07/03
14:26:04

KDRO-TV
Inventory Usage Analysis
(Log Analysis)
06/24/02 thru 06/24/02

Page 2

Program Type Program	Numbr	Run Times	Length	Time Run	CM	Used	CM Unusd	Amt Billed	Tgt Rate	Billed@Tgt

cartoon										
7am Program	99	7a- 8a	60:00	01:00:00	00:02:30	00:02:30		21.25	0.00	0.00
Funniest Home Videos	36	6a- 7a	60:00	01:00:00	00:02:55	00:02:05		23.75	0.00	0.00
Total cartoon				02:00:00	00:05:25	00:04:35		45.00		
entertainment										
10am Program	100	10a-11a	60:00	01:00:00	00:02:35	00:01:25		38.75	0.00	0.00
11am Program	28	11a-12n	60:00	01:00:00	00:01:35	00:02:25		30.50	0.00	0.00
11pm Program	106	11p-12m	60:00	01:00:00	00:02:10	00:01:50		88.00	0.00	0.00
2pm Program	31	2p- 3p	60:00	01:00:00	00:03:05	00:00:55		77.25	0.00	0.00
3pm Program	32	3p- 4p	60:00	01:00:00	00:02:05	00:01:55		23.25	0.00	0.00
4pm Program	33	4p- 5p	60:00	01:00:00	00:02:05	00:01:55		27.75	0.00	0.00
9am Program	25	9a- 9a	60:00	01:00:00	00:01:35	00:02:25		13.25	180.00	720.00
9am Program	26	9a-10a	60:00	01:00:00	00:02:05	00:01:55		59.75	0.00	0.00
Days of Our Lives	30	1p- 2p	60:00	01:00:00	00:01:40	00:02:20		25.75	0.00	0.00
Married...With Children	22	6p- 6:30p	30:00	00:30:00	00:01:00	00:03:20		30.50	190.00	380.00
Noon Program	29	12n- 1p	60:00	01:00:00	00:03:05	00:00:55		50.75	0.00	0.00
The New Show	59	5p- 6p	60:00	01:00:00	00:03:10	00:01:50		101.75	0.00	0.00
The Simpsons	60	6:30p- 7p	30:00	00:30:00	00:01:35	00:02:25		82.75	0.00	0.00
The Simpsons	102	7:30p- 8p	30:00	00:30:00	00:01:35	00:02:25		57.50	0.00	0.00
Total The Simpsons				01:00:00	00:03:10	00:04:50		140.25		
Unhappily Ever After	101	7p- 7:30p	30:00	00:30:00	00:01:35	00:02:45		42.50	175.00	700.00
Total entertainment				13:00:00	00:30:55	00:30:45		750.00		
Report total				15:00:00	00:36:20	00:35:20		795.00		

Sample Reports Shown

Sales Status Pacing

Billing Projection

Comparative Billing Projection

Revenue Distribution Analysis

Earned Revenue Projection

Booked Contract Summary

Sales Summary

Revenue Analysis

Revenue Analysis by Day-part

Sales Report Samples



Account Exec	Advertiser	Contr Number	Mtd Ly	Mtd Ty	Mtd Diff	This Mon Ly	Diff Ly	TMon Budget	Budg Diff
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Report Description:

This report shows where you stand at a specific point of the month compared to the same time last year. This is a good tool for goal pacing as well as a progress report for the sales department. This report shows the revenue projected, month to date, for this month last year, the revenue projected, month to date, for this year, and the difference. Then it shows the total revenue projected for the month as well as the total revenue projected for the same month one year ago and the difference. You can then see the difference in the yearly budgets for this year and one year ago.

Column Headings:

Contr Number - contract number
Mtd Ly - revenue projected for month to date for this month last year
Mtd Ty - revenue projected for month to date for this month this year
Mtd Diff - difference this year mtd from last year
This Mon Ly - total revenue projected for this month last year
Diff Ly - difference this month this year from last year
Tmon Budget - total revenue budgeted for this month this year
Budg Diff - difference this month this year from budget

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout, wide

The following Restrictions have been specified

All Advertisers are included
The following Acct Execs are Included: 1,2
All Agencies are included
All Billing Groups are included
All Industries are included
All Rep Firms are included
All Contracts are included
All Sales Types are included
All Groups/Channels are included

Agency commission is subtracted from gross amount
The following Query was used for this report

```
SELECT DISTINCT sr.number, aer1.Description as Descr2, aer1.Number as Nbr2, cr1.Description as Descr1, cr1.Number as Nbr1, 1 FROM ContractSkdPages sr, ContractHeader cr1, AccountExec aer1, Advertiser aer2 WHERE sr.ValidThru >= 32867 AND sr.ValidFrom <= 33297 AND cr1.OrderDate <= 33325 AND sr.number = cr1.number AND cr1.NumberInvoices > 0 AND cr1.AcctExec = aer1.Number AND cr1.Advertiser = cr1.Number AND cr1.AcctExec IN (1,2 ) union SELECT DISTINCT mr.number, aer2.Description as Descr2, aer2.Number as Nbr2, cr2.Description as Descr1, cr2.Number as Nbr1, 2 FROM ContractMiscPages mr, ContractHeader cr2, AccountExec aer2, Advertiser aer3 WHERE mr.ValidThru >= 32867 AND mr.ValidFrom <= 33297 AND cr2.OrderDate <= 33325 AND mr.BothExtInt <> 2 AND mr.number = cr2.number AND cr2.NumberInvoices > 0 AND cr2.AcctExec = aer2.Number AND cr2.Advertiser = cr2.Number AND cr2.AcctExec IN (1,2 ) union SELECT DISTINCT ppr.number, aer3.Description as Descr2, aer3.Number as Nbr2, cr3.Description as Descr1, cr3.Number as Nbr1, 3 FROM PaidProgramming ppr, Programs hr, AccountExec aer3, Advertiser aer4 WHERE hr.ValidThru >= 32867 AND hr.ValidFrom <= 33297 AND ppr.OrderDate <= 33325 AND ppr.number = hr.number AND ppr.NumberInvoices > 0 AND ppr.AcctExec = aer3.Number AND ppr.Advertiser = cr3.Number AND ppr.AcctExec IN (1,2 ) ORDER BY 2,4,1
```

07/07/03
17:15:47

KDRO-TV
Sales Pacing Report
Month Starting 01/01/03, Sold Thru 01/31/03

Page 2

Account Exec Advertiser	Contr		Mtd Ly	Mtd Ty	Mtd Diff	This Mon Ly	Diff Ly	TMon Budget	Budy Diff
	Number	Numbr							

Irving, Washington									
Alfalfas	5	162	0.00	0.00	0.00	60.00	-60.00		
Banana Republic	26	186	0.00	775.00	775.00	0.00	775.00		
Fuzzy Wuzzy's	10	176	0.00	360.00	360.00	0.00	360.00		
		193	0.00	7114.50	7114.50	0.00	7114.50		
Total Fuzzy Wuzzy's			0.00	7474.50	7474.50	0.00	7474.50	0.00	7474.50
Kimberly-Clark Corpration	20	192	0.00	7440.00	7440.00	0.00	7440.00		
Nature's Nectar	13	165	0.00	0.00	0.00	40.00	-40.00		
		190	0.00	0.00	0.00	0.00	0.00		
Total Nature's Nectar			0.00	0.00	0.00	40.00	-40.00	0.00	0.00
Subway	25	158	0.00	0.00	0.00	2530.00	-2530.00		
The Gap	9	182	0.00	65.88	65.88	0.00	65.88		
Total Irving, Washington			0.00	15755.38	15755.38	2630.00	13125.38	0.00	15755.38
White, Mont									
Black and Decker	48	187	0.00	1976.25	1976.25	0.00	1976.25		
		189	0.00	1866.60	1866.60	0.00	1866.60		
Total Black and Decker			0.00	3842.85	3842.85	0.00	3842.85	0.00	3842.85
Blue Cross of Colorado	46	180	0.00	968.75	968.75	0.00	968.75		
Burger King	27	163	0.00	0.00	0.00	75.00	-75.00		
Total White, Mont			0.00	4811.60	4811.60	75.00	4736.60	0.00	4811.60
Report total			0.00	20566.97	20566.97	2705.00	17861.97	0.00	20566.97

Account Exec Advertiser	Contr		Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Total
	Numbr	Numbr							

Report Description:

You can find out what you are projected to bill by using this report. This report can also help you focus your sales efforts by giving you information on the revenue that your billing could potentially produce. For example, you can chose for the report to show 6 months or 12 months from a given start date. So you may use a start date of January 1 then review the projected billing through June 30. This report may show you that more needs to be sold for April or that May's projected billing looks good. This report can be beneficial to General Managers because it will show them the months in which they might expect good cash flow and the months when there might be less. It will also show account execs which months they need to concentrate on selling, or can be restricted/sorted to show what industries or sales types need more concentration.

Column Headings:

Contr Numbr - contract number

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout, 6mo

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

'Dead' makegoods are subtracted from gross amount
The following Query was used for this report

```

SELECT DISTINCT sr.number,aer1.Description as Descr2,aer1.Number as Nbr2,cr1.Description as Descr1,cr1.Number as Nbr1,1 FROM
ContractSkdPages sr,ContractHeader cr1,AccountExec aer1,Advertiser cr1 WHERE sr.ValidThru >= 33232 AND sr.ValidFrom <= 33606 AND
sr.number = cr1.number AND cr1.NumberInvoices > 0 AND cr1.AcctExec = aer1.Number AND cr1.Advertiser = cr1.Number union SELECT
DISTINCT mr.number,aer2.Description as Descr2,aer2.Number as Nbr2,cr2.Description as Descr1,cr2.Number as Nbr1,2 FROM
ContractMiscPages mr,ContractHeader cr2,AccountExec aer2,Advertiser cr2 WHERE mr.ValidThru >= 33232 AND mr.ValidFrom <= 33606 AND
mr.BothExtInt <> 2 AND mr.number = cr2.number AND cr2.NumberInvoices > 0 AND cr2.AcctExec = aer2.Number AND cr2.Advertiser =
cr2.Number union SELECT DISTINCT ppr.number,aer3.Description as Descr2,aer3.Number as Nbr2,cr3.Description as Descr1,cr3.Number as
Nbr1,3 FROM PaidProgramming ppr,Programs hr,AccountExec aer3,Advertiser cr3 WHERE hr.ValidThru >= 33232 AND hr.ValidFrom <= 33606
AND ppr.number = hr.number AND ppr.NumberInvoices > 0 AND ppr.AcctExec = aer3.Number AND ppr.Advertiser = cr3.Number ORDER BY 2,4,1

```

Account Exec	Contr		Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Total
Advertiser	Numbr	Numbr							
(n/a)									
Home Depot	56	200	0.00	0.00	0.00	0.00	2856.00	5040.00	7896.00
Papa Murphys	55	199	0.00	0.00	0.00	0.00	1836.00	3213.00	5049.00
Total (n/a)			0.00	0.00	0.00	0.00	4692.00	8253.00	12945.00
Baker, Norma Jean									
Antica Roma	33	191	1260.00	1260.00	225.00	0.00	0.00	0.00	2745.00
Ideal Market	35	178	129.00	0.00	0.00	0.00	0.00	0.00	129.00
		195	1806.00	1806.00	2257.50	1806.00	2803.50	4751.25	15230.25
Total Ideal Market			1935.00	1806.00	2257.50	1806.00	2803.50	4751.25	15359.25
Total Baker, Norma Jean			3195.00	3066.00	2482.50	1806.00	2803.50	4751.25	18104.25
Garner, Jim									
Bob's Texaco	38	194	80.00	80.00	100.00	40.00	308.00	770.00	1378.00
Ska Brewery	54	196	2325.00	2100.00	2325.00	2325.00	5925.00	0.00	15000.00
Total Garner, Jim			2405.00	2180.00	2425.00	2365.00	6233.00	770.00	16378.00
Irving, Washington									
Alfalfas	5	124	0.00	0.00	100.00	2200.00	2200.00	2100.00	4600.00
Banana Republic	26	186	775.00	700.00	775.00	675.00	0.00	0.00	2925.00
Finkell & Snitch Attornies at Law	23	197	0.00	0.00	0.00	262.50	1375.00	1600.00	3237.50
Fuzzy Wuzzy's	10	176	400.00	400.00	400.00	400.00	0.00	0.00	1600.00
		193	8370.00	7560.00	8370.00	8100.00	15870.00	19080.00	67350.00
Total Fuzzy Wuzzy's			8770.00	7560.00	8770.00	8500.00	15870.00	19080.00	68950.00
Kimberly-Clark Corporation	20	192	7440.00	6720.00	6960.00	0.00	0.00	0.00	21120.00
Nature's Nectar	13	190	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Norwest Banks	24	198	0.00	0.00	0.00	0.00	8550.00	13500.00	22050.00
The Gap	9	182	77.50	17.50	0.00	0.00	0.00	0.00	95.00
Total Irving, Washington			17062.50	15397.50	16605.00	11637.50	27995.00	36280.00	124977.50
White, Mont									
Black and Decker	48	187	2100.00	2100.00	2625.00	1800.00	0.00	0.00	8625.00
		189	1980.00	1980.00	2475.00	0.00	0.00	0.00	6435.00
Total Black and Decker			4080.00	4080.00	5100.00	1800.00	0.00	0.00	15060.00
Blue Cross of Colorado	46	180	2156.25	875.00	1093.75	875.00	93.75	0.00	5093.75
City Market	53	188	96.00	0.00	0.00	0.00	0.00	0.00	96.00
Total White, Mont			6332.25	4955.00	6193.75	2675.00	93.75	0.00	20249.75
Report total			28994.75	25598.50	27706.25	18483.50	41817.25	50054.25	192654.50

Account Exec	Conctr		Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Total
Advertiser	Numbr	Numbr													

Report Description:

You can find out what you are projected to bill by using this report. This report can also help you focus your sales efforts by giving you information on the revenue that your billing could potentially produce. For example, you can chose for the report to show 6 months or 12 months from a given start date. So you may use a start date of January 1 then review the projected billing through June 30. This report may show you that more needs to be sold for April or that May's projected billing looks good. This report can be beneficial to General Managers because it will show them the months in which they might expect good cash flow and the months when there might be less. It will also show account execs which months they need to concentrate on selling, or can be restricted/sorted to show what industries or sales types need more concentration.

Column Headings:

Conctr Numbr - contract number

Report Layout selected: Layout Number 1

Report Customization Layout selected: Default layout, 12 months

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

'Dead' makegoods are subtracted from gross amount

The following Query was used for this report

```
SELECT DISTINCT sr.number,ae1.Description as Descr1,ae1.Number as Nbr1,cr1.Description as Descr1,cr1.Number as Nbr1,1 FROM
ContractSktPages sr,ContractHeader cr1,AccountExec ae1,Advertiser cr1 WHERE sr.ValidThru >= 33232 AND sr.ValidFrom <= 33606 AND
sr.number = cr1.number AND cr1.NumberInvoices > 0 AND cr1.AcctExec = ae1.Number AND cr1.Advertiser = cr1.Number union
SELECT DISTINCT mr.number,ae2.Description as Descr2,ae2.Number as Nbr2,cr2.Description as Descr1,cr2.Number as Nbr1,2 FROM
ContractSktPages mr,ContractHeader cr2,AccountExec ae2,Advertiser cr2 WHERE mr.ValidThru >= 33232 AND mr.ValidFrom <= 33606 AND
mr.SchBkDvTrn < 2 AND mr.number = cr2.number AND cr2.NumberInvoices > 0 AND cr2.AcctExec = ae2.Number AND cr2.Advertiser =
cr2.Number union
SELECT DISTINCT ppr.number,ae3.Description as Descr2,ae3.Number as Nbr2,cr3.Description as Descr1,cr3.Number as
Nbr1,3 FROM PaidProgramming ppr,Programs hr,AccountExec ae3,Advertiser cr3 WHERE hr.ValidThru >= 33232 AND hr.ValidFrom <= 33606
AND ppr.number = hr.number AND ppr.NumberInvoices > 0 AND ppr.AcctExec = ae3.Number AND ppr.Advertiser = cr3.Number ORDER BY 2,4,1
```

Account Exec	Conctr		Jan 03	Feb 03	Mar 03	Apr 03	May 03	Jun 03	Jul 03	Aug 03	Sep 03	Oct 03	Nov 03	Dec 03	Total
Advertiser	Numbr	Numbr													

(n/a)																
Home Depot	56	200	0.00	0.00	0.00	0.00	2856.00	5040.00	5208.00	5208.00	5040.00	5208.00	0.00	0.00	28560.00	
Papa Murphys	55	199	0.00	0.00	0.00	0.00	1836.00	3213.00	3519.00	3213.00	3366.00	3519.00	0.00	0.00	18666.00	
Total (n/a)			0.00	0.00	0.00	0.00	4692.00	8253.00	8727.00	8421.00	8406.00	8727.00	0.00	0.00	47226.00	
Baker, Norma Jean																
Antica Roma	33	191	1260.00	1260.00	225.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2745.00	
Ideal Market	35	178	125.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	125.00	
			195	1806.00	1806.00	2257.50	1806.00	2803.50	4751.25	2188.50	2493.75	1995.00	1995.00	2156.25	1680.00	27738.75
Total Ideal Market			1935.00	1806.00	2257.50	1806.00	2803.50	4751.25	2188.50	2493.75	1995.00	1995.00	2156.25	1680.00	27867.75	
Total Baker, Norma Jean			3195.00	3066.00	2482.50	1806.00	2803.50	4751.25	2188.50	2493.75	1995.00	1995.00	2156.25	1680.00	30612.75	
Garner, Jim																
Bob's Texaco	38	194	80.00	80.00	100.00	40.00	308.00	770.00	616.00	770.00	616.00	462.00	72.00	0.00	3914.00	
Ska Brewery	54	196	2325.00	2100.00	2325.00	2325.00	5925.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15000.00	
Total Garner, Jim			2405.00	2180.00	2425.00	2365.00	6233.00	770.00	616.00	770.00	616.00	462.00	72.00	0.00	18914.00	
Irving, Washington																
Alfalfas	5	124	0.00	0.00	100.00	2200.00	2200.00	2100.00	2300.00	2100.00	2200.00	1800.00	0.00	0.00	15000.00	
Banana Republic	26	186	775.00	700.00	775.00	675.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2925.00	
Finkell & Snitch Attornies at La	23	197	0.00	0.00	0.00	262.50	1378.00	1600.00	1662.50	1662.50	1600.00	1775.00	0.00	0.00	9937.50	
Fuzzy Wuzzy's	10	176	400.00	400.00	400.00	400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1600.00	
			193	8370.00	7560.00	8370.00	8100.00	15870.00	19080.00	11625.00	11625.00	11250.00	10890.00	0.00	0.00	112740.00
Total Fuzzy Wuzzy's			8770.00	7960.00	8770.00	8500.00	15870.00	19080.00	11625.00	11625.00	11250.00	10890.00	0.00	0.00	114340.00	
Kimberly-Clark Corporation	20	192	7440.00	6720.00	6960.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	21120.00	
Nature's Nectar	13	190	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Norwest Banks	24	198	0.00	0.00	0.00	0.00	8550.00	13950.00	13950.00	13850.00	13950.00	13950.00	13800.00	13950.00	104950.00	
The Gap	9	182	77.50	17.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	95.00	
Total Irving, Washington			17062.50	15397.50	16605.00	11637.50	27895.00	36230.00	29637.50	29337.50	28550.00	28415.00	13800.00	13950.00	268267.50	
White, Mont																
Black and Decker	48	187	2100.00	2100.00	2625.00	1800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8625.00	
			189	1980.00	1980.00	2475.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6435.00	
Total Black and Decker			4080.00	4080.00	5100.00	1800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15060.00	
Blue Cross of Colorado	46	180	2156.25	875.00	1093.75	875.00	93.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5093.75	
City Market	53	188	96.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	96.00	
Total White, Mont			6332.25	4955.00	6193.75	2675.00	93.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20249.75	
Report total			28994.75	28598.50	27706.25	18483.50	41817.25	50054.25	41069.00	41022.25	39567.00	39599.00	15728.25	15630.00	385270.00	

Advertiser	Numb	Projected		Billed		Billed		Budget	
		Numb	This Year	Last Year	Difference	2 years ago	Difference	This Year	Difference

Report Description:

This report shows what the gross projected billing is this year. It then takes the amount billed the year before and calculates the difference as well as what was billed two years prior and the difference. This report also helps you keep on top of your budget by showing you the current year's budget and the difference in the projected billing for the year. You can sort by account executive in order to get a general progress report on your sales people or by industry to make sure that you are meeting industry revenue goals.

Column Headings:

- Contr Numb - contract number
- Projected This Year - projected to bill this year
- Billed Last Year - billed last year for given month
- Difference - difference from last year
- Billed 2 Years Ago - billed 2 years ago for given month
- Difference - difference from 2 years ago
- Budget This Year - budget or goal for given month this year
- Difference - difference from budget

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified:

- All Advertisers are included
- The following Acct Execs are Included: 1
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

Agency commission is subtracted from gross amount
The following Query was used for this report

```
SELECT DISTINCT sr.number,cr1.Description as Descr1,cr1.Number as Nbr1,1 FROM ContractSkdPages sr,ContractHeader cr1,Advertiser cr1
WHERE sr.ValidThru >= 33048 AND sr.ValidFrom <= 33065 AND sr.number = cr1.number AND cr1.NumberInvoices > 0 AND cr1.Advertiser =
cr1.Number AND cr1.AcctExec IN ( 1 ) union SELECT DISTINCT mr.number,cr2.Description as Descr1,cr2.Number as Nbr1,2 FROM
ContractMiscPages mr,ContractHeader cr2,Advertiser cr2 WHERE mr.ValidThru >= 33048 AND mr.ValidFrom <= 33065 AND mr.BothExtInt <> 2
AND mr.number = cr2.number AND cr2.NumberInvoices > 0 AND cr2.Advertiser = cr2.Number AND cr2.AcctExec IN ( 1 ) union SELECT
DISTINCT ppr.number,cr3.Description as Descr1,cr3.Number as Nbr1,3 FROM PaidProgramming ppr,Programs hr,Advertiser cr3 WHERE
hr.ValidThru >= 33048 AND hr.ValidFrom <= 33065 AND ppr.number = hr.number AND ppr.NumberInvoices > 0 AND ppr.Advertiser =
cr3.Number AND ppr.AcctExec IN ( 1 ) ORDER BY 2,1
```

07/12/03
08:35:45

KDRO-TV
Comparative Billing Projection
For Month of July 2002

Page 2

Advertiser	Numbr	Contr Numbr	Projected		Billed		Budget		
			This Year	Last Year	Difference	2 years ago	Difference	This Year	Difference
Banana Republic	26	170	3200.00						
		186	775.00						
Total Banana Republic			3975.00	0.00	3975.00	0.00	3975.00	0.00	3975.00
Flagstaff House	32	172	804.00						
Total Flagstaff House			804.00	0.00	804.00	0.00	804.00	0.00	804.00
Fuzzy Wuzzy's	10	176	360.00						
Total Fuzzy Wuzzy's			360.00	0.00	360.00	0.00	360.00	0.00	360.00
Miller Brewing Company	45	171	3570.00						
Total Miller Brewing Company			3570.00	0.00	3570.00	0.00	3570.00	0.00	3570.00
Rocky Mountain Records	17	173	0.00						
Total Rocky Mountain Records			0.00	0.00	0.00	0.00	0.00	0.00	0.00
The Gap	9	174	2766.75						
		182	461.12						
Total The Gap			3227.88	0.00	3227.88	0.00	3227.88	0.00	3227.88
US West	4	181	387.50						
Total US West			387.50	0.00	387.50	0.00	387.50	0.00	387.50
Report total			12324.38	0.00	12324.38	0.00	12324.38	0.00	12324.38

Industry	Contr Number	# of Spots	Gross Amount	Agency Commissn	Rep Commissn	Net Billing	A/E Commissn	Net	% Tot
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Report Description:

This report shows the break down of revenue by dollar amounts and percentages. The report lists this by the largest amount to the smallest amount, so that you can quickly see a revenue breakdown. You may sort by Advertiser to determine which advertisers comprise the top 80% of your revenue and the dollar amounts each advertiser spends. This may come in handy when assigning fillers, as you can quickly determine to offer bonus spots. If sorting by account executive, you may determine which account executive is responsible for securing the highest percentage of your operation's overall revenue.

Column Headings:

Contr Number - contract number
of Spots - total number of spots ordered
Gross Amount - gross amount ordered
Agency Commissn - total agency commission allowed
Rep Commissn - total rep firm commission allowed
Net Billing - net amount to be billed this contract
A/E Commissn - total a/e commission allowed
% Tot - percent of report total

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT sr.number,0 AS Page,tt.IdAmount,jr1.Description as Descr1,jr1.Number as Nbr1,1 FROM ContractSkdPages
sr,ContractHeader or1,Temp3 AS tt,Industry jr1 WHERE sr.ValidThru >= 33257 AND sr.ValidFrom <= 33294 AND sr.number = or1.number AND
or1.NumberInvoices > 0 AND or1.Industry = jr1.Number AND jr1.Number = tt.Id union SELECT DISTINCT
mr.number,mr.page,tt2.IdAmount,jr2.Description as Descr1,jr2.Number as Nbr1,2 FROM ContractMiscPages mr,ContractHeader or2,Temp3 AS
tt2,Industry jr2 WHERE mr.ValidThru >= 33257 AND mr.ValidFrom <= 33294 AND mr.BothExtInt <> 2 AND mr.number = or2.number AND
or2.NumberInvoices > 0 AND or2.Industry = jr2.Number AND jr2.Number = tt2.Id ORDER BY 3 DESC,4,1
```

Industry	Contr Number	# of Spots	Gross Amount	Agency Commissn	Rep Commissn	Net Billing	A/E Commissn	Net	% Tot
BARS	3	176	0	400.00	40.00	0.00	360.00	54.00	306.00 1.54
		193	62	8370.00	1255.50	0.00	7114.50	1067.18	6047.32 32.22
Total BARS			62	8770.00	1295.50	0.00	7474.50	1121.18	6353.32 33.76
HEALTH/FITNESS	21	192	62	7440.00	0.00	0.00	7440.00	1116.00	6324.00 28.64
HARDWARE	14	187	93	2325.00	348.75	0.00	1976.25	988.12	988.12 8.96
		189	111	2193.00	328.95	0.00	1664.05	932.02	932.02 8.44
Total HARDWARE			204	4518.00	677.70	0.00	3640.30	1920.15	1920.15 17.39
FOOD	6	191	93	1395.00	0.00	0.00	1395.00	139.50	1255.50 5.37
		195	217	1999.50	0.00	0.00	1999.50	199.95	1799.55 7.70
Total FOOD			310	3394.50	0.00	0.00	3394.50	339.45	3055.05 13.07
FINANCIAL	2	180	155	968.75	0.00	0.00	968.75	484.38	484.38 3.73
CLOTHING	4	182	13	32.50	4.88	0.00	27.62	4.14	23.48 0.13
		186	155	775.00	0.00	0.00	775.00	116.25	658.75 2.98
Total CLOTHING			168	807.50	4.88	0.00	802.62	120.39	682.23 3.11
AUTOMOTIVE	1	194	40	60.00	0.00	0.00	60.00	12.00	68.00 0.31
Report total			1001	25978.75	1978.08	0.00	24000.68	5113.54	18887.13 100.00

07/12/03
08:34:22

KDRO-TV
Revenue Distribution Analysis
Spots Running 01/26/03 thru 02/25/03

Page 1

Account Exec	Contr Numbr	# of Numbr Spots	Gross Amount	Agency Commissn	Rep Commissn	Net Billing	A/E Commissn	Net	% Tot
--------------	----------------	---------------------	-----------------	--------------------	-----------------	----------------	-----------------	-----	-------

Report Description:

This report shows the break down of revenue by dollar amounts and percentages. The report lists this by the largest amount to the smallest amount, so that you can quickly see a revenue breakdown. You may sort by Advertiser to determine which advertisers comprise the top 50% of your revenue and the dollar amounts each advertiser spends. This may come in handy when assigning fillers, as you can quickly determine to offer bonus spots. If sorting by account executive, you may determine which account executive is responsible for securing the highest percentage of your operation's overall revenue.

Column Headings:

Contr Numbr - contract number
of Spots - total number of spots ordered
Gross Amount - gross amount ordered
Agency Commissn - total agency commission allowed
Rep Commissn - total rep firm commission allowed
Net Billing - net amount to be billed this contract
A/E Commissn - total a/e commission allowed
% Tot - percent of report total

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT sr.number, 0 AS Page, tt.IdAmount, aer1.Description as Descr1, aer1.Number as Nbr1, 1 FROM ContractSkdPages
sr, ContractHeader or1, Temp3 AS tt, AccountExec aer1 WHERE sr.ValidThru >= 33257 AND sr.ValidFrom <= 33294 AND sr.number = or1.number
AND or1.NumberInvoices > 0 AND or1.AcctExec = aer1.Number AND aer1.Number = tt.Id union SELECT DISTINCT
mr.number, mr.page, tt2.IdAmount, aer2.Description as Descr2, aer2.Number as Nbr2, 2 FROM ContractMiscPages mr, ContractHeader or2, Temp3
AS tt2, AccountExec aer2 WHERE mr.ValidThru >= 33257 AND mr.ValidFrom <= 33294 AND mr.BothExtInt <> 2 AND mr.number = or2.number AND
or2.NumberInvoices > 0 AND or2.AcctExec = aer2.Number AND aer2.Number = tt2.Id ORDER BY 3 DESC, 4, 1
```

07/12/03
08:34:22

KDRO-TV
Revenue Distribution Analysis
Spots Running 01/26/03 thru 02/25/03

Page 2

Account Exec	Contr Numbr	# of Numbr Spots	Gross Amount	Agency Commissn	Rep Commissn	Net Billing	A/E Commissn	Net	% Tot
Irving, Washington	1	176	0	400.00	40.00	0.00	360.00	54.00	306.00 1.41
		182	13	32.50	4.88	0.00	27.62	4.14	23.48 0.11
		186	155	775.00	0.00	0.00	775.00	116.25	658.75 2.74
		190	93	0.00	0.00	0.00	0.00	0.00	0.00 0.00
		192	62	7440.00	0.00	0.00	7440.00	1116.00	6324.00 26.29
	193	62	8370.00	1255.50	0.00	7114.50	1067.18	6047.32 29.57	
Total Irving, Washington			385	17017.50	1300.38	0.00	15717.12	2357.57	13359.56 60.12
White, Mont	2	180	155	968.75	0.00	0.00	968.75	484.38	484.38 3.42
		187	93	2325.00	348.75	0.00	1976.25	988.12	988.12 8.21
		189	111	2193.00	328.95	0.00	1864.05	932.02	932.02 7.75
Total White, Mont			359	5486.75	677.70	0.00	4809.05	2404.52	2404.52 19.39
Baker, Norma Jean	3	191	93	1395.00	0.00	0.00	1395.00	139.50	1255.50 4.93
		195	217	1999.50	0.00	0.00	1999.50	199.95	1799.55 7.06
Total Baker, Norma Jean			310	3394.50	0.00	0.00	3394.50	339.45	3055.05 11.99
Garner, Jim	4	194	40	60.00	0.00	0.00	60.00	12.00	68.00 0.28
		196	186	2325.00	0.00	0.00	2325.00	348.75	1976.25 8.21
Total Garner, Jim			226	2405.00	0.00	0.00	2405.00	360.75	2044.25 8.50
Report total			1280	28303.75	1978.08	0.00	26325.68	5462.29	20863.38 100.00

Account Exec	Contr	# of	Gross	Agency	Rep	Net	A/E		
Advertiser	Numbr	Numbr	Spots	Amount	Commissn	Commissn	Billing	Commissn	Net

Report Description:

This report details what was ordered to run during a given period of time. The revenue projection shows the value of spots scheduled to air during the from/thru dates that you choose. Summit excludes the dollar value of spot scheduled outside these dates, even though they may be part of the contract. With this report you are able to see how many spots were ordered from a particular advertiser and contract. You can then see the gross dollar value of the ordered spots along with the agency commission, rep firm commission and the agency commission. This report also shows the net billing and the net revenue. Revenue is used in the accrual accounting sense - revenue is earned when it is aired, regardless of when it will bill.

Column Headings:

Contr Numbr - contract number
of Spots - total number of spots ordered
Gross Amount - gross amount ordered
Agency Commissn - total agency commission allowed
Rep Commissn - total rep firm commission allowed
Net Billing - net amount to be billed this contract
A/E Commissn - total a/e commission allowed
Net - net after a/e commission

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT sr.number,0 AS Page,aer1.Description as Descr2,aer1.Number as Nbr2,cr1.Description as Descr1,cr1.Number as Nbr1,1 FROM ContractSkdPages sr,ContractHeader cr1,AccountExec aer1,Advertiser cr1 WHERE sr.ValidThru >= 33239 AND sr.ValidFrom <= 33346 AND sr.number = cr1.number AND cr1.NumberInvoices > 0 AND cr1.AcctExec = aer1.Number AND cr1.Advertiser = cr1.Number union SELECT DISTINCT mr.number,mr.page,aer2.Description as Descr2,aer2.Number as Nbr2,cr2.Description as Descr1,cr2.Number as Nbr1,2 FROM ContractMiscPages mr,ContractHeader cr2,AccountExec aer2,Advertiser cr2 WHERE mr.ValidThru >= 33239 AND mr.ValidFrom <= 33346 AND mr.BothExtInt <> 2 AND mr.number = cr2.number AND cr2.NumberInvoices > 0 AND cr2.AcctExec = aer2.Number AND cr2.Advertiser = cr2.Number union SELECT DISTINCT ppr.number,0 AS Page,aer3.Description as Descr2,aer3.Number as Nbr2,cr3.Description as Descr1,cr3.Number as Nbr1,3 FROM PaidProgramming ppr,Programs hr,AccountExec aer3,Advertiser cr3 WHERE hr.ValidThru >= 33239 AND hr.ValidFrom <= 33346 AND ppr.number = hr.number AND ppr.NumberInvoices > 0 AND ppr.AcctExec = aer3.Number AND ppr.Advertiser = cr3.Number ORDER BY 3,5,1
```


KDRO-TV
Earned Revenue Projection
Spots Running 01/08/03 thru 04/18/03

Account Exec Advertiser	Contr Number	# of Spots	Gross Amount	Agency Commissn	Rep Commissn	Net Billing	A/E Commissn	Net	

Baker, Norma Jean									
Antica Roma	33	191	156	2340.00	0.00	0.00	2340.00	234.00	2106.00
Ideal Market	35	195	707	6514.50	0.00	0.00	6514.50	651.45	5863.05
Total Baker, Norma Jean			863	8854.50	0.00	0.00	8854.50	885.45	7969.05
Garner, Jim									
Bob's Texaco	38	194	140	280.00	0.00	0.00	280.00	42.00	238.00
Ska Brewery	54	196	606	7575.00	0.00	0.00	7575.00	1136.25	6438.75
Total Garner, Jim			746	7855.00	0.00	0.00	7855.00	1178.25	6676.75
Irving, Washington									
Alfalfas	5	124	15	1500.00	0.00	0.00	1500.00	225.00	1275.00
Banana Republic	26	186	505	2525.00	0.00	0.00	2525.00	378.75	2146.25
Fuzzy Wuzzy's	10	176	0	1200.00	120.00	0.00	1080.00	162.00	918.00
		193	202	27270.00	4090.50	0.00	23179.50	3476.92	19702.58
Total Fuzzy Wuzzy's			202	28470.00	4210.50	0.00	24259.50	3638.92	20620.58
Kimberly-Clark Corpration	20	192	162	19440.00	0.00	0.00	19440.00	2916.00	16524.00
Nature's Nectar	13	190	240	0.00	0.00	0.00	0.00	0.00	0.00
The Gap	9	182	31	77.50	11.62	0.00	65.88	9.88	55.99
Total Irving, Washington			1155	52012.50	4222.12	0.00	47790.38	7168.56	40621.82
White, Mont									
Black and Decker	48	187	303	7575.00	1136.25	0.00	6438.75	3219.38	3219.38
		189	292	5796.00	869.40	0.00	4926.60	2463.30	2463.30
Total Black and Decker			595	13371.00	2005.65	0.00	11365.35	5682.68	5682.68
Blue Cross of Colorado	46	180	505	3156.25	0.00	0.00	3156.25	1578.12	1578.12
Total White, Mont			1100	16527.25	2005.65	0.00	14521.60	7260.80	7260.80
Report total			3864	85249.25	6227.78	0.00	79021.48	16493.06	62528.42

07/07/03
17:20:57

KDRO-TV
Earned Revenue Projection
(including Makegoods)
Spots Running 01/08/03 thru 04/18/03

Page 1

Account Exec	Contr	in Makegoods	Ordered	Agency	Rep	Net	A/E				
Advertiser	Numbr	Numbr	Spots	Amount	Spots	Amount	Commissn	Commissn	Billing	Commissn	Net

Report Description:

This report details what was ordered to run during a given period of time. The revenue projection shows the value of spots scheduled to air during the from/thru dates that you choose. Summit excludes the dollar value of spot scheduled outside these dates, even though they may be part of the contract. With this report you are able to see how many spots were ordered from a particular advertiser and contract. You can then see the gross dollar value of the ordered spots along with the agency commission, rep firm commission and the agency commission. This report also shows the net billing and the net revenue. Revenue is used in the accrual accounting sense - revenue is earned when it is aired, regardless of when it will bill.

Column Headings:

Contr Numbr - contract number
of Spots - total number of spots ordered
Gross Amount - gross amount ordered
Agency Commissn - total agency commission allowed
Rep Commissn - total rep firm commission allowed
Net Billing - net amount to be billed this contract
A/E Commissn - total a/e commission allowed
Net - net after a/e commission

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout, with M/Gs

The following Restrictions have been specified

All Advertisers are included
All Acct Execs are included
All Agencies are included
All Billing Groups are included
All Industries are included
All Rep Firms are included
All Contracts are included
All Sales Types are included
All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT sr.number,0 AS Page,aer1.Description as Descr2,aer1.Number as Nbr2,cr1.Description as Descr1,cr1.Number as Nbr1,1  
FROM ContractSkdPages sr,ContractHeader cr1,AccountExec aer1,Advertiser cr1 WHERE sr.ValidThru >= 33239 AND sr.ValidFrom <= 33346  
AND sr.number = cr1.number AND cr1.NumberInvoices > 0 AND cr1.AcctExec = aer1.Number AND cr1.Advertiser = cr1.Number union SELECT  
DISTINCT mr.number,mr.page,aer2.Description as Descr2,aer2.Number as Nbr2,cr2.Description as Descr1,cr2.Number as Nbr1,2 FROM  
ContractMiscPages mr,ContractHeader cr2,AccountExec aer2,Advertiser cr2 WHERE mr.ValidThru >= 33239 AND mr.ValidFrom <= 33346 AND  
mr.BothExtInt <> 2 AND mr.number = cr2.number AND cr2.NumberInvoices > 0 AND cr2.AcctExec = aer2.Number AND cr2.Advertiser =  
cr2.Number union SELECT DISTINCT ppr.number,0 AS Page,aer3.Description as Descr2,aer3.Number as Nbr2,cr3.Description as  
Descr1,cr3.Number as Nbr1,3 FROM PaidProgramming ppr,Programs hr,AccountExec aer3,Advertiser cr3 WHERE hr.ValidThru >= 33239 AND  
hr.ValidFrom <= 33346 AND ppr.number = hr.number AND ppr.NumberInvoices > 0 AND ppr.AcctExec = aer3.Number AND ppr.Advertiser =  
cr3.Number ORDER BY 3,5,1
```

07/07/08
17:20:57

KDRO-TV
Earned Revenue Projection
(including Makegoods)
Spots Running 01/08/03 thru 04/18/03

Page 2

Account Exec Advertiser	Contr Numbr	in Makegoods Numbr Spots	Amount	Ordered Spots	Amount	Agency Commissn	Rep Commissn	Net Billing	A/E Commissn	Net	
Baker, Norma Jean											
Antica Roma	33	191	0	0.00	156	2340.00	0.00	0.00	2340.00	234.00	2106.00
Ideal Market	35	195	0	0.00	707	6514.50	0.00	0.00	6514.50	651.45	5863.05
Total Baker, Norma Jean			0	0.00	863	8854.50	0.00	0.00	8854.50	885.45	7969.05
Garner, Jim											
Bob's Texaco	38	194	0	0.00	140	280.00	0.00	0.00	280.00	42.00	238.00
Ska Brewery	54	196	0	0.00	606	7575.00	0.00	0.00	7575.00	1136.25	6438.75
Total Garner, Jim			0	0.00	746	7855.00	0.00	0.00	7855.00	1178.25	6676.75
Irving, Washington											
Alfalfas	5	124	0	0.00	15	1500.00	0.00	0.00	1500.00	225.00	1275.00
Banana Republic	26	186	0	0.00	505	2525.00	0.00	0.00	2525.00	378.75	2146.25
Fuzzy Wuzzy's	10	176	0	0.00	0	1200.00	120.00	0.00	1080.00	162.00	918.00
		193	0	0.00	202	27270.00	4090.50	0.00	23179.50	3476.92	19702.58
Total Fuzzy Wuzzy's			0	0.00	202	28470.00	4210.50	0.00	24259.50	3638.92	20620.58
Kimberly-Clark Corporation	20	192	0	0.00	162	19440.00	0.00	0.00	19440.00	2916.00	16524.00
Nature's Nectar	13	190	0	0.00	240	0.00	0.00	0.00	0.00	0.00	0.00
The Gap	9	182	0	0.00	31	77.50	11.62	0.00	65.88	9.88	55.99
Total Irving, Washington			0	0.00	1155	52012.50	4222.12	0.00	47790.38	7168.56	40621.82
White, Mont											
Black and Decker	48	187	0	0.00	303	7575.00	1136.25	0.00	6438.75	3219.38	3219.38
		189	0	0.00	292	5796.00	869.40	0.00	4926.60	2463.30	2463.30
Total Black and Decker			0	0.00	595	13371.00	2005.65	0.00	11365.35	5682.68	5682.68
Blue Cross of Colorado	46	180	505	3156.25	505	3156.25	0.00	0.00	3156.25	1578.12	1578.12
Total White, Mont			505	3156.25	1100	16527.25	2005.65	0.00	14521.60	7260.80	7260.80
Report total			505	3156.25	3864	85249.25	6227.78	0.00	79021.48	16493.06	62528.42

KDRO-TV
Earned Revenue Projection
(Ordered vs Scheduled)
Spots Running 01/08/03 thru 04/18/03

Account Exec	Contr	# of	Gross	Agency	Rep	Net			
Advertiser	Numbr	Numbr	Spots	Amount	Commissn	Commissn	Billing	Gross	Schd
									Difference

Report Description:

This report details what was ordered to run during a given period of time. The revenue projection shows the value of spots scheduled to air during the from/thru dates that you choose. Summit excludes the dollar value of spot scheduled outside these dates, even though they may be part of the contract. With this report you are able to see how many spots were ordered from a particular advertiser and contract. You can then see the gross dollar value of the ordered spots along with the agency commission, rep firm commission and the agency commission. This report also shows the net billing and the net revenue. Revenue is used in the accrual accounting sense - revenue is earned when it is aired, regardless of when it will bill.

Column Headings:

Contr Numbr - contract number
of Spots - total number of spots ordered
Gross Amount - gross amount ordered
Agency Commissn - total agency commission allowed
Rep Commissn - total rep firm commission allowed
Net Billing - net amount to be billed this contract
A/E Commissn - total a/e commission allowed
Net - net after a/e commission

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout, with ord vs skd

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT sr.number,0 AS Page,aer1.Description as Descr2,aer1.Number as Nbr2,cr1.Description as Descr1,cr1.Number as Nbr1,1
FROM ContractSkdPages sr,ContractHeader or1,AccountExec aer1,Advertiser cr1 WHERE sr.ValidThru >= 33239 AND sr.ValidFrom <= 33346
AND sr.number = or1.number AND or1.NumberInvoices > 0 AND or1.AcctExec = aer1.Number AND or1.Advertiser = cr1.Number union SELECT
DISTINCT mr.number,mr.page,aer2.Description as Descr2,aer2.Number as Nbr2,cr2.Description as Descr1,cr2.Number as Nbr1,2 FROM
ContractMiscPages mr,ContractHeader or2,AccountExec aer2,Advertiser cr2 WHERE mr.ValidThru >= 33239 AND mr.ValidFrom <= 33346 AND
mr.BothExtInt <> 2 AND mr.number = or2.number AND or2.NumberInvoices > 0 AND or2.AcctExec = aer2.Number AND or2.Advertiser =
cr2.Number union SELECT DISTINCT ppr.number,0 AS Page,aer3.Description as Descr2,aer3.Number as Nbr2,cr3.Description as
Descr1,cr3.Number as Nbr1,3 FROM PaidProgramming ppr,Programs hr,AccountExec aer3,Advertiser cr3 WHERE hr.ValidThru >= 33239 AND
hr.ValidFrom <= 33346 AND ppr.number = hr.number AND ppr.NumberInvoices > 0 AND ppr.AcctExec = aer3.Number AND ppr.Advertiser =
cr3.Number ORDER BY 3,5,1
```

07/07/03
17:21:19

KDRO-TV

Earned Revenue Projection
(Ordered vs Scheduled)

Spots Running 01/08/03 thru 04/18/03

Account Exec Advertiser	Contr Numbr	# of Spots	Gross Amount	Agency Commissn	Rep Commissn	Net Billing	Gross Schd	Difference	
Baker, Norma Jean									
Antica Roma	33	191	156	2340.00	0.00	0.00	2340.00	2340.00	0.00
Ideal Market	35	195	707	6514.50	0.00	0.00	6514.50	6514.50	0.00
Total Baker, Norma Jean			863	8854.50	0.00	0.00	8854.50	8854.50	0.00
Garner, Jim									
Bob's Texaco	38	194	140	280.00	0.00	0.00	280.00	280.00	0.00
Ska Brewery	54	196	606	7575.00	0.00	0.00	7575.00	7575.00	0.00
Total Garner, Jim			746	7855.00	0.00	0.00	7855.00	7855.00	0.00
Irving, Washington									
Alfalfas	5	124	15	1500.00	0.00	0.00	1500.00	2300.00	-800.00
Banana Republic	26	186	505	2525.00	0.00	0.00	2525.00	2525.00	0.00
Fuzzy Wuzzy's	10	176	0	1200.00	120.00	0.00	1080.00	800.00	400.00
		193	202	27270.00	4090.50	0.00	23179.50	27270.00	0.00
Total Fuzzy Wuzzy's			202	28470.00	4210.50	0.00	24259.50	28070.00	400.00
Kimberly-Clark Corporation	20	192	162	19440.00	0.00	0.00	19440.00	19440.00	0.00
Nature's Nectar	13	190	240	0.00	0.00	0.00	0.00	0.00	0.00
The Gap	9	182	31	77.50	11.62	0.00	65.88	77.50	0.00
Total Irving, Washington			1155	52012.50	4222.12	0.00	47790.38	52412.50	-400.00
White, Mont									
Black and Decker	48	187	303	7575.00	1136.25	0.00	6438.75	7575.00	0.00
		189	292	5796.00	869.40	0.00	4926.60	5796.00	0.00
Total Black and Decker			595	13371.00	2005.65	0.00	11365.35	13371.00	0.00
Blue Cross of Colorado	46	180	505	3156.25	0.00	0.00	3156.25	0.00	3156.25
Total White, Mont			1100	16527.25	2005.65	0.00	14521.60	13371.00	3156.25
Report total			3864	85249.25	6227.78	0.00	79021.48	82493.00	2756.25

Account Exec	Contr	Calendar Months of							Total
Advertiser	Numbr Numbr	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02		

Report Description:

This report is used to view the dollar amounts for the contracts you enter on a given day or period of time and shows the potential revenue of those spots for up to six months into the future. You can choose to organize this report by weeks, by standard broadcast months or by calendar month and can select up to 6 of your chosen units-months or weeks. The start date given will start your report at the beginning of the week or month that the date falls in, depending on what units you selected to organize by. For example if you chose the date 06/14/02, and run the report by months then the report will start with June. If, however, you run the report by weeks, the report will start with the week of 06/10/02. This is a very valuable tool in assessing how your current sales efforts are affecting the future.

Column Headings:

Contr Numbr - contract number

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout, cal mo

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

The following Query was used for this report

```

SELECT DISTINCT sr.number,aer1.Description as Descr2,aer1.Number as Nbr2,cr1.Description as Descr1,cr1.Number as Nbr1,1 FROM
ContractSkdPages sr,ContractHeader or1,AccountExec aer1,Advertiser cr1 WHERE sr.ValidThru >= 32867 AND sr.ValidFrom <= 33057 AND
or1.OrderDate >= 32874 AND or1.OrderDate <= 32966 AND sr.number = or1.number AND or1.NumberInvoices > 0 AND or1.AcctExec =
aer1.Number AND or1.Advertiser = cr1.Number union
SELECT DISTINCT mr.number,aer2.Description as Descr2,aer2.Number as
Nbr2,cr2.Description as Descr1,cr2.Number as Nbr1,2 FROM ContractMiscPages mr,ContractReader cr2,AccountExec aer2,Advertiser cr2
WHERE mr.ValidThru >= 32867 AND mr.ValidFrom <= 33057 AND or2.OrderDate >= 32874 AND or2.OrderDate <= 32966 AND mr.BothExtInt <> 2
AND mr.number = or2.number AND or2.NumberInvoices > 0 AND or2.AcctExec = aer2.Number AND or2.Advertiser = cr2.Number union
SELECT
DISTINCT ppr.number,aer3.Description as Descr2,aer3.Number as Nbr2,cr3.Description as Descr1,cr3.Number as Nbr1,3 FROM
PaidProgramming ppr,Programs hr,AccountExec aer3,Advertiser cr3 WHERE hr.ValidThru >= 32867 AND hr.ValidFrom <= 33057 AND
ppr.number = hr.number AND ppr.NumberInvoices > 0 AND ppr.AcctExec = aer3.Number AND ppr.Advertiser = cr3.Number ORDER BY 2,4,1

```

Account Exec Advertiser	Contr		Calendar Months of						Total
	Numbr	Numbr	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	
Baker, Norma Jean									
Antica Roma	33	119	0.00	0.00	0.00	0.00	0.00	100.00	100.00
Eastern Mountain Sports	36	161	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		164	500.00	50.00	0.00	0.00	0.00	0.00	550.00
Total Eastern Mountain Sports			500.00	50.00	0.00	0.00	0.00	0.00	550.00
Runners Roost	31	166	400.00	50.00	0.00	0.00	0.00	0.00	450.00
		167	0.00	0.00	0.00	320.00	0.00	0.00	320.00
Total Runners Roost			400.00	50.00	0.00	320.00	0.00	0.00	770.00
Total Baker, Norma Jean			900.00	100.00	0.00	320.00	0.00	100.00	1420.00
Irving, Washington									
Alfalfas	5	162	60.00	0.00	0.00	0.00	0.00	0.00	60.00
Nature's Nectar	13	165	40.00	100.00	0.00	0.00	0.00	0.00	140.00
Total Irving, Washington			100.00	100.00	0.00	0.00	0.00	0.00	200.00
White, Mont									
Burger King	27	163	75.00	0.00	0.00	0.00	0.00	0.00	75.00
		168	0.00	0.00	4500.00	4500.00	4650.00	0.00	13650.00
Total Burger King			75.00	0.00	4500.00	4500.00	4650.00	0.00	13725.00
Total White, Mont			75.00	0.00	4500.00	4500.00	4650.00	0.00	13725.00
Report total			1075.00	200.00	4500.00	4820.00	4650.00	100.00	15345.00

Account Exec Advertiser	Contr Numbr	Weeks of					Total
		31 Dec	07 Jan	14 Jan	21 Jan	28 Jan	

Report Description:

This report is used to view the dollar amounts for the contracts you enter on a given day or period of time and shows the potential revenue of those spots for up to six months into the future. You can choose to organize this report by weeks, by standard broadcast months or by calendar month and can select up to 6 of your chosen units-months or weeks. The start date given will start your report at the beginning of the week or month that the date falls in, depending on what units you selected to organize by. For example if you chose the date 06/14/02, and run the report by months then the report will start with June. If, however, you run the report by weeks, the report will start with the week of 06/10/02. This is a very valuable tool in assessing how your current sales efforts are affecting the future.

Column Headings:

Contr Numbr - contract number

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout, weeks

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT sr.number,aer1.Description as Descr2,aer1.Number as Nbr2,cr1.Description as Descr1,cr1.Number as Nbr1,1 FROM
ContractSkdPages sr,ContractHeader cr1,AccountExec aer1,Advertiser cr1 WHERE sr.ValidThru >= 32867 AND sr.ValidFrom <= 33057 AND
cr1.OrderDate >= 32874 AND cr1.OrderDate <= 32966 AND sr.number = cr1.number AND cr1.NumberInvoices > 0 AND cr1.AcctExec =
aer1.Number AND cr1.Advertiser = cr1.Number union
SELECT DISTINCT mr.number,aer2.Description as Descr2,aer2.Number as
Nbr2,cr2.Description as Descr1,cr2.Number as Nbr1,2 FROM ContractMiscPages mr,ContractHeader cr2,AccountExec aer2,Advertiser cr2
WHERE mr.ValidThru >= 32867 AND mr.ValidFrom <= 33057 AND cr2.OrderDate >= 32874 AND cr2.OrderDate <= 32966 AND mr.BothExtInt <> 2
AND mr.number = cr2.number AND cr2.NumberInvoices > 0 AND cr2.AcctExec = aer2.Number AND cr2.Advertiser = cr2.Number union
SELECT
DISTINCT ppr.number,aer3.Description as Descr2,aer3.Number as Nbr2,cr3.Description as Descr1,cr3.Number as Nbr1,3 FROM
PaidProgramming ppr,Programs hr,AccountExec aer3,Advertiser cr3 WHERE hr.ValidThru >= 32867 AND hr.ValidFrom <= 33057 AND
ppr.number = hr.number AND ppr.NumberInvoices > 0 AND ppr.AcctExec = aer3.Number AND ppr.Advertiser = cr3.Number ORDER BY 2,4,1
```


Account Exec Advertiser	Contr Numbr	Numbr	Weeks of					Total
			31 Dec	07 Jan	14 Jan	21 Jan	28 Jan	
Baker, Norma Jean								
Antica Roma	33	119	0.00	0.00	0.00	0.00	0.00	0.00
Eastern Mountain Sports	36	161	0.00	0.00	0.00	0.00	0.00	0.00
		164	0.00	0.00	0.00	500.00	0.00	50.00
Total Eastern Mountain Sports			0.00	0.00	0.00	500.00	0.00	50.00
Runners Roost	31	166	0.00	0.00	0.00	400.00	0.00	50.00
		167	0.00	0.00	0.00	0.00	0.00	0.00
Total Runners Roost			0.00	0.00	0.00	400.00	0.00	50.00
Total Baker, Norma Jean			0.00	0.00	0.00	900.00	0.00	100.00
Irving, Washington								
Alfalfas	5	162	0.00	0.00	0.00	40.00	20.00	0.00
Nature's Nectar	13	165	0.00	0.00	0.00	40.00	0.00	100.00
Total Irving, Washington			0.00	0.00	0.00	80.00	20.00	100.00
White, Mont								
Burger King	27	163	0.00	0.00	0.00	75.00	0.00	0.00
		168	0.00	0.00	0.00	0.00	0.00	0.00
Total Burger King			0.00	0.00	0.00	75.00	0.00	0.00
Total White, Mont			0.00	0.00	0.00	75.00	0.00	0.00
Report total			0.00	0.00	0.00	1055.00	20.00	200.00

Account Exec	Contr	Standard Months of							
Advertiser	Numbr	Numbr	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Total

Report Description:

This report is used to view the dollar amounts for the contracts you enter on a given day or period of time and shows the potential revenue of those spots for up to six months into the future. You can choose to organize this report by weeks, by standard broadcast months or by calendar month and can select up to 6 of your chosen units-months or weeks. The start date given will start your report at the beginning of the week or month that the date falls in, depending on what units you selected to organize by. For example if you chose the date 06/14/02, and run the report by months then the report will start with June. If, however, you run the report by weeks, the report will start with the week of 06/10/02. This is a very valuable tool in assessing how your current sales efforts are affecting the future.

Column Headings:

Contr Numbr - contract number

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout, sbc

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

The following Query was used for this report

```

SELECT DISTINCT sr.number, aer1.Description as Descr2, aer1.Number as Nbr2, cr1.Description as Descr1, cr1.Number as Nbr1, 1 FROM
ContractSkdPages sr, ContractHeader or1, AccountExec aer1, Advertiser cr1 WHERE sr.ValidThru >= 32867 AND sr.ValidFrom <= 33057 AND
or1.OrderDate >= 32874 AND or1.OrderDate <= 32966 AND sr.number = or1.number AND or1.NumberInvoices > 0 AND or1.AcctExec =
aer1.Number AND or1.Advertiser = cr1.Number union
SELECT DISTINCT mr.number, aer2.Description as Descr2, aer2.Number as
Nbr2, cr2.Description as Descr1, cr2.Number as Nbr1, 2 FROM ContractMiscPages mr, ContractHeader or2, AccountExec aer2, Advertiser cr2
WHERE mr.ValidThru >= 32867 AND mr.ValidFrom <= 33057 AND or2.OrderDate >= 32874 AND or2.OrderDate <= 32966 AND mr.BothExtInt <> 2
AND mr.number = or2.number AND or2.NumberInvoices > 0 AND or2.AcctExec = aer2.Number AND or2.Advertiser = cr2.Number union
SELECT
DISTINCT ppr.number, aer3.Description as Descr2, aer3.Number as Nbr2, cr3.Description as Descr1, cr3.Number as Nbr1, 3 FROM
PaidProgramming ppr, Programs hr, AccountExec aer3, Advertiser cr3 WHERE hr.ValidThru >= 32867 AND hr.ValidFrom <= 33057 AND
ppr.number = hr.number AND ppr.NumberInvoices > 0 AND ppr.AcctExec = aer3.Number AND ppr.Advertiser = cr3.Number ORDER BY 2, 4, 1

```

Account Exec	Contr		Standard Months of						Total
Advertiser	Numbr	Numbr	Jan 02	Feb 02	Mar 02	Apr 02	May 02	Jun 02	Total
Baker, Norma Jean									
Antica Roma	33	119	0.00	0.00	0.00	0.00	0.00	100.00	100.00
Eastern Mountain Sports	36	161	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		164	500.00	50.00	0.00	0.00	0.00	0.00	550.00
Total Eastern Mountain Sports			500.00	50.00	0.00	0.00	0.00	0.00	550.00
Runners Roost	31	166	400.00	50.00	0.00	0.00	0.00	0.00	450.00
		167	0.00	0.00	0.00	320.00	0.00	0.00	320.00
Total Runners Roost			400.00	50.00	0.00	320.00	0.00	0.00	770.00
Total Baker, Norma Jean			900.00	100.00	0.00	320.00	0.00	100.00	1420.00
Irving, Washington									
Alfalfas	5	162	40.00	20.00	0.00	0.00	0.00	0.00	60.00
Nature's Nectar	13	165	40.00	100.00	0.00	0.00	0.00	0.00	140.00
Total Irving, Washington			80.00	120.00	0.00	0.00	0.00	0.00	200.00
White, Mont									
Burger King	27	163	75.00	0.00	0.00	0.00	0.00	0.00	75.00
		168	0.00	0.00	4500.00	4200.00	4200.00	750.00	13650.00
Total Burger King			75.00	0.00	4500.00	4200.00	4200.00	750.00	13725.00
Total White, Mont			75.00	0.00	4500.00	4200.00	4200.00	750.00	13725.00
Report total			1055.00	220.00	4500.00	4520.00	4200.00	850.00	15345.00

Account Exec	Contra	Order	Run Dates	# of	Gross	Agency	Rep	Net	A/E	
Advertiser	Numbr	Numbr	From	Thru	Spots	Amount	Commissn	Commissn	Billing	Commissn

Report Description:

This report will show you the total value of contracts sold on a specific day or period of days. This report, among other things is a helpful progress report that can show account executives or their managers how well they have sold for a given period of time. It is important to note, though, that this report will give you information about what has been ordered, not what has actually aired. This report can be restricted/sorted to show you how much has been sold to certain industries, or by sales type to show where your sales are concentrated and get an idea of where you might like to focus your sales efforts. This report shows the advertiser along with the contract number sold, run dates, number of spots sold, the gross amount sold, agency commission, rep firm commission, net billing and the account executive's commission.

Column Headings:

Contra Numbr - contract number
Order Date - contract order date
Run Dates/From - contract start date
Run Dates/From - contract end date
of Spots - total number of spots ordered
Gross Amount - gross amount ordered
Agency Commissn - total agency commission allowed
Rep Commissn - total rep firm commission allowed
Net Billing - net amount to be billed this contract
A/E Commissn - total a/e commission allowed

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

All Advertisers are included
The following Acct Execs are Included: 1,4,2
All Agencies are included
All Billing Groups are included
All Industries are included
All Rep Firms are included
All Contracts are included
All Sales Types are included
All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT sr.number,0 AS Page,aer1.Description as Descr2,aer1.Number as Nbr2,cr1.Description as Descr1,cr1.Number as Nbr1,1
FROM ContractSkdPages sr,ContractHeader or1,AccountExec aer1,Advertiser cr1 WHERE or1.orderDate BETWEEN 32933 AND 33021 AND
sr.number = or1.number AND or1.AcctExec = aer1.Number AND or1.Advertiser = cr1.Number AND or1.AcctExec IN (1,4,2 ) union SELECT
DISTINCT mr.number,mr.page,aer2.Description as Descr2,aer2.Number as Nbr2,cr2.Description as Descr1,cr2.Number as Nbr1,2 FROM
ContractMiscPages mr,ContractHeader or2,AccountExec aer2,Advertiser cr2 WHERE or2.orderDate BETWEEN 32933 AND 33021 AND
mr.BothExtInt <> 2 AND mr.number = or2.number AND or2.AcctExec = aer2.Number AND or2.Advertiser = cr2.Number AND or2.AcctExec IN
(1,4,2 ) union SELECT DISTINCT ppr.number,0 AS Page,aer3.Description as Descr2,aer3.Number as Nbr2,cr3.Description as
Descr1,cr3.Number as Nbr1,3 FROM PaidProgramming ppr,Programs hr,AccountExec aer3,Advertiser cr3 WHERE hr.ValidFrom BETWEEN 32933
AND 33021 AND ppr.number = hr.number AND ppr.AcctExec = aer3.Number AND ppr.Advertiser = cr3.Number AND ppr.AcctExec IN (1,4,2 )
ORDER BY 3,5,1
```

07/07/03
17:25:54

KDRO-TV
Sales Summary
Contracts Dated 03/01/02 thru 05/28/02

Page 2

Account Exec Advertiser	Contr Numbr	Order Date	Run Dates From Thru	# of Spots	Gross Amount	Agency Commissn	Rep Commissn	Net Billing	A/E Commissn

Irving, Washington									
Banana Republic	26	170	04/04/02 04/15/02 09/02/02	728	14387.50	0.00	0.00	14387.50	2158.12
Flagstaff House	32	172	04/04/02 04/15/02 09/15/02	594	4422.00	0.00	0.00	4422.00	669.30
Fuzzy Wuzzy's	10	176	04/04/02 04/04/02 04/04/03	0	4900.00	480.00	0.00	4320.00	648.00
Miller Brewing Company	45	171	04/04/02 04/05/02 10/31/02	1470	31500.00	4725.00	0.00	26775.00	4016.25
Rocky Mountain Records	17	173	04/04/02 04/04/02 12/31/02	2720	0.00	0.00	0.00	0.00	0.00
The Gap	9	174	04/04/02 04/05/02 10/08/02	3670	19267.50	2890.12	0.00	16377.38	2456.61
		182	04/29/02 05/01/02 04/30/03	3385	4175.00	626.25	0.00	3548.75	532.31
Total The Gap				7055	23442.50	3516.38	0.00	19926.12	2988.92
US West	4	181	04/29/02 05/01/02 10/15/02	840	2100.00	0.00	0.00	2100.00	315.00
Total Irving, Washington				13407	80652.00	8721.38	0.00	71930.62	10789.59
White, Mont									
Blue Cross of Colorado	46	180	04/11/02 04/12/02 04/30/03	2380	171625.00	0.00	0.00	171625.00	85812.50
Burger King	27	168	03/01/02 03/02/02 05/31/02	182	13650.00	0.00	0.00	13650.00	6925.00
Total White, Mont				2562	185275.00	0.00	0.00	185275.00	92637.50
Report total				15969	265927.00	8721.38	0.00	257205.62	103427.09

Channel	Advertiser	Contr Numb	# of Spots	Gross Amount	Average \$ per				
					Spot	30 sec	60 sec	Other Lgth	Minute

Report Description:

This report gives you information on what constitutes your revenue. This report shows that average rates booked for different length spots, advertisers and contracts. This information is helpful for political advertising because it gives the lowest dollar amount for a specific spot. It can also help you determine what rate to offer when there is low inventory. The data provided includes information from spots ordered to air during the from/thru dates you specify, but does not necessarily reflect what has actually scheduled.

With this report you can see the advertisers, the number of spots and the contract number of the spots scheduled to airs as well as the average dollar per spot, 30 sec spot, 60 sec spot, other length spot and the average revenue per minute for the time sold. You may also see the percent of spots sold at zero dollars as well as the average revenue per spot sold excluding the zero dollar spots.

Column Headings:

Contr Numb - contract number
of Spots - total number of spots ordered
Gross Amount - gross amount ordered
Average \$ per Spot - average revenue per spot sold
Average \$ per 30 sec - average revenue per 30 second spot sold
Average \$ per 60 sec - average revenue per 60 second spot sold
Average \$ per Other Lgth - average revenue per other length spot sold
Average \$ per Minute - average revenue minute of time sold

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

'Dead' makegoods are subtracted from gross amount
The following Query was used for this report

```
SELECT DISTINCT sr.number,0 AS Page, sr1.Description as Descr2, sr1.Number as Nbr2, cr1.Description as Descr1, cr1.Number as Nbr1, sr1.Number AS Chnl, 1 FROM ContractSkdPages sr, ContractHeader cr1, ZoneGroup zrg1, ZoneChan zrc1, Advertiser cr1 WHERE sr.ValidThru >= 32861 AND sr.ValidFrom <= 32873 AND sr.number = cr1.number AND cr1.NumberInvoices > 0 AND sr.Channel = zrc1.Zone AND sr1.Number = zrc1.Channel AND cr1.Advertiser = cr1.Number union SELECT DISTINCT mr.number, mr.page, sr2.Description as Descr2, sr2.Number as Nbr2, cr2.Description as Descr1, cr2.Number as Nbr1, sr2.Number AS Chnl, 2 FROM ContractMiscPages mr, ContractHeader cr2, ZoneGroup zrg2, ZoneChan zrc2, Advertiser cr2 WHERE mr.ValidThru >= 32861 AND mr.ValidFrom <= 32873 AND mr.BothExtInt <> 2 AND mr.number = cr2.number AND cr2.NumberInvoices > 0 AND mr.Channel = zrc2.Zone AND sr2.Number = zrc2.Channel AND cr2.Advertiser = cr2.Number union SELECT DISTINCT ppr.number, 0 AS Page, sr3.Description as Descr2, sr3.Number as Nbr2, cr3.Description as Descr1, cr3.Number as Nbr1, sr3.Number AS Chnl, 3 FROM PaidProgramming ppr, Programs hr, ZoneGroup zrg3, Advertiser cr3 WHERE hr.ValidThru >= 32861 AND hr.ValidFrom <= 32873 AND ppr.number = hr.number AND ppr.NumberInvoices > 0 AND hr.Channel = zrg3.Number AND ppr.Advertiser = cr3.Number ORDER BY 3, 5, 1
```

Channel	Advertiser	Contr Numb	# of Spots	Gross Amount	Average \$ per				
					Spot	30 sec	60 sec	Other Lgth	Minute
KDRO - Channel 4, Durango									
	Burger King	27	156	24	12600.00	525.00	525.00	0.00	1050.00
	Eastern Mountain Sports	36	134	4	500.00	125.00	125.00	0.00	250.00
	Finkell & Snitch Attornies at Law	23	126	4	400.00	100.00	0.00	100.00	100.00
	High Gear Cyclery	37	139	4	1380.00	345.00	345.00	0.00	690.00
	John Elway Truck	29	141	4	1380.00	345.00	345.00	0.00	690.00
			142	4	1380.00	345.00	345.00	0.00	690.00
	Total John Elway Truck			8	2760.00	345.00	345.00	0.00	690.00
	Norwest Banks	24	143	4	1380.00	345.00	345.00	0.00	690.00
	Stammler	18	127	12	1140.00	95.00	0.00	95.00	95.00
	Subway	25	158	8	440.00	55.00	55.00	0.00	110.00
	Total KDRO - Channel 4, Durango			68	20600.00	302.94	366.54	96.25	490.48
	Report total			68	20600.00	302.94	366.54	96.25	490.48

07/07/03
17:26:40

KDRO-TV
Revenue Analysis
Spots Running 12/26/01 thru 12/31/01

Page 1

Channel	Advertiser	Contr	# of	Gross	Average \$ per						
		Numbr	Numbr	Amount	Spot	30 sec	60 sec	Other Lqth	Pct0Rt	Low Rt	Avg >0Rt

Report Description:

This report gives you information on what constitutes your revenue. This report shows that average rates booked for different length spots, advertisers and contracts. This information is helpful for political advertising because it gives the lowest dollar amount for a specific spot. It can also help you determine what rate to offer when there is low inventory. The data provided includes information from spots ordered to air during the from/thru dates you specify, but does not necessarily reflect what has actually scheduled.

With this report you can see the advertisers, the number of spots and the contract number of the spots scheduled to air as well as the average dollar per spot, 30 sec spot, 60 sec spot, other length spot and the average revenue per minute for the time sold. You may also see the percent of spots sold at zero dollars as well as the average revenue per spot sold excluding the zero dollar spots.

Column Headings:

Contr Numbr - contract number
of Spots - total number of spots ordered
Gross Amount - gross amount ordered
Average \$ per Spot - average revenue per spot sold
Average \$ per 30 sec - average revenue per 30 second spot sold
Average \$ per 60 sec - average revenue per 60 second spot sold
Average \$ per Other Lqth - average revenue per other length spot sold
Average \$ per Minute - average revenue minute of time sold

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout with rate analysis

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

'Dead' makegoods are subtracted from gross amount
The following Query was used for this report

```
SELECT DISTINCT sr.number,0 AS Page,zr1.Description as Descr2,zr1.Number as Nbr2,cr1.Description as Descr1,cr1.Number as Nbr1,zr1.Number AS Chnl,1 FROM ContractSkdPages sr,ContractHeader cr1,ZoneGroup zr1,ZoneChan zcr1,Advertiser cr1 WHERE sr.ValidThru >= 32861 AND sr.ValidFrom <= 32873 AND sr.number = cr1.number AND cr1.NumberInvoices > 0 AND sr.Channel = zcr1.Zone AND zr1.Number = zcr1.Channel AND cr1.Advertiser = cr1.Number union SELECT DISTINCT mr.number,mr.page,zr2.Description as Descr2,zr2.Number as Nbr2,cr2.Description as Descr1,cr2.Number as Nbr1,zr2.Number AS Chnl,2 FROM ContractMiscPages mr,ContractHeader cr2,ZoneGroup zr2,ZoneChan zcr2,Advertiser cr2 WHERE mr.ValidThru >= 32861 AND mr.ValidFrom <= 32873 AND mr.BothExtInt <> 2 AND mr.number = cr2.number AND cr2.NumberInvoices > 0 AND mr.Channel = zcr2.Zone AND zr2.Number = zcr2.Channel AND cr2.Advertiser = cr2.Number union SELECT DISTINCT ppr.number,0 AS Page,zr3.Description as Descr2,zr3.Number as Nbr2,cr3.Description as Descr1,cr3.Number as Nbr1,zr3.Number AS Chnl,3 FROM PaidProgramming ppr,Programs hr,ZoneGroup zr3,Advertiser cr3 WHERE hr.ValidThru >= 32861 AND hr.ValidFrom <= 32873 AND ppr.number = hr.number AND ppr.NumberInvoices > 0 AND hr.Channel = zr3.Number AND ppr.Advertiser = cr3.Number ORDER BY 3,5,1
```

07/07/03
17:26:41

KDRO-TV
Revenue Analysis
Spots Running 12/26/01 thru 12/31/01

Page 2

Channel	Advertiser	Contr Numbr	# of Spots	Gross Amount	Average \$ per Spot	30 sec	60 sec	Other Lgth	Pct0Rt	Low Rt	Avg >0Rt
KDRO - Channel 4, Durango											
	Burger King	27	156	24	12600.00	825.00	825.00	0.00	0.00	0.00	825.00
	Eastern Mountain Sports	36	134	4	500.00	125.00	125.00	0.00	0.00	0.00	125.00
	Finkell & Snitch Attornies at Law	23	126	4	400.00	100.00	0.00	100.00	0.00	0.00	100.00
	High Gear Cyclery	37	139	4	1380.00	345.00	345.00	0.00	0.00	0.00	345.00
	John Elway Truck	29	141	4	1380.00	345.00	345.00	0.00	0.00	0.00	345.00
			142	4	1380.00	345.00	345.00	0.00	0.00	0.00	345.00
	Total John Elway Truck			8	2760.00	345.00	345.00	0.00	0.00	0.00	345.00
	Norwest Banks	24	143	4	1380.00	345.00	345.00	0.00	0.00	0.00	345.00
	Stammier	18	127	12	1140.00	95.00	0.00	95.00	0.00	0.00	95.00
	Subway	25	158	8	440.00	55.00	55.00	0.00	0.00	0.00	55.00
	Total KDRO - Channel 4, Durango			68	20600.00	302.94	366.54	96.25	0.00	0.00	302.94
	Report total			68	20600.00	302.94	366.54	96.25	0.00	0.00	302.94

07/07/03
17:28:17

KDRO-TV
Revenue Analysis by Daypart
Spots Running 12/26/01 thru 01/27/02
Early

Page 1

Advertiser	Contr Numbr	# of Spots	Gross Amount	Average \$ per Spot	30 sec	60 sec	Other Lgth	pct0Rt	low rt	avg >0Rt
------------	-------------	------------	--------------	---------------------	--------	--------	------------	--------	--------	----------

Report Description:

This report gives you information on what constitutes your revenue by daypart. This report shows that average rates booked for different length spots, advertisers and contracts for the given daypart. The information given is helpful in knowing what dayparts to sell hard and for political advertising because it gives the lowest dollar amount for a specific spot. It can also help you determine what rate to offer when there is low inventory in that daypart. The data provided includes information from spots ordered to air during the from/thru dates and daypart you specify, but does not necessarily reflect what has actually scheduled. With this report you can see the advertisers, the number of spots and the contract number of the spots scheduled to air as well as the average dollar per spot, 30 sec spot, 60 sec spot, other length spot and the average revenue per minute for the time sold in the selected daypart. You may also see the percent of spots sold at zero dollars as well as the average revenue per spot sold excluding the zero dollar spots.

Column Headings:

Contr Numbr - contract number
of Spots - total number of spots ordered
Gross Amount - gross amount ordered
Average \$ per Spot - average revenue per spot sold
Average \$ per 30 sec - average revenue per 30 second spot sold
Average \$ per 60 sec - average revenue per 60 second spot sold
Average \$ per Other Lgth - average revenue per other length spot sold
Average \$ per Minute - average revenue minute of time sold
pct 0 rt - percent of spots sold at zero rate
low rt - lowest rate sold
avg > 0 rt - average revenue of spots sold excluding spots sold at zero rate

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout with rate analysis

The following Restrictions have been specified

- All Advertisers are included
 - All Acct Execs are included
 - All Agencies are included
 - All Billing Groups are included
 - All Industries are included
 - All Rep Firms are included
 - All Contracts are included
 - All Sales Types are included
 - All Groups/Channels are included
 - All Spot Classes are included
- The following Query was used for this report

```
SELECT DISTINCT sr.number,0 AS Page,cr1.Description as Descr1,cr1.Number as Nbr1,1 FROM ContractSkdPages sr,ContractHeader cr1,Advertiser cr1 WHERE sr.ValidThru >= 32861 AND sr.ValidFrom <= 32900 AND sr.number = cr1.number AND cr1.NumberInvoices > 0 AND cr1.Advertiser = cr1.Number ORDER BY 3,1
```


07/07/08
17:28:17

KDRO-TV
Revenue Analysis by Daypart
Spots Running 12/26/01 thru 01/27/02
Early

Page 2

Advertiser	Contr Numbr	# of Numbr	Spots	Gross Amount	Average # per						
					Spot	30 sec	60 sec	Other	Lgth	pctOrt	low rt
Alfalfas	5	162	1	10.00	10.00	10.00	0.00	0.00	0.00	10.00	10.00
Burger King	27	156	3	1575.00	525.00	525.00	0.00	0.00	0.00	525.00	525.00
Eastern Mountain Sports	36	164	2	50.00	25.00	25.00	0.00	0.00	0.00	5.00	25.00
Nature's Nectar	13	165	4	8.00	2.00	2.00	0.00	0.00	0.00	2.00	2.00
Runners Roost	31	166	5	100.00	20.00	20.00	0.00	0.00	0.00	5.00	20.00
Stammler	18	127	1	95.00	95.00	0.00	95.00	0.00	0.00	95.00	95.00
Report total			16	1838.00	114.88	116.20	95.00	0.00	0.00	0.00	114.88

Sample Reports Shown

On Screen Avails Browser

Avails Report

Avails Report with Detail

Avails Report with Detail and

Priority Organization

Avails Report Samples



Selection Pane for Browser

Avails Reports

File Edit Options Help

Search by Description:

Layout No.: Layout Description: Default Layout?

Avails Browser | Avails Report | Detail Avails Report | Detail by Priority

Start Date:

Days to Include

Monday
 Tuesday
 Wednesday
 Thursday
 Friday
 Saturday
 Sunday

Elements to Include

Available
 Defined
 Filled
 Pct Avail
 Pct Preempt
 Sold/Not Skd
 Pct Sold

Organize by

Dayparts
 Hours
 Programs

Show

Time
 Units
 Both

Time periods

Days / Week
 Weeks / Day
 Week Totals

Restrictions

Priorities To Include
 All priorities - or - From Thru

Spot Classes
 All Include Exclude

Program Types
 All Include Exclude

Avail Types
 All Include Exclude

Channels/Groups
 All Inc Exc Cur

Dayparts
 All Include Exclude

Database: DB test Channel: KXIX-19 (1) ReportNumber=131

Avails Browser

Avails Browser

Morning: 6a-12n	Mon 06/22	Tue 06/23	Wed 06/24	Thu 06/25	Fri 06/26	Sat 06/27	Sun 06/28
Available	49:00	75:00	72:30	75:00	75:00	17:30	59:00
Defined	76:00	76:00	76:00	76:00	76:00	38:30	63:00
Filled	27:00	1:00	3:30	1:00	1:00	21:00	4:00
Percent Avail	64.47	98.68	95.39	98.68	98.68	45.45	93.65

07/07/03
18:01:11

MDRO-TV
Avails Report

Page 1

Channel	Description	Run Times	Element	Mo 06/24	Tu 06/25	We 06/26	Th 06/27	Fr 06/28	Sa 06/29	Su 06/30	Total
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Report Description:

This report lists the availability for a chosen time period by daypart, program, or hours. You may choose to view this report for a week of 7 days or you may choose to view an entire month of one particular day. You can see how your ad time is being used as it shows the amount and percentage of time available as well as the time defined and the time filled. It also gives you the percentage that is pre-emptable. You are also able to keep tabs on makegood with this report, as you are able to see what had been sold and not scheduled. Finally this report shows you what percent of your total time is used in this time period, program or daypart.

Column Headings:

Description - description of time periods chosen for this report (dayparts, hours, programs)
 Run Times - defined run times for time periods chosen
 Element - Available: time or units available in this time period
 Element - Defined: time or units defined in this time period
 Element - Filled: time or units filled in this time period
 Element - Pct Avail: percent of time or units available in this time period
 Element - Pct Preempt: percent of time or units filled in this time period that is pre-emptable
 Element - Sold/Not Skd: time or units sold but not scheduled (in makegoods) in this time period
 Element - Pct Sold: percent of time or units sold in this time period

Report Layout selected: Layout Number 1
 Report Customization Layout selected: Default layout, with chnl

The following Restrictions have been specified

- All spot Priorities are included
- All Program Types are included
- All Avail Types are included
- All Spot Classes are included
- All Groups/Channels are included

07/07/03
18:01:11

MDRO-TV
Avails Report

Page 2

Channel	Description	Run Times	Element	Mo 06/24	Tu 06/25	We 06/26	Th 06/27	Fr 06/28	Sa 06/29	Su 06/30	Total
1	All Day Run of	6:00a - 12:00m	Available	0:38:10	0:38:10	0:36:40	0:37:10	0:39:10	0:43:13	0:38:13	4:30:46
			Defined	1:23:40	1:23:40	1:23:40	1:23:40	1:23:40	1:29:13	1:24:13	9:51:46
			Filled	0:45:30	0:45:30	0:47:00	0:46:30	0:44:30	0:46:00	0:46:00	5:21:00
			Pct Avail	45.62	45.62	43.82	44.42	46.81	48.44	45.38	45.76
			Pct Preempt	21.98	25.27	22.34	26.88	17.98	27.17	26.09	23.99
			Sold/Not Skd	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00
			Pct Sold	54.38	54.38	56.18	55.58	53.19	51.56	54.62	54.24
1	Weekday Prime	7:00p - 10:00p	Available	0:09:30	0:08:35	0:08:05	0:10:00	0:09:00	0:07:40	0:04:45	0:57:35
			Defined	0:16:20	0:16:20	0:16:20	0:16:20	0:16:20	0:15:00	0:11:00	1:47:40
			Filled	0:06:50	0:07:45	0:08:15	0:06:20	0:07:20	0:07:20	0:06:15	0:50:05
			Pct Avail	58.16	52.55	49.49	61.22	55.10	51.11	43.18	53.48
			Pct Preempt	26.83	9.68	33.33	13.16	11.36	31.82	20.00	21.13
			Sold/Not Skd	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00
			Pct Sold	41.84	47.45	50.51	38.78	44.90	48.89	56.82	46.52
1	10 PM News	10:00p - 10:35p	Available	0:02:00	0:02:00	0:01:30	0:01:30	0:01:30	0:01:25	0:00:50	0:10:45
			Defined	0:02:00	0:02:00	0:02:00	0:02:00	0:02:00	0:02:00	0:02:00	0:16:00
			Filled	0:00:00	0:00:00	0:00:30	0:00:30	0:00:30	0:01:35	0:02:10	0:05:15
			Pct Avail	100.00	100.00	75.00	75.00	75.00	47.22	27.78	67.19
			Pct Preempt			100.00	100.00	100.00	36.84	7.69	42.86
			Sold/Not Skd	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00
			Pct Sold	0.00	0.00	25.00	25.00	25.00	52.78	72.22	32.81

07/07/08
18:02:01

KDRO-TV
Detail Avails Report

Page 1

Description	Run Times	Element	Mo 07/08	Tu 07/09	We 07/10	Th 07/11	Fr 07/12	Sa 07/13	Su 07/14	Total
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Report Description:

This report shows the amount and percent of time available, time defined, and time filled, percent pre-emptable, time sold and not scheduled, and percent of total time is used in the selected time period, daypart or program. This is followed by a detailed list of spots placed in breaks. You can select to show this report by daypart, program, or hours. The report then begins with the first break in this selection and gives you the length of the break and the time available in that break. Then you are able to see the spots placed in that break listed with each spot's contract number and end date, run times, priority, sales type, rate, and length.

Column Headings:

Description - description of time periods chosen for this report (dayparts, hours, programs)
Run Times - defined run times for time periods chosen
Element - Available: time or units available in this time period
Element - Defined: time or units defined in this time period
Element - Filled: time or units filled in this time period
Element - Pct Avail: percent of time or units available in this time period
Element - Pct Preempt: percent of time or units filled in this time period that is pre-emptable
Element - Sold/Not Sld: time or units sold but not scheduled (in makegoods) in this time period
Element - Pct Sold: percent of time or units sold in this time period

Avails Detail

Date - date of break/spot
Time - run time of break/spot
Advertiser/Break - description of break or advertiser name
Contr # - contract number or program number and page
Run Times - contract ordered run times
Pr - spot priority
Sl Ty - spot sales type
Rate - spot rate
End Date - end date of contract
Lgth - spot or break length
LgRem - length remaining in break

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

All spot Priorities are included
All Program Types are included
All Avail Types are included
All Spot Classes are included
The following Groups/Channels are Included: 1

07/07/03
18:02:01

KDRO-TV
Detail Avals Report

Page 2

Description	Run Times	Element	Mo 07/08	Tu 07/09	We 07/10	Th 07/11	Fr 07/12	Sa 07/13	Su 07/14	Total
Weekday Prime	7:00p - 10:00p	Available	0:09:00	0:09:30	0:08:05	0:08:05	0:09:30	0:06:40	0:05:15	0:56:05
		Defined	0:16:20	0:16:20	0:16:20	0:16:20	0:16:20	0:15:00	0:11:00	1:47:40
		Filled	0:07:20	0:06:50	0:08:15	0:08:15	0:06:50	0:08:20	0:05:45	0:51:35
		Pct Avail	55.10	58.16	49.49	49.49	58.16	44.44	47.73	52.09
		Pct Preempt	11.36	19.51	15.15	27.27	12.20	10.00	13.04	15.67
		Sold/Not Skd	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00	0:00:00
		Pct Sold	44.90	41.84	50.51	50.51	41.84	55.56	52.27	47.91

Avals Detail

Date	Time	Advertiser/Break	Contr #	Run Times	P r	S Ty	Rate	End Date	Lgth	LgRen
07/08	19:03:00	Break #1	101 2					03/30	1:00	0:25
07/08	19:03:00	The Gap	174 1	12a-12m	5	2	5.25	10/08	0:30	
07/08	19:03:30	House	175 1	12a-12m	9	4	0.00	12/31	0:05	
07/08	19:15:00	Break #2	101 3					03/30	1:00	1:00
07/08	19:25:00	Break #3	101 4					03/30	1:00	0:30
07/08	19:25:00	The Gap	174 2	12a-12m	5	2	5.25	10/08	0:30	
07/08	19:28:30	Terminal Break	101 5					03/30	1:20	1:20
07/08	19:34:00	Break #1	102 1						1:00	1:00
07/08	19:45:00	Break #2	102 2						1:00	0:00
07/08	19:45:00	US West	181 1	12a-12m	5	2	2.50	10/15	0:30	
07/08	19:45:30	Banana Republic	170 1	5p-11p	5	2	25.00	09/02	0:30	
07/08	19:55:00	Break #3	102 3						1:00	0:30
07/08	19:55:00	Ideal Market	178 2	12n- 8p	3	2	12.00	12/31	0:30	
07/08	19:58:00	Break #4	102 4						1:00	1:00
07/08	20:10:00	Break #1	103 1						1:00	0:00
07/08	20:10:00	Miller Brewing	171 1	5p-12m	1	1	75.00	10/31	0:30	
07/08	20:10:30	Rocky Mountain	173 1	12a-12m	f	2	0.00	12/31	0:30	
07/08	20:20:00	Break #2	103 2						1:00	0:00
07/08	20:20:00	First National	177 1	6a-10p	5	2	5.50	10/12	0:30	
07/08	20:20:30	The Gap	182 2	10a-10p	5	2	5.00	12/31	0:30	
07/08	20:40:00	Break #3	103 3						1:00	0:55
07/08	20:40:00	House	175 1	12a-12m	9	4	0.00	12/31	0:05	
07/08	20:50:00	Break #4	103 4						1:00	0:25
07/08	20:50:00	Banana Republic	170 1	5p-11p	5	2	25.00	09/02	0:30	
07/08	20:50:30	House	179 1	12a-12m	9	4	0.00	12/31	0:05	
07/08	21:10:00	Break #1	104 1						1:00	1:00
07/08	21:20:00	Break #2	104 2						1:00	0:00
07/08	21:20:00	The Gap	174 1	12a-12m	5	2	5.25	10/08	0:30	
07/08	21:20:30	Black and Decker	183 1	10a-10p	2	1	7.50	10/15	0:30	
07/08	21:40:00	Break #3	104 3						1:00	0:25
07/08	21:40:00	First National	177 1	6a-10p	5	2	5.50	10/12	0:30	
07/08	21:40:30	House	175 1	12a-12m	9	4	0.00	12/31	0:05	
07/08	21:50:00	Break #4	104 4						1:00	0:30
07/08	21:50:00	The Gap	174 2	12a-12m	5	2	5.25	10/08	0:30	
07/09	19:03:00	Break #1	101 2					03/30	1:00	1:00
07/09	19:15:00	Break #2	101 3					03/30	1:00	0:00
07/09	19:15:00	Ideal Market	178 2	12n- 8p	3	2	12.00	12/31	0:30	
07/09	19:15:30	Banana Republic	186 1	9a- 9p	5	2	5.00	10/15	0:30	
07/09	19:25:00	Break #3	101 4					03/30	1:00	0:55
07/09	19:25:00	House	179 1	12a-12m	9	4	0.00	12/31	0:05	
07/09	19:28:30	Terminal Break	101 5					03/30	1:20	0:50
07/09	19:28:30	First National	177 1	6a-10p	5	2	5.50	10/12	0:30	

07/11/03
15:01:08

MDRO-TV
Detail Avails Report

Page 1

Description	Run Times	Element	We 06/25	Th 06/26	Fr 06/27	Sa 06/28	Su 06/29	Mo 06/30	Tu 07/01	Total
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Report Description:

This report shows the amount and percent of time available, time defined, and time filled, percent pre-emptable, time sold and not scheduled, and percent of total time is used in the selected time period, daypart or program. Following the avails report is a detailed list of spots that have placed, in order of priority. You can see the spot's rate, contract number, run times and contract end date. This report also calculates the percent that each priority is of the total sold spots.

Column Headings:

Description - description of time periods chosen for this report (dayparts, hours, programs)
Run Times - defined run times for time periods chosen
Element - Available: time or units available in this time period
Element - Defined: time or units defined in this time period
Element - Filled: time or units filled in this time period
Element - Pct Avail: percent of time or units available in this time period
Element - Pct Freemp: percent of time or units filled in this time period that is pre-emptable
Element - Sold/Not Sld: time or units sold but not scheduled (in makegoods) in this time period
Element - Pct Sold: percent of time or units sold in this time period

Avails Detail

Date - date of spot
Advertiser - advertiser name
Contr # - contract number and page
Run Times - contract ordered run times
Pr - spot priority
Cls - spot class
Rate - spot rate
End Date - end date of contract
Lgth - spot or break length
LgRem - length remaining in break
Pct - percent of total for this priority
Cum - cumulative percent

Report Layout selected: Layout Number 1
Report Customisation Layout selected: Default layout

The following Restrictions have been specified

All spot Priorities are included
All Program Types are included
All Avail Types are included
All Spot Classes are included
The following Groups/Channels are Included: 1

07/11/08
18:01:08

KDRO-TV
Detail Avals Report

Page 2

Description	Run Times	Element	We 06/25	Th 06/26	Fr 06/27	Sa 06/28	Su 06/29	Mo 06/30	Tu 07/01	Total
Weekday Prime	7:00p - 10:00p	Available	0:12:20	0:14:50	0:12:50	0:10:30	0:06:00	0:14:20	0:14:50	1:27:40
		Defined	0:16:20	0:16:20	0:16:20	0:11:00	0:07:00	0:16:20	0:16:20	1:39:40
		Filled	0:03:00	0:01:30	0:02:30	0:00:30	0:01:00	0:02:00	0:01:30	0:12:00
		Pct Avail	81.63	90.82	84.69	95.45	85.71	87.76	90.82	87.96

Avals Detail by Priority

Date	Advertiser	Contr #	Run Times	F		End		Lgth	Pct	Cumm
				r	Cls	Rate	Date			
06/25	Fussy Wussy's	193	1 3p- 8p	3	cm	135.00	06/25	1:00		
06/25	Norwest Banks	198	2 12a-12m	3	cm	25.00	06/25	0:30	50	50
06/26	Ideal Market	195	2 12n- 8p	3	cm	12.00	06/26	0:30		
06/26	Norwest Banks	198	2 12a-12m	3	cm	25.00	06/26	0:30	33	33
06/27	Fussy Wussy's	193	1 3p- 8p	3	cm	135.00	06/27	1:00		
06/27	Ideal Market	195	2 12n- 8p	3	cm	12.00	06/27	0:30		
06/27	Norwest Banks	198	2 12a-12m	3	cm	25.00	06/27	0:30	67	67
06/28	Norwest Banks	198	2 12a-12m	3	cm	25.00	06/28	0:30	17	17
06/29	Ideal Market	195	2 12n- 8p	3	cm	12.00	06/29	0:30		
06/29	Norwest Banks	198	2 12a-12m	3	cm	25.00	06/29	0:30	33	33
06/30	Norwest Banks	198	2 12a-12m	3	cm	25.00	06/30	0:30	17	17
07/01	Ideal Market	195	2 12n- 8p	3	cm	12.00	07/01	0:30		
07/01	Norwest Banks	198	2 12a-12m	3	cm	25.00	07/01	0:30	33	33
06/25	Ideal Market	195	1 12a-12m	5	cm	2.25	06/25	0:30	17	17
06/30	Ideal Market	195	1 12a-12m	5	cm	2.25	06/30	0:30	17	17
06/25	Fapa Murphys	199	2 12a-12m	f	cm	17.00	06/25	0:30		
06/25	Home Depot	200	2 12a-12m	f	cm	8.00	06/25	0:30	33	33
06/26	Home Depot	200	2 12a-12m	f	cm	8.00	06/26	0:30	17	17
06/27	Home Depot	200	2 12a-12m	f	cm	8.00	06/27	0:30	17	17
06/30	Fapa Murphys	199	2 12a-12m	f	cm	17.00	06/30	0:30		
06/30	Home Depot	200	2 12a-12m	f	cm	8.00	06/30	0:30	33	33
07/01	Home Depot	200	2 12a-12m	f	cm	8.00	07/01	0:30	17	17

Sample Reports Shown

Missing Copy Summary

Schedule Discrepancy Summary

Make goods Pending

Ordered vs. Scheduled

Media IDs Running

Reports Not Shown

Spots to Run Summary

Log Spot Summary

Copy to Be Assigned

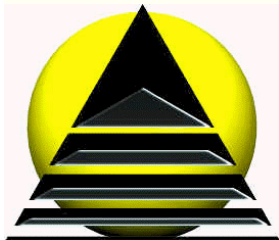
Summary of Copy Assigned

Print Logs

Contract Confirmation

Copy Confirmation

Traffic Reports Samples



07/09/08
15:07:14

KDRO-TV
Missing Copy Summary
For 04/01/02 thru 04/09/03

Page 1

Advertiser	Order #	Pg	Run Dates		Run Times/ Prog/Daypart	Length	Qty To Run Per Day							L	I	R	A	Prog	Match	Copy#	Reason
			From	Thru			Mo	Tu	We	Th	Fr	Sa	Su								

Report Description:

This report can be used as a quick tool to make sure that all of your spots have copy attached to them so they are able to schedule. The report lists the advertiser, contract number and page, the run dates and times, the length of the spot, and the quantity ordered. This report will also tell you if the spot is scheduled to alternate weeks and gives you the priority and avail type match. It then lists the copy number and the reason there is no copy attached.

Column Headings:

Advertiser - advertiser name
Order # Pg - contract number and page number
Run Dates/From Thru - contract valid dates
Run Times/Prog/Daypart - schedule page ordered run times
Length - spot length
Qty To Run Per Day
Alt - alternate weeks?
Unit - unit to fill
Pri - spot priority
Avail - avail match
Prog Match - program match
Copy# - copy number to assign
Reason - reason missed

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

The following Groups/Channels are Included: 1

The following Query was used for this report

SELECT sr.number,sr.page,orl.advertiser,crl.description AS Descr1,crl.Number AS Nbr1 FROM ContractSkdPages sr,ContractHeader orl,Advertiser crl WHERE sr.ValidThru >= 32964 AND sr.ValidFrom <= 33337 AND sr.number = orl.number AND crl.number = orl.advertiser ORDER BY 4,1,2

07/09/08
15:07:14

KDRO-TV
Missing Copy Summary
For 04/01/02 thru 04/09/03

Page 2

Advertiser	Order #	Pg	Run Dates		Run Times/ Prog/Daypart	Length	Qty To Run Per Day							L	I	R	A	Prog	Match	Copy#	Reason
			From	Thru			Mo	Tu	We	Th	Fr	Sa	Su								
Black and Decker	187	1	06/12/02	06/15/02	7p- 8p	0:30	0	0	1	1	1	1	0	0	5	5	0	0	no_copy		
Runners Roost	167	1	04/01/02	04/02/02	7a- 7:30a	0:30	2	2	0	0	0	0	0	0	5	9	0	0	no_copy		
	167	2	04/01/02	04/02/02	8:15a- 8:45a	0:30	2	2	0	0	0	0	0	0	5	9	0	0	no_copy		

07/09/03
15:08:24

KDRO-TV
Schedule Discrepancy Summary
Spots Running 09/03/02 thru 09/03/02

Page 1

Advertiser	Order		Run Dates		Run Times/	Qty Ordered							Date	Run Time	Discrep
	#	Pg	From	Thru	Prog/Daypart	Lnge/Wk	Mon	Tue	Wed	Thr	Fri	Sat			

Report Description:

This report shows any discrepancies on your schedule for a given date. The report gives the advertiser, contract number, and page number. Then it lists the scheduling information such as run dates, run times, spot length, how many spots were scheduled per week or day, and the scheduled airdate and run time. This information is followed with a brief description of the discrepancy. You can use this as a tool to check and correct any errors in your schedule.

Column Headings:

Advertiser - advertiser name
Order # Pg - contract number and page number
Run Dates/From Thru - contract valid dates
Run Times/Prog/Daypart - schedule page ordered run times
Length - spot length
Qty Ordered - quantity ordered to run per day/week
Date - spot run date
Run Time - spot run time
Discrep - discrepancy found

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

No Filler spots are included

Unassigned copy is included

The following Groups/Channels are Included: 1

The following Query was used for this report

```
SELECT lr.Channel,lr.RunDate,lr.RunTime,lr.Number,lr.Page,lr.SpotNumber,lr.Priority,crl.description AS Descrl,crl.Number AS Nbr1
FROM SpotSchedule lr,ContractHeader crl,Advertiser crl WHERE lr.Channel = 1 AND lr.RunDate >= 33119 AND lr.RunDate <= 33119 AND
lr.Number = crl.Number AND crl.Advertiser = crl.Number ORDER BY 8,1,2,3
```

07/09/03
15:08:24

KDRO-TV
Schedule Discrepancy Summary
Spots Running 09/03/02 thru 09/03/02

Page 2

Advertiser	Order		Run Dates		Run Times/	Qty Ordered							Date	Run Time	Discrep	
	#	Pg	From	Thru	Prog/Daypart	Lnge/Wk	Mon	Tue	Wed	Thr	Fri	Sat				Sun
Blue Cross of Colorad	180	2	06/12/02	12/31/02	7am Program	0:30	5	y	y	y	y	y	y	09/03/02	7:25:30a	copy diff
	180	2	06/12/02	12/31/02	7am Program	0:30	5	y	y	y	y	y	y	09/03/02	7:45:40a	copy diff
Legends Pizza	185	1	06/15/02	09/15/02	6a- 6p	0:30		3	3	3	3	3	3	09/03/02	8:20:30a	copy not
	185	1	06/15/02	09/15/02	6a- 6p	0:30		3	3	3	3	3	3	09/03/02	12:50:00p	copy not
	185	1	06/15/02	09/15/02	6a- 6p	0:30		3	3	3	3	3	3	09/03/02	4:10:00p	copy not
The Gap	182	2	05/01/02	12/31/02	10a-10p	0:30		3	3	3	3	3	3	09/03/02	11:10:00a	copy diff
	182	2	05/01/02	12/31/02	10a-10p	0:30		3	3	3	3	3	3	09/03/02	3:10:00p	copy diff
	182	3	06/05/02	12/31/02	12a-12m	0:30		y	y	y	y	y	y	09/03/02	4:50:30p	copy diff
	182	2	05/01/02	12/31/02	10a-10p	0:30		3	3	3	3	3	3	09/03/02	7:15:00p	copy diff

07/09/03
15:25:59

KDRO-TV
Makegoods Pending

Page 1

Rsn		Ordered		Run Times/		Avl P		Run Days		Rate
Date	Time	Msd Cont#	Page Spot#	Advertiser	From	Thru	Prog/Daypart	Lngh Mch i	MoTuWeThFrSaSu	

Report Description:

This report allows you to check the reason a spot is in makegoods. It lists the reason that the spot was missed utilizing a system of numbered codes. The report also lists the original run date and time. You can also view all of the pertinent contract information for the spot including, contract number and page, spot number, advertiser, the spots ordered dates and run times, the length of the spot, the avail type match, priority, the run days, and the rate of the spot.

Column Headings:

- Date - original run date
- Time - original run time
- Rsn Msd - reason missed
- Cont# - contract number
- Page - contract schedule page number
- Spot# - spot number
- Advertiser - advertiser name
- Ordered/From Thru - contract valid dates
- Run Times/Prog/Daypart - schedule page ordered run times
- Lngh - spot length
- Avl Type Mch - avail type match
- Pri - spot priority
- Sep1 - separation code 1
- Sep2 - separation code 2
- Indr - industry
- Rate - spot rate
- Channel - original run channel
- Media ID # - Media ID #
- Run Days - ordered quantity per day
- Msd Spot Descr - missed spot description
- Copy Descr - copy description
- Agc Descr - agency description

Report Layout selected: Layout Number 1
Report Customisation Layout selected: Default layout, with run days

The following Restrictions have been specified

Spot Priorities 0 thru 2 are included.

All Advertisers are included

All A/Es are included

The following Groups/Channels are Included: 1

The following Query was used for this report

```
SELECT
mgr.number,mgr.page,mgr.SpotNumber,mgr.Channel,mgr.RunDate,mgr.RunTime,mgr.ReasonMissed,mgr.CopyNumber,mgr.CopyPage,orl.Advertiser,c
AS Descr1, crl.Number AS Nbr1 FROM Makegoods mgr,ContractHeader orl,Advertiser crl WHERE mgr.RunDate >= 33359 AND mgr.RunDate <=
33428 AND mgr.RescheduledFlag = 0 AND mgr.number = orl.number AND crl.number = orl.advertiser ORDER BY 5
```

07/09/03
15:25:59

KDRO-TV
Makegoods Pending

Page 2

Rsn		Ordered		Run Times/		Avl P		Run Days		Rate
Date	Time	Msd Cont#	Page Spot#	Advertiser	From	Thru	Prog/Daypart	Lngh Mch i	MoTuWeThFrSaSu	
05/13/03	7:28:00p	110	198	2 15	Norwest Banks	05/13/03 12/31/03	12a-12m	0:30 5	3 9 9 9 9 9 9 9	25.00
05/13/03	6:08:00a	110	198	2 5	Norwest Banks	05/13/03 12/31/03	12a-12m	0:30 5	3 9 9 9 9 9 9 9	25.00
05/13/03	8:48:00a	110	198	2 7	Norwest Banks	05/13/03 12/31/03	12a-12m	0:30 5	3 9 9 9 9 9 9 9	25.00
05/13/03	11:28:00a	110	198	2 9	Norwest Banks	05/13/03 12/31/03	12a-12m	0:30 5	3 9 9 9 9 9 9 9	25.00
05/13/03	2:08:00p	110	198	2 11	Norwest Banks	05/13/03 12/31/03	12a-12m	0:30 5	3 9 9 9 9 9 9 9	25.00
05/13/03	12:48:00a	110	198	2 1	Norwest Banks	05/13/03 12/31/03	12a-12m	0:30 5	3 9 9 9 9 9 9 9	25.00

07/09/03
15:27:18

KDRO-TV
Media ID Numbers Running
For 06/03/02 thru 06/03/02

Page 1

Advertiser	Order #	Pg	Run Dates From	Thru	Run Times/ Prog/Daypart	Length	Copy Numbr Pg	Description	Agency Description	Media ID#
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Report Description:

This report shows media IDs running for the given dates.

Column Headings:

Advertiser - advertiser name
Order # Pg - contract number and page number
Run Dates/From Thru - contract valid dates
Run Times/Prog/Daypart - schedule page ordered run times
Length - spot length
Copy# Pg - copy number and copy page number
Description - copy description
Agency Description - agency description
Media ID # - Media ID #
Channel - channel

Report Layout selected: Layout Number 1
Report Customisation Layout selected: Default layout

The following Restrictions have been specified

Duplicates are printed
All A/Es are included

The following Groups/Channels are Included: 1

The following Query was used for this report

```
SELECT tr.Nbr, tr.Pg, tr.CPg, tr.Id, tr.Ch, orl.advertiser, orl.description as Descrl, orl.Number as Nbr1 FROM Temp3 tr, ContractHeader orl, Advertiser orl WHERE tr.nbr = orl.number AND orl.number = orl.advertiser ORDER BY 7,4,1,2
```

07/09/03
15:27:18

KDRC-TV
Media ID Numbers Running
For 06/03/02 thru 06/03/02

Page 2

Advertiser	Order		Run Dates		Run Times/	Copy			Description	Agency Description	Media ID#
	#	Pg	From	Thru	Prog/Daypart	Length	Numbr	Pg			
Banana Republic	170	1	04/15/02	09/02/02	5p-11p	0:30	20	1	X56789		2006
	170	1	04/15/02	09/02/02	5p-11p	0:30	20	1	X56789		2006
	170	2	04/15/02	09/02/02	10a- 2p	0:30	20	1	X56789		2006
	170	2	04/15/02	09/02/02	10a- 2p	0:30	20	1	X56789		2006
	170	1	04/15/02	09/02/02	5p-11p	0:30	20	2	X54567		2007
	170	2	04/15/02	09/02/02	10a- 2p	0:30	20	2	X54567		2007
	170	2	04/15/02	09/02/02	10a- 2p	0:30	20	2	X54567		2007
	170	2	04/15/02	09/02/02	10a- 2p	0:30	20	2	X54567		2007
	170	2	04/15/02	09/02/02	10a- 2p	0:30	20	2	X54567		2007
Black and Decker	183	1	06/01/02	10/15/02	10a-10p	0:30	0	0			4385
	183	1	06/01/02	10/15/02	10a-10p	0:30	0	0			4385
	183	1	06/01/02	10/15/02	10a-10p	0:30	0	0			4385
	183	1	06/01/02	10/15/02	10a-10p	0:30	0	0			4385
	183	1	06/01/02	10/15/02	10a-10p	0:30	0	0			4385
First National Bank	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
	177	1	04/12/02	10/12/02	6a-10p	0:30	0	0			5647
Flagstaff House	172	1	04/15/02	09/15/02	10a- 3p	0:30	18	1	V006547		2005
	172	1	04/15/02	09/15/02	10a- 3p	0:30	18	1	V006547		2005
	172	1	04/15/02	09/15/02	10a- 3p	0:30	18	1	V006547		2005
High Gear Cyclery	169	1	04/05/02	06/15/02	10a-10p	0:30	22	1	B0124		2010
	169	1	04/05/02	06/15/02	10a-10p	0:30	22	1	B0124		2010
	169	1	04/05/02	06/15/02	10a-10p	0:30	22	1	B0124		2010
	169	1	04/05/02	06/15/02	10a-10p	0:30	22	1	B0124		2010
	169	1	04/05/02	06/15/02	10a-10p	0:30	22	1	B0124		2010
	169	2	04/05/02	06/15/02	12a-12m	0:30	22	1	B0124		2010
	169	2	04/05/02	06/15/02	12a-12m	0:30	22	1	B0124		2010
	169	2	04/05/02	06/15/02	12a-12m	0:30	22	1	B0124		2010
	169	2	04/05/02	06/15/02	12a-12m	0:30	22	1	B0124		2010
	169	2	04/05/02	06/15/02	12a-12m	0:30	22	1	B0124		2010
Houae	179	1	04/12/02	12/31/02	12a-12m	0:05	24	2			13579
	179	1	04/12/02	12/31/02	12a-12m	0:05	24	2			13579
	179	1	04/12/02	12/31/02	12a-12m	0:05	24	2			13579
	179	1	04/12/02	12/31/02	12a-12m	0:05	24	2			13579
	179	1	04/12/02	12/31/02	12a-12m	0:05	24	2			13579
	179	1	04/12/02	12/31/02	12a-12m	0:05	24	1			13785
	179	1	04/12/02	12/31/02	12a-12m	0:05	24	1			13785
	179	1	04/12/02	12/31/02	12a-12m	0:05	24	1			13785
	179	1	04/12/02	12/31/02	12a-12m	0:05	24	1			13785
	179	1	04/12/02	12/31/02	12a-12m	0:05	24	1			13785
	175	1	04/05/02	12/31/02	12a-12m	0:05	0	0			8974
	175	1	04/05/02	12/31/02	12a-12m	0:05	0	0			8974
	175	1	04/05/02	12/31/02	12a-12m	0:05	0	0			8974
	175	1	04/05/02	12/31/02	12a-12m	0:05	0	0			8974
	175	1	04/05/02	12/31/02	12a-12m	0:05	0	0			8974
	175	1	04/05/02	12/31/02	12a-12m	0:05	0	0			8974
	175	1	04/05/02	12/31/02	12a-12m	0:05	0	0			8974
	175	1	04/05/02	12/31/02	12a-12m	0:05	0	0			8974
	175	1	04/05/02	12/31/02	12a-12m	0:05	0	0			8974
	175	1	04/05/02	12/31/02	12a-12m	0:05	0	0			8974

Sample Reports Shown

Contracts Starting

Contracts Ending

Media IDs Starting

Media IDs Ending

Spot Tracking

Reports Not Shown

Copy Starting

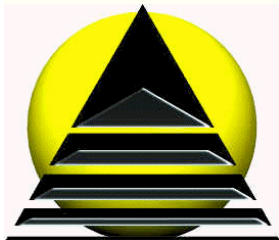
Copy Ending

Contract Reconciliation

Advertiser Activity

Contract Performance

Utility Report Samples



07/07/03
18:06:14

KDRO-TV
Contracts Starting
12/01/01 Thru 02/28/02

Page 1

Advertiser	Advtr	Contr	Agncy	A/E	Description	Run Dates		Customer	Revision	
	Numbr	Numbr	Numbr	Numbr		From	Thru	Order #	Date	Number

Report Description:

This report shows contracts starting for the given dates.

Column Headings:

Advtr Numbr - advertiser number
 Contr Numbr - contract number
 Agncy Numbr - agency number
 A/E Numbr - A/E number
 Description - contract description
 Run Dates/From Thru - contract valid from/thru dates
 Customer Order # - contract customer order #/agency estimate #
 Revision Date/Number - contract revision date and number

Report Layout selected: Layout Number 1
 Report Customisation Layout selected: Default layout

The following Restrictions have been specified

All Advertisers are included
 All Acct Execs are included
 All Agencies are included
 All Billing Groups are included
 All Industries are included
 All Rep Firms are included
 All Sales Types are included

Regular invoice types included
 Co-op invoice types included
 EDI invoice types included
 Active contracts included
 Inactive contracts included
 Billable contracts included
 Nonbillable contracts included

The following Query was used for this report

SELECT hr.*,cr.Description as Descr1,cr.Number as Nbr1 FROM ContractHeader hr,Advertiser cr WHERE hr.ValidFrom between 32843 AND 32982 AND hr.Advertiser = cr.Number ORDER BY 43,1

07/07/03
18:06:14

KDRO-TV
Contracts Starting
12/01/01 Thru 02/28/02

Page 2

Advertiser	Advtr	Contr	Agncy	A/E	Description	Run Dates		Customer	Revision	
	Numbr	Numbr	Numbr	Numbr		From	Thru	Order #	Date	Number
Alfalfas	5	162	0	1	Sandwich Special	01/26/02	01/30/02			
Antica Roma	33	160	0	3	Rotators	01/01/02	01/31/02		05/16/02	3-1
Burger King	27	156	0	2	Christmas Special BK	12/05/01	12/31/01			
		163	0	2	Whopper	01/26/02	01/30/02		03/01/02	1-1
Eastern Mountain Sports	36	161	0	3	EMS	02/01/02	03/15/02		05/16/02	1-1
		164	0	3	Fleece Sale	01/26/02	02/07/02		02/06/02	3-1
Nature's Nectar	13	165	0	1	Juice	01/26/02	02/07/02		02/06/02	3-1
Runners Roost	31	166	0	3	Pizza	01/26/02	02/07/02		02/06/02	1-1
Subway	25	158	0	1	Jared	12/01/01	01/31/02			

07/07/03
18:06:50

KDRO-TV
Contracts Ending
01/01/02 Thru 01/31/02

Page 1

Advertiser	Advt	Contr	Agncy	A/E	Description	Run Dates		Customer	Revision	
	Number	Number	Number	Number		From	Thru	Order #	Date	Number

Report Description:

This report shows contracts ending for the given dates.

Column Headings:

Advt Number - advertiser number
 Contr Number - contract number
 Agncy Number - agency number
 A/E Number - A/E number
 Description - contract description
 Run Dates/From Thru - contract valid from/thru dates
 Customer Order # - contract customer order #/agency estimate #
 Revision Date/Number - contract revision date and number

Report Layout selected: Layout Number 1
 Report Customization Layout selected: Default layout

The following Restrictions have been specified

All Advertisers are included
 All Acct Execs are included
 All Agencies are included
 All Billing Groups are included
 All Industries are included
 All Rep Firms are included
 All Contracts are included
 All Sales Types are included

Regular invoice types included
 Co-op invoice types included
 EDI invoice types included
 Inactive contracts included

The following Query was used for this report

SELECT hr.*,cr.Description as Descr1,cr.Number as Nbr1 FROM ContractHeader hr,Advertiser cr WHERE hr.ValidThru between 32974 AND 32904 AND hr.ValidThru < 33426 AND hr.CancelDate = 0 AND hr.Advertiser = cr.Number ORDER BY 43,1

07/07/03
18:06:50

KDRO-TV
Contracts Ending
01/01/02 Thru 01/31/02

Page 2

Advertiser	Advt	Contr	Agncy	A/E	Description	Run Dates		Customer	Revision	
	Number	Number	Number	Number		From	Thru	Order #	Date	Number
Alfalfas	5	162	0	1	Sandwich Special	01/26/02	01/30/02			
Antica Roma	33	160	0	3	Rotators	01/01/02	01/31/02		05/16/02	9-1
Burger King	27	163	0	2	Whopper	01/26/02	01/30/02		03/01/02	1-1

07/07/03
18:07:44

KDRO-TV
Media ID Numbers Starting
For 12/01/01 thru 05/16/02

Page 1

Advertiser	Order		Run Dates		Run Times	Copy		Description	Agency Description	Media ID#
	#	Pg	From	Thru	or Daypart	Length	Numbr Pg			

Report Description:

This report shows media IDs starting for the given dates.

Column Headings:

Advertiser - advertiser name
Order # Pg - contract number and schedule page number
Run Dates/From Thru - contract valid from/thru dates
Run Times or Daypart - contract schedule page ordered run times
Length - spot length
Copy Numbr Pg - copy number and schedule page number
Description - contract schedule page description
Agency Description - contract schedule page agency description
Media ID# - Media ID number
Channel - channel number

Report Layout selected: Layout Number 1
Report Customisation Layout selected: Default layout

The following Restrictions have been specified

All Acct ExeCs are included
All Groups/Channels are included

Actual included

The following Query was used for this report

SELECT DISTINCT tr.Nbr,tr.Pg,tr.CPg,tr.Id,tr.Ch,orl.advertiser,crl.description as Descrl,crl.Number as Nbr1 FROM Temp3
tr,ContractHeader orl,Advertiser crl WHERE tr.nbr = orl.number AND crl.number = orl.advertiser ORDER BY 7,4,1,2

07/07/03
18:07:44

KDRO-TV
Media ID Numbers Starting
For 12/01/01 thru 05/16/02

Page 2

Advertiser	Order		Run Dates		Run Times	Copy		Description	Agency Description	Media ID#
	#	Pg	From	Thru	or Daypart	Length	Numbr Pg			
Alfalfa	162	1	01/26/02	01/30/02	6a-10p	0:30	0 0			2262
Blue Cross of Colorad	180	1	04/12/02	12/31/02	12a-12m	1:00	28 0			2931
Burger King	163	1	01/26/02	01/30/02	6a-12n	0:30	0 0			1123
	168	1	03/02/02	05/31/02	10a- 2p	0:30	23 0			69842
Eastern Mountain Spor	164	1	01/26/02	01/30/02	6a-10p	0:30	0 0			5621
	164	2	01/26/02	01/30/02	12a-12m	0:30	0 0			655
	164	3	02/07/02	02/07/02	6a- 2p	0:30	0 0	Spring Fleece Sale		782210
First National Bank	177	1	04/12/02	10/12/02	6a-10p	0:30	0 0			5647
House	175	1	04/05/02	12/31/02	12a-12m	0:05	0 0			8974
Ideal Market	178	1	05/01/02	12/31/02	12a-12m	0:30	0 0			5547
	178	2	05/01/02	12/31/02	12n- 8p	0:30	0 0			6587
Miller Brewing Compan	171	1	04/05/02	10/31/02	5p-12m	0:30	17 1	V00987		2003
	171	2	04/05/02	10/31/02	12a-12m	0:30	17 1	V00987		2003
	171	1	04/05/02	10/31/02	5p-12m	0:30	17 2	V00989		2004
	171	2	04/05/02	10/31/02	12a-12m	0:30	17 2	V00989		2004
Nature's Nectar	165	3	02/07/02	02/07/02	6a-12n	0:30	0 0	Juice promos		450012
	165	2	01/26/02	01/30/02	12a-12m	0:30	0 0			988
Runners Roost	166	2	02/07/02	02/07/02	6a-10a	0:30	0 0			102212
	166	1	01/26/02	01/30/02	12a-12m	0:30	0 0			852
The Gap	174	1	04/05/02	10/08/02	12a-12m	0:30	0 0			1125
	174	2	04/12/02	10/08/02	12a-12m	0:30	0 0			2541
	182	2	05/01/02	12/31/02	10a-10p	0:30	31 0			3674
	182	1	05/01/02	12/31/02	12a-12m	0:30	31 0			5678
US West	181	1	05/01/02	10/15/02	12a-12m	0:30	0 0			6982

07/07/03
18:08:14

KDRO-TV
Media ID Numbers Ending
For 12/01/01 thru 03/03/02

Page 1

Advertiser	Order		Run Dates		Run Times	Copy		Description	Agency Description	Media ID#
	#	Pg	From	Thru	or Daypart	Length	Numbr Pg			

Report Description:

This report shows media IDs ending for the given dates.

Column Headings:

Advertiser - advertiser name
 Order # Pg - contract number and schedule page number
 Run Dates/From Thru - contract valid from/thru dates
 Run Times or Daypart - contract schedule page ordered run times
 Length - spot length
 Copy Numbr Pg - copy number and schedule page number
 Description - contract schedule page description
 Agency Description - contract schedule page agency description
 Media ID# - Media ID number
 Channel - channel number

Report Layout selected: Layout Number 1
 Report Customization Layout selected: Default layout

The following Restrictions have been specified

All Acct Execls are included
 All Groups/Channels are included

Actual included

The following Query was used for this report

SELECT DISTINCT tr.Nbr, tr.Pg, tr.CPg, tr.Id, tr.Ch, orl.advertiser, orl.description as Descr1, orl.Number as Nbr1 FROM Temp3
 tr, ContractHeader orl, Advertiser orl WHERE tr.nbr = orl.number AND orl.number = orl.advertiser ORDER BY 7,4,1,2

07/07/03
18:08:14

KDRO-TV
Media ID Numbers Ending
For 12/01/01 thru 03/03/02

Page 2

Advertiser	Order		Run Dates		Run Times	Copy		Description	Agency Description	Media ID#
	#	Pg	From	Thru	or Daypart	Length	Numbr Pg			
Alfalfas	162	1	01/26/02	01/30/02	6a-10p	0:30	0 0			2262
Burger King	163	1	01/26/02	01/30/02	6a-12n	0:30	0 0			1123
Eastern Mountain Spor	164	1	01/26/02	01/30/02	6a-10p	0:30	0 0			5621
	164	2	01/26/02	01/30/02	12a-12m	0:30	0 0			655
	164	3	02/07/02	02/07/02	6a- 2p	0:30	0 0	Spring Fleece Sale		782210
Nature's Nectar	165	3	02/07/02	02/07/02	6a-12n	0:30	0 0	Juice promos		450012
Runners Roost	166	2	02/07/02	02/07/02	6a-10a	0:30	0 0			102212
	166	1	01/26/02	01/30/02	12a-12m	0:30	0 0			852

07/07/03
18:00:46

Page 1

Spot Tracking Report

Cont#	Page	Advertiser	Dates Ordered		Run Times	Lngh	Spot#	Status	Date	Time	Dt billed
			From	Thru	or Daypart						

Report Description:

This is a very helpful tool to use to check on the status of a contract. The report lists the advertiser and advertiser's contract number along with all of the pertinent contract information such as dates ordered the runtime or daypart, and spot length. Then the status of all of the spots is listed as projected and the projected airdate and time followed by scheduled and the air time and date it the spot has been placed. The final columns on the report is filled with the date that the spot was billed or blank if it has not yet been billed.

Column Headings:

Cont# Numbr - contract number
Page - contract page number
Advertiser - advertiser name
Dates Ordered/From Thru - contract valid from/thru dates
Run Times or Daypart - contract schedule page ordered run times
Lngh - spot length
Spot# - sequential spot number
Status - Projected - projected to run; not yet scheduled
Status - Scheduled - scheduled to run
Status - Makegood - in makegoods
Status - Canceled - canceled
Date - projected or actual run date
Time - projected or actual run time
Dt billed - date billed if billed
Chn - channel

Report Layout selected:
Report Customization Layout selected: Default layout

The following Query was used for this report

```
SELECT DISTINCT tr.Nbr, tr.Pg, tr.CPg, tr.Id, tr.Ch, orl.advertiser, orl.description as Descr1, orl.Number as Nbr1 FROM Temp3  
tr, ContractHeader orl, Advertiser crl WHERE tr.nbr = orl.number AND crl.number = orl.advertiser ORDER BY 7,4,1,2
```

Spot Tracking Report

Cont#	Page	Advertiser	Dates Ordered		Run Times or Daypart	Lngh	Spot#	Status	Date	Time	Dt billed
			From	Thru							
173	1	Rocky Mountain Records	04/04/02	12/31/02	12a-12a	0:30	1	Projected	04/04/02	01:12:00a	
							2	Projected	04/04/02	03:36:00a	
							3	Projected	04/04/02	06:00:00a	
							4	Projected	04/04/02	08:24:00a	
							5	Projected	04/04/02	10:48:00a	
							6	Projected	04/04/02	01:12:00p	
							7	Projected	04/04/02	03:36:00p	
							8	Projected	04/04/02	06:00:00p	
							9	Projected	04/04/02	08:24:00p	
							10	Projected	04/04/02	10:48:00p	
							11	Projected Scheduled	04/05/02 04/05/02	12:43:12a 06:45:00a	04/30/02
							12	Projected Scheduled	04/05/02 04/05/02	03:07:12a 06:25:30a	04/30/02
							13	Projected Scheduled	04/05/02 04/05/02	05:31:12a 06:06:00a	04/30/02
							14	Projected Scheduled	04/05/02 04/05/02	07:55:12a 08:10:00a	04/30/02
							15	Projected Scheduled	04/05/02 04/05/02	10:19:12a 10:20:00a	04/30/02
							16	Projected Scheduled	04/05/02 04/05/02	12:43:12p 12:50:00p	04/30/02
							17	Projected Scheduled	04/05/02 04/05/02	03:07:12p 03:10:00p	04/30/02
							18	Projected Scheduled	04/05/02 04/05/02	05:31:12p 05:40:00p	04/30/02
							19	Projected Scheduled	04/05/02 04/05/02	07:55:12p 07:58:00p	04/30/02
							20	Projected Scheduled	04/05/02 04/05/02	10:19:12p 10:20:30p	04/30/02
							21	Projected Scheduled	04/06/02 04/06/02	01:40:48a 01:23:00p	04/30/02
							22	Projected Scheduled	04/06/02 04/06/02	04:04:48a 01:48:00p	04/30/02
							23	Projected Scheduled	04/06/02 04/06/02	06:28:48a 01:03:30p	04/30/02
							24	Projected Scheduled	04/06/02 04/06/02	08:52:48a 11:34:30a	04/30/02
							25	Projected Scheduled	04/06/02 04/06/02	11:16:48a 12:44:00p	04/30/02
							26	Projected Scheduled	04/06/02 04/06/02	01:40:48p 02:03:00p	04/30/02
							27	Projected Scheduled	04/06/02 04/06/02	04:04:48p 04:19:00p	04/30/02
							28	Projected Scheduled	04/06/02 04/06/02	06:28:48p 06:32:00p	04/30/02
							29	Projected Scheduled	04/06/02 04/06/02	08:52:48p 09:03:00p	04/30/02
							30	Projected Scheduled	04/06/02 04/06/02	11:16:48p 11:17:00p	04/30/02
							31	Projected Scheduled	04/07/02 04/07/02	12:14:24a 06:05:00a	04/30/02
							32	Projected	04/07/02	02:38:24a	04/30/02

Sample Reports Shown

Pre-billing Analysis

Billing Report

Billing Distribution

Reports Not Shown

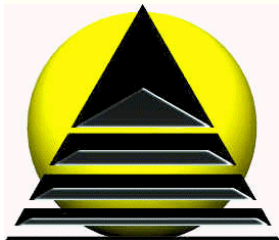
Posting Preview

Print Invoices

Unbilled Spots

Billing Detail

Billing Report Samples



07/08/03
16:55:20

KDRO-TV
Pre-Billing Analysis
For 03/31/03 thru 04/27/03

Page 1

Advertiser	Cont/Prg		To Be Billed		Ordered		Canceled		Pending/Dead M/G		Rescheduled M/G	
	Numbr	Nbr/Srce	Qty	Gross	Qty	Gross	Qty	Gross	Qty	Gross	Qty	Gross

Report Description:

This report shows an analysis of ordered vs. to be billed.

Column Headings:

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included

- Regular invoices are included
- Co-op invoices are included
- EDI invoices are included

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Query was used for this report

```
SELECT DISTINCT sr.number,cr1.Description as Descr1,cr1.Number as Nbr1,1 FROM ContractSktPages sr,ContractHeader
or1,Advertiser cr1 WHERE sr.ValidThru >= 33328 AND sr.ValidFrom <= 33355 AND sr.number = or1.number AND
or1.NumberInvoices > 0 AND (or1.BillingCycle <> 14 AND or1.BillingCycle <> 15 AND or1.BillingCycle <> 48) AND
or1.Advertiser = cr1.Number union SELECT DISTINCT ppr.number,cr3.Description as Descr1,cr3.Number as Nbr1,3
FROM PaidProgramming ppr,Programs hr,Advertiser cr3 WHERE hr.ValidThru >= 33328 AND hr.ValidFrom <= 33355 AND
ppr.number = hr.number AND ppr.NumberInvoices > 0 AND (ppr.BillingCycle <> 14 AND ppr.BillingCycle <> 15 AND
ppr.BillingCycle <> 48) AND ppr.Advertiser = cr3.Number ORDER BY 2,1
```

07/08/03
16:55:20

KDRO-TV
Pre-Billing Analysis
For 03/31/03 thru 04/27/03

Page 2

Advertiser	Cont/Prg		To Be Billed		Ordered		Canceled		Pending/Dead M/G		Rescheduled M/G	
	Numbr	Nbr/Srce	Qty	Gross	Qty	Gross	Qty	Gross	Qty	Gross	Qty	Gross
Alfalfas	5	124 p	23	2300.00	20	2000.00	0	0.00	0	0.00	0	0.00
Banana Republic	26	186 s	140	700.00	140	700.00	0	0.00	0	0.00	0	0.00
Finkell & Snitch Attornies at Law	23	197 s	15	187.50	15	187.50	0	0.00	0	0.00	0	0.00
Fuzzy Wuzzy's	10	193 s	56	7560.00	56	7560.00	0	0.00	0	0.00	0	0.00
Ska Brewery	54	196 s	84	2100.00	168	2100.00	0	0.00	0	0.00	0	0.00
Report total			318	12847.50	399	12547.50	0	0.00	0	0.00	0	0.00

Advertiser	Inv Numbr	Contr Numbr	Seq Numbr	Inv Date	Reference	Gross	Agcy Comm	Rep Comm	Net	AE Comm
------------	-----------	-------------	-----------	----------	-----------	-------	-----------	----------	-----	---------

Report Description:

This report shows invoices billed with the selected dates.

Column Headings:

- Inv Numbr - invoice number
- Contr Numbr - contract number
- Seq Numbr - contract sequence number
- Inv Date - invoice date
- Reference - invoice reference
- Gross - invoice gross amount
- Agcy Comm - agency commission
- Rep Comm - rep firm commission
- Net - invoice net
- AE Comm - a/e commission

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included
- All Invoices are included

- Regular invoices are included
- Co-op invoices are included
- EDI invoices are included

Report Layout selected: Layout Number 1
Report Customisation Layout selected: Default layout

The following Query was used for this report

SELECT ir.InvoiceNumber AS Number,cr.Description as Descr1,cr.Number as Nbr1 FROM ARHeader ir,Advertiser cr WHERE ir.InvoiceNumber > 0 AND ir.InvoiceDate >= 33264 AND ir.InvoiceDate <= 33269 AND ir.Advertiser = cr.Number ORDER BY 2,1

Advertiser	Inv Numbr	Contr Numbr	Seq Numbr	Inv Date	Reference	Gross	Agcy Comm	Rep Comm	Net	AE Comm
Antica Roma	33	388	191	5 01/26/03	Hesperus Pass	1170.00	0.00	0.00	1170.00	117.00
Banana Republic	26	384	186	23 01/31/03	Durango Mall	193.75	0.00	0.00	193.75	29.06
Black and Decker	48	385	186	24 01/31/03	Durango Mall	193.75	0.00	0.00	193.75	29.06
		391	187	6 01/26/03	Sweeney's	1950.00	-292.50	0.00	1657.50	975.00
		392	189	5 01/26/03	Winter Ski Sale	1839.00	-275.85	0.00	1563.15	919.50
Total Black and Decker						3982.75	-568.35	0.00	3414.40	1923.56
Bob's Texaco	38	390	194	4 01/26/03	Juice	80.00	0.00	0.00	80.00	12.00
Diskount	3	386	186	25 01/31/03	Durango Mall	387.50	0.00	0.00	387.50	58.12
Fuzzy Wuzzy's	10	380	176	9 01/31/03	Production	400.00	-40.00	0.00	360.00	60.00
		381	193	4 01/31/03		8270.00	-1255.50	0.00	7114.50	1255.50
Total Fuzzy Wuzzy's						8770.00	-1295.50	0.00	7474.50	1315.50
Ideal Market	35	389	195	5 01/26/03	Sandwich Sale	1677.00	0.00	0.00	1677.00	167.70
Kimberly-Clark Corporation	20	383	192	4 01/31/03	Kleenex	7440.00	0.00	0.00	7440.00	1116.00
Ska Brewery	54	387	196	2 01/31/03	Ska Brewery	2325.00	0.00	0.00	2325.00	348.75
The Gap	9	379	182	10 01/31/03	Clothing	77.50	-11.62	0.00	65.88	11.62
Report total						26103.50	-1875.48	0.00	24228.02	5099.32

07/08/08
16:56:41

KDRO-TV
Billing Distribution Report
For 05/31/02 thru 06/25/02

Page 1

Advertiser	Inv Contr Seq Inv				Date	Gross	Agcy Comm	Net	AE Comm	% of totl	cumm %
	Numbr	Numbr	Numbr	Numbr							

Report Description:

This report shows invoices billed with the selected dates, ordered by descending dollar amount.

Column Headings:

Inv Numbr - invoice number
 Contr Numbr - contract number
 Seq Numbr - contract sequence number
 Inv Date - invoice date
 Gross - invoice gross amount
 Agcy Comm - agency commission
 Net - invoice net
 AE Comm - a/e commission
 % of totl - percent of total
 cumm % - cumulative percentage

The following Restrictions have been specified

All Advertisers are included
 All Acct Execs are included
 All Agencies are included
 All Billing Groups are included
 All Industries are included
 All Rep Firms are included
 All Contracts are included
 All Sales Types are included
 All Groups/Channels are included
 All Invoices are included

Regular invoices are included
 Co-op invoices are included
 EDI invoices are included

Report Layout selected: Layout Number 1
 Report Customization Layout selected: Default layout

The following Query was used for this report

```
SELECT DISTINCT tr.Number AS
Nbr,tt.IdAmount,ir.InvoiceDate,ir.Amount,ir.ContractNumber,ir.ContractSeq,ir.Description,ir.ProgramNumber,ir.Prog
as Descri,cr.Number as Nbr1 FROM ARDetail tr,ARHeader ir,Temp3 AS tt,Advertiser cr WHERE ir.InvoiceDate >= 33024
AND ir.InvoiceDate <= 33049 AND tr.Number = ir.InvoiceNumber AND cr .Number = tt.Id AND ir.Advertiser =
cr.Number ORDER BY 2 DESC,10,1
```

07/08/08
16:56:42

KDRO-TV
Billing Distribution Report
For 05/31/02 thru 06/25/02

Page 2

Advertiser	Inv Contr Seq Inv				Date	Gross	Agcy Comm	Net	AE Comm	% of totl	cumm %
	Numbr	Numbr	Numbr	Numbr							
Fussy Wussy's	10	216	176	2	05/31/02	400.00	-40.00	360.00	54.00	45.15	45.15
Burger King	27	214	168	4	05/31/02	150.00	0.00	150.00	75.00	16.93	62.08
Banana Republic	26	213	170	3	05/31/02	137.50	0.00	137.50	20.63	15.52	77.60
The Gap	9	220	174	3	05/31/02	105.00	-15.75	89.25	12.39	11.85	89.45
		221	182	2	05/31/02	15.00	-2.25	12.75	1.91	1.69	91.14
Total The Gap						120.00	-18.00	102.00	15.30	13.54	91.14
First National Bank	40	215	177	3	05/31/02	66.00	0.00	66.00	9.90	7.45	98.59
US West	4	222	181	2	05/31/02	12.50	0.00	12.50	1.88	1.41	100.00
Report total						886.00	-58.00	828.00	176.71	100.00	100.00

Sample Reports Shown

Aging Report

Payments Received

Past Due

Reports Not Shown

Prepayments Received

F/C Applied

S/C Applied

Sales Tax Applied

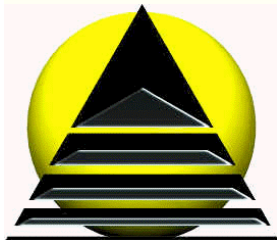
Adjustments

Trade Credits Applied

Statements

Balance Summary

A/R Report Samples



07/08/03
08:38:23

KDRO-TV
A/R Aged Balance Report
Aged From 01/31/03
Invoices 01/01/99 thru 01/31/03
Transactions 01/01/99 thru 01/31/03

Page 1

Advertiser	Inv Numbr	Contr Numbr	Seq Nbr	Trn Nbr	Trn Type	Trans Date	0-30	31-60	61-90	91-120	120+	Balance
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Report Description:

This report shows A/R invoices aged from the given date.

Column Headings:

Inv Numbr - invoice number
Contr Numbr - contract number
Seq Numbr - contract sequence number
Trn Numbr - transaction number
Trn Type - transaction type
Trans Date - transaction date
0-30 31-60 61-90 91-120 120+ - invoice age
Balance - invoice balance

Report Layout selected: Layout Number 1
Report Customisation Layout selected: Default 120+ layout, with transactions

The following Restrictions have been specified

All Advertisers are included
All Acct Execs are included
All Agencies are included
All Billing Groups are included
All Industries are included
All Rep Firms are included
All Contracts are included
All Sales Types are included
All Groups/Channels are included
All Invoices are included

Invoices are aged by days

The following Query was used for this report

```
SELECT ir.InvoiceNumber AS Number,cr.Description as Descr1,cr.Number as Nbr1 FROM ARHeader ir,Advertiser cr WHERE ir.InvoiceNumber > 0 AND ir.InvoiceDate >= 31776 AND ir.InvoiceDate <= 33269 AND ir.Advertiser = cr.Number ORDER BY 2,1
```

07/08/03
08:38:26

KDRD-TV
A/R Aged Balance Report
Aged From 01/31/03
Invoices 01/01/99 thru 01/31/03
Transactions 01/01/99 thru 01/31/03

Page 2

Advertiser	Inv Contr				Seq Trn Trn	Trans	Date	Aging					Balance	
	Numbr	Numbr	Numbr	Nbr				Nbr	Typ	0-30	31-60	61-90		91-120
Antica Roma	33	179	160	1									500.00	500.00
									1125.00					1125.00
								1305.00						1305.00
								90.00						90.00
								270.00						270.00
							1170.00							1170.00
Total Antica Roma							1170.00	1665.00	1125.00	0.00	500.00			4460.00
Banana Republic	26	259	170	5									568.75	568.75
													181.25	181.25
													3187.50	3187.50
													180.00	180.00
													212.50	212.50
													187.50	187.50
									100.00					100.00
									187.50					187.50
								193.75						193.75
							193.75							193.75
Total Banana Republic							193.75	193.75	187.50	100.00	4517.50			5192.50
Black and Decker	48	203	183	1									-1543.75	-1543.75
													59.63	59.63
													183.97	183.97
													1132.35	1132.35
													190.31	190.31
										101.50				101.50
										517.65				517.65
										1593.75				1593.75
										1565.70				1565.70
										187.50				187.50
								1848.75						1848.75
								1741.65						1741.65
								127.50						127.50
								119.85						119.85
								193.75						193.75
								382.50						382.50
								362.10						362.10
							193.75							193.75
							1657.50							1657.50
							1563.15							1563.15
Total Black and Decker							3414.40	4776.10	3346.95	619.15	22.51			12179.11
Blue Cross of Colorado	46	180	148	1									77.27	77.27
													3806.25	3806.25
													19.03	19.03
													25.38	25.38
													25.38	25.38
													120.53	120.53
										126.88				126.88
									125.00					125.00
								125.00						125.00
								31.25						31.25
								31.25						31.25
Total Blue Cross of Colorado							0.00	187.50	125.00	126.88	4073.84			4513.22
Bob's Texaco	38	390	194	4			80.00							80.00
Burger King	27	175	163	1									15.00	15.00

07/08/03
08:39:38

KDRO-TV
A/R Aged Balance Report
Aged From 01/31/03
Invoices 01/01/99 thru 01/31/03
Transactions 01/01/99 thru 01/31/03

Page 1

Advertiser	Inv Numbr	Contr Numbr	Seq Nbr	Invoice Date	0-30	31-60	61-90	91+	Balance
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Report Description:

This report shows A/R invoices aged from the given date.

Column Headings:

Inv Numbr - invoice number
Contr Numbr - contract number
Seq Numbr - contract sequence number
Trn Numbr - transaction number
Trn Type - transaction type
Trans Date - transaction date
0-30 31-60 61-90 91-120 120+ - invoice age
Balance - invoice balance

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default 91+ layout, NO transactions

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included
- All Invoices are included

Invoices are aged by days

The following Query was used for this report

```
SELECT ir.InvoiceNumber AS Number,cr.Description as Descr1,cr.Number as Nbr1 FROM ARHeader ir,Advertiser cr WHERE ir.InvoiceNumber > 0 AND ir.InvoiceDate >= 31778 AND ir.InvoiceDate <= 33269 AND ir.Advertiser = cr.Number ORDER BY 2,1
```

07/08/03
08:39:38

KDND-TV
A/R Aged Balance Report
Aged From 01/31/03
Invoices 01/01/99 thru 01/31/03
Transactions 01/01/99 thru 01/31/03

Page 2

Advertiser	Inv Numbr	Contr Numbr	Seq Nbr	Invoice Date					Balance	
					0-30	31-60	61-90	91+		
Antica Roma	33	179	160	1	01/27/02				500.00	500.00
		323	191	1	11/24/02			1125.00		1125.00
		343	191	2	12/29/02		1305.00			1305.00
		351	191	3	12/31/02		90.00			90.00
		371	191	4	12/29/02		270.00			270.00
		388	191	5	01/26/03	1170.00				1170.00
Total Antica Roma						1170.00	1665.00	1125.00	500.00	4460.00
Banana Republic	26	259	170	5	08/31/02				568.75	568.75
		260	186	4	08/31/02				181.25	181.25
		265	170	6	07/31/02				3187.50	3187.50
		266	186	7	07/31/02				180.00	180.00
		293	170	7	09/30/02				212.50	212.50
		294	186	11	09/30/02				187.50	187.50
		305	186	14	10/31/02				100.00	100.00
		332	186	17	11/30/02			187.50		187.50
		367	186	20	12/31/02		193.75			193.75
		384	186	23	01/31/03	193.75				193.75
Total Banana Republic						193.75	193.75	187.50	4617.50	5192.50
Black and Decker	48	203	183	1	06/30/02				-1543.75	-1543.75
		250	183	2	08/25/02				59.63	59.63
		261	186	5	08/31/02				183.97	183.97
		286	183	4	09/29/02				1132.35	1132.35
		295	186	12	09/30/02				190.31	190.31
		306	186	15	10/31/02				101.50	101.50
		318	183	5	10/27/02				517.65	517.65
		324	187	2	11/24/02			1593.75		1593.75
		325	189	1	11/24/02			1565.70		1565.70
		333	186	18	11/30/02			187.50		187.50
		348	187	3	12/29/02		1848.75			1848.75
		349	189	2	12/29/02		1741.65			1741.65
		355	187	4	12/31/02		127.50			127.50
		356	189	3	12/31/02		119.85			119.85
		368	186	21	12/31/02		193.75			193.75
		376	187	5	12/29/02		382.50			382.50
		377	189	4	12/29/02		362.10			362.10
		385	186	24	01/31/03	193.75				193.75
		391	187	6	01/26/03	1657.50				1657.50
		392	189	5	01/26/03	1563.15				1563.15
Total Black and Decker						3414.40	4776.10	3346.95	641.66	12179.11
Blue Cross of Colorado	46	180	148	1	01/27/02				77.27	77.27
		185	180	1	04/29/02				3806.25	3806.25
		237	180	2	06/30/02				19.03	19.03
		249	180	3	08/25/02				25.38	25.38
		277	180	4	07/28/02				25.38	25.38
		287	180	6	09/29/02				120.53	120.53
		319	180	7	10/27/02				126.88	126.88
		326	180	8	11/24/02			125.00		125.00
		347	180	9	12/29/02		125.00			125.00
		354	180	10	12/31/02		31.25			31.25
		375	180	11	12/29/02		31.25			31.25
Total Blue Cross of Colorado						0.00	187.50	125.00	4200.72	4513.22
Bob's Texaco	38	390	194	4	01/26/03	80.00				80.00
Burger King	27	175	163	1	01/31/02				15.00	15.00

07/08/03
08:40:57

KDRO-TV
A/R Collections Report
Invoices 04/01/91 thru 06/02/02
Payments 04/01/02 thru 05/31/02

Page 1

Advertiser	Numbr	Numbr	Contr Numbr	Seq Nbr	Current Inv Bal	Total			Reference	Payment	Prorata	Age
						Acct	Exec	Trn			Trans	A/E

Report Description:

This report shows payments received for the given dates for invoices with their given dates.

Column Headings:

- Inv Numbr - invoice number
- Contr Numbr - contract number
- Seq Numbr - contract sequence number
- Current Inv Bal - current invoice balance
- Total Acct Exec Commission - total account exec commission
- Trn Numbr - transaction number
- Trans Date - transaction date
- Reference - reference description
- Payment - payment amount
- Prorata A/E Commission - Prorata A/E Commission
- Age When Paid - days old when paid

Report Layout selected: Layout Number 1
Report Customisation Layout selected: Default layout

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included
- All Invoices are included

The following Query was used for this report

```
SELECT DISTINCT tr.number,cr.Description as Descr1,cr.Number as Nbr1 FROM ARDetail tr, ARHeader ir,Advertiser cr WHERE tr.TransType = 17 AND tr.TransactionDate >= 32964 AND tr.TransactionDate <= 33024 AND tr.Number = ir.InvoiceNumber AND ir.InvoiceDate >= 28946 AND ir.InvoiceDate <= 33027 AND ir.Advertiser = cr.Number ORDER BY 2,1
```

07/08/03
08:40:57

KDRO-TV
A/R Collections Report
Invoices 04/01/91 thru 06/02/02
Payments 04/01/02 thru 05/31/02

Page 2

Advertiser	Numbr	Numbr	Contr Numbr	Seq Nbr	Current Inv Bal	Total			Reference	Payment	Prorata	Age
						Acct	Exec	Trn			Trans	A/E
Alfalfas	5	174	162	1	-0.00	9.00	3	04/08/02	ck #1123	60.00	9.00	67
Banana Republic	26	191	170	1	0.00	245.63	4	05/24/02	ck # 55681	500.00	75.00	24
Burger King	27	177	168	1	-0.00	2250.00	3	04/08/02	ck #6652	4500.00	2250.00	8
Eastern Mountain Sports	36	181	134	2	-0.00	37.50	3	04/08/02	ck # 123456	375.00	37.50	71
Eastern Mountain Sports	36	182	164	2	0.00	50.00	4	04/08/02	ck # 987156	250.00	25.00	71
Total Eastern Mountain Sports										625.00	62.50	71
High Gear Cyclery	37	183	139	2	235.00	103.50	3	04/08/02	ck #6547	800.00	80.00	71
Runners Roost	31	189	167	1	560.00	28.00	4	05/24/02	ck #97258	-280.00	-28.00	25
Report total										6205.00	2448.50	48

07/08/03
08:41:30

KDRO-TV
A/R Collections Report
Invoices 04/01/91 thru 06/03/02
Payments 04/01/02 thru 05/31/02

Page 1

Account Exec Advertiser	Inv Numbr	Contr Numbr	Seq Nbr	Current Inv Bal	Total				Reference	Payment	Prorata	Age
					Acct	Exec	Trn	Trans			A/E	When

Report Description:

This report shows payments received for the given dates for invoices with their given dates.

Column Headings:

- Inv Numbr - invoice number
- Contr Numbr - contract number
- Seq Numbr - contract sequence number
- Current Inv Bal - current invoice balance
- Total Acct Exec Commission - total accounts exec commission
- Trn Numbr - transaction number
- Trans Date - transaction date
- Reference - reference description
- Payment - payment amount
- Prorata A/E Commission - Prorata A/E Commission
- Age When Paid - days old when paid

Report Layout selected: Layout Number 1
Report Customization Layout selected: Default layout

The following Restrictions have been specified

- All Advertisers are included
- All Acct Execs are included
- All Agencies are included
- All Billing Groups are included
- All Industries are included
- All Rep Firms are included
- All Contracts are included
- All Sales Types are included
- All Groups/Channels are included
- All Invoices are included

The following Query was used for this report

```
SELECT DISTINCT tr.number, aer.Description as Descr2, aer.Number as Nbr2, cr.Description as Descr1, cr.Number as Nbr1 FROM ARDetail tr,
ARHeader ir, AccountExec aer, Advertiser cr WHERE tr.TransType = 17 AND tr.TransactionDate >= 32964 AND tr.TransactionDate <= 33024
AND tr.Number = ir.InvoiceNumber AND ir.InvoiceDate >= 28946 AND ir.InvoiceDate <= 33027 AND ir.AcctExec = aer.Number AND
ir.Advertiser = cr.Number ORDER BY 2,4,1
```

07/08/03
08:41:30

KDRO-TV
A/R Collections Report
Invoices 04/01/91 thru 06/03/02
Payments 04/01/02 thru 05/31/02

Page 2

Account Exec Advertiser	Inv Numbr	Contr Numbr	Seq Nbr	Current Inv Bal	Total				Reference	Payment	Prorata	Age
					Acct	Exec	Trn	Trans			A/E	When

Baker, Norma Jean												
Eastern Mountain Sports	36	181	184	2	-0.00	37.50	3	04/08/02	ck # 123456	375.00	37.50	71
Eastern Mountain Sports	36	182	164	2	0.00	50.00	4	04/08/02	ck # 987156	250.00	25.00	71
Total Eastern Mountain Sports										625.00	62.50	71
High Gear Cyclery	37	183	139	2	235.00	103.50	3	04/08/02	ck #6547	800.00	80.00	71
Runners Roost	31	189	167	1	560.00	28.00	4	05/24/02	ck #97258	-280.00	-28.00	25
Total Baker, Norma Jean										1145.00	114.50	59
Irving, Washington												
Alfalfas	5	174	162	1	-0.00	9.00	3	04/08/02	ck #1123	60.00	9.00	67
Banana Republic	26	191	170	1	0.00	245.63	4	05/24/02	ck # 55681	500.00	75.00	24
Total Irving, Washington										560.00	84.00	45
White, Mont												
Burger King	27	177	168	1	-0.00	2250.00	3	04/08/02	ck #6652	4500.00	2250.00	8
Report total										6205.00	2448.50	48

07/08/03
09:51:26

KDRO-TV
A/R Past Due Accounts
Invoices more than 90 days old from 04/30/02

Page 1

Advertiser	Inv Numbr	Contr Numbr	Seq Numbr	Invoice Nbr	Inv Date	Invoice Age	Invoice Balance	Invoice Description	Contact	Phone
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Report Description:

This report shows A/R invoices aged from the given date.

Column Headings:

Inv Numbr - invoice number
Contr Numbr - contract number
Seq Numbr - contract sequence number
Invoice Date - invoice date
Invoice Age - invoice age
Invoice Balance - current invoice balance
Invoice Description - reference description
Contact - collection contact
Phone - collection contact phone number

Report Layout selected: Layout Number 1
Report Customisation Layout selected: Default layout

The following Restrictions have been specified

All Advertisers are included
All Acct Execs are included
All Agencies are included
All Billing Groups are included
All Industries are included
All Rep Firms are included
All Contracts are included
All Sales Types are included
All Groups/Channels are included
All Invoices are included

The following Query was used for this report

SELECT ir.InvoiceNumber AS Number,cr.Description as Descr1,cr.Number as Nbr1 FROM ARHeader ir,Advertiser cr WHERE ir.Balance > 1 AND ir.InvoiceDate <= 32993 AND (32993 - ir.InvoiceDate) > 90 AND ir.Advertiser = cr.Number ORDER BY 2,1

07/08/03
09:51:26

KDRO-TV
A/R Past Due Accounts
Invoices more than 90 days old from 04/30/02

Page 2

Advertiser	Inv Numbr	Contr Numbr	Seq Numbr	Invoice Nbr	Inv Date	Invoice Age	Invoice Balance	Invoice Description	Contact	Phone
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Antica Roma	38	179	160	1	01/27/02	527	500.00	Test Rotation	Mr. Luigi	(303)445-9277
Blue Cross of Colorado	46	180	148	1	01/27/02	527	77.27		Bob B. Blue	(972)272-8620
Flagstaff House	32	168	159	1	11/25/01	590	775.00	YMSE	Yon Torelli	(302)443-9866
High Gear Cyclery	37	183	139	2	01/27/02	527	235.00	Annual Prime Time	Andy	(303)944-2999
John Elway Truck	29	163	141	1	11/30/01	585	8036.52	Annual Prime Time	not John	(920)566-6666
Norwest Banks	24	164	143	1	11/30/01	585	4485.00	Annual Prime Time		
Runners Roost	31	184	166	2	01/27/02	527	200.00	Pizza	Mr. Running	(970)992-8825
Stammler	18	165	127	1	11/30/01	585	5700.00	Porsche/Audi		
The Boulder Theater	15	166	157	1	11/30/01	585	9350.00	Thanksgiving Parade	Mr. Nick Forester	

Report total 29358.79

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09:52:06

KDRO-TV
A/R Past Due Accounts
Invoices more than 90 days old from 04/30/02

Page 1

Account Exec	Inv	Contr	Seq	Invoice	Inv	Invoice	Invoice			
Advertiser	Numbr	Numbr	Numbr	Nbr	Date	Age	Balance	Description	Contact	Phone

Report Description:

This report shows A/R invoices aged from the given date.

Column Headings:

Inv Numbr - invoice number
Contr Numbr - contract number
Seq Numbr - contract sequence number
Invoice Date - invoice date
Invoice Age - invoice age
Invoice Balance - current invoice balance
Invoice Description - reference description
Contact - collection contact
Phone - collection contact phone number

Report Layout selected: Layout Number 1
Report Customisation Layout selected: Default layout

The following Restrictions have been specified

All Advertisers are included
All Acct Execs are included
All Agencies are included
All Billing Groups are included
All Industries are included
All Rep Firms are included
All Contracts are included
All Sales Types are included
All Groups/Channels are included
All Invoices are included

The following Query was used for this report

```
SELECT ir.InvoiceNumber AS Number,aer.Description as Descr2,aer.Number as Nbr2,cr.Description as Descr1,cr.Number as Nbr1 FROM  
ARHeader ir,AccountExec aer,Advertiser cr WHERE ir.Balance > 1 AND ir.InvoiceDate <= 32993 AND (32993 - ir.InvoiceDate) > 90 AND  
ir.AcctExec = aer.Number AND ir.Advertiser = cr.Number ORDER BY 2,4,1
```

07/08/08
09:52:06

KDRO-TV

Page 2

A/R Past Due Accounts

Invoices more than 90 days old from 04/30/02

Account Exec Advertiser	Inv Numbr	Contr Numbr	Seq Numbr	Invoice Nbr	Inv Date	Invoice Age	Invoice Balance	Invoice Description	Contact	Phone

Baker, Norma Jean										
Antica Roma	33	179	160	1	01/27/02	527	500.00	Test Rotation	Mr. Luigi	(303)448-9277
High Gear Cyclery	37	183	139	2	01/27/02	527	235.00	Annual Prime Time	Andy	(303)944-2999
									last_pmt:	800.00 on 04/08/02
Runners Roost	31	184	166	2	01/27/02	527	200.00	Pizza	Mr. Running	(970)992-8625
									last_pmt:	200.00 on 01/27/03
Total Baker, Norma Jean							935.00			
Irving, Washington										
Flagstaff House	32	168	159	1	11/23/01	590	775.00	YMSE	Yon Torelli	(303)443-9666
									last_pmt:	485.00 on 12/18/02
Norwest Banks	24	164	143	1	11/30/01	585	4485.00	Annual Prime Time		
Stammler	18	165	127	1	11/30/01	585	5700.00	Porsche/Audi		
The Boulder Theater	15	166	157	1	11/30/01	585	9350.00	Thanksgiving Parade	Mr. Nick Forester	
Total Irving, Washington							20310.00			
White, Mont										
Blue Cross of Colorado	46	180	148	1	01/27/02	527	77.27		Bob E. Blue	(972)272-8620
John Elway Truck	29	163	141	1	11/30/01	585	8036.52	Annual Prime Time	not John	(920)566-6666
Total White, Mont							8113.79			
Report total							29358.79			

Sample Reports Shown

Advertiser Balance Query

Advertiser Balance Query with Aging

Advertiser Schedule Query

Other Report Samples



7/7/03 6:19:21 PM

Advertiser Balance Query

<u>Advertiser</u>	<u>Current Bal</u>	<u>Last Pmt</u>	<u>Last Inv</u>
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Report Description:

This report is a quick way to find out an advertiser's balance. This information can aid in the collections process, it can also give information to your sales people about their accounts, as well as provide simple easy to read information to a past due client. This report also lists the date and amount of the last invoice sent out as well as the date and amount of the last payment received for each advertiser. You can print the report for specific Account Execs as a progress report on the collection of their accounts or simply for a specific advertiser.

Column Headings:

Advertiser - advertiser name
Current Bal - advertiser's total current balance
Last Pmt - date and amount of last payment
Last Inv - date and amount of last invoice

The following Restrictions have been specified

All Advertisers are included
The following A/Es are Included: 1
All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT ir.Advertiser,cr.Description FROM ARHeader ir,Advertiser cr WHERE ir.Advertiser = cr.Number AND ir.AcctExec IN (1) ORDER BY 2
```

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Advertiser Balance Query

Advertiser	Current Bal	Last Pmt		Last Inv	
Alfalfas	0.00	04/08/2002	60.00	01/31/2002	60.00
Banana Republic	5192.50	01/27/2003	2337.50	01/31/2003	193.75
Black and Decker	12179.12	12/18/2002	93.75	01/31/2003	193.75
Diskount	2657.28			01/31/2003	387.50
Finkell & Snitch Attornies at Law	0.00				
Flagstaff House	5192.98	12/18/2002	485.00	09/29/2002	603.00
Fuzzy Wuzzy's	24543.50			01/31/2003	400.00
Kimberly-Clark Corpration	7440.00	01/27/2003	6940.00	01/31/2003	7440.00
Miller Brewing Company	19775.00	12/18/2002	3060.00	11/24/2002	600.00
Nature's Nectar	144.23			01/31/2003	0.00
Norwest Banks	4485.00			11/30/2001	4485.00
Rocky Mountain Records	0.00			12/31/2002	0.00
Stammler	5700.00			11/30/2001	5700.00
The Boulder Theater	9350.00			11/30/2001	9350.00
The Gap	19911.26			01/31/2003	77.50
US West	0.00	12/18/2002	380.63	09/30/2002	175.00
	<u>116570.87</u>				

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Advertiser Balance Query and Aging

Advertiser	Current Bal	Last Pmt	Last Inv	0-30	31-60	61-90	91+
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Report Description:

This report is a quick way to find out an advertiser's balance. This information can aid in the collections process, it can also give information to your sales people about their accounts, as well as provide simple easy to read information to a past due client. The report gives a current balance as well as a break down of how old their outstanding balances are by 0-30 days, 31-60 days, 61-90 days and 90+ days. This report also lists the date and amount of the last invoice sent out as well as the date and amount of the last payment received for each advertiser. You can print the report for specific Account Execs as a progress report on the collection of their accounts or simply for a specific advertiser.

Column Headings:

Advertiser - advertiser name
 Current Bal - advertiser's total current balance
 Last Pmt - date and amount of last payment
 Last Inv - date and amount of last invoice
 0-30 31-60 61-90 91+ - balances aged by days

The following Restrictions have been specified

All Advertisers are included
 The following A/E's are Included: 2
 All Groups/Channels are included

The following Query was used for this report

```
SELECT DISTINCT ir.Advertiser,cr.Description FROM ARHeader ir,Advertiser cr WHERE ir.Advertiser = cr.Number AND ir.AcctExec IN (2) ORDER BY 2
```

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Advertiser Balance Query and Aging

Advertiser	Current Bal	Last Pmt	Last Inv	0-30	31-60	61-90	91+
Black and Decker	12179.12	12/18/2002 93.75	01/31/2003 193.75	0.00	0.00	0.00	12179.12
Blue Cross of Colorado	4513.22		12/31/2002 31.25	0.00	0.00	0.00	4513.22
Burger King	9165.00	04/08/2002 4500.00	05/31/2002 150.00	0.00	0.00	0.00	9165.00
City Market	816.00		12/31/2002 96.00	0.00	0.00	0.00	816.00
John Elway Truck	10310.27		10/27/2002 125.00	0.00	0.00	0.00	10310.27
	<u>36983.61</u>			<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>36983.61</u>

<u>Advertiser</u>	<u>Channel</u>	<u>Date</u>	<u>Time</u>
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Report Description:

This report produces a list by advertiser of the dates and times each of their spots is scheduled to play. This report can be used for anxious advertisers who want to know when their spots will be playing or provided to Account Execs so that they can verify that the spots that they have sold have been scheduled appropriately.

Column Headings:

Advertiser - advertiser name
Channel - channel spots are running on
Date - date spots are running
Time - time spots are running
Program - program name

The following Restrictions have been specified

All Advertisers are included
All Avail Types are included
The following Groups/Channels are Included: 1

The following Query was used for this report

```
SELECT cr.Description, zr.Code, lr.Channel, lr.RunDate, lr.RunTime, lr.Advertiser, '' as Prog FROM  
Advertiser cr, ZoneGroup zr, SpotSchedule lr WHERE lr.Advertiser = cr.number AND lr.Channel =  
zr.Number AND lr.RunDate BETWEEN 33412 AND 33412 AND lr.Channel IN (1) ORDER BY 1,2,3,4,5
```

7/7/03 6:22:25 PM

Advertiser Schedule Query

Advertiser	Channel	Date	Time
Finkell & Snitch Attornies at Law	KDRO-TV	06/23/2003	11:32:30a 5:20:30p
Fuzzy Wuzzy's	KDRO-TV	06/23/2003	4:20:00p 6:45:00p
Home Depot	KDRO-TV	06/23/2003	6:06:00a 6:25:30a 8:30:00a 11:59:00a 3:20:00p 6:55:30p 10:15:00p
Ideal Market	KDRO-TV	06/23/2003	6:05:30a 12:20:00p 2:10:00p 3:40:00p 5:20:00p 6:03:00p 6:55:00p
Norwest Banks	KDRO-TV	06/23/2003	6:05:00a 6:25:00a 6:45:00a 9:52:00a 12:40:00p 3:10:00p 5:50:00p 8:40:00p 11:10:00p
Papa Murphys	KDRO-TV	06/23/2003	6:06:30a 11:59:30a 7:58:00p

Some Additional Reports Not In This Book

Utility Reports:

**Copy Starting
Copy Ending
Contract Reconciliation**

Quick-Ref Reports:

**Contract Quick Reference
Copy Quick Reference
Advertiser Account List
Agency Account List
Rep Firm Account List
Industry Quick Reference
Sales Type Quick Reference
A/E Quick Reference
Daypart Quick Reference
Channel Quick Reference
Zone/Group Quick Reference
Miscellaneous Definition Quick Reference**

Programming:

**Programs to Run Summary
Avails Defined Summary
Skeleton Schedule
TV Guide List
Programs Starting
Programs Ending
Program Quick Reference
Program Avails
Programs Not Verified**

Traffic:

**Spots to Run Summary
Log Spot Summary
Copy to be Assigned Summary
Summary of Copy Assigned
Contract Confirmation
Copy Confirmation**

Sales:

**Advertiser Activity Summary
Inactive Advertisers Summary
Advertisers Over Credit Limit Summary**

Billing:

**Billing Preview
Invoices
Unbilled Spots Report
Billing Detail Report
Billing History Report**

A/R:

**Prepayments Received
F/C Applied
S/C Applied
Sales Tax Applied
Adjustments Report
Trade Credit Applied
Statements
Credit Balance Invoices**