



THE STATIONS THAT LEAVE NO LISTENER BEHIND

KCAA RADIO

102.3 FM · 1050 AM · 106.5 FM



CNBC LOMA LINDA, CALIFORNIA



NBC Sports



Welcome to KCAA Radio

KCAA is licensed to Loma Linda, California. It's the local news/talk station and regional affiliate for NBC News, CNBC Business News and NBC Sports News. This unusual triple affiliation reflects the broad diversity and range of the station's format. The station is enjoying its 20th year as a successful, independently owned "stand alone" AM-FM news-talk station serving the Inland Empire region of Southern California.

KCAA's daytime signal on 1050 AM reaches over 5 million people. The combined reach of the two FM's on 102.3 FM and 106.5 FM provide listeners with three listening options.

The station's Internet system reaches 190 countries. The station's massive archive dates back to 2004 with over 400 shows in active status. The system receives over 300,000 hours of downloads each month. The station's primary website (www.kcaaradio.com) is doubling its reach every six months. It might be said that **"THE SUN NEVER SETS ON KCAA"**

KCAA has earned the reputation as the GO-TO radio station for local programming. The staff produces and distributes more than 50 local and regional talk and music programs each week on subjects ranging from business and entertainment to liberal, conservative and religious talk, to vegan diets, organic farming and the transition to marijuana legalization. KCAA also airs the top syndicated broadcasters of talk radio including Dave Ramsey, Del Walmsley, Don IMUS, Gary Garver, Pastor Greg Young, Thom Hartmann, Stephanie Miller, Joe Messina, Ray Lucia and Heather Wade, plus the classic rock and roll shows produced 50 years ago by the greatest DJ of them all... "Wolfman Jack".

The station is currently broadcasting on 1050 AM, 106.5 FM and 102.3 FM from its new media center in Redlands, California. Listeners can enjoy KCAA's excellent line up of programs on all three frequencies. Recently, the station upgraded all broadband connections to fiber optics and added new audio delivery systems to all three transmitters, specifically adding MP4 AAC 128k digital Comrex Access units which produce perfect FM Radio and near FM quality audio on AM receivers. The station uses refurbished analog Optimod audio processing and Orban's legendary stereo synthesizers to produce a sound that is second to none. KCAA's AM and FM signals exhibit more "dial presence" and audio frequency response than competing stations with similar and higher power. Listeners notice the richer and fuller sound of KCAA.

KCAA Radio

1378 Industrial Park Ave. Redlands, California 92374

Phone: (909) 793 – 1065



1. Station Call Letters and Frequency:

KCAA 1050 AM
102.3 FM K272 FQ
106.5 FM K293 CF
www.kcaaradio.com

2. Station Address and Phone:

KCAA Radio
1378 Industrial Park Ave.
Redlands, California 92374
(909) 793-1065 (Station)
(281) 599-9800

3. Station Slogan:

“The Station That Leaves No Listener Behind”

4. Licensee of Station:

Broadcast Management Services, Inc.
19939 Gatling Court
Katy, TX 77449

5. Station Power:

1.4 kilowatts
FCC approved for 10,000 Watts



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102.3 FM • 1050 AM • 106.5 FM

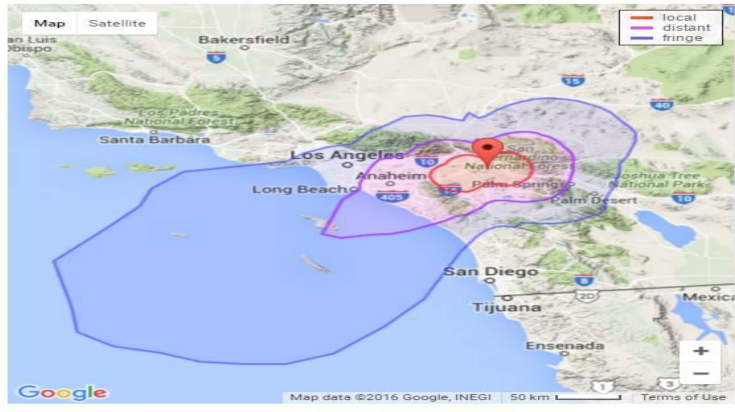
CNBC LOMA LINDA, CALIFORNIA

NBC Sports



6. Coverage Map:

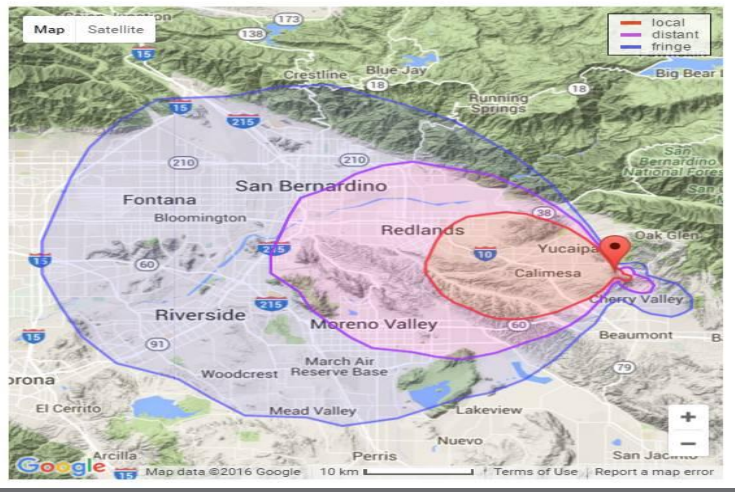
Predicted Daytime Coverage Area for **KCAA 1050 AM**



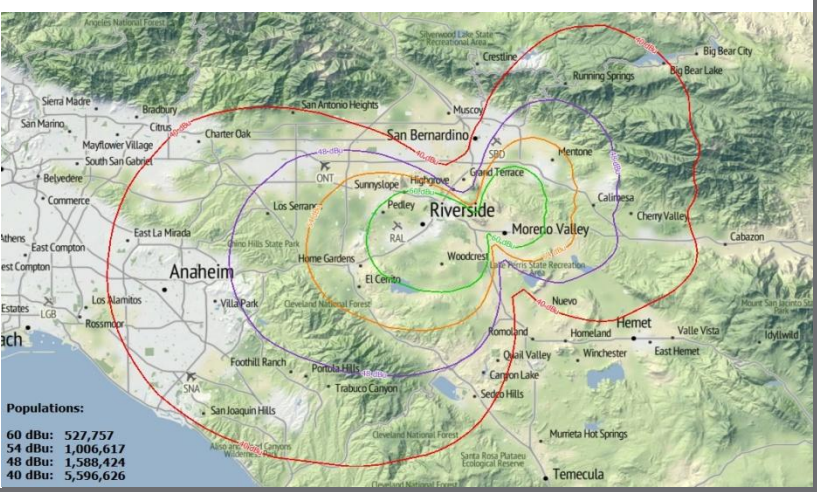
Predicted Nighttime* Coverage Area for **KCAA 1050 AM**



Predicted Coverage Area for **K293CF 106.5 FM**



Coverage Area for **102.3 FM**



7. Markets and Audience:

KCAA AM and FM is part of the Riverside/San Bernardino broadcast market #25 in Southern California. KCAA's primary AM broadcast signal covers about 5 million people in Riverside, San Bernardino, Orange county, and some Los Angeles county suburbs . The station also streams its signal over the internet at www.kcaaradio.com at 48K for mobile usage and 128K for desktops. KCAA's weekly cumulative audience is approximately 150,000 persons with an average quarter hour audience (AQH) of 5,265 persons. KCAA's demographics primarily reflect a listening audience of 25 years and older.

8. Block Program Availability:

KCAA has one-hour time slots available to proven talent with the resources to sustain a long-term agreement. Rates begin at \$200.00 per hour for recorded programs and \$300.00 per hour for live production. KCAA broadcasts from its main studio at the Tri-City Center in Redlands, California and from a satellite studio located at 16,200 Ventura Blvd in Sherman Oaks, California. Satellite accommodate broadcasters in the Los Angeles area. Studio and production rates for the Los Angeles studio range from \$50.00 to \$100.00 per hour in addition to the base rate. To reserve Los Angeles studio contact Gary Garver at (818) 439-3651



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102.3 FM • 1050 AM • 106.5 FM

 **CNBC** LOMA LINDA, CALIFORNIA  *NBC Sports*



KCAA is a broadcaster and advertiser friendly radio station. At KCAA, we help you become a professional broadcaster. We guide you through the complete learning process of establishing yourself as a seasoned talk show host. As an advertiser, we help you personally deliver your tailored message to your targeted audience. You will be invited to the station for live and call in interview segments to promote your business.

KCAA provides hourly blocks of airtime for \$200.00 to \$300.00 for hour. The final rate depends upon day part, day of the week, program payment terms and program length.



Contact Mark Westwood, at (909) 885-8502 or (909) 810-6102 or email at westmark1@gmail.com for availability.

ADDITIONAL NOTES

KCAA Radio
1378 Industrial Park Ave. Redlands, California 92374
Phone: (909) 793 – 1065



Ask about KCAA
podcast only service!

**Monthly
50 SPOT RATE
MINIMUM BUY \$500.00**

LENGTH	EACH	TOTAL
10 SECONDS	\$10.00	\$500
30 SECONDS	\$25.00	\$1,250
60 SECONDS	\$40.00	\$2,000



FIXED TIME LIVE READ SPOTS RATES

\$50.00 PER MINUTE
one free spot for each one bought

HOURLY PROGRAM RATES

\$200 to \$300 per hour for air time
(based on day part)

One Half Hour Shows

\$150.00 if available
(based on day part)

Banner ads available on www.kcaaradio.com
60x460 rate is \$150 per month

Additional Services

Syndication Opportunity
\$100hr for recorded programs
\$150hr for live programs
1 yr contracts paid quarterly in advance



iHeartRadio



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Programmers receive the following services:

1. A live studio engineer
2. Five (5) available call in phone lines
3. The ability to interview people via telephone
4. In-studio HD USTREAM TV broadcast
5. Audio and Video Skype
6. Air on TuneIn, Talk-Stream-Live and Spreaker
7. Program listing on KCAA website
8. Streaming on the internet during the broadcast
9. Dedicated unlimited free podcasting and archiving
10. 30 second program promos for your show
11. Free spots for your advertisers
12. "Rant" Line for listeners for possible on air use
13. Listen by phone service at (832) 999-1050
14. Stats from numerous platforms
15. YouTube uploads of all KCAA USTREAM video productions
16. All shows broadcast on terrestrial stations KCAA 1050 AM 106.5 FM and 102.3 FM
17. Customized landing page with links to your web site and social media and sponsor
18. Broadcast on KCAA 1050 AM, 102.3 FM and 106.5 FM
19. Customized landing page with links to all your websites and social media sites
20. Spreaker site with RSS and podcast feed for possible inclusion in iHeart Radio



**KCAA Main Studio
Tri-City Center
Redlands, California**

Full Hour Program Availability:

KCAA has one-hour time slots available for proven talent with the resources to sustain a minimum 26 week agreement. The billing schedule for (26) weeks is monthly in advance. There is a 10% discount for contracts paid in full upon signing.

Markets and Audience:

KCAA is part of the Riverside/San Bernardino radio market in Southern California which is Nielsen Market #25. KCAA's primary broadcast signal covers 5 million people in Riverside, San Bernardino, and Orange counties. The station also streams its signal at www.kcaaradio.com. KCAA's estimated weekly cumulative audience totals approximately 150,000 persons with an average drive time quarter hour audience (AQH) of 5,265 persons.

KCAA's demographics primarily reflect a listening audience of 25 years and older.



KCAA Radio
1378 Industrial Park Ave. Redlands, California 92374
Phone: (909) 793 – 1065



KCAA Programmer Agreement
BROADCAST MANAGEMENT SERVICES INC.
 1378 Industrial Park Ave. Redlands, California 92374
 Phone: (909) 793-1065 · Email: westmark1@gmail.com



CLIENT'S NAME: _____

TYPE OF BROADCAST: (_____)

Start Date _____ End Date _____

(IF PROGRAM, NAME OF SHOW) _____

Agreement Total \$ _____

Special Instructions _____

_____ New Agreement _____ Renewal _____ Revision

BROADCAST SCHEDULE

Week of	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

- | | |
|---|---|
| <ol style="list-style-type: none"> 1. A live studio engineer 2. Three (3) available call in phone lines 3. The ability to interview people via telephone 4. HD USTREAM live video cast on www.kcaaradio.com 5. Upload of video podcast to Facebook 6. Audio and Video Skype provides remote production 7. Re-Broadcasting on TuneIn and Talk-Stream-Live 8. Program listing on KCAA website 9. 32K (mobile) & 128K (broadband) live internet streaming 10. Free 32K & 128K podcasting and archiving all programs | <ol style="list-style-type: none"> 11. Permanent inclusion is master active podcast archive 12. 30 second program promos for your show 13. Free spots for your advertisers 14. "Rant" Line for listeners to call in and voice their opinions to be aired later 15. Listen by phone service at (701) 801-4444 16. Stats from numerous platforms 17. YouTube uploads of all KCAA USTREAM video productions 18. Broadcast on KCAA 1050 AM, 102.3 FM and 106.5 FM 19. Customized landing page with links to your website and social media. 20. Spreaker site with RSS and podcast feed for possible inclusion by iHeart |
|---|---|

Broadcast Management Services, Inc. reserves right to rearrange broadcast time in case of scheduling conflicts, power or equipment failure beyond Broadcast Management Services, Inc.'s control, or national, regional or local emergency. CLIENT agrees that contract runs _____ weeks and unless other definitive financial arrangements are made prior to air date, Broadcast Management Services, Inc. may cancel the contract for non-payment. Contracts automatically renew for a term of equal length if not cancelled by either party, in writing, two weeks before the end of the contract term. Any spots associated with this agreement must be aired during contract term. No bankable commercials. CLIENT must provide script and approve production spot or recorded spot, prior to start date.

Page #2 must accompany this page (#1) for contract to be valid. Page #1 must be signed & page #2 must be initialed. BMS makes no representation or promises of success or failure of any program on KCAA. CLIENT acknowledges and understands that BMS/KCAA has a zero tolerance for any over-the-air conduct or utterances that violate FCC rules. Therefore, any conduct or over-the-air utterance which exposes BMS/KCAA to potential FCC fines and forfeitures will be grounds for immediate contract termination. All contests must be approved by BMS management. Contests cannot include payment for chance to win; no lotteries or raffles. No transfer of program time, or host duties to another party without prior BMS approval.

Furthermore, we make no guarantees or representations regarding sales made by programmer or advertiser with regard to this agreement. Broadcast Management Services, Inc. makes no guarantees of success regarding the promotion of the program through third parties, such as newspapers, billboards, etc. Signing this agreement supersedes any other agreement with BMS.

Weekly payments must be made automatically with a credit or debit card. If no prior arrangement is made, and no program payment is received one week after the due date, contract will be considered past due and may be subject to cancellation at the discretion of BMS. Each past due invoice will be assessed a \$10 per day late charge that will accrue until the account is brought current.

Authorized By Client, Date _____

Authorized By KCAA Rep. Date _____

Signature _____

Signature _____

Print Name _____

Print Name _____

Email _____

Email _____

City, State & Zip _____

Phone _____

Phone _____

Notes _____

Accepted by KCAA Management _____ Date _____



KCAA Programmer Agreement
BROADCAST MANAGEMENT SERVICES INC.
 1378 Industrial Park Ave. Redlands, California 92374
 Phone: (909) 793-1065 · Email: westmark1@gmail.com



CLIENT'S NAME:

1. PAYMENT AND BILLING

a) Broadcast Management Services, Inc. will bill CLIENT based on contract terms. If the contract includes a payment schedule, invoices may not be issued and CLIENT agrees to payment terms. Each due date will be treated as a separate invoice for the purpose of calculating late fees.

b) Payment by CLIENT is due upon receipt of invoice and/or affidavit of performance.

c) Invoices shall be based on total spots played and/or extra contract options.

2. TERMINATION

a) All broadcasts must meet community standards of decency and comply with all FCC rules. Immediate termination will result from any utterance that is defined under FCC rules as patently offensive, obscene or profane or if program content is considered by BMS to contain excessive superfluous communication.

b) CLIENT reserves the right to terminate this contract at any time. Upon said cancelation, all remaining CLIENT payments required under the full term of this contract are immediately due and payable.

3. FAILURE TO BROADCAST

In circumstances of force majeure, such as public emergency, restrictions imposed by law, acts of God, labor disputes or any other cause, including mechanical or electronic breakdowns beyond the control of Broadcast Management Services, Inc., where there is an interruption or omission of any commercial announcement or program broadcast contracted to be broadcast, then Broadcast Management Services, Inc. will air the interrupted or omitted program at the best time available not under contract.

4. EFFECTS OF BREACH

a) Broadcast Management Services, Inc. reserves the right to cancel this contract if CLIENT account becomes past due or due to other material breach of this contract. Upon cancellation, all charges for broadcasts completed under the terms of this contract and not paid, shall become immediately due and subject to late fees.

b) Should any action be commenced by Broadcast Management Services, Inc. in connection with any breach of contract by CLIENT, then Broadcast Management Services, Inc. shall be entitled to reasonable expenses and/or attorneys fees incurred in such action.

5. SUBSTITUTION OF PROGRAMS OF PUBLIC SIGNIFICANCE

Broadcast Management Services, Inc. shall have the right to cancel and broadcast or portion thereof covered by this contract, in order to broadcast any program which, in its absolute discretion, it deems to be of public significance.

6. PROGRAM AND COMMERCIAL MATERIAL

Unless otherwise noted on the face of this contract, all program material, excluding commercial announcements, shall be furnished by Broadcast Management Services, Inc. Production expenses that arise due to the delivery of commercial content aired at the behest of CLIENT may be invoiced to CLIENT at the discretion of Broadcast Management Services, Inc.

7. BROADCAST LIABILITIES

a) Broadcast Management Services, Inc. agrees to hold and save CLIENT and advertiser harmless against all liability resulting from the broadcast of (1) program material except program material furnished by CLIENT and (2) musical compositions licensed for broadcasting by a music licensing organization of which Broadcast Management Services, Inc. is a licensee.

b) CLIENT agrees to hold and save Broadcast Management Services, Inc., harmless against all liability resulting from the broadcast of commercial material or program material furnished by CLIENT except musical compositions licensed as stated above.

8. GENERAL

a) Broadcast Management Services, Inc. shall exercise normal precautions in handling of property and mail, but assumes no liability for loss of or damage to programmer commercial material and other property furnished by CLIENT in connection with broadcasts hereunder. Broadcast Management Services, Inc. will not accept or process mail, correspondence, or telephone calls in connection with broadcasts, except after prior approval.

b) This contract, including the rights under it, may not be assigned or transferred, without first obtaining the consent of Broadcast Management Services, Inc., in writing. Broadcast Management Services, Inc. shall not be required to broadcast hereunder for the benefit of any advertiser or programmer other than CLIENT.

c) Broadcast Management Services, Inc. obligations hereunder are subject to the terms and conditions of licenses held by it and applicable federal, state and local laws and regulations.

d) This contract contains the entire agreement between the parties relating to the subject matter herein contained, and no change or modifications of any of its items and provisions shall be effective unless made in writing and signed by both parties.

e) Broadcast Management Services, Inc. reserves the right to forbear or waive enforcement actions granted to it under this contract at its discretion. This includes, but is not limited to, discharge of debts owed to Broadcast Management Services, Inc.

CLIENT'S INITIALS _____



BROADCAST MANAGEMENT SERVICES INC.
KCAA RADIO AGREEMENT
 1378 Industrial Park Ave. Redlands, California 92374
 Phone: (909) 793-1065 · Email: westmark1@gmail.com



CLIENT'S NAME: _____

TYPE OF BROADCAST: (60____) (30____) (News____) (Remote____)

Start Date _____ **End Date** _____

Agreement Total \$ _____

Special Instructions _____

_____ **New Agreement** _____ **Renewal** _____ **Revision**

BROADCAST SCHEDULE

<i>Week of</i>	<i>Sunday</i>	<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>

Failure to pay as agreed may result in contract cancellation. Station reserves right to cancel or rearrange broadcast time in case of scheduling conflicts, power or equipment failure beyond the station's control, or national, regional or local emergency. BMS, Inc. reserves the right to cancel any contract for non-payment. Client agrees to pay in advance unless other definitive financial arrangements are made prior to air date. BMS, Inc. may cancel the contract for non-payment. All spots must be aired during contract term. No bankable commercials. Client must provide script and approve production spot or recorded spot, prior to start date.

Page #2 must accompany this page (#1) for contract to be valid. Page #1 must be signed & page #2 must be initialed. BMS makes no representation or promises of success or failure of any program on KCAA-AM. Clients acknowledges and understands that BMS/KCAA has a zero tolerance for any over-the-air conduct or utterances that violate FCC rules. Therefore, any conduct or over-the-air utterance which exposes BMS/KCAA to potential FCC fines and forfeitures will be grounds for contract termination.

Furthermore, we make no guarantees or representations regarding sales made by programmer or advertiser with regard to this agreement. The station makes no guarantees regarding the success of program promotions, or through third parties, such as newspapers, billboards, etc. Signing this agreement supersedes any other agreement with BMS. This agreement may not be cancelled by client.

Weekly payments must be made automatically with a credit or debit card. If no prior arrangement is made, and no program payment is received one week after due date, contract will be subject to cancellation.

Authorized By Advertiser, Date _____

Authorized By KCAA Rep. Date _____

Signature _____

Signature _____

Print Name _____

Print Name _____

Email _____

Email _____

Company _____

Phone _____

City, State & Zip _____

Notes _____

Phone _____

Accepted by KCAA Management _____ **Date** _____



BROADCAST MANAGEMENT SERVICES INC.
KCAA RADIO 1050 - AM AGREEMENT
1378 Industrial Park Ave. Redlands, California 92374
Phone: (909) 793-1065 · Email: westmark1@gmail.com



CLIENT'S NAME: _____

1. PAYMENT AND BILLING

- a) Broadcast Management Services, Inc. will invoice CLIENT based on contract terms.
- b) Payment by CLIENT is due upon receipt of invoice and/or affidavit of performance.
- c) Invoices shall be based on total spots played and/or extra contract options.
- d) Any failure to broadcast shall be credited to the client ONLY, if individual spots were missed that can't be aired during the term of this agreement.
- e) Should any action be commenced by either party hereto in connection with any breach of this agreement by the other party, then the prevailing party shall be entitled to reasonable attorneys fees incurred in such action from the other party.

2. TERMINATION

- a) If CLIENT cancels contract, Broadcast Management Services, Inc. will immediately invoice the client for the total number of spots that would have been aired during the full term of this agreement. If STATION cancels contract, CLIENT shall have a credit due of the amount remaining on the original contract.
- b) All broadcasts must meet community standards of decency and comply with all FCC rules. Immediate termination without refund will result from any utterance that is defined under FCC rules as patently offensive, obscene or profane.

3. FAILURE TO BROADCAST

If, due to public emergency or necessity, restrictions imposed by law, acts of God, labor disputes or any other cause, including mechanical or electronic breakdowns beyond the control of Broadcast Management Services, Inc., and there is an interruption or omission of any commercial announcement or program broadcast contracted to be broadcast hereunder, then Broadcast Management Services, Inc. will substitute a time period for the broadcast of the interrupted or omitted program. If no substitute time period is acceptable to CLIENT, Broadcast Management Services, Inc. shall allow CLIENT a Pro-rata reduction in the time or program charges based on credit of individual broadcast for the next contract period.

4. EFFECTS OF BREACH

- a) Broadcast Management Services, Inc. reserves the right to cancel this contract upon default by CLIENT in the payment of bills or other material breach of the terms thereof. Upon cancellation, all charges for broadcasts completed hereunder and not paid, shall become immediately due and payable.
- b) In the event of a material breach by Broadcast Management Services, Inc. in performing this contract, CLIENT reserves the right to cancel this contract at any time.

5. SUBSTITUTION OF PROGRAMS OF PUBLIC SIGNIFICANCE

STATION shall have the right to cancel any broadcast or portion thereof covered by this contract, in order to broadcast any program which, in its absolute discretion, it deems to be of public significance. In any such case, Broadcast Management Services, Inc. will notify CLIENT in advance.

6. PROGRAM AND COMMERCIAL MATERIAL

Unless otherwise noted on the face of this contract, all program material, excluding commercial announcements, shall be furnished by STATION and all commercial announcement material shall be furnished by CLIENT. All expenses connected with the delivery of commercial announcements to Broadcast Management Services, Inc., and with return there from, if return is directed, shall be paid by CLIENT.

7. BROADCAST LIABILITIES

Broadcast Management Services, Inc. agrees to hold and save CLIENT and advertiser harmless against all liability resulting from the broadcast of (1) program material except program material furnished by CLIENT and (2) musical compositions licensed for broadcasting by a music licensing organization of which the STATION is a licensee. Client agrees to hold and save Broadcast Management Services, Inc., harmless against all liability resulting from the broadcast of commercial material or program material furnished by CLIENT except musical compositions licensed as stated above.

8. GENERAL

- a) STATION shall exercise normal precautions in handling of property and mail, but assumes no liability for loss of or damage to programmer commercial material and other property furnished by CLIENT in connection with broadcasts hereunder. Broadcast Management Services, Inc. will not accept or process mail, correspondence, or telephone calls in connection with broadcasts, except after prior approval.
- b) This contract, including the rights under it, may not be assigned or transferred without first obtaining the consent of Broadcast Management Services, Inc., in writing, nor may Broadcast Management Services, Inc. be required to broadcast hereunder for the benefit of any advertiser other than the ones built-in to the pre-recorded format, in the time constraints listed. Failure of Broadcast Management Services, Inc. or CLIENT to enforce any of the provisions herein shall be construed as a general relinquishment or waiver as to that, or any other provisions.
- c) Broadcast Management Services, Inc. has obligations hereunder which are subject to the terms and conditions of licenses held under applicable federal, state and local laws and regulations.
- d) This contract contains the entire agreement between the parties relating to the subject matter herein contained, and no change or modifications of any provisions shall be effective unless made in writing and signed by both parties.

CLIENT'S INITIALS _____



Authorization for Credit Card Use



PRINT AND COMPLETE THIS AUTHORIZATION AND RETURN
All information will remain confidential

Name on card: _____

Billing Address: _____

Email: _____

Phone: _____

Credit Card Type: ___ Visa ___ Master Card ___ Discover ___ AmEx

Credit Card Number _____

Expiration Date: _____

Card Identification Number: _____ (last three digits on the back of the credit card)

Amount to Charge: \$_____ (USD)

I authorize Broadcast Media Services to charge the amount listed above to the credit card provided herein. I agree to pay for this purchase in accordance with the issuing bank cardholder agreement.

Cardholder – Please sign and Date

Signature: _____

Date: _____

Print Name: _____