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## Communications Committee

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### **Agenda**

Administration Conference Room  
Thursday, October 8, 2015  
1:00 p.m.

1. Call to Order/Pledge of Allegiance
2. Roll Call/Notice of Quorum
3. Chair's Announcements
  - a. Introduction of Guests and Staff
  - b. Rules of Order
  - c. Chair's Report
4. Approval of Minutes
  - a. Minutes of September 10, 2015
5. Shareholder/Member Comments – Agenda Items Only  
*(Limited to 3 minutes per person)*
6. Correspondence
7. Unfinished Business
  - a. Community Navigator – Update
  - b. Future Publication
    - i. "This Is Your Life" – Update
8. New Business
  - a. Publication Timelines
  - b. Telephone Book Schedule
  - c. Publication Time Tracking System
  - d. Newspaper Standard Formatting
9. Policies
  - a. Adopt/Revise
    - i. Policies Under The Purview Of The Communications Committee  
(pp.1-18)
  - b. Rescind (No Action)

10. Staff Reports

- a. Publications Manager (pp.19-37)
- b. Executive Director

11. President's Comments

12. Shareholder Member Comments

*(Limited to 3 minutes per person)*

13. Committee Member Comments

14. Next Meeting – Thursday, November 12, 2015 at 1:00 p.m. in the Administration Conference Room.

15. Adjournment

- a. October 15, 2015 – Minutes distributed and posted on the website
- b. November 6, 2015 – Agenda items are due to the Recording Secretary
- c. November 9, 2015 – Agenda packets are to be distributed and posted on the website

## ADMINISTRATION

### NEWSPAPER SERVICES

#### Community Submissions

Submissions may be accepted for publication directly from any Shareholder/Member of the Golden Rain Foundation (GRF). Submissions in each of the following categories may be published at the discretion of the Publications Manager. The Executive Director is available for consultation and, if necessary for decision on questionable submissions.

**Partyline Plus:** For brief Community notices only, less than 50 words. All submissions are subject to terms and conditions stated through this policy unless otherwise noted.

**Letters to the Editor:** The maximum number of words for letters to the editor is 250. Letters should be typed (Microsoft Word is recommended) in upper and lower case and delivered to the *Golden Rain News* by one of the following methods: email (preferred), regular mail, deposited in a white GRF drop box, or hand-delivered to the News Office.

Letters must be of general interest to the community. Letters may contain opinions, suggestions, compliments, and complaints. Letters deemed to be scurrilous, libelous, defamatory, repetitive or otherwise inappropriate will not be published. Writers must disclose any personal or financial interest in the subject matter of their letter.

The Foundation is committed to providing a work environment that is free of discrimination and/or harassment. In keeping with this commitment, the Foundation maintains a strict policy against using individual employee names, titles, and/or departments in any Letters to the Editor that could create an adverse impact either directly or indirectly to any Foundation employee. The decision whether a letter is or could be perceived as adverse is at the full discretion of the Publication Manager and Executive Director. Letters deemed as adverse based on the above information will not be posted in the News.

All letters will be held to standards of credibility, including accuracy: no personal attacks, defamation, charges without verifiable documentation or inaccurate statements of facts. Facts and financial information will be subject to verification at the request of the Publications Manager. Letters critical of another's religion and/or national origin, obscene, legally questionable or commercial in nature will not be published.

Letters may be edited for purposes of grammar, clarity or number of words without notification to the writer. Letters with the stipulation that they may not be edited will not be published.

**NEWSPAPER SERVICES**

**Community Submissions**

“Open Letters” and letters that are addressed to third parties or have been published in other newspapers will not be published. Letters that refer to a published article, column, or letter in the Golden Rain News or another newspaper must identify that article, column, or letter by name, page, and date of publication.

Writers will be limited to publication of no more than one letter per month. Letters must include the writer’s full name, Mutual number, and phone number for the editor’s reference, but only the name and Mutual number will be published. All submissions are subject to terms and conditions stated through this policy unless otherwise noted.

**Member Column:** The maximum number of words for the Member Column is 500. The Member Column may present an argument or opinion or information about a pending issue of concern to the community. Priority is given to submissions from first-time or less frequent writers. All submissions are subject to terms and conditions stated through this policy unless otherwise noted.

**Contributor:** An Author or an article or column of general interest not covered elsewhere. Examples: restaurant review, theater review or travel journal. All submissions are subject to terms and conditions stated through this policy unless otherwise noted.

Submissions concerning political issues outside of Leisure World and the City of Seal Beach will not be published. A disclaimer will be published in the News stating that opinions expressed in published letters and columns do not necessarily reflect the opinions of the GRF Board of Directors, GRF members, or GRF staff, including staff of this newspaper. Letters and columns are the opinion of the writer.

General:

1. Due to space restrictions, we cannot publish all letters.
2. All submissions are subject to editing.

**Policy**

Adopted: 15 Jan 2013  
Amended: 26 May 2015

**GOLDEN RAIN FOUNDATION**  
**Seal Beach, California**



## ADMINISTRATION

### NEWSPAPER SERVICES

#### Golden Rain News Coverage of Candidates Running for Public Office

The *Golden Rain News* acknowledges the general news value to Golden Rain Foundation members of a candidate's official announcement of running for city, county, state and/or federal office, and will report only on the announcement itself from a strictly limited news perspective.

Should a candidate withdraw from a race, the *News* will report the event as a news event.

When the respective election has been officially concluded, the *News* will report the results in a news format.

The *News* further acknowledges its absolute obligation to avoid the appearance of advocacy or bias of any kind. To this end, after an individual has issued an official announcement of candidacy, the *News* will not publish, in print or online, any content identified by *News* editors as reflecting any party line or being in support of or in opposition to any candidate.

Such *News* content, printed and digitally rendered, includes, but is not limited to, letters to the editor, news stories and what editors identify as politically charged language or visual representation in any feature story, photograph, illustration, caption, audio file, video, animation, event review, column or submission.

The *News* will not publish any column, image, photograph, illustration, caption, audio file, video, animation, event review, submission or opinion piece written by the candidate or their designate representing the candidate.

As shareholders, candidates may submit the same general-interest content as any shareholder is allowed to submit, such as an event announcement, but such content will be strictly evaluated for appropriateness by the standards outlined above.

Candidates may purchase *News* advertising space, but all such advertisements will be clearly marked as a political advertisement and must include an official statement by the candidate that she/he endorses the advertisement.

The *News* will not give political advertising any preferential placement in the layout of any of its printed or digitally rendered publications.

When the respective election has been officially concluded, the candidate will no longer be subject to the election-period restrictions but will still be subject to the same *News* editorial and advertising standards that are applicable to all shareholders.

(Aug 14)

ADMINISTRATION

NEWSPAPER SERVICES

Golden Rain News Coverage of Candidates Running for Public Office

Policy  
Adopted: 01 Aug 14

GOLDEN RAIN FOUNDATION  
Seal Beach, California

(Aug 14)

Page 2 of 2

P4

ADMINISTRATION

## NEWSPAPER SERVICES

Special Columns

At the discretion of the Managing Editor, columns may be edited for grammar, journalistic style, clarity, and space limitations. Space is available, subject to prevailing deadlines, in each issue of the Golden Rain NEWS for the following columns:

Staff Department Column

Includes the Executive Director and Department Heads. Administrative staff not included above may send column material to the Executive Director for his/her approval.

The Medical Director and/or Administrator of the Health Care Center on Golden Rain Road may submit columns that provide information of interest to residents regarding health and Health Care Center procedures. Should the Managing Editor determine that portions of such a column are too commercial in nature, it may be returned to the writer with an explanation.

Staff Spotlight Column

A short notice that a new employee has been hired, giving background information, job title and responsibilities. The column will acknowledge employee promotions with a description of the position. Submission will be by the Executive Director or Human Resources Manager.

Board of Director's Column

A column is available to the President of the Golden Rain Foundation or any member of the Board of Directors that he/she may designate. Any Board member of the Golden Rain Foundation may submit material to the President of the Foundation to be included in this column.

Government Officials' Column

Columns from government officials or of a political nature will be considered for publication subject to current policies, NEWS Department procedures, and anticipated reader interest. If a column addresses issues or asks a question directly related to Golden Rain Foundation or Mutual Corporation operations, NEWS staff may contact appropriate GRF or Mutual directors or GRF staff for additional, related information and/or provide answers that may be published in the same or a subsequent issue of the NEWS.

Government officials associated with an office will not be published after the start date of that office's election filing period and through the election campaign period.

Outside the Wall Column

Statements from candidates representing Golden Rain Foundation members in Seal Beach City Council elections and other elections outside the community will be published at no charge.

The NEWS staff will notify candidates of the maximum number of words permitted, as well as  
(March 2013)

ADMINISTRATION

## NEWSPAPER SERVICES

Special Columns

advise that the statement may contain background information, qualifications, platform, goals, etc. A recent photograph of the candidate may accompany the statement and be published; however, the photograph must meet current NEWS standards.

Paid political advertising space will be available in accordance with current Foundation policy and NEWS procedures.

In addition, information pertinent to the well-being of Foundation members will be permitted.

Should any of the above columns or advertising contain defamatory or otherwise inappropriate commentary as determined by the Managing Editor it will not be published. The Publications Committee has a special responsibility with respect to the publication of a successful newspaper. The Committee is available for consultation with the Managing Editor and President of the Golden Rain Foundation regarding the suitability of content, and timing of any material proposed for publication.

**Policy**  
Adopted: 19 Mar 2013

**GOLDEN RAIN FOUNDATION**  
Seal Beach, California

(March 2013)

Page 2 of 2

ADMINISTRATION

**NEWSPAPER SERVICES**

Deadlines

As with all publications that must operate under and meet time limitations, i.e. outside printer's schedules and community delivery schedules, the Golden Rain News must itself maintain certain deadlines.

1. The deadline for news items will be established by the Administrator and/or Managing Editor.
  - a. In cases where timelines of the item are a factor, arrangements may be made in advance for late copy to be accepted.
  - b. In cases of anticipated late-breaking news events of community interest, the Managing Editor may hold space for the story.

**Policy**

Adopted: 20 Feb 73  
Amended: 15 May 73  
Amended: 16 Dec 80  
Amended: 15 Jan 91

**GOLDEN RAIN FOUNDATION  
Seal Beach, California**

(Position title correction made 06-02-09)

(Jan 91)

ADMINISTRATION

## NEWSPAPER SERVICES

Delivery and Subscriptions

1. The NEWS is delivered weekly to each Leisure World apartment free of charge. Bulk quantities are delivered to administrative Leisure World offices, Clubhouses, Health Care Center, etc. and nearby business establishments.
2. The Golden Rain NEWS provides a subscription mailing service.
  - a. The service is available to nonresidents, ad agencies, clipping services, advertisers, and other groups and individuals. It is also available to Leisure World residents who are away from Seal Beach Leisure World for an extended length of time.
  - b. Subscription rates for the Golden Rain NEWS will be recommended by the Administrator and Managing Editor subject to approval of the Publications Committee.
  - c. Payment in advance is required.
  - d. Newspapers are mailed weekly.
3. The Managing Editor and Administrator are responsible for recommending to the Publications Committee an agent or contractor for delivery of the Golden Rain NEWS subject to approval of the Golden Rain Foundation Board of Directors.
  - a. Changes in the terms of any agreement for the distribution of the newspaper will be referred to the Publications Committee for recommendation to the Board of Directors.

**Policy**

Adopted: 20 Feb 73  
 Amended: 18 Sep 79  
 Amended: 21 Feb 84  
 Amended: 15 Sep 87  
 Amended: 15 Jan 91

**GOLDEN RAIN FOUNDATION**  
**Seal Beach, California**

(Jan 91)

Page 1 of 1



ADMINISTRATION

## NEWSPAPER SERVICES

News Stories

The News staff accepts all news releases turned in by residents, department heads, administration, Golden Rain Foundation Board Office and other Leisure World organizations.

1. Such releases are published, subject to current policies, News Department procedures, and anticipated reader interest.
2. While a certain amount of editing and rewriting of stories may be necessary, the News staff is instructed to preserve the "flavor" in the article whenever possible.
3. Some editing is vital to correct spelling or grammatical errors. Occasionally, it is desirable to rewrite the story so that it will, as closely as possible, resemble a professional news or feature story.
4. In cases where the Managing Editor feels that the news release contains inappropriate matter, the Publications Committee may be consulted for determination as to whether or not it should be published.
5. "Outside" news releases are published only if there is space available after all Leisure World news is put in the paper.
6. News releases of a political nature may be edited to contain only 'hard news' facts. Portions containing potentially controversial material or which state a politician's qualifications, platform, goals, etc. may be deleted. Such information may be published in the form of paid political advertising if so desired.

**Policy**

Adopted: 20 Feb 73  
 Amended: 15 May 73  
 Amended: 15 May 84  
 Amended: 21 Jul 87  
 Amended: 15 Jan 91

**GOLDEN RAIN FOUNDATION**  
**Seal Beach, California**

(Jan 91)

ADMINISTRATION

## NEWSPAPER SERVICES

Obituaries

Space in the Golden Rain NEWS is available in five formats for obituaries of residents and former residents.

An "In Memoriam" column is available free of charge. This notice is limited to the name, Mutual number and date of death.

An obituary column with photo, similar to that of typical newspapers, is available free of charge for the first 250 words to persons giving permission to NEWS staff to edit submitted information. For additional words, the prevailing member classified advertising rates apply.

Bordered, decorative obituaries and eulogies are available in any size at the prevailing display advertising rate.

Obituaries may be published as news articles when the person has been a member of the Golden Rain Foundation Board of Directories or when, in the opinion of the Managing Editor, the passing of a person is newsworthy to a sufficiently large number of Foundation members.

A "Card of Thanks" section is available in the classified advertising section of the NEWS at the member classified advertising rate for persons wanting to express their thanks for help during bereavement, sickness, etc.

**Policy**

Adopted: 20 Feb 73  
 Amended: 20 May 75  
 Amended: 19 Jun 84  
 Amended: 16 Sep 86  
 Amended: 21 Sep 93  
 Amended: 15 Sep 09  
 Amended: 23 Jul 13

**GOLDEN RAIN FOUNDATION**  
**Seal Beach, California**

(July 2013)

Page 1 of 1

ADMINISTRATION

## NEWSPAPER SERVICES

News Photos

Members of the NEWS staff are available for photo assignments during normal working hours. Appointments should be made as much in advance as possible to best insure the availability of a photographer.

The Managing Editor or the Administrator may direct staff members to photo assignments during other than normal working hours.

Because of the numerous clubs and organizations in Leisure World, it is to be understood that not all photo requests can be accommodated. The Managing Editor will endeavor to provide staff members, based on the number of Leisure World residents in the club or organizations, the special nature, if any, of the occasion, and the interest in the occasion to the general readership.

Individuals or organizations wishing to submit photographs to the NEWS for publication should make their own arrangements for photography if it is required outside normal working hours.

**Policy**

Adopted: 20 Feb 73  
Amended: 16 Dec 80  
Amended: 15 May 84  
Amended: 15 Jan 91

**GOLDEN RAIN FOUNDATION**  
**Seal Beach, California**

(Position title correction made 01-07-10)

(Jan 91)

## ADMINISTRATION

### NEWSPAPER SERVICES

#### News Coverage

The News provides a communications medium for the Golden Rain Foundation and Mutual Boards of Directors. It also serves as a community newspaper, reporting on events of importance to Leisure World. Such information is sometimes submitted by residents, Golden Rain Foundation staff, and others, but sometimes requires personal attendance by News staff.

It is to be recognized that not all events of importance to Leisure World residents take place within the standard Golden Rain Foundation office hours of 8:00 a.m. to 4:30 p.m. Monday through Friday. Therefore, in order to report on events of importance, editorial staff members of The News may be required to work other than standard hours.

Examples of events that may regularly or occasionally be sufficiently newsworthy to warrant coverage beyond normal working hours are:

1. Golden Rain Foundation and Mutual governmental events.
2. Leisure World service organization events of special significance or interest to a large percentage of the community.
3. Leisure World social organization events of special significance or interest to a large percentage of the community.
4. Seal Beach City Council and other such meetings at which decisions are made or there may be discussion of items of interest or importance to Leisure World residents.

Breaking news occurrences and other scheduled or non-scheduled events may also be deemed worthy of staff coverage beyond standard hours.

In compliance with Policy 4120 which states in part, "Variations...will be permitted only when service requirements to the community... make a different working schedule necessary..." the Managing Editor, with approval of the Administrator, may schedule News staff members to varying hours and split shifts other than standard Golden Rain Foundation office hours, and overtime as deemed necessary to provide the best service to the community, taking into account budget contracts as described in Policy 2920.

#### **Policy**

Adopted: 19 Feb 91

**GOLDEN RAIN FOUNDATION**  
**Seal Beach, California**

(Feb 91

ADMINISTRATION

## NEWSPAPER SERVICES

Collection Point

In order to accommodate the Golden Rain Foundation Board of Directors, Mutual Boards of Directors, Leisure World clubs and organizations, and News advertisers, the News Office may serve as a central collection point for surveys, questionnaires, information forms and other items when so requested.

Such requests shall be considered on a first come, first served basis with priority given first to requests from the Golden Rain Foundation Board of Directors, and second to Mutual Boards of Directors.

The maximum number of times any organization or company may utilize this collection point service in one calendar year is two. The maximum number of working days the collection container will be allowed to remain the News Office each time is ten (10). (Golden Rain Foundation and Mutual Boards are exempt from these restrictions.)

It is the responsibility of the Managing Editor to be certain that such collection does not disrupt the normal operations of the News Department or inconvenience residents or others conducting business in the News Office. In such cases, the Managing Editor may refuse or discontinue such collection.

It shall be the responsibility of the requesting party to provide a suitable container for such items, and to pick up the container and collected items without involvement of any News staff member.

**Policy**  
Adopted: 15 Jan 91

**GOLDEN RAIN FOUNDATION**  
**Seal Beach, California**

(Staff title correction made 06-02-09)

(Jan 91)

## ADMINISTRATION

### NEWSPAPER SERVICES

#### Advertising Commissions

##### Definitions

New Accounts: corporations, companies and/or individuals that have never run/placed an ad with the Foundation or have not advertised with the Foundation for more than one year.

Existing Accounts: corporations, companies and/or individuals which advertise with the Foundation on a consistent or recurring basis throughout a calendar year.

House Accounts: corporations, companies and/or individuals which place advertising with the Foundation on a consistent basis as defined as no less than 48 ads per calendar year.

The Executive Director is authorized to use the following schedule of commissions to be paid for obtaining advertising:

##### Retail Display Advertising

1. Up to 25% commission is authorized for use with agencies procuring advertising.
2. Straight commission salespersons (no salary and/or wage)
  - a. 30% on the first month of new accounts
  - b. 25% existing accounts
  - c. 15% house accounts
3. Salaried or waged employees
  - a. Media Manager – no commission
  - b. Salespersons – for wages earned, the Foundation retains 50% of all column inches sold; remaining 50% of column inches sold will be paid a commission of:
    - i. 20% on the first month of new accounts
    - ii. 15% existing accounts
    - iii. 0% house accounts



ADMINISTRATION

NEWSPAPER SERVICES

Advertising Commissions

Classified Advertising

1. Salaried or waged employees
  - a. Media Manager: no commission

Payment of such commissions will not be made until after full payment for the advertising is received by the GRF Finance Department.

**Policy**

Adopted: 9 Jul 77  
Amended: 15 Jan 91  
Amended: 14 Mar 14

**GOLDEN RAIN FOUNDATION**  
Seal Beach, California

ADMINISTRATION

## NEWSPAPER SERVICES

Advertising

It is the responsibility of the Managing Editor to review advertising submitted for publication in the NEWS and refuse advertising if it is deemed to be untruthful, misleading or in any way to be detrimental to the general good of the residents of Leisure World.

Should the Managing Editor at any time be unable to decide the propriety of advertising submitted, after consulting with the Administrator a recommendation by the Publications Committee may be requested.

The Publications Committee may then recommend publication or the refusal of publication, or the Committee may recommend that the Managing Editor seek a recommendation from the department head involved in related activities.

**Regulation**

Adopted: 18 Feb 77  
Amended: 01 Jun 84  
Amended: 24 Dec 85

**Executive Director  
Golden Rain Foundation**

(Position title correction made 06-02-09)

(Dec 85)

Page 1 of 1

ADMINISTRATION

## NEWSPAPER SERVICES

Advertising Rates

The policy of the Foundation is that advertising rates will be competitive with other advertising rates in the surrounding community, taking into consideration the uniqueness of the community with respect to the residents and their desirability as potential customers of advertisers.

1. The Managing Editor, with the concurrence of the Administrator, will periodically review the advertising rates in use and recommend to the Publications Committee any rate changes for the approval of the Publications Committee and the Golden Rain Foundation Board.
2. This policy shall include advertising rates for the following:
  - a. Display Advertising
  - b. Classified Advertising
  - c. Minibus Advertising

**Policy**

Adopted: 15 Aug 77

Amended: 18 Sep 79

Amended: 15 Jan 91

**GOLDEN RAIN FOUNDATION****Seal Beach, California**

(Position title correction made 06-02-09)

(Jan 91)

Page 1 of 1

ADMINISTRATION

NEWSPAPER SERVICES

Advertising for Estate and Patio Sales

All advertising in the Golden Rain NEWS offering to purchase entire households of goods and furniture (estates) or offering to conduct estate sales or patio sales for the owner or heir(s), and all advertising announcing such sales, shall contain the name of the person or business soliciting such purchases or conducting such sales.

All advertising for estate or patio sales conducted by the owner or heir(s) shall contain the words "by owner" or "by heir(s)."

**Policy**

Adopted: 08-21-90

Amended: 10-18-05

**GOLDEN RAIN FOUNDATION**  
**Seal Beach, California**

The News | CC36

Manager's Report to  
Communications Committee

**October, 2015**

# Contents

## Budget

### 1. Budget variance report: August 2015

For Cost Center 36, there is a negative YTD variance to budget of \$151,302. The variance is due, in part, to the following:

- a. Newspaper Printing, -\$36,594 YTD, or 74% of the Total Expenses variance (-\$49,298 YTD).
  
- b. Display Advertising Sales, -\$78,794 YTD, or 52% of the Net Income (Expense) variance (-\$151,320).

**See Exhibit: Monthly Budget Variance Statement, page 3**

## Updates

### 2. Magazine: *Community Navigator 2015*

Advertising revenue, less printing and distribution: +\$22,373 reported.

### 3. 2016 Telephone Book

Sales efforts to date have reached the \$50,000 mark.

**See Exhibit: Monthly Display Sales Log (pp. 7-17)**

### 4. Classified Advertising

The 60-day trial period for accepting credit card payments for Classified/OTC advertising showed that the new payment option was attractive to both new and returning customers. The trial period required the Classified advertising rep to share a GRF iPad mini unit assigned to one of the Display advertising reps. Consequently, a third iPad mini unit was purchased for the Classified advertising effort.

### 5. Publication: *The News*

**See Exhibit: Updated Weekly Summary Report (profit/loss per issue, p. 18)**

**See Exhibit: Monthly Publications Summary/June A/E Inches and Percentages (p. 19)**





## August 2015 Budget Comparison CC36

Acct #	Description	Y-T-D Actual	Y-T-D Budget	Budget Variance	Annual Budget
Expenses - News					
6100000 36	Salaries & Wages - News	258,017	254,389	(3,628)	383,790
6101000 36	Commissions - News	25,234	22,880	(2,354)	34,517
6140000 36	Employment Taxes - News	22,592	21,965	(627)	32,613
6142000 36	Workers' Compensation - News	7,641	10,083	2,442	11,787
6143000 36	Group Insurance - Medical - News	34,100	38,832	4,732	58,248
6143300 36	Group Insurance - Dental - News	867	879	12	1,319
6143500 36	Group Insurance - Vision - News	490	489	(1)	733
6144000 36	401(k) Match - News	7,869	8,607	739	12,984
6145000 36	Group Insurance - Life - News	809	1,265	456	1,897
6146000 36	Long Term Disability Insurance - News	844	1,478	634	2,214
6211000 36	Continuing Education - News	2,849	0	(2,849)	0
6214000 36	Meals & Special Events - News	154	0	(154)	0
6215000 36	Mileage - News	265	1,800	1,536	2,700
6410000 36	Office Supplies - News	2,466	840	(1,626)	1,260
6410005 36	Building Supplies - News	63	1,600	1,537	2,400
6410010 36	Hospitality - News	139	400	261	600
6410015 36	Computer Supplies - News	1,216	800	(416)	1,200
6410020 36	Equipment Expense - News	598	800	202	1,200
6410030 36	Printer / Copier Supplies - News	3,821	2,400	(1,421)	3,600
6420100 36	Electricity - News	4,502	3,331	(1,171)	5,100
6435100 36	Bank Service Fees - News	4,768	1,600	(3,168)	2,400
6444000 36	Equipment Rental - News	1,057	995	(62)	1,495
6471000 36	Building Repair & Maintenance - News	475	400	(75)	600
6472000 36	Equipment Repair & Maintenance - News	85	800	715	1,200
6478000 36	Service Contracts - News	252	532	280	800
6481000 36	Computer Maintenance & Software - News	2,034	600	(1,434)	900
6482000 36	Dues, Memberships & Books - News	6,287	3,238	(3,049)	5,200
6483500 36	Newspaper Distribution - News	65,297	62,022	(3,275)	97,300
6483515 36	Newspaper Printing - News	126,577	89,983	(36,594)	150,000
6483520 36	Telephone Book Printing - News	19,755	20,000	246	20,000
6483525 36	Navigator Book Printing - News	10,365	6,400	(3,965)	6,400
6731000 36	Property & Liability Insurance - News	11,976	15,013	3,037	22,521
6910000 36	Uncollectible Customer Receivables - New	1,874	950	(924)	1,900
6951000 36	Non-Budgeted Exp for Committee - News	0	668	668	1,000
	<b>Total Expenses</b>	<b>625,337</b>	<b>576,039</b>	<b>(49,298)</b>	<b>869,878</b>
Other Cost Recovery					
5385000 36	Other Income - News	394	0	394	0
5397100 36	Taxable Interest Income - News	0	1,668	(1,668)	2,500
5541000 36	Sales Discounts Net 10 - News	(396)	(1,068)	672	(1,600)
5611000 36	Late Charges - News	679	0	679	0
5731000 36	Classified Advertising - News	35,295	36,000	(705)	54,000
5731500 36	Display Advertising - News	481,206	560,000	(78,794)	840,000
5732000 36	Navigator Book Income - News	32,738	21,450	11,288	21,450
5732500 36	Telephone Book Income - News	63,997	95,800	(31,803)	95,800
	<b>Total Other Cost Recovery</b>	<b>613,913</b>	<b>713,850</b>	<b>(99,937)</b>	<b>1,012,150</b>
5330000 36	Income / Refund from Mutuals - News	(94,932)	(94,936)	4	(142,272)
	<b>Total Cost Recovery</b>	<b>518,981</b>	<b>618,914</b>	<b>(99,933)</b>	<b>869,878</b>
	<b>Net Income / (Expense) Before Off Budget</b>	<b>(106,355)</b>	<b>42,875</b>	<b>(149,230)</b>	<b>0</b>
Off Budget Items					
8110000 36	Depreciation Expense - News	2,089	0	(2,089)	0
	<b>Total Off Budget Items</b>	<b>2,089</b>	<b>0</b>	<b>(2,089)</b>	<b>0</b>
	<b>Net Income / (Expense)</b>	<b>(108,445)</b>	<b>42,875</b>	<b>(151,320)</b>	<b>0</b>

Printed September 25, 15

# DISPLAY SALES LOG -

Total \$55,398.24

Dede - 04

Karen - 06 a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
1	8/6/2015	06	RELAX02 RELAXIS	NEW	12		3x3.5	\$12.19		\$128.00
2	8/13/2015	04	NERVI01 NERVIG LAW	NEW	4		2x5.5	\$14.05		\$154.55
3	8/13/2015	06	HERIT02 HERITAGE POINTE	NEW	12		3x8	\$11.65		\$279.60
4	8/20/2015	06	ADRIE01 ADRIEL DESIGNS	NEW	12		2x2	\$12.80		\$51.20
5	8/20/2015	06	RELAX02 RELAXIS	NEW	12		3x3.5	\$12.19		\$128.00
6	8/27/2015	06	MP84V01 MP84 VIDEO	NEW	12		2x2	\$12.80		\$51.20
7	8/27/2015	04	NERVI01 NERVIG LAW	NEW	4		2x5.5	\$14.05		\$154.55
8	8/6/2015	06	AUTOM02 AUTOMOBILE CLUB	NEW	12	c	3x8	\$11.65	100.00	\$379.60
9	8/13/2015	04	LUTHE01 LUTHER BURBANK	NEW		c	4x10	\$9.45	200.00	\$578.00
10	8/20/2015	04	LUTHE01 LUTHER BURBANK	NEW	26	c	3x8	\$10.63	200.00	\$455.00
11	8/27/2015	06	HERIT02 HERITAGE POINTE	NEW	12	c	3x8	\$9.92	100.00	\$338.08
12	8/27/2015	04	LUTHE01 LUTHER BURBANK	NEW	26	c	4x10	\$9.45	200.00	\$578.00
13	8/13/2015	06	BEACH01 BEACH EQUITIES	NEW		r	1x8	\$12.80		\$102.40
14	8/6/2015	04	MOMAN0 MOM AND DADS	NEW	12	x	8x1	\$6.25		\$50.00
15	8/6/2015	06	CLACO01 CLAUDETTE	NEW	12	x	8x1	\$3.13		\$25.00
16	8/6/2015	06	HOCAR01 HOME CARE	NEW	12	x	8x1	\$3.13		\$25.00
17	8/6/2015	06	MTZIO01 MT. ZION	NEW	12	x	8x1	\$3.13		\$25.00
18	8/6/2015	06	STONW0 STONE WAYS	NEW	12	x	8x1	\$3.13		\$25.00
19	8/13/2015	04	MOMAN0 MOM AND DADS	NEW	12	x	8x1	\$6.25		\$50.00
20	8/13/2015	06	CLACO01 CLAUDETTE	NEW	12	x	8x1	\$3.13		\$25.00
21	8/13/2015	06	HOCAR01 HOME CARE	NEW	12	x	8x1	\$3.13		\$25.00
22	8/13/2015	06	MTZIO01 MT. ZION	NEW	12	x	8x1	\$3.13		\$25.00
23	8/13/2015	06	STONW0 STONE WAYS	NEW	12	x	8x1	\$3.13		\$25.00
24	8/20/2015	06	ABOUT01 ABOUT TOWN PETS	NEW	12	x	8x1	\$3.13		\$25.00
25	8/20/2015	06	CLACO01 CLAUDETTE	NEW	12	x	8x1	\$3.13		\$25.00
26	8/20/2015	06	MTZIO01 MT. ZION	NEW	12	x	8x1	\$3.13		\$25.00
27	8/20/2015	06	STONW0 STONE WAYS	NEW	12	x	8x1	\$3.13		\$25.00
28	8/20/2015	04	MOMAN0 MOM AND DADS	NEW	12	x	8x1	\$6.25		\$50.00
29	8/27/2015	06	ABOUT01 ABOUT TOWN PETS	NEW	12	x	8x1	\$3.13		\$25.00
30	8/27/2015	06	CLACO01 CLAUDETTE	NEW	12	x	8x1	\$3.13		\$25.00



# DISPLAY SALES LOG -

Dede - 04

Total \$55,398.24

Karen - 06 a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is	Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
31	8/27/2015	06	MTZIO01	MT. ZION	NEW	12	x	8x1	\$3.13		\$25.00
32	8/27/2015	06	STONW0	STONE WAYS	NEW	12	x	8x1	\$3.13		\$25.00
33	8/27/2015	04	MOMAN0	MOM AND DADS	NEW	12	x	8x1	\$6.25		\$50.00
34	8/6/2015	04	SKYLI01	SKYLIGHTS PLUS	HOUSE	52		2x3	\$10.60		\$63.60
35	8/6/2015	04	LOSAL07	LOS ALAMITOS	HOUSE	26		3x4	\$11.65		\$139.80
36	8/6/2015	06	DINOS01	DINOS	HOUSE	52		2x2.75	\$10.60		\$58.30
37	8/6/2015	06	FAITH01	FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
38	8/6/2015	06	KARLT01	KARLTON	HOUSE	52		2x3	\$10.60		\$63.60
39	8/6/2015	06	LBPLA01	L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
40	8/13/2015	04	SKYLI01	SKYLIGHTS PLUS	HOUSE	52		2x3	\$10.60		\$63.60
41	8/13/2015	04	LOSAL07	LOS ALAMITOS	HOUSE	26		3x4	\$11.65		\$139.80
42	8/13/2015	06	DINOS01	DINOS	HOUSE	52		2x2.75	\$10.60		\$58.30
43	8/13/2015	06	FAITH01	FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
44	8/13/2015	06	KARLT01	KARLTON	HOUSE	52		2x5	\$10.60		\$106.00
45	8/13/2015	06	LBPLA01	L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
46	8/20/2015	06	DINOS01	DINOS	HOUSE	52		2x2.75	\$10.60		\$58.30
47	8/20/2015	06	FAITH01	FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
48	8/20/2015	06	KARLT01	KARLTON	HOUSE	52		2x3	\$10.60		\$63.60
49	8/20/2015	06	LBPLA01	L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
50	8/20/2015	04	SKYLI01	SKYLIGHTS PLUS	HOUSE	52		2x3	\$10.60		\$63.60
51	8/20/2015	04	LOSAL07	LOS ALAMITOS	HOUSE	26		3x4	\$11.65		\$139.80
52	8/27/2015	06	DINOS01	DINOS	HOUSE	52		2x2.75	\$10.60		\$58.30
53	8/27/2015	06	FAITH01	FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
54	8/27/2015	06	KARLT01	KARLTON	HOUSE	52		2x5	\$10.60		\$106.00
55	8/27/2015	06	LBPLA01	L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
56	8/27/2015	04	SKYLI01	SKYLIGHTS PLUS	HOUSE	52		2x3	\$10.60		\$63.60
57	8/27/2015	04	LOSAL07	LOS ALAMITOS	HOUSE	26		3x4	\$11.65		\$139.80
58	8/6/2015	04	GREEN02	GREENWOOD	HOUSE	52	c	3x6	\$10.60	100.00	\$290.80
59	8/6/2015	04	SONUS02	SONUS	HOUSE	52	c	4x10	\$8.70	100.00	\$448.00
60	8/6/2015	06	FIRTE01	FIRST TEAM REAL	HOUSE	52	c	5x16	\$8.00	100.00	\$740.00



# DISPLAY SALES LOG -

Dede - 04

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Karen - 06 a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is_Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
61	8/13/2015	04	ALPIN01 ALPINE HEATING &	HOUSE	52	c	2x4	\$10.60	67.50	\$152.30
62	8/13/2015	04	SONUS02 SONUS	HOUSE	52	c	4x10	\$8.70	100.00	\$448.00
63	8/13/2015	06	FIRTE01 FIRST TEAM REAL	HOUSE	52	c	5x16	\$8.00	100.00	\$740.00
64	8/20/2015	06	FIRTE01 FIRST TEAM REAL	HOUSE	52	c	5x16	\$8.00	100.00	\$740.00
65	8/20/2015	04	GREEN02 GREENWOOD	HOUSE	52	c	3x6	\$10.60	100.00	\$290.80
66	8/20/2015	04	SONUS02 SONUS	HOUSE	52	c	4x10	\$8.70	100.00	\$448.00
67	8/27/2015	06	FIRTE01 FIRST TEAM REAL	HOUSE	52	c	5x16	\$8.00	100.00	\$740.00
68	8/27/2015	04	ALPIN01 ALPINE HEATING &	HOUSE	52	c	2x4	\$10.60	67.50	\$152.30
69	8/27/2015	04	SONUS02 SONUS	HOUSE	52	c	4x10	\$8.70	100.00	\$448.00
70	8/6/2015	04	KENGR01 KEN GRODY FORD	HOUSE	52	n	1x1	\$6.50		\$6.50
71	8/6/2015	04	LEXUS02 LEXUS OF	HOUSE	52	n	1x1	\$6.50		\$6.50
72	8/6/2015	04	TOYOT04 TOYOTA OF HUNT	HOUSE	52	n	1x1	\$6.50		\$6.50
73	8/13/2015	04	KENGR01 KEN GRODY FORD	HOUSE	52	n	1x1	\$6.50		\$6.50
74	8/13/2015	04	LEXUS02 LEXUS OF	HOUSE	52	n	1x1	\$6.50		\$6.50
75	8/13/2015	04	TOYOT04 TOYOTA OF HUNT	HOUSE	52	n	1x1	\$6.50		\$6.50
76	8/20/2015	04	KENGR01 KEN GRODY FORD	HOUSE	52	n	1x1	\$6.50		\$6.50
77	8/20/2015	04	LEXUS02 LEXUS OF	HOUSE	52	n	1x1	\$6.50		\$6.50
78	8/20/2015	04	TOYOT04 TOYOTA OF HUNT	HOUSE	52	n	1x1	\$6.50		\$6.50
79	8/27/2015	04	KENGR01 KEN GRODY FORD	HOUSE	52	n	1x1	\$6.50		\$6.50
80	8/27/2015	04	LEXUS02 LEXUS OF	HOUSE	52	n	1x1	\$6.50		\$6.50
81	8/27/2015	04	TOYOT04 TOYOTA OF HUNT	HOUSE	52	n	1x1	\$6.50		\$6.50
82	8/6/2015	04	REEDJ01 REED, JOYCE	HOUSE	52	r	1x8	\$10.60		\$84.80
83	8/6/2015	04	GRAY001 GRAY, ROBIN	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
84	8/6/2015	04	HADLE01 HADLEY, GLORIA &	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
85	8/6/2015	06	CHARL01 CHARLES BRISKEY	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
86	8/13/2015	04	REEDJ01 REED, JOYCE	HOUSE	52	r	1x8	\$10.60		\$84.80
87	8/13/2015	04	LEISU10 LEISURE LIVING	HOUSE	52	r	1x16	\$10.60		\$169.60
88	8/13/2015	04	GRAY001 GRAY, ROBIN	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
89	8/13/2015	04	HADLE01 HADLEY, GLORIA &	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
90	8/13/2015	06	CHARL01 CHARLES BRISKEY	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00



# DISPLAY SALES LOG -

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Dede - 04

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Is	Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
91	8/20/2015	06	CHARL01	CHARLES BRISKEY	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
92	8/20/2015	04	REEDJ01	REED, JOYCE	HOUSE	52	r	1x8	\$10.60		\$84.80
93	8/20/2015	04	GRAY001	GRAY, ROBIN	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
94	8/20/2015	04	HADLE01	HADLEY, GLORIA &	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
95	8/27/2015	06	CHARL01	CHARLES BRISKEY	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
96	8/27/2015	04	REEDJ01	REED, JOYCE	HOUSE	52	r	1x8	\$10.60		\$84.80
97	8/27/2015	04	LEISU10	LEISURE LIVING	HOUSE	52	r	1x16	\$10.60		\$169.60
98	8/27/2015	04	GRAY001	GRAY, ROBIN	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
99	8/27/2015	04	HADLE01	HADLEY, GLORIA &	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
100	8/6/2015	04	LEISU10	LEISURE LIVING	HOUSE	52	r	5x8	\$8.70		\$348.00
101	8/6/2015	04	JIMMI01	JIMMIE R. BOYD,	HOUSE	52	r	2x8	\$10.60		\$169.60
102	8/6/2015	06	SHAPI01	SHAPIRO, ERIKA	HOUSE	52	r	1x16	\$8.30		\$132.80
103	8/6/2015	06	MULHE01	BERKSHIRE	HOUSE	52	r	5x8	\$8.70		\$348.00
104	8/13/2015	04	JIMMI01	JIMMIE R. BOYD,	HOUSE	52	r	2x8	\$10.60		\$169.60
105	8/13/2015	06	SHAPI01	SHAPIRO, ERIKA	HOUSE	52	r	1x16	\$8.30		\$132.80
106	8/13/2015	06	MULHE01	BERKSHIRE	HOUSE	52	r	5x8	\$8.70		\$348.00
107	8/20/2015	06	SHAPI01	SHAPIRO, ERIKA	HOUSE	52	r	1x16	\$8.30		\$132.80
108	8/20/2015	06	MULHE01	BERKSHIRE	HOUSE	52	r	5x8	\$8.70		\$348.00
109	8/20/2015	04	JIMMI01	JIMMIE R. BOYD,	HOUSE	52	r	2x8	\$10.60		\$169.60
110	8/20/2015	04	LEISU10	LEISURE LIVING	HOUSE	52	r	5x8	\$8.70		\$348.00
111	8/27/2015	06	SHAPI01	SHAPIRO, ERIKA	HOUSE	52	r	1x16	\$8.30		\$132.80
112	8/27/2015	06	MULHE01	BERKSHIRE	HOUSE	52	r	5x8	\$8.70		\$348.00
113	8/27/2015	04	JIMMI01	JIMMIE R. BOYD,	HOUSE	52	r	2x8	\$10.60		\$169.60
114	8/6/2015	06	WARRE0	WARREN TRAVEL	HOUSE	52	t	2x2	\$10.60		\$42.40
115	8/13/2015	06	WARRE0	WARREN TRAVEL	HOUSE	52	t	2x2	\$10.60		\$42.40
116	8/20/2015	06	WARRE0	WARREN TRAVEL	HOUSE	52	t	2x2	\$10.60		\$42.40
117	8/27/2015	06	WARRE0	WARREN TRAVEL	HOUSE	52	t	2x2	\$10.60		\$42.40
118	8/6/2015	04	ALLHA01	ALL HAPPY	HOUSE	12	x	8x1	\$3.13		\$25.00
119	8/6/2015	04	ALPIN01	ALPINE HEATING &	HOUSE	52	x	8x1	\$6.25		\$50.00
120	8/6/2015	04	CARNA01	CARNATION	HOUSE	52	x	8x1	\$3.13		\$25.00



# DISPLAY SALES LOG -

Dede - 04

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Karen - 06

a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is	Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
121	8/6/2015	04	DBHAN01	DB HANDYMAN	HOUSE	12	x	8x1	\$3.13		\$25.00
122	8/6/2015	04	FODEN01	FODEN, JAMES E	HOUSE	52	x	8x1	\$3.13		\$25.00
123	8/6/2015	04	GENES01	GENE'S CARPET	HOUSE	12	x	8x1	\$3.13		\$25.00
124	8/6/2015	04	GREEN02	GREENWOOD	HOUSE	52	x	8x1	\$6.25		\$50.00
125	8/6/2015	04	JOHNB01	JOHN BERGKVIST	HOUSE	52	x	8x1	\$3.13		\$25.00
126	8/6/2015	04	LOSAL01	LOS AL BUILDERS	HOUSE	52	x	8x1	\$3.13		\$25.00
127	8/6/2015	04	SENI011	SENIOR RESOURCE	HOUSE	52	x	8x1	\$3.13		\$25.00
128	8/6/2015	04	SOTOL01	SOTO, LAW	HOUSE	52	x	8x1	\$6.25		\$50.00
129	8/6/2015	06	KITCH01	KITCH & BATH /	HOUSE	52	x	8x1	\$6.25		\$50.00
130	8/6/2015	06	GROHD0	GROH, DEBRA	HOUSE	52	x	8x1	\$3.13		\$25.00
131	8/6/2015	06	GUNDE01	GUNDERSON	HOUSE	52	x	8x1	\$3.13		\$25.00
132	8/6/2015	06	JCKRE01	J. C. KRESS	HOUSE	52	x	8x1	\$3.13		\$25.00
133	8/6/2015	06	JOYFU01	JOYFUL CARE	HOUSE	26	x	8x1	\$6.25		\$50.00
134	8/6/2015	06	KANGC01	TOTAL HOME	HOUSE	52	x	8x1	\$3.13		\$25.00
135	8/6/2015	06	LEISU06	LEISURE WORLD	HOUSE	12	x	8x1	\$3.13		\$25.00
136	8/6/2015	06	LENNI01	LENNING, GERALD	HOUSE	52	x	8x1	\$3.13		\$25.00
137	8/6/2015	06	MERCU0	MERCURIO, JOHN	HOUSE	52	x	8x1	\$3.13		\$25.00
138	8/6/2015	06	NUKOT01	NU-KOTE	HOUSE	52	x	8x1	\$6.25		\$50.00
139	8/6/2015	06	PENAC01	PENA	HOUSE	52	x	8x1	\$3.13		\$25.00
140	8/6/2015	06	RTATH02	RIGHT AT HOME	HOUSE	26	x	8x1	\$3.13		\$25.00
141	8/6/2015	06	SWENM0	SWENMAN CO.	HOUSE	52	x	8x1	\$3.13		\$25.00
142	8/6/2015	06	SWENM0	SWENMAN CO.	HOUSE	52	x	8x1	\$3.13		\$25.00
143	8/13/2015	04	ALLHA01	ALL HAPPY	HOUSE	12	x	8x1	\$3.13		\$25.00
144	8/13/2015	04	ALPIN01	ALPINE HEATING &	HOUSE	52	x	8x1	\$6.25		\$50.00
145	8/13/2015	04	CARNA01	CARNATION	HOUSE	52	x	8x1	\$3.13		\$25.00
146	8/13/2015	04	DBHAN01	DB HANDYMAN	HOUSE	12	x	8x1	\$3.13		\$25.00
147	8/13/2015	04	FODEN01	FODEN, JAMES E	HOUSE	52	x	8x1	\$3.13		\$25.00
148	8/13/2015	04	GENES01	GENE'S CARPET	HOUSE	12	x	8x1	\$3.13		\$25.00
149	8/13/2015	04	GREEN02	GREENWOOD	HOUSE	52	x	8x1	\$6.25		\$50.00
150	8/13/2015	04	JOHNB01	JOHN BERGKVIST	HOUSE	52	x	8x1	\$3.13		\$25.00



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Dede - 04

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Is_Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
151	8/13/2015	04	LOSAL01	LOS AL BUILDERS	HOUSE	52	x 8x1	\$3.13		\$25.00
152	8/13/2015	04	SENIO11	SENIOR RESOURCE	HOUSE	52	x 8x1	\$3.13		\$25.00
153	8/13/2015	04	SOTOL01	SOTO, LAW	HOUSE	52	x 8x1	\$6.25		\$50.00
154	8/13/2015	06	KITCH01	KITCH & BATH /	HOUSE	52	x 8x1	\$6.25		\$50.00
155	8/13/2015	06	GROHD0	GROH, DEBRA	HOUSE	52	x 8x1	\$3.13		\$25.00
156	8/13/2015	06	GUNDE01	GUNDERSON	HOUSE	52	x 8x1	\$3.13		\$25.00
157	8/13/2015	06	JCKRE01	J. C. KRESS	HOUSE	52	x 8x1	\$3.13		\$25.00
158	8/13/2015	06	JOYFU01	JOYFUL CARE	HOUSE	26	x 8x1	\$6.25		\$50.00
159	8/13/2015	06	KANGC01	TOTAL HOME	HOUSE	52	x 8x1	\$3.13		\$25.00
160	8/13/2015	06	LEISU06	LEISURE WORLD	HOUSE	12	x 8x1	\$3.13		\$25.00
161	8/13/2015	06	LENNI01	LENNING, GERALD	HOUSE	52	x 8x1	\$3.13		\$25.00
162	8/13/2015	06	MERCU0	MERCURIO, JOHN	HOUSE	52	x 8x1	\$3.13		\$25.00
163	8/13/2015	06	NUKOT01	NU-KOTE	HOUSE	52	x 8x1	\$6.25		\$50.00
164	8/13/2015	06	PENAC01	PENA	HOUSE	52	x 8x1	\$3.13		\$25.00
165	8/13/2015	06	RTATH02	RIGHT AT HOME	HOUSE	26	x 8x1	\$3.13		\$25.00
166	8/13/2015	06	SWENM0	SWENMAN CO.	HOUSE	52	x 8x1	\$3.13		\$25.00
167	8/13/2015	06	SWENM0	SWENMAN CO.	HOUSE	52	x 8x1	\$3.13		\$25.00
168	8/20/2015	06	KITCH01	KITCH & BATH /	HOUSE	52	x 8x1	\$6.25		\$50.00
169	8/20/2015	06	GROHD0	GROH, DEBRA	HOUSE	52	x 8x1	\$3.13		\$25.00
170	8/20/2015	06	GUNDE01	GUNDERSON	HOUSE	52	x 8x1	\$3.13		\$25.00
171	8/20/2015	06	JCKRE01	J. C. KRESS	HOUSE	52	x 8x1	\$3.13		\$25.00
172	8/20/2015	06	JOYFU01	JOYFUL CARE	HOUSE	26	x 8x1	\$6.25		\$50.00
173	8/20/2015	06	KANGC01	TOTAL HOME	HOUSE	52	x 8x1	\$3.13		\$25.00
174	8/20/2015	06	LEISU06	LEISURE WORLD	HOUSE	12	x 8x1	\$3.13		\$25.00
175	8/20/2015	06	LENNI01	LENNING, GERALD	HOUSE	52	x 8x1	\$3.13		\$25.00
176	8/20/2015	06	MERCU0	MERCURIO, JOHN	HOUSE	52	x 8x1	\$3.13		\$25.00
177	8/20/2015	06	NUKOT01	NU-KOTE	HOUSE	52	x 8x1	\$6.25		\$50.00
178	8/20/2015	06	PENAC01	PENA	HOUSE	52	x 8x1	\$3.13		\$25.00
179	8/20/2015	06	RTATH02	RIGHT AT HOME	HOUSE	26	x 8x1	\$3.13		\$25.00
180	8/20/2015	06	SWENM0	SWENMAN CO.	HOUSE	52	x 8x1	\$3.13		\$25.00



# DISPLAY SALES LOG -

Dede - 04

Karen - 06 a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
181	8/20/2015	06	SWENM0 SWENMAN CO.	HOUSE	52	x	8x1	\$3.13		\$25.00
182	8/20/2015	04	ALLHA01 ALL HAPPY	HOUSE	12	x	8x1	\$3.13		\$25.00
183	8/20/2015	04	ALPIN01 ALPINE HEATING &	HOUSE	52	x	8x1	\$6.25		\$50.00
184	8/20/2015	04	CARNA01 CARNATION	HOUSE	52	x	8x1	\$3.13		\$25.00
185	8/20/2015	04	DBHAN01 DB HANDYMAN	HOUSE	12	x	8x1	\$3.13		\$25.00
186	8/20/2015	04	FODEN01 FODEN, JAMES E	HOUSE	52	x	8x1	\$3.13		\$25.00
187	8/20/2015	04	GENES01 GENE'S CARPET	HOUSE	12	x	8x1	\$3.13		\$25.00
188	8/20/2015	04	GREEN02 GREENWOOD	HOUSE	52	x	8x1	\$6.25		\$50.00
189	8/20/2015	04	JOHNB01 JOHN BERGKVIST	HOUSE	52	x	8x1	\$3.13		\$25.00
190	8/20/2015	04	LOSAL01 LOS AL BUILDERS	HOUSE	52	x	8x1	\$3.13		\$25.00
191	8/20/2015	04	SENI011 SENIOR RESOURCE	HOUSE	52	x	8x1	\$3.13		\$25.00
192	8/20/2015	04	SOTOL01 SOTO, LAW	HOUSE	52	x	8x1	\$6.25		\$50.00
193	8/27/2015	06	KITCH01 KITCH & BATH /	HOUSE	52	x	8x1	\$6.25		\$50.00
194	8/27/2015	06	GROHD0 GROH, DEBRA	HOUSE	52	x	8x1	\$3.13		\$25.00
195	8/27/2015	06	GUNDE01 GUNDERSON	HOUSE	52	x	8x1	\$3.13		\$25.00
196	8/27/2015	06	JCKRE01 J. C. KRESS	HOUSE	52	x	8x1	\$3.13		\$25.00
197	8/27/2015	06	JOYFU01 JOYFUL CARE	HOUSE	26	x	8x1	\$6.25		\$50.00
198	8/27/2015	06	KANGC01 TOTAL HOME	HOUSE	52	x	8x1	\$3.13		\$25.00
199	8/27/2015	06	LEISU06 LEISURE WORLD	HOUSE	12	x	8x1	\$3.13		\$25.00
200	8/27/2015	06	LENNI01 LENNING, GERALD	HOUSE	52	x	8x1	\$3.13		\$25.00
201	8/27/2015	06	MERCU0 MERCURIO, JOHN	HOUSE	52	x	8x1	\$3.13		\$25.00
202	8/27/2015	06	NUKOT01 NU-KOTE	HOUSE	52	x	8x1	\$6.25		\$50.00
203	8/27/2015	06	RTATH02 RIGHT AT HOME	HOUSE	26	x	8x1	\$3.13		\$25.00
204	8/27/2015	06	SWENM0 SWENMAN CO.	HOUSE	52	x	8x1	\$3.13		\$25.00
205	8/27/2015	06	SWENM0 SWENMAN CO.	HOUSE	52	x	8x1	\$3.13		\$25.00
206	8/27/2015	04	ALLHA01 ALL HAPPY	HOUSE	12	x	8x1	\$3.13		\$25.00
207	8/27/2015	04	ALPIN01 ALPINE HEATING &	HOUSE	52	x	8x1	\$6.25		\$50.00
208	8/27/2015	04	CARNA01 CARNATION	HOUSE	52	x	8x1	\$3.13		\$25.00
209	8/27/2015	04	DBHAN01 DB HANDYMAN	HOUSE	12	x	8x1	\$3.13		\$25.00
210	8/27/2015	04	FODEN01 FODEN, JAMES E	HOUSE	52	x	8x1	\$3.13		\$25.00



# DISPLAY SALES LOG -

Dede - 04

Karen - 06 a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
211 8/27/2015	04	GENES01	GENE'S CARPET	HOUSE	12	x	8x1	\$3.13		\$25.00
212 8/27/2015	04	GREEN02	GREENWOOD	HOUSE	52	x	8x1	\$6.25		\$50.00
213 8/27/2015	04	JOHNB01	JOHN BERGKVIST	HOUSE	52	x	8x1	\$3.13		\$25.00
214 8/27/2015	04	LOSAL01	LOS AL BUILDERS	HOUSE	52	x	8x1	\$3.13		\$25.00
215 8/27/2015	04	SENI011	SENIOR RESOURCE	HOUSE	52	x	8x1	\$3.13		\$25.00
216 8/27/2015	04	SOTOL01	SOTO, LAW	HOUSE	52	x	8x1	\$6.25		\$50.00
217 8/6/2015	06	CHARL01	CHARLES BRISKEY	HOUSE		yb	1x1	\$200.00		\$200.00
218 8/6/2015	04	GRAY001	GRAY, ROBIN	HOUSE	52	yb	1x1	\$400.00		\$400.00
219 8/6/2015	04	JIMMI01	JIMMIE R. BOYD,	HOUSE	52	yb	1x1	\$400.00		\$400.00
220 8/6/2015	04	LOSAL01	LOS AL BUILDERS	HOUSE	52	yb	1x1	\$200.00		\$200.00
221 8/6/2015	04	LEISU13	LEISURE WORLD	HOUSE	52	yi	1x1	\$300.00		\$300.00
222 8/6/2015	04	RITEA03	RITE AID C/O NSA	HOUSE	52	yi	1x1	\$245.00		\$245.00
223 8/13/2015	04	RITEA03	RITE AID C/O NSA	HOUSE	52	yi	1x1	\$245.00		\$245.00
224 8/20/2015	04	RITEA03	RITE AID C/O NSA	HOUSE	52	yi	1x1	\$245.00		\$245.00
225 8/27/2015	04	RITEA03	RITE AID C/O NSA	HOUSE	52	yi	1x1	\$245.00		\$245.00
226 8/6/2015	04	BRENN01	BRENNAN,	EXISTING	26		2x4	\$11.65		\$93.20
227 8/6/2015	04	LEISU13	LEISURE WORLD	EXISTING	52		2x6	\$10.60		\$127.20
228 8/6/2015	04	CHEVR01	CHEVRON, SEAL	EXISTING	52		3x4	\$10.60		\$127.20
229 8/6/2015	06	GREEN01	GREENFIELD	EXISTING	26		2x2.5	\$6.66		\$33.30
230 8/6/2015	06	PICKU01	PICK-UP STIX	EXISTING	26		2x5	\$11.65		\$116.50
231 8/6/2015	06	RUSSC01	RUSS CONKLE	EXISTING	26		2x5	\$11.65		\$116.50
232 8/6/2015	06	PUGAC01	PUGACH MD,	EXISTING	12		3x8	\$11.65		\$279.60
233 8/6/2015	06	UNATI01	UNATIN, GILBERT, D	EXISTING	26		3x5	\$10.60		\$159.00
234 8/6/2015	06	GOODY0	COASTLINE AUTO	EXISTING	26		5x8	\$8.00		\$320.00
235 8/13/2015	04	SPITZ01	SPITZ, DR. MARC	EXISTING	52		2x4	\$10.60		\$84.80
236 8/13/2015	04	LEISU13	LEISURE WORLD	EXISTING	52		2x6	\$10.60		\$127.20
237 8/13/2015	04	CHEVR01	CHEVRON, SEAL	EXISTING	52		3x4	\$10.60		\$127.20
238 8/13/2015	04	CITYC01	CITY CLEANERS	EXISTING	12		3x5	\$12.80		\$192.00
239 8/13/2015	06	JEWEL01	JEWELRY DESIGN	EXISTING	26		1x3	\$12.80		\$38.40
240 8/13/2015	06	NEPTU01	NEPTUNE SOCIETY	EXISTING	12		1x4	\$12.80		\$51.20



# DISPLAY SALES LOG -

Total \$55,398.24

Dede - 04

Karen - 06 a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is Date	Sl#	Acct Number	Company	Commission	Commit	Col Size	Rate	Color	Price
241	8/13/2015	06	PALRE01 THE PALMS	EXISTING	12	2x5	\$12.80		\$128.00
242	8/13/2015	06	CHENG01 CHENG / BEACH	EXISTING	26	3x8	\$10.60		\$254.40
243	8/20/2015	06	GREEN01 GREENFIELD	EXISTING	26	2x2.5	\$6.66		\$33.30
244	8/20/2015	06	PICKU01 PICK-UP STIX	EXISTING	26	2x5	\$11.65		\$116.50
245	8/20/2015	06	RUSSC01 RUSS CONKLE	EXISTING	26	2x5	\$11.65		\$116.50
246	8/20/2015	06	GOODY0 COASTLINE AUTO	EXISTING	26	3x3	\$10.60		\$95.40
247	8/20/2015	06	UNATI01 UNATIN, GILBERT, D	EXISTING	26	3x5	\$10.60		\$159.00
248	8/20/2015	04	BRENN01 BRENNAN,	EXISTING	26	2x3.5	\$11.65		\$81.55
249	8/20/2015	04	LEISU13 LEISURE WORLD	EXISTING	52	2x6	\$10.60		\$127.20
250	8/20/2015	04	CHEVR01 CHEVRON, SEAL	EXISTING	52	3x4	\$10.60		\$127.20
251	8/27/2015	06	JEWEL01 JEWELRY DESIGN	EXISTING	26	1x3	\$12.80		\$38.40
252	8/27/2015	06	CHENG01 CHENG / BEACH	EXISTING	26	3x8	\$10.60		\$254.40
253	8/27/2015	04	SPITZ01 SPITZ, DR. MARC	EXISTING	52	2x4	\$10.60		\$84.80
254	8/27/2015	04	LEISU13 LEISURE WORLD	EXISTING	52	2x6	\$10.60		\$127.20
255	8/27/2015	04	CHEVR01 CHEVRON, SEAL	EXISTING	52	3x4	\$10.60		\$127.20
256	8/27/2015	04	CITYC01 CITY CLEANERS	EXISTING	12	3x5	\$12.80		\$192.00
257	8/6/2015	04	LWMAN0 LW MANAGED	EXISTING	12	a 4x10	\$5.30	100.00	\$312.00
258	8/20/2015	04	LWMAN0 LW MANAGED	EXISTING	12	a 4x10	\$5.30	100.00	\$312.00
259	8/6/2015	04	BINGO01 BINGO CLUB	EXISTING	26	c 3x8	\$10.60	67.50	\$321.90
260	8/6/2015	04	LEISU15 LEISURE WORLD	EXISTING	12	c 4x10	\$5.30	100.00	\$312.00
261	8/6/2015	04	RBGHI01 RBG HIGH INTEL	EXISTING	52	c 4x10	\$8.70	100.00	\$448.00
262	8/6/2015	04	ZOUND02 ZOUNDS HEARING	EXISTING	26	c 5x16	\$8.70	100.00	\$796.00
263	8/6/2015	06	BIXBY03 BIXBY PLAZA	EXISTING	26	c 3x8	\$10.60	100.00	\$354.40
264	8/6/2015	06	FAMER01 FARMERS &	EXISTING	12	c 3x8			\$0.00
265	8/6/2015	06	KATEL02 KATELLA SENIOR	EXISTING	26	c 3x8	\$10.60	100.00	\$354.40
266	8/6/2015	06	PALAC01 PALA CASINO	EXISTING	26	c 4x10	\$9.45	200.00	\$578.00
267	8/6/2015	06	LBMEM01 L B MEMORIAL	EXISTING	12	c 5x8	\$10.60	100.00	\$524.00
268	8/13/2015	04	RBGHI01 RBG HIGH INTEL	EXISTING	52	c 4x10	\$8.70	100.00	\$448.00
269	8/13/2015	04	LOAL06 LOS ALAMITOS	EXISTING	12	c 4x11	\$10.60	200.00	\$666.40
270	8/13/2015	04	NUVIS01 NUVISION FEDERAL	EXISTING	26	c 5x8	\$9.45	200.00	\$578.00



Dede - 04

# DISPLAY SALES LOG -

Total \$55,398.24

Karen - 06 a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is Date	Sl#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
271	8/13/2015	06	LAOSD01 DR. ARTHUR LAOS	EXISTING	52	c	3x8	\$8.70	100.00	\$308.80
272	8/13/2015	06	FAMER01 FARMERS &	EXISTING	12	c	3x8	\$11.65	100.00	\$379.60
273	8/13/2015	06	HUNTI05 HUNTINGTON	EXISTING	12	c	4x10	\$10.60	100.00	\$524.00
274	8/20/2015	06	BIXBY03 BIXBY PLAZA	EXISTING	26	c	3x8	\$10.60	100.00	\$354.40
275	8/20/2015	06	FAMER01 FARMERS &	EXISTING	12	c	3x8	\$11.65	100.00	\$379.60
276	8/20/2015	06	KATEL02 KATELLA SENIOR	EXISTING	26	c	3x8	\$10.60	100.00	\$354.40
277	8/20/2015	06	PALAC01 PALA CASINO	EXISTING	26	c	4x10	\$9.45	200.00	\$578.00
278	8/20/2015	06	LBMEM01 L B MEMORIAL	EXISTING	12	c	5x8	\$10.60	100.00	\$524.00
279	8/20/2015	04	BINGO01 BINGO CLUB	EXISTING	26	c	3x8	\$10.60	67.50	\$321.90
280	8/20/2015	04	LEISU15 LEISURE WORLD	EXISTING	12	c	4x10	\$5.30	100.00	\$312.00
281	8/20/2015	04	RBGHI01 RBG HIGH INTEL	EXISTING	52	c	4x10	\$8.70	100.00	\$448.00
282	8/20/2015	04	JAYSH01 JAY'S HEARING AID	EXISTING	26	c	5x16	\$8.70	100.00	\$796.00
283	8/20/2015	04	ZOUND02 ZOUNDS HEARING	EXISTING	26	c	5x16	\$8.70	100.00	\$796.00
284	8/27/2015	06	FAMER01 FARMERS &	EXISTING	12	c	3x8	\$11.65	100.00	\$379.60
285	8/27/2015	04	DOBRI01 DOBRIK HEARING	EXISTING	12	c	5x11	\$10.60	100.00	\$683.00
286	8/27/2015	04	RBGHI01 RBG HIGH INTEL	EXISTING	52	c	4x10	\$8.70	100.00	\$448.00
287	8/27/2015	04	NUVIS01 NUVISION FEDERAL	EXISTING	26	c	5x8	\$9.45	200.00	\$578.00
288	8/6/2015	06	ALLEN01 ALLEN, SUSIE	EXISTING	26	r	1x8	\$11.65		\$93.20
289	8/20/2015	06	ALLEN01 ALLEN, SUSIE	EXISTING	26	r	2x8	\$11.65		\$186.40
290	8/6/2015	06	CHUML01 CHUMLEY, VERNA	EXISTING	26	r	1x16	\$11.65		\$186.40
291	8/13/2015	06	BLIZZ01 BLIZZARD, HELEN	EXISTING	26	r	1x8	\$10.60		\$84.80
292	8/13/2015	06	ESTEE01 ESTEE AT	EXISTING	12	r	1x8	\$12.80		\$102.40
293	8/13/2015	06	MCINE01 MC INERNEY,	EXISTING	52	r	1x8	\$8.30		\$66.40
294	8/20/2015	06	BLIZZ01 BLIZZARD, HELEN	EXISTING	26	r	1x8	\$10.60		\$84.80
295	8/20/2015	06	CHUML01 CHUMLEY, VERNA	EXISTING	26	r	1x16	\$11.65		\$186.40
296	8/27/2015	06	BLIZZ01 BLIZZARD, HELEN	EXISTING	26	r	1x8	\$10.60		\$84.80
297	8/27/2015	06	MCINE01 MC INERNEY,	EXISTING	52	r	1x8	\$8.30		\$66.40
298	8/20/2015	06	GOODT0 GOODTIMES	EXISTING	4	t	2x3	\$14.05		\$84.30
299	8/6/2015	04	BRIGH01 BRIGHT WATCH	EXISTING	12	x	8x1	\$3.13		\$25.00
300	8/6/2015	04	CALBA02 CAL BATH &	EXISTING	26	x	8x1	\$3.13		\$25.00



# DISPLAY SALES LOG -

Dede - 04

Total \$55,398.24

Karen - 06 a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
301	8/6/2015	04	COMPU0	COMPUTER IMAGES	EXISTING	12	x 8x1	\$3.13		\$25.00
302	8/6/2015	04	DANAN01	DANANDY, INC	EXISTING	12	x 8x1	\$3.13		\$25.00
303	8/6/2015	04	ECODR01	ECO DRY CLEAN	EXISTING	12	x 8x1	\$3.13		\$25.00
304	8/6/2015	04	ITALY01	ITALY SHOES	EXISTING	12	x 8x1	\$3.13		\$25.00
305	8/6/2015	04	JONGH01	JONGHAN KIM	EXISTING	12	x 8x1	\$3.13		\$25.00
306	8/6/2015	04	PHILF01	PHIL FARMER -	EXISTING	12	x 8x1	\$3.13		\$25.00
307	8/6/2015	04	SOUTH06	SOUTH COAST	EXISTING	12	x 8x1	\$3.13		\$25.00
308	8/6/2015	04	STATE02	STATE FARM INS	EXISTING	12	x 8x1	\$3.13		\$25.00
309	8/6/2015	06	ASHAD01	A. SHADOW HANDY	EXISTING	26	x 8x1	\$6.25		\$50.00
310	8/6/2015	06	AEGEA01	AEGEAN DESINING	EXISTING	26	x 8x1	\$3.13		\$25.00
311	8/6/2015	06	LAOSD01	DR. ARTHUR LAOS	EXISTING	52	x 8x1	\$3.13		\$25.00
312	8/6/2015	06	COAST02	COAST FACTORY	EXISTING	52	x 8x1	\$3.13		\$25.00
313	8/6/2015	06	COLEE01	COLEE'S PET CARE	EXISTING	52	x 8x1	\$3.13		\$25.00
314	8/6/2015	06	KONRA01	KONRAD	EXISTING	12	x 8x1	\$3.13		\$25.00
315	8/13/2015	04	BRIGH01	BRIGHT WATCH	EXISTING	12	x 8x1	\$3.13		\$25.00
316	8/13/2015	04	CALBA02	CAL BATH &	EXISTING	26	x 8x1	\$3.13		\$25.00
317	8/13/2015	04	COMPU0	COMPUTER IMAGES	EXISTING	12	x 8x1	\$3.13		\$25.00
318	8/13/2015	04	DANAN01	DANANDY, INC	EXISTING	12	x 8x1	\$3.13		\$25.00
319	8/13/2015	04	ECODR01	ECO DRY CLEAN	EXISTING	12	x 8x1	\$3.13		\$25.00
320	8/13/2015	04	ITALY01	ITALY SHOES	EXISTING	12	x 8x1	\$3.13		\$25.00
321	8/13/2015	04	JONGH01	JONGHAN KIM	EXISTING	12	x 8x1	\$3.13		\$25.00
322	8/13/2015	04	PHILF01	PHIL FARMER -	EXISTING	12	x 8x1	\$3.13		\$25.00
323	8/13/2015	04	SOUTH06	SOUTH COAST	EXISTING	12	x 8x1	\$3.13		\$25.00
324	8/13/2015	04	STATE02	STATE FARM INS	EXISTING	12	x 8x1	\$3.13		\$25.00
325	8/13/2015	06	ASHAD01	A. SHADOW HANDY	EXISTING	26	x 8x1	\$6.25		\$50.00
326	8/13/2015	06	AEGEA01	AEGEAN DESINING	EXISTING	26	x 8x1	\$3.13		\$25.00
327	8/13/2015	06	LAOSD01	DR. ARTHUR LAOS	EXISTING	52	x 8x1	\$3.13		\$25.00
328	8/13/2015	06	COAST02	COAST FACTORY	EXISTING	52	x 8x1	\$3.13		\$25.00
329	8/13/2015	06	COLEE01	COLEE'S PET CARE	EXISTING	52	x 8x1	\$3.13		\$25.00
330	8/13/2015	06	KONRA01	KONRAD	EXISTING	12	x 8x1	\$3.13		\$25.00



# DISPLAY SALES LOG -

Dede - 04

Karen - 06

a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is Date	Sls#	Acct Number	Company	Commission	Commit	Col Size	Rate	Color	Price
331 8/20/2015	06	ASHAD01	A. SHADOW HANDY	EXISTING	26	x 8x1	\$6.25		\$50.00
332 8/20/2015	06	AEGEA01	AEGEAN DESINING	EXISTING	26	x 8x1	\$3.13		\$25.00
333 8/20/2015	06	LAOSD01	DR. ARTHUR LAOS	EXISTING	52	x 8x1	\$3.13		\$25.00
334 8/20/2015	06	COAST02	COAST FACTORY	EXISTING	52	x 8x1	\$3.13		\$25.00
335 8/20/2015	06	COLEE01	COLEE'S PET CARE	EXISTING	52	x 8x1	\$3.13		\$25.00
336 8/20/2015	06	HOCAR01	HOME CARE	EXISTING	12	x 8x1	\$3.13		\$25.00
337 8/20/2015	06	KONRA01	KONRAD	EXISTING	12	x 8x1	\$3.13		\$25.00
338 8/20/2015	04	BRIGH01	BRIGHT WATCH	EXISTING	12	x 8x1	\$3.13		\$25.00
339 8/20/2015	04	CALBA02	CAL BATH &	EXISTING	26	x 8x1	\$3.13		\$25.00
340 8/20/2015	04	COMPU0	COMPUTER IMAGES	EXISTING	12	x 8x1	\$3.13		\$25.00
341 8/20/2015	04	DANAN01	DANANDY, INC	EXISTING	12	x 8x1	\$3.13		\$25.00
342 8/20/2015	04	ECODR01	ECO DRY CLEAN	EXISTING	12	x 8x1	\$3.13		\$25.00
343 8/20/2015	04	ITALY01	ITALY SHOES	EXISTING	12	x 8x1	\$3.13		\$25.00
344 8/20/2015	04	JONGH01	JONGHAN KIM	EXISTING	12	x 8x1	\$3.13		\$25.00
345 8/20/2015	04	SOUTH06	SOUTH COAST	EXISTING	12	x 8x1	\$3.13		\$25.00
346 8/20/2015	04	STATE02	STATE FARM INS	EXISTING	12	x 8x1	\$3.13		\$25.00
347 8/27/2015	06	ASHAD01	A. SHADOW HANDY	EXISTING	26	x 8x1	\$6.25		\$50.00
348 8/27/2015	06	AEGEA01	AEGEAN DESINING	EXISTING	26	x 8x1	\$3.13		\$25.00
349 8/27/2015	06	LAOSD01	DR. ARTHUR LAOS	EXISTING	52	x 8x1	\$3.13		\$25.00
350 8/27/2015	06	COAST02	COAST FACTORY	EXISTING	52	x 8x1	\$3.13		\$25.00
351 8/27/2015	06	COLEE01	COLEE'S PET CARE	EXISTING	52	x 8x1	\$3.13		\$25.00
352 8/27/2015	06	HOCAR01	HOME CARE	EXISTING	12	x 8x1	\$3.13		\$25.00
353 8/27/2015	06	KONRA01	KONRAD	EXISTING	12	x 8x1	\$3.13		\$25.00
354 8/27/2015	04	BRIGH01	BRIGHT WATCH	EXISTING	12	x 8x1	\$3.13		\$25.00
355 8/27/2015	04	CALBA02	CAL BATH &	EXISTING	26	x 8x1	\$3.13		\$25.00
356 8/27/2015	04	COHEN02	COHEN, ISABELLA	EXISTING	1	x 8x1	\$3.13		\$25.00
357 8/27/2015	04	DANAN01	DANANDY, INC	EXISTING	12	x 8x1	\$3.13		\$25.00
358 8/27/2015	04	ECODR01	ECO DRY CLEAN	EXISTING	12	x 8x1	\$3.13		\$25.00
359 8/27/2015	04	ITALY01	ITALY SHOES	EXISTING	12	x 8x1	\$3.13		\$25.00
360 8/27/2015	04	SOUTH06	SOUTH COAST	EXISTING	12	x 8x1	\$3.13		\$25.00



# DISPLAY SALES LOG -

Dede - 04

Total \$55,398.24

Karen - 06 a - Adj c - Color n - NCD r - Real Estate t - Travel x - Pro Dir, yb - Bus Signs yi - Inserts

Is_Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
<sup>361</sup> 8/27/2015	04	STATE02	STATE FARM INS	EXISTING	12	x	8x1	\$3.13		\$25.00
<sup>362</sup> 8/27/2015	04	JONGH01	JONGHAN KIM	EXISTING	12	x	8x1	\$3.13		\$25.00
<sup>363</sup> 8/27/2015	04	COMPU0	COMPUTER IMAGES	EXISTING	12	x	8x1	\$3.13		\$25.00
<sup>364</sup> 8/6/2015	04	HADLE02	HADLEY, GLORIA &	EXISTING		yb	1x1	\$400.00		\$400.00
<sup>365</sup> 8/6/2015	06	LOSAL04	LOS AL	EXISTING	12	yb	1x1	\$0.00		\$0.00
<sup>366</sup> 8/6/2015	06	OGAN001	OGAN	EXISTING		yb	1x1	\$200.00		\$200.00
<sup>367</sup> 8/6/2015	04	LEISU15	LEISURE WORLD	EXISTING	12	yb	1x1	\$400.00		\$400.00
<sup>368</sup> 8/6/2015	04	LOSAL06	LOS ALAMITOS	EXISTING	12	yb	1x1	\$400.00		\$400.00
<sup>369</sup> 8/6/2015	04	RITEA04	RITE AID	EXISTING	12	yb	1x1	\$200.00		\$200.00
<sup>370</sup> 8/6/2015	04	SCAN001	SCAN	EXISTING	1	yi	1x1	\$300.00		\$300.00
<sup>371</sup> 8/13/2015	04	METRO01	METRO	EXISTING	12	yi	1x1	\$345.00		\$345.00
<sup>372</sup> 8/13/2015	04	ORANG0	ORANGE COUNTY	EXISTING	1	yi	1x1	\$430.00		\$430.00
<sup>373</sup> 8/13/2015	04	BAYCH01	BAY CHIROPRACTIC	EXISTING	1	yi	1x1	\$375.00		\$375.00
<sup>374</sup> 8/27/2015	06	DENNY01	DENNY'S/ W K S	EXISTING		yi	1x1	\$375.00		\$375.00
<sup>375</sup> 8/27/2015	04	METRO01	METRO	EXISTING	12	yi	1x1	\$345.00		\$345.00
<sup>376</sup> 8/27/2015	06	COUNT01	S B HEALTHCARE &		12	a	1x1	\$1.02		\$1.02
<sup>377</sup> 8/6/2015		2DAWG0			12	x	8x1	\$3.13		\$25.00
									<b>Total</b>	<b>\$55,398.24</b>





# A/E and Revenue: 2015

DATE	Total Pages	Total Inches	Display Inches	Class Inches	Game Inches	GRF inches	EDIT Inches	Total Ad Inches	EDIT %	AD %	GAME %	GRF %
1/1/2015	28	2,240	1,178	96	46	29	891	1,320	40%	59%	2%	1%
1/8/2015	32	2,560	1,384	112	46	57	961	1,542	38%	60%	2%	2%
1/15/2015	32	2,560	1,374	104	46	23	1,013	1,524	40%	60%	2%	1%
1/22/2015	32	2,560	1,305	112	46	22	1,044	1,463	41%	57%	2%	1%
1/31/2013	32	2,560	1,333	112	46	50	777	1,491	30%	58%	2%	2%
2/5/2015	32	2,560	1,414	120	46	36	944	1,580	37%	62%	2%	1%
2/12/2015	36	2,880	1,275	104	192	493	816	1,571	28%	55%	7%	17%
2/19/2015	36	2,880	1,254	112	192	60	1,262	1,558	44%	54%	7%	2%
2/26/2015	36	2,880	1,027	96	192	427	1,138	1,315	40%	46%	7%	15%
3/5/2015	40	3,200	1,495	128	192	68	1,317	1,815	41%	57%	6%	2%
3/12/2015	36	2,880	1,346	112	192	75	1,155	1,650	40%	57%	7%	3%
3/19/2015	36	2,880	1,459	112	192	60	1,057	1,763	37%	61%	7%	2%
3/26/2015	40	3,200	1,142	112	185	446	1,315	1,439	41%	45%	6%	14%
4/2/2015	36	2,880	1,406	112	185	63	1,114	1,703	39%	59%	6%	2%
4/9/2015	36	2,880	1,452	112	185	83	1,048	1,749	36%	61%	6%	3%
4/16/2015	36	2,880	1,458	112	185	58	1,067	1,755	37%	61%	6%	2%
4/23/2015	36	2,880	1,213	104	187	105	1,271	1,504	44%	52%	6%	4%
4/30/2015	40	3,200	1,169	112	187	412	1,320	1,468	41%	46%	6%	13%
5/7/2015	32	2,560	1,300	112	187	57	904	1,599	35%	62%	7%	2%
5/14/2015	32	2,560	1,288	128	187	60	897	1,603	35%	63%	7%	2%
5/21/2015	36	2,880	1,291	128	187	153	1,121	1,606	39%	56%	6%	5%
5/28/2013	36	2,880	1,316	112	187	400	865	1,615	30%	56%	6%	14%
6/4/2015	36	2,880	1,276	120	187	66	1,231	1,583	43%	55%	6%	2%
6/11/2015	36	2,880	1,364	128	187	210	991	1,679	34%	58%	6%	7%
6/18/2015	32	2,560	1,281	128	187	34	931	1,596	36%	62%	7%	1%
6/25/2015	36	2,880	1,285	104	187	476	828	1,576	29%	55%	6%	17%
7/2/2015	32	2,560	1,158	112	187	68	1,035	1,457	40%	57%	7%	3%
7/9/2015	36	2,880	1,330	120	187	52	1,191	1,637	41%	57%	6%	2%
7/16/2015	36	2,880	1,258	128	187	68	1,239	1,573	43%	55%	6%	2%
7/23/2015	32	2,560	1,268	128	187	68	909	1,583	36%	62%	7%	3%
7/30/2015	36	2,880	1,119	128	187	368	1,078	1,434	37%	50%	6%	13%
8/6/2015	36	2,880	1,443	120	187	132	998	1,750	35%	61%	6%	5%
8/13/2015	32	2,560	1,241	124	187	62	946	1,552	37%	61%	7%	2%
8/20/2015	36	2,880	1,364	128	187	76	1,125	1,679	39%	58%	6%	3%
8/27/2015	28	2,240		128	90		2,022	218	90%	10%	4%	0%
9/3/2015	36	2,880	1,170	128	90	145	1,347	1,388	47%	48%	3%	5%
9/10/2015	36	2,880	1,313	120	90	387	1,097	1,523	38%	53%	3%	13%
9/17/2015	36	2,880	1,490	128	90	56	1,116	1,708	39%	59%	3%	2%
9/24/2015	36	2,880	1,415	128	90	387	860	1,633	30%	57%	3%	13%
10/1/2015		0				0	0	0				