## **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 22<sup>nd</sup> year as a successful, independently owned 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 FMs on 102.3 FM and 106.5 FM provide listeners with three listening options.

KCAA's Internet system has listeners in 201 countries. The station's massive podcast archive dates back to 2004 with over 400 shows in active status. The system delivers over 300,000 hours of podcast downloads each month. The station's primary website is <a href="https://www.kcaaradio.com">www.kcaaradio.com</a> and the station's mobile website is <a href="https://www.kcaaexpress.com">www.kcaaexpress.com</a>. 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, Bitcoins and marijuana legalization. KCAA also airs the best of talk radio including Dave Ramsey, Del Walmsley, Gary Garver, Phil Grande, Stephanie Miller, The Sports Circus, Ray Lucia, Richard C. Hoagland, Heather Wade, The Twilight Zone and the House of Mystery

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 AAC encoding which produces 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 along with the Aphex aural exciter and "Big Bottom" 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.

#### 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







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

# THE KGA 102.3 FM | 1050 AM | 106.5 FM RADIO

# THE STATIONS THAT LEAVE NO LISTENER BEHIND

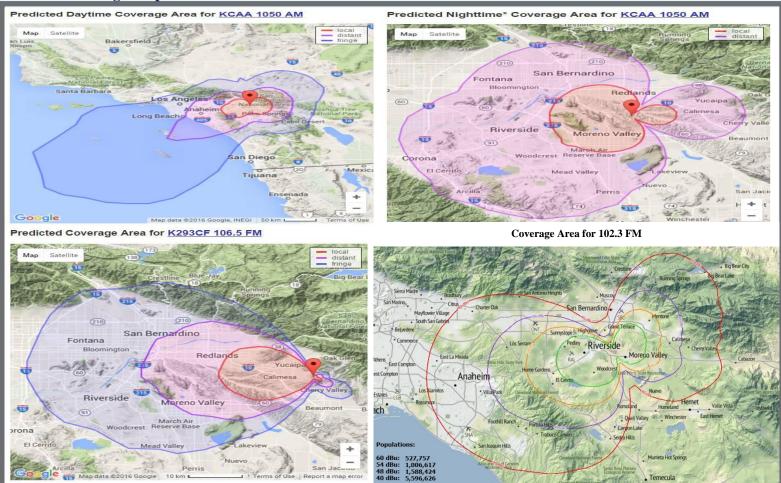
# KCAA RADIO

102.3 FM · 1050 AM · 106.5 FM

CNBC LOMA LINDA, CALIFORNIA NBCSports



#### 6. Coverage Map:



#### 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 <a href="www.kcaaradio.com">www.kcaaradio.com</a> 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 \$150.00 per hour for recorded programs and \$200.00 per hour for live audio and HD video production. KCAA broadcasts from The Tri-City Center in Redlands, California and from a satellite studio located at 16,200 Ventura Blvd in Encino, California in order to 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

1378 Industrial Park Ave. Redlands, California 92374 Phone: (909) 793 – 1065 **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 \$150.00 to \$200.00 for hour. Overnight rates begin at \$50 per hour. The final rate depends upon day part, day of the week, program payment terms and program length.



Contact Erin Brinker, at (818)439-3651 or email him at <u>Erin@ErinBriker.com</u> for availability.

**ADDITIONAL NOTE** 

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



102.3 FM · 1050 AM · 106.5 FM

MCNBC LOMA LINDA, CALIFORNIA MONBCSports





Ask about KCAA podcast only service!

#### **Monthly 50 SPOT RATE**

**MINIMUM BUY \$500.00** 

Scheduled at best times available

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



#### RATES FOR LIVE AND RECORDED FIXED TIMES

ONE MINUTE FIXED TIME LIVE READ SPOT RATE \$65 PER MINUTE

ONE MINUTE RECORDED FIXED TIME SPOT RATE \$55 PER MINUTE

THIRTY SECOND FIXED TIME LIVE READ SPOT RATE \$50 PER 30 SECOND SPOT

THIRTY SECOND FIXED TIME RECORDED SPOT RATE \$45 PER THIRTY SECOND SPOT





#### **HOURLY PROGRAM RATES**

\$150 to \$200 per hour (based on day part)

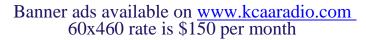
**One Half Hour Shows** 

\$125.00

**Overnight Rate** 

\$50 to \$75 per hour







WestwoodOne Satellite Syndication (Program Downlink) XDS Satellite Receivers 5500 Radio Stations \$125 per hour





#### KCAA Radio

1378 Industrial Park Ave. Redlands, California 92374

Phone: (909) 793 – 1065

#### **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 Tiki Live, Twitch and YouTube
- 5. Audio and Video Skype
- 6. Online broadcasting on TuneIn, Spreaker iHeart and iTunes
- 7. Program listing on KCAA website
- 8. Streaming worldwide on the Internet
- 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 (720) 835-3099
- 14. Stats from numerous platforms
- 15. YouTube uploads to exclusive sub-channel of all video productions
- 16. All shows broadcast on terrestrial stations KCAA 1050 AM 106.5 FM and 102.3 FM
- 17. Customized commercials for program sponsors at no extra cost
- 18. All Shows submitted to iHeart and shared on Facebook, Twitter and Instagram
- 19. Customized landing page with links to all your websites and social media sites
- 20. Spreaker site with RSS feed and podcast feed

#### **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:**

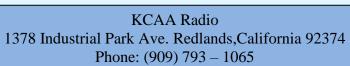
KCAA is part of the Riverside/San Bernardino radio market in Southern California which is Nielsen Market #25. KCAA's primary broadcast signal covers 5 million people in Riverside, San Bernardino, and Orange Counties. The station also streams its signal at <a href="www.kcaaradio.com">www.kcaaradio.com</a> and <a href="www.kcaaexpress.com">www.kcaaexpress.com</a>. 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 Programmer Agreement

#### **BROADCAST MANAGEMENT SERVICES INC.**

1378 Industrial Park Ave. Redlands, California 92374 Phone: (909) 793-1065 · Email: Info@kcaaradio.com

102.3 FM · 1050 AM · 106.5 FM
RADIO

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Special Ins	structions	New Agr		Renewal		Revision	
			BROADO	AST SCHEDULE	İ		
Week of	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
3. The ability to 4. HD Tiki Live 5. Upload of vi 6. Audio and V 7. Broadcasting 8. Program list 9. Live interned 10. Free audio roadcast Management eyond it's cornancial arrangutomatically in y spots assoprove record age #2 must	g on TuneIn, Talk-Sing with images or audio and video sand video so and video so and video for a services agement Services are made enew for a term ociated with this ed spot, prior to accompany this	via telephone v.kcaaradio.com cebook tts remote product stream-Live, Spreal n KCAA website streaming on KCAA ting and archiving , Inc. reserves rig regional or loca e prior to air date of equal length i agreement must start date. page (#1) for coi	website  website  the to rearrange I emergency. CLI e, Broadcast Mana f not cancelled be aired during o	20. Spreaker site of proadcast time in contract term. No but. Page #1 must be	ogram promos for your advertisers of listeners to call the service at (72 merous platform to sub-channel/kCAA 1050 AM anding page link with RSS feed a case of scheduli ontract runs common tract runs writing, two we wankable common tract signed & page esigned & page of scheduli ontract runs common tract runs common tr	or your show s (909) 353-105 (9) 835-3099 as collaylist site for of 1, 102.3 FM and sing to your web and podcast and conflicts, po weeks and the contract for the before the of ercials. CLIENT	60 each show

P re ٩A се 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
Email	Email
City, State & Zip	Phone
Phone	Notes



### KCAA Programmer Agreement BROADCAST MANAGEMENT SERVICES INC.

1378 Industrial Park Ave. Redlands, California 92374
Phone: (909) 793-1065 · Email: Info@kcaaradio.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: Info@kcaaradio.com



CLIENT'S NA	ME:					K	AUIU
TYPE OF BRO	DADCAST: (60	) (30)	(News)	(Remote			Con Linds,
Start Date _	End Date						
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Special Instr	uctions						_
New	Agreement		Renewal		Revision		
			BROADCAS	T SCHEDULE			
Week of	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Page #2 must ac representation of zero tolerance for BMS/KCAA to p Furthermore, we The station mak Signing this agree	cancel the contract for approve production company this page or promises of successor any over-the-air cotential FCC fines are make no guarantees es no guarantees referement supersedes are	(#1) for contract these or failure of an onduct or utterand forfeitures will be so or representating garding the succession of the success	ed spot, prior to stop to be valid. Page #* by program on KCA ces that violate FCI be grounds for corumn on sregarding sale ess of program pent with BMS. This	art date.  I must be signed & A-AM. Clients ac Crules. Therefore, ntract termination.  Is made by progra romotions, or throus agreement may response to the signer of the	k page #2 must be knowledges and u any conduct or conduct or conduct or conduct or conduct or conduct or advertise ugh third parties, not be cancelled be	e initialed. BMS runderstands that over-the-air utterater with regard to such as newspary client.	makes no BMS/KCAA has a ance which exposes this agreement. pers, billboards, etc.
	es must be made aut eek after due date, co				gement is made,	and no program	payment is
Authorized By	y Advertiser, Dat	te		Authorized I	By KCAA Rep.	Date	
Signature				Signature _			
Print Name				Print Name			<del></del>
Email _				Email			
Company _				Phone			
City, State & Z	Zip			Notes			
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#### -Page 2 Spot Buys-

#### BROADCAST MANAGEMENT SERVICES INC.

KCAA RADIO 1050 - AM AGREEMENT

1378 Industrial Park Ave. Redlands, California 92374

Phone: (909) 793-1065 · Email: Info@kcaaradio.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 IN	ITIALS	_		



# **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 Disco	over AmEx
Credit Card Number		
Expiration Date:		
Card Identification Nur	mber: (last three digits on the	back of the credit card)
Amount to Charge:	\$(USD)	
	3	unt listed above to the credit card provided herein. suing bank cardholder agreement.
	Cardholder – Ple	ase sign and Date
Signature:		
Date:		
Print Name:		