



COMMUNICATIONS COMMITTEE MINUTES
September 10, 2015

The regular meeting of the Communications Committee, held on Thursday, September 10, 2015, was called to order at 1:02 p.m. by Chair Blake in the Administration Conference Room.

ROLL CALL

Present: Mr. L. Blake, Chair Mrs. J. Reed
 Mr. P. Friedman Ms. P. Snowden (arrived at 1:16 p.m.)
 Ms. M. Greer Ms. R. Winkler, Ex-Officio
 Mr. P. Hood

Absent: Mr. T. Bolton

Staff and Mr. R. Ankeny, Executive Director
Guests: Mr. D. Cox, Media Manager
 Ms. C. Miller, Controller
 Mr. J. Breen, Sec. Editor / Staff Writer
 Mr. R. Stone, GRF Representative, Mutual One
 Ms. L. Stone, GRF Representative, Mutual Three
 Mr. B. Lukoff, GRF Representative, Mutual Fourteen
 One Foundation Member

By unanimous consent, the Chair declared the reading of the quorum notification be dispensed with.

In accordance with California Civil Code Section 4090, please be advised that a quorum of the Golden Rain Foundation (GRF) Board of Directors (BOD) is present at today's posted meeting. The business of the Communications Committee will be conducted in accordance with the agenda. As a quorum of the Board is present, this meeting will be conducted as a committee meeting *and* a Board meeting. The agenda actions of the committee will be limited only to the members of the committee and will only constitute such actions in accordance with stated committee policy and/or provide recommendations to the GRF Board of Directors at its regular Board meeting on the 4th Tuesday of the month. GRF Board members who are not committee members will be allowed to comment when recognized by the Chair and only during the prescribed Foundation member comment period, not to exceed four minutes, as set forth in Policy 5610, Participation by Foundation Members. The minutes of today's Board

meeting will be presented to the GRF BOD for approval following the approval of the committee meeting minutes in October.

INTRODUCTION OF GUESTS AND STAFF

The Chair welcomed the Committee members and staff.

RULES OF ORDER

The Chair asked that courtesy and respectfulness be acknowledged at all times, to wait until the Chair calls on you to speak, no cross talking and to silence your cell phone.

CHAIR'S REPORT

The Chair announced he will be on vacation from September 11, 2015 through September 22, 2015. He reported that this evening will be the last Amphitheater show and expects a good crowd. He stated the 2015 Amphitheater shows were a hit.

APPROVAL OF MINUTES

Chair Blake declared the minutes of the regular meeting of August 13, 2015, approved, as printed.

CORRESPONDENCE

Three letters of correspondence were received and reviewed by the Committee members. A response in regards to Mr. Hlavac's correspondence will be sent by the Publications Manager.

UNFINISHED BUSINESS

2016 Budget, Cost Center 36, News

Staff and Committee members reviewed the proposed 2016 Budget for Cost Center 36, News.

Mr. Hood MOVED, seconded by Mrs. Reed and carried unanimously –

TO recommend the Finance Committee accept the proposed 2016 Budget for Cost Center 36, News, as presented.

Obituaries

The Publications Manager reported Policy 2840.6-36, Obituaries, aligns with information appearing in the newspaper.

Community Navigator – Update

The Publications Manager provided an update on the Community Navigator. Further discussion will be held at the October meeting.

Future Publication - This Is Your Life – Update

The Chair reported the new name for the future publication is going to be called “This is Leisure World”. There will be a timeline article published around the Holiday season.

NEW BUSINESS

News Office Space Allocation – Available Space in News Office

The Executive Director informed the Committee members a recommendation was brought before the Physical Properties Committee to configure the first floor of the News building similar to the format utilized in the Service Maintenance office. This reconfiguration and modernization of office staff would allow all staff members to be located on the first floor and free up the second floor for possible alternative usage.

At the Special Finance Committee meeting of September 9, 2015, the Committee unanimously approved the funds from Capital, Reserves and Operations, pending GRF BOD approval at the September 22, 2015 meeting.

The Chair called a break at 2:33 p.m. The meeting resumed at 2:43 p.m.

STAFF REPORTS

Publications Manager

The Media Manager’s report is attached at the end of the minutes.

PRESIDENT’S COMMENTS

The President commented on publication deadlines and time constraints.

COMMENT PERIOD

Shareholder / Member Comments

One Foundation member spoke on various items pertaining to the Committee's area of purview.


Committee Member Comments

Committee members spoke on the future publication of "This is Leisure World" and accuracy printed in the newspaper.

ADJOURNMENT

The next monthly meeting will be on Thursday, October 8, 2015.

The meeting was adjourned at 3:53 p.m.



Mary Ruth Greer, Chair
COMMUNICATIONS COMMITTEE
MM 10.6.15

MOTIONS

- By unanimous consent, the Chair declared the reading of the quorum notification be dispensed with;
- Chair Blake declared the minutes of the regular meeting of August 13, 2015, approved, as printed;
- **TO** recommend the Finance Committee accept the proposed 2016 Budget for Cost Center 36, News, as presented.

ACTIONS

- A response in regards to Mr. Hlavac's correspondence will be sent by the Publications Manager;
- The Publications Manager provided an update on the Community Navigator. Further discussion will be held at the October meeting;
- The Chair reported the new name for the future publication is going to be called "This is Leisure World". There will be a timeline article published around the Holiday season;
- The next monthly meeting will be on Thursday, October 8, 2015.



The News | CC36

Manager's Report to Communications Committee

September, 2015

Contents

Budget

1. Budget variance report (Note: August figures are not yet available)

For Cost Center 36, there is a negative YTD variance to budget of as of July of \$140,026. The variance is due in part to the following:

- a. Newspaper Printing, \$25,099 (variance of \$11,374). The primary driver was five, rather than four, Thursday publishing dates in July.
- b. Display Advertising: \$63,795 (variance of \$6,205). The July variance represents a drop of more than 50% from the June variance \$12,742). We are seeing the start of the annual midsummer sales bump.

[See Exhibit: Monthly Budget Variance Statement, pp. 5-6, and narrative, p. 7.](#)

Updates

2. Publication: *The News*

The emphasis for August was on the coverage of the Amphitheater's successful 2015 season. Coverage methodology was also designed to create a sustainable foundation for the Amphitheater's 2016 season, which will combine *The News*, the community's electronic billboards and the new *Amphitheater Amplified* magazine as we explore the effectiveness of developing a greater variety of media-buy packages that we can offer to our advertisers.

[See Manager's Report: Updated Weekly Summary Report for The News, p. 8.](#)

3. Advertising

Thirty-three new-account ad insertions were logged in August, down from July but with the majority coming from new accounts signing multiple 12-week contracts.

A total of \$55,496.84 in sales and 378 individual advertising insertion orders from new, house and existing account categories were recorded in August by the CC36 sales staff.

For the second month in a row, the successful credit card program has allowed us to secure another 52-week contract in Classified Advertising, paid up front and in full.

Sales have begun in earnest for the 2016 edition of the *Leisure World Telephone Book*. An estimated \$27,000 in advertising commitments has already been logged. (*Note: Please see **Projects** on page 3 for a technical update on a new approach to producing the book.*)

Sales of the campaign for the one-inch ad at the bottom of each

week's front page will kick off during the week of Sept. 13.

Sales for the *Amphitheater Amplified* (May) and *Community Navigator* (August) magazines will formally begin with a campaign launch in January, 2016, although sales will continue to be open year-round. The sales staff believes that the two magazines are best sold in tandem in order to increase the likelihood of securing contracts in both publications, as well as in *The News*.

See Exhibit: Display Sales Log, pp. 9-21.

Projects

4. Telephone Book, 2016 edition

The manual, paper-based system for gathering updated telephone book listings in previous years has proven extremely inaccurate and represents a disproportionate amount of anticipated overtime costs.

As discussed last spring, this year *The News* will explore the use of a database as a content management system (DCMS) for moving verified data directly into the telephone book document. In addition to greater accuracy, if successful this approach promises to cut the editorial production time to days rather than weeks for the 2017 edition. While the 2016 edition will be a test-and-refine process, even small increases in efficiency should dramatically reduce layout and prepress overtime costs.

Longer-term, a DCMS approach could greatly improve the accuracy of moving tabular data into the newspaper while extending deadlines applying to updated content.

Amphitheater delivery times

Advantage Printing's increasingly later deliveries of *The News* on Wednesday afternoon to our longtime distributor, Eagle Rock Services, continue to pose serious logistical and personnel problems. It should be noted that this is not a criticism of Advantage Printing, but rather a long-overdue adjustment to the contemporary realities faced by the three companies involved in our combined service to Leisure World.

The past three Wednesdays, for example, have seen the papers arrive between 6:30 and 7 p.m. I can find no record of any delivery-time agreement with Advantage Printing, but 5 to 6 p.m. appears to have been the norm in the past. Later deliveries mean later work shifts for the distributors, the majority of whom are Leisure World shareholders. Other than in emergencies, this simply should not be necessary. A delivery at 6:30 p.m. means a shareholder will be delivering papers long after dark, a potentially hazardous situation even before the fewer daylight hours and colder, wetter weather arrive in the fall and winter.

Advantage Printing has agreed in principle to deliver the papers by 4:30 p.m. if *The News*

transmits the weekly edition's prepress files on Wednesdays by 10 a.m., rather than noon, which has been the norm for many years. This will require substantial reworking of CC36 staff routines, but I feel this is a small price to pay to reduce the hazards our delivery partners face and get our shareholders back home at a more reasonable time.

We expect to begin a four- to six-week trial run of this new arrangement during the week of Sept. 20 or 27. I will be working closely with Eagle Rock Services' owner, Dan Pomeroy, as well as our prepress staff in evaluating product quality and delivery performance by Advantage Printing over the trial period. A summary report will be prepared by CC36 and Eagle Rock Services and provided to the Communications Committee by its November or December meeting.

5. *Advertising and Editorial (A/E), p. 22*

08/10/2015
9:00 AM

1020 Golden Rain Foundation
Budget Comparison - GRF
07/31/2015

P.O. Box 2069
Seal Beach CA 90740

Jul Actuals	Jul Budget	Budget Variance	Acct #	Description	Y-T-D Actual	Y-T-D Budget	Budget Variance	Annual Budget
Expenses - News								
34,303	33,821	(482)	6100000 36	Salaries & Wages - News	225,785	223,509	(2,276)	383,790
2,579	3,042	463	6101000 36	Commissions - News	21,544	20,103	(1,441)	34,517
2,643	2,622	(21)	6140000 36	Employment Taxes - News	19,993	19,571	(422)	32,613
1,167	1,260	93	6142000 36	Workers' Compensation - News	6,935	8,823	1,888	11,787
4,489	4,854	365	6143000 36	Group Insurance - Medical - News	29,611	33,978	4,367	58,248
123	110	(13)	6143300 36	Group Insurance - Dental - News	744	769	25	1,319
66	61	(5)	6143500 36	Group Insurance - Vision - News	424	428	4	733
968	1,144	176	6144000 36	401(k) Match - News	6,920	7,562	642	12,984
100	158	58	6145000 36	Group Insurance - Life - News	708	1,107	399	1,897
108	184	76	6146000 36	Long Term Disability Insurance - News	735	1,294	559	2,214
0	0	0	6211000 36	Continuing Education - News	2,849	0	(2,849)	0
0	0	0	6214000 36	Meals & Special Events - News	154	0	(154)	0
141	225	84	6215000 36	Mileage - News	265	1,575	1,311	2,700
209	105	(104)	6410000 36	Office Supplies - News	1,458	735	(723)	1,260
0	200	200	6410005 36	Building Supplies - News	63	1,400	1,337	2,400
79	50	(29)	6410010 36	Hospitality - News	137	350	213	600
356	100	(256)	6410015 36	Computer Supplies - News	1,038	700	(338)	1,200
0	100	100	6410020 36	Equipment Expense - News	598	700	102	1,200
572	300	(272)	6410030 36	Printer / Copier Supplies - News	3,625	2,100	(1,525)	3,600
962	733	(229)	6420100 36	Electricity - News	3,661	2,702	(959)	5,100
721	200	(521)	6435100 36	Bank Service Fees - News	4,046	1,400	(2,646)	2,400
112	125	13	6444000 36	Equipment Rental - News	945	870	(75)	1,495
0	50	50	6471000 36	Building Repair & Maintenance - News	475	350	(125)	600
0	100	100	6472000 36	Equipment Repair & Maintenance - News	85	700	615	1,200
33	67	34	6478000 36	Service Contracts - News	220	465	245	800
0	75	75	6481000 36	Computer Maintenance & Software - News	2,034	525	(1,509)	900
0	309	309	6482000 36	Dues, Memberships & Books - News	6,287	3,238	(3,049)	5,200
6,928	8,621	1,693	6483500 36	Newspaper Distribution - News	55,922	54,958	(964)	97,300
25,099	13,725	(11,374)	6483515 36	Newspaper Printing - News	111,993	81,138	(30,855)	150,000
0	0	0	6483520 36	Telephone Book Printing - News	19,755	20,000	246	20,000
0	0	0	6483525 36	Navigator Book Printing - News	0	6,400	6,400	6,400
1,497	1,877	380	6731000 36	Property & Liability Insurance - News	10,479	13,136	2,657	22,521
1,874	0	(1,874)	6910000 36	Uncollectible Customer Receivables - New	1,874	950	(924)	1,900
0	83	83	6951000 36	Non-Budgeted Exp for Committee - News	0	585	585	1,000
85,130	74,301	(10,829)		Total Expenses	541,361	512,121	(29,240)	869,878
Other Cost Recovery								
25	0	25	5385000 36	Other Income - News	374	0	374	0
0	208	(208)	5397100 36	Taxable Interest Income - News	0	1,460	(1,460)	2,500

08/10/2015
9:00 AM

1020 Golden Rain Foundation
Budget Comparison - GRF
07/31/2015

P.O. Box 2069
Seal Beach CA 90740

Jul Actuals	Jul Budget	Budget Variance	Acct #	Description	Y-T-D Actual	Y-T-D Budget	Budget Variance	Annual Budget
(39)	(133)	94	5541000 36	Sales Discounts Net 10 - News	(349)	(935)	586	(1,600)
(43)	0	(43)	5611000 36	Late Charges - News	644	0	644	0
6,445	4,500	1,945	5731000 36	Classified Advertising - News	31,410	31,500	(90)	54,000
63,795	70,000	(6,205)	5731500 36	Display Advertising - News	423,568	490,000	(66,432)	840,000
0	0	0	5732000 36	Navigator Book Income - News	0	10,722	(10,722)	21,450
0	0	0	5732500 36	Telephone Book Income - News	63,997	95,800	(31,803)	95,800
70,184	74,575	(4,391)		Total Other Cost Recovery	519,644	628,547	(108,903)	1,012,150
(11,834)	(11,834)	0	5330000 36	Income / Refund from Mutuals - News	(83,098)	(83,102)	4	(142,272)
58,350	62,741	(4,391)		Total Cost Recovery	436,546	545,445	(108,899)	869,878
(26,780)	(11,560)	(15,220)		Net Income / (Expense) Before Off Budget	(104,815)	33,324	(138,139)	0
				Off Budget Items				
203	0	(203)	8110000 36	Depreciation Expense - News	1,886	0	(1,886)	0
203	0	(203)		Total Off Budget Items	1,886	0	(1,886)	0
(26,983)	(11,560)	(15,423)		Net Income / (Expense)	(106,702)	33,324	(140,026)	0

Updated Weekly Summary Report for The News for August, 2015

Publication Week	# of Pages	% Advertising to Editorial	% GRF to Editorial	Total Display Advertising & Insert Income	Total Classified Advertising Income	Total Income	Printing Costs	Distribution Costs	P/L
August 6, 2015	36	61/35	5	\$ 8,708.80	\$ 798.15	\$ 9,506.95		\$ 1,797.00	\$ 7,709.95
August 13, 2015	32	61/37	2	\$ 11,859.58	\$ 933.70	\$12,793.28		\$ 2,237.00	\$ 10,556.28
August 20, 2015	36	58/38	3	\$ 33,551.30	\$ 687.96	\$34,239.26		\$ 1,397.00	\$ 32,842.26
August 27, 2015	28			\$ 20,520.90	\$ 724.15	\$21,245.05		\$ 1,897.00	\$ 19,348.05
								Total Profit:	\$ 70,456.54
Note: 8/20 and 8/27 Display and Insert Income includes some Community Navigator revenue.									

DISPLAY SALES LOG - 8/31/2015

Dede - 04

Total \$55,496.84

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

DISPLAY SALES LOG -

Total \$55,496.84

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
8/27/2015	04	NERVI01	NERVIG LAW	NEW	4	2x5.5	\$14.05		\$154.55
8/27/2015	04	LUTHE01	LUTHER BURBANK	NEW	26	c 4x10	\$9.45	200.00	\$578.00
8/27/2015	04	MOMAN0	MOM AND DADS	NEW	12	x 8x1	\$6.25		\$50.00
8/6/2015	04	SKYLI01	SKYLIGHTS PLUS	HOUSE	52	2x3	\$10.60		\$63.60
8/6/2015	04	LOSAL07	LOS ALAMITOS	HOUSE	26	3x4	\$11.65		\$139.80
8/6/2015	04	GREEN02	GREENWOOD	HOUSE	52	c 3x6	\$10.60	100.00	\$290.80
8/6/2015	04	SONUS02	SONUS	HOUSE	52	c 4x10	\$8.70	100.00	\$448.00
8/6/2015	04	KENGR01	KEN GRODY FORD	HOUSE	52	n 1x1	\$6.50		\$6.50
8/6/2015	04	LEXUS02	LEXUS OF	HOUSE	52	n 1x1	\$6.50		\$6.50
8/6/2015	04	TOYOT04	TOYOTA OF HUNT	HOUSE	52	n 1x1	\$6.50		\$6.50
8/6/2015	04	REEDJ01	REED, JOYCE	HOUSE	52	r 1x8	\$10.60		\$84.80
8/6/2015	04	GRAY001	GRAY, ROBIN	HOUSE	52	r 5x16	\$8.00	100.00	\$740.00
8/6/2015	04	HADLE01	HADLEY, GLORIA &	HOUSE	52	r 5x16	\$8.00	100.00	\$740.00
8/6/2015	04	LEISU10	LEISURE LIVING	HOUSE	52	r 5x8	\$8.70		\$348.00
8/6/2015	04	ALLHA01	ALL HAPPY	HOUSE	12	x 8x1	\$3.13		\$25.00
8/6/2015	04	ALPIN01	ALPINE HEATING &	HOUSE	52	x 8x1	\$6.25		\$50.00
8/6/2015	04	CARNA01	CARNATION	HOUSE	52	x 8x1	\$3.13		\$25.00
8/6/2015	04	DBHAN01	DB HANDYMAN	HOUSE	12	x 8x1	\$3.13		\$25.00
8/6/2015	04	FODEN01	FODEN, JAMES E	HOUSE	52	x 8x1	\$3.13		\$25.00
8/6/2015	04	GENES01	GENE'S CARPET	HOUSE	12	x 8x1	\$3.13		\$25.00
8/6/2015	04	GREEN02	GREENWOOD	HOUSE	52	x 8x1	\$6.25		\$50.00
8/6/2015	04	JOHNB01	JOHN BERGKVIST	HOUSE	52	x 8x1	\$3.13		\$25.00
8/6/2015	04	LOSAL01	LOS AL BUILDERS	HOUSE	52	x 8x1	\$3.13		\$25.00
8/6/2015	04	SENI011	SENIOR RESOURCE	HOUSE	52	x 8x1	\$3.13		\$25.00
8/6/2015	04	SOTOL01	SOTO, LAW	HOUSE	52	x 8x1	\$6.25		\$50.00
8/6/2015	04	GRAY001	GRAY, ROBIN	HOUSE	52	yb 1x1	\$400.00		\$400.00
8/6/2015	04	JIMMI01	JIMMIE R. BOYD,	HOUSE	52	yb 1x1	\$400.00		\$400.00
8/6/2015	04	LOSAL01	LOS AL BUILDERS	HOUSE	52	yb 1x1	\$200.00		\$200.00
8/6/2015	04	LEISU13	LEISURE WORLD	HOUSE	52	yi 1x1	\$300.00		\$300.00
8/6/2015	04	RITEA03	RITE AID C/O NSA	HOUSE	52	yi 1x1	\$245.00		\$245.00

DISPLAY SALES LOG -

Dede - 04

Total \$55,496.84

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 8/6/2015	04	JIMMI01	JIMMIE R. BOYD,	HOUSE	52	r 2x8	\$10.60		\$169.60
62 8/6/2015	06	DINOS01	DINOS	HOUSE	52	2x2.75	\$10.60		\$58.30
63 8/6/2015	06	FAITH01	FAITH CHRISTIAN	HOUSE	52	2x4	\$10.60		\$84.80
64 8/6/2015	06	KARLT01	KARLTON	HOUSE	52	2x3	\$10.60		\$63.60
65 8/6/2015	06	LBPLA01	L B PLAYHOUSE	HOUSE	52	2x5	\$10.60		\$106.00
66 8/6/2015	06	FIRTE01	FIRST TEAM REAL	HOUSE	52	c 5x16	\$8.00	100.00	\$740.00
67 8/6/2015	06	CHARL01	CHARLES BRISKEY	HOUSE	52	r 5x16	\$8.00	100.00	\$740.00
68 8/6/2015	06	SHAPI01	SHAPIRO, ERIKA	HOUSE	52	r 1x16	\$8.30		\$132.80
69 8/6/2015	06	MULHE01	BERKSHIRE	HOUSE	52	r 5x8	\$8.70		\$348.00
70 8/6/2015	06	WARRE0	WARREN TRAVEL	HOUSE	52	t 2x2	\$10.60		\$42.40
71 8/6/2015	06	KITCH01	KITCH & BATH /	HOUSE	52	x 8x1	\$6.25		\$50.00
72 8/6/2015	06	GROHD0	GROH, DEBRA	HOUSE	52	x 8x1	\$3.13		\$25.00
73 8/6/2015	06	GUNDE01	GUNDERSON	HOUSE	52	x 8x1	\$3.13		\$25.00
74 8/6/2015	06	JCKRE01	J. C. KRESS	HOUSE	52	x 8x1	\$3.13		\$25.00
75 8/6/2015	06	JOYFU01	JOYFUL CARE	HOUSE	26	x 8x1	\$6.25		\$50.00
76 8/6/2015	06	KANGC01	TOTAL HOME	HOUSE	52	x 8x1	\$3.13		\$25.00
77 8/6/2015	06	LEISU06	LEISURE WORLD	HOUSE	12	x 8x1	\$3.13		\$25.00
78 8/6/2015	06	LENNI01	LENNING, GERALD	HOUSE	52	x 8x1	\$3.13		\$25.00
79 8/6/2015	06	MERCU0	MERCURIO, JOHN	HOUSE	52	x 8x1	\$3.13		\$25.00
80 8/6/2015	06	NUKOT01	NU-KOTE	HOUSE	52	x 8x1	\$6.25		\$50.00
81 8/6/2015	06	PENAC01	PENA	HOUSE	52	x 8x1	\$3.13		\$25.00
82 8/6/2015	06	RTATH02	RIGHT AT HOME	HOUSE	26	x 8x1	\$3.13		\$25.00
83 8/6/2015	06	SWENM0	SWENMAN CO.	HOUSE	52	x 8x1	\$3.13		\$25.00
84 8/6/2015	06	SWENM0	SWENMAN CO.	HOUSE	52	x 8x1	\$3.13		\$25.00
85 8/6/2015	06	CHARL01	CHARLES BRISKEY	HOUSE		yb 1x1	\$200.00		\$200.00
86 8/13/2015	04	SKYLI01	SKYLIGHTS PLUS	HOUSE	52	2x3	\$10.60		\$63.60
87 8/13/2015	04	LOAL07	LOS ALAMITOS	HOUSE	26	3x4	\$11.65		\$139.80
88 8/13/2015	04	ALPIN01	ALPINE HEATING &	HOUSE	52	c 2x4	\$10.60	67.50	\$152.30
89 8/13/2015	04	SONUS02	SONUS	HOUSE	52	c 4x10	\$8.70	100.00	\$448.00
90 8/13/2015	04	KENGR01	KEN GRODY FORD	HOUSE	52	n 1x1	\$6.50		\$6.50

Dede - 04
 Karen - 06

DISPLAY SALES LOG -

Total \$55,496.84

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
91	8/13/2015	04	LEXUS02 LEXUS OF	HOUSE	52	n	1x1	\$6.50		\$6.50
92	8/13/2015	04	TOYOT04 TOYOTA OF HUNT	HOUSE	52	n	1x1	\$6.50		\$6.50
93	8/13/2015	04	REEDJ01 REED, JOYCE	HOUSE	52	r	1x8	\$10.60		\$84.80
94	8/13/2015	04	LEISU10 LEISURE LIVING	HOUSE	52	r	1x16	\$10.60		\$169.60
95	8/13/2015	04	GRAY001 GRAY, ROBIN	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
96	8/13/2015	04	HADLE01 HADLEY, GLORIA &	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
97	8/13/2015	04	JIMMI01 JIMMIE R. BOYD,	HOUSE	52	r	2x8	\$10.60		\$169.60
98	8/13/2015	04	ALLHA01 ALL HAPPY	HOUSE	12	x	8x1	\$3.13		\$25.00
99	8/13/2015	04	ALPIN01 ALPINE HEATING &	HOUSE	52	x	8x1	\$6.25		\$50.00
100	8/13/2015	04	CARNA01 CARNATION	HOUSE	52	x	8x1	\$3.13		\$25.00
101	8/13/2015	04	DBHAN01 DB HANDYMAN	HOUSE	12	x	8x1	\$3.13		\$25.00
102	8/13/2015	04	FODEN01 FODEN, JAMES E	HOUSE	52	x	8x1	\$3.13		\$25.00
103	8/13/2015	04	GENES01 GENE'S CARPET	HOUSE	12	x	8x1	\$3.13		\$25.00
104	8/13/2015	04	GREEN02 GREENWOOD	HOUSE	52	x	8x1	\$6.25		\$50.00
105	8/13/2015	04	JOHNB01 JOHN BERGKVIST	HOUSE	52	x	8x1	\$3.13		\$25.00
106	8/13/2015	04	LOSAL01 LOS AL BUILDERS	HOUSE	52	x	8x1	\$3.13		\$25.00
107	8/13/2015	04	SENI011 SENIOR RESOURCE	HOUSE	52	x	8x1	\$3.13		\$25.00
108	8/13/2015	04	SOTOL01 SOTO, LAW	HOUSE	52	x	8x1	\$6.25		\$50.00
109	8/13/2015	04	RITEA03 RITE AID C/O NSA	HOUSE	52	yi	1x1	\$245.00		\$245.00
110	8/13/2015	06	DINOS01 DINOS	HOUSE	52		2x2.75	\$10.60		\$58.30
111	8/13/2015	06	FAITH01 FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
112	8/13/2015	06	KARLT01 KARLTON	HOUSE	52		2x5	\$10.60		\$106.00
113	8/13/2015	06	LBPLA01 L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
114	8/13/2015	06	FIRTE01 FIRST TEAM REAL	HOUSE	52	c	5x16	\$8.00	100.00	\$740.00
115	8/13/2015	06	CHARL01 CHARLES BRISKEY	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
116	8/13/2015	06	SHAPI01 SHAPIRO, ERIKA	HOUSE	52	r	1x16	\$8.30		\$132.80
117	8/13/2015	06	MULHE01 BERKSHIRE	HOUSE	52	r	5x8	\$8.70		\$348.00
118	8/13/2015	06	WARRE0 WARREN TRAVEL	HOUSE	52	t	2x2	\$10.60		\$42.40
119	8/13/2015	06	KITCH01 KITCH & BATH /	HOUSE	52	x	8x1	\$6.25		\$50.00
120	8/13/2015	06	GROHD0 GROH, DEBRA	HOUSE	52	x	8x1	\$3.13		\$25.00

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	8/13/2015	06	GUNDE01 GUNDERSON	HOUSE	52	x	8x1	\$3.13		\$25.00
122	8/13/2015	06	JCKRE01 J. C. KRESS	HOUSE	52	x	8x1	\$3.13		\$25.00
123	8/13/2015	06	JOYFU01 JOYFUL CARE	HOUSE	26	x	8x1	\$6.25		\$50.00
124	8/13/2015	06	KANGC01 TOTAL HOME	HOUSE	52	x	8x1	\$3.13		\$25.00
125	8/13/2015	06	LEISU06 LEISURE WORLD	HOUSE	12	x	8x1	\$3.13		\$25.00
126	8/13/2015	06	LENNI01 LENNING, GERALD	HOUSE	52	x	8x1	\$3.13		\$25.00
127	8/13/2015	06	MERCU0 MERCURIO, JOHN	HOUSE	52	x	8x1	\$3.13		\$25.00
128	8/13/2015	06	NUKOT01 NU-KOTE	HOUSE	52	x	8x1	\$6.25		\$50.00
129	8/13/2015	06	PENAC01 PENA	HOUSE	52	x	8x1	\$3.13		\$25.00
130	8/13/2015	06	RTATH02 RIGHT AT HOME	HOUSE	26	x	8x1	\$3.13		\$25.00
131	8/13/2015	06	SWENM0 SWENMAN CO.	HOUSE	52	x	8x1	\$3.13		\$25.00
132	8/13/2015	06	SWENM0 SWENMAN CO.	HOUSE	52	x	8x1	\$3.13		\$25.00
133	8/20/2015	06	DINOS01 DINOS	HOUSE	52		2x2.75	\$10.60		\$58.30
134	8/20/2015	06	FAITH01 FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
135	8/20/2015	06	KARLT01 KARLTON	HOUSE	52		2x3	\$10.60		\$63.60
136	8/20/2015	06	LBPLA01 L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
137	8/20/2015	06	FIRTE01 FIRST TEAM REAL	HOUSE	52	c	5x16	\$8.00	100.00	\$740.00
138	8/20/2015	06	CHARL01 CHARLES BRISKEY	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
139	8/20/2015	06	SHAPI01 SHAPIRO, ERIKA	HOUSE	52	r	1x16	\$8.30		\$132.80
140	8/20/2015	06	MULHE01 BERKSHIRE	HOUSE	52	r	5x8	\$8.70		\$348.00
141	8/20/2015	06	WARRE0 WARREN TRAVEL	HOUSE	52	t	2x2	\$10.60		\$42.40
142	8/20/2015	06	KITCH01 KITCH & BATH /	HOUSE	52	x	8x1	\$6.25		\$50.00
143	8/20/2015	06	GROHD0 GROH, DEBRA	HOUSE	52	x	8x1	\$3.13		\$25.00
144	8/20/2015	06	GUNDE01 GUNDERSON	HOUSE	52	x	8x1	\$3.13		\$25.00
145	8/20/2015	06	JCKRE01 J. C. KRESS	HOUSE	52	x	8x1	\$3.13		\$25.00
146	8/20/2015	06	JOYFU01 JOYFUL CARE	HOUSE	26	x	8x1	\$6.25		\$50.00
147	8/20/2015	06	KANGC01 TOTAL HOME	HOUSE	52	x	8x1	\$3.13		\$25.00
148	8/20/2015	06	LEISU06 LEISURE WORLD	HOUSE	12	x	8x1	\$3.13		\$25.00
149	8/20/2015	06	LENNI01 LENNING, GERALD	HOUSE	52	x	8x1	\$3.13		\$25.00
150	8/20/2015	06	MERCU0 MERCURIO, JOHN	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
151	8/20/2015	06	NUKOT01	NU-KOTE	HOUSE	52	x 8x1	\$6.25		\$50.00
152	8/20/2015	06	PENAC01	PENA	HOUSE	52	x 8x1	\$3.13		\$25.00
153	8/20/2015	06	RTATH02	RIGHT AT HOME	HOUSE	26	x 8x1	\$3.13		\$25.00
154	8/20/2015	06	SWENM0	SWENMAN CO.	HOUSE	52	x 8x1	\$3.13		\$25.00
155	8/20/2015	06	SWENM0	SWENMAN CO.	HOUSE	52	x 8x1	\$3.13		\$25.00
156	8/20/2015	04	SKYLI01	SKYLIGHTS PLUS	HOUSE	52	2x3	\$10.60		\$63.60
157	8/20/2015	04	LOSAL07	LOS ALAMITOS	HOUSE	26	3x4	\$11.65		\$139.80
158	8/20/2015	04	GREEN02	GREENWOOD	HOUSE	52	c 3x6	\$10.60	100.00	\$290.80
159	8/20/2015	04	SONUS02	SONUS	HOUSE	52	c 4x10	\$8.70	100.00	\$448.00
160	8/20/2015	04	KENGR01	KEN GRODY FORD	HOUSE	52	n 1x1	\$6.50		\$6.50
161	8/20/2015	04	LEXUS02	LEXUS OF	HOUSE	52	n 1x1	\$6.50		\$6.50
162	8/20/2015	04	TOYOT04	TOYOTA OF HUNT	HOUSE	52	n 1x1	\$6.50		\$6.50
163	8/20/2015	04	REEDJ01	REED, JOYCE	HOUSE	52	r 1x8	\$10.60		\$84.80
164	8/20/2015	04	GRAY001	GRAY, ROBIN	HOUSE	52	r 5x16	\$8.00	100.00	\$740.00
165	8/20/2015	04	HADLE01	HADLEY, GLORIA &	HOUSE	52	r 5x16	\$8.00	100.00	\$740.00
166	8/20/2015	04	JIMMI01	JIMMIE R. BOYD,	HOUSE	52	r 2x8	\$10.60		\$169.60
167	8/20/2015	04	LEISU10	LEISURE LIVING	HOUSE	52	r 5x8	\$8.70		\$348.00
168	8/20/2015	04	ALLHA01	ALL HAPPY	HOUSE	12	x 8x1	\$3.13		\$25.00
169	8/20/2015	04	ALPIN01	ALPINE HEATING &	HOUSE	52	x 8x1	\$6.25		\$50.00
170	8/20/2015	04	CARNA01	CARNATION	HOUSE	52	x 8x1	\$3.13		\$25.00
171	8/20/2015	04	DBHAN01	DB HANDYMAN	HOUSE	12	x 8x1	\$3.13		\$25.00
172	8/20/2015	04	FODEN01	FODEN, JAMES E	HOUSE	52	x 8x1	\$3.13		\$25.00
173	8/20/2015	04	GENES01	GENE'S CARPET	HOUSE	12	x 8x1	\$3.13		\$25.00
174	8/20/2015	04	GREEN02	GREENWOOD	HOUSE	52	x 8x1	\$6.25		\$50.00
175	8/20/2015	04	JOHNB01	JOHN BERGKVIST	HOUSE	52	x 8x1	\$3.13		\$25.00
176	8/20/2015	04	LOSAL01	LOS AL BUILDERS	HOUSE	52	x 8x1	\$3.13		\$25.00
177	8/20/2015	04	SENI011	SENIOR RESOURCE	HOUSE	52	x 8x1	\$3.13		\$25.00
178	8/20/2015	04	SOTOL01	SOTO, LAW	HOUSE	52	x 8x1	\$6.25		\$50.00
179	8/20/2015	04	RITEA03	RITE AID C/O NSA	HOUSE	52	yi 1x1	\$245.00		\$245.00
180	8/27/2015	06	DINOS01	DINOS	HOUSE	52	2x2.75	\$10.60		\$58.30

Dede - 04
 Karen - 06

DISPLAY SALES LOG -

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Is Date	Sl#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
181	8/27/2015	06	FAITH01 FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
182	8/27/2015	06	KARLT01 KARLTON	HOUSE	52		2x5	\$10.60		\$106.00
183	8/27/2015	06	LBPLA01 L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
184	8/27/2015	06	FIRTE01 FIRST TEAM REAL	HOUSE	52	c	5x16	\$8.00	100.00	\$740.00
185	8/27/2015	06	CHARL01 CHARLES BRISKEY	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
186	8/27/2015	06	SHAPI01 SHAPIRO, ERIKA	HOUSE	52	r	1x16	\$8.30		\$132.80
187	8/27/2015	06	MULHE01 BERKSHIRE	HOUSE	52	r	5x8	\$8.70		\$348.00
188	8/27/2015	06	WARRE0 WARREN TRAVEL	HOUSE	52	t	2x2	\$10.60		\$42.40
189	8/27/2015	06	KITCH01 KITCH & BATH /	HOUSE	52	x	8x1	\$6.25		\$50.00
190	8/27/2015	06	GROHD0 GROH, DEBRA	HOUSE	52	x	8x1	\$3.13		\$25.00
191	8/27/2015	06	GUNDE01 GUNDERSON	HOUSE	52	x	8x1	\$3.13		\$25.00
192	8/27/2015	06	JCKRE01 J. C. KRESS	HOUSE	52	x	8x1	\$3.13		\$25.00
193	8/27/2015	06	JOYFU01 JOYFUL CARE	HOUSE	26	x	8x1	\$6.25		\$50.00
194	8/27/2015	06	KANGC01 TOTAL HOME	HOUSE	52	x	8x1	\$3.13		\$25.00
195	8/27/2015	06	LEISU06 LEISURE WORLD	HOUSE	12	x	8x1	\$3.13		\$25.00
196	8/27/2015	06	LENNI01 LENNING, GERALD	HOUSE	52	x	8x1	\$3.13		\$25.00
197	8/27/2015	06	MERCU0 MERCURIO, JOHN	HOUSE	52	x	8x1	\$3.13		\$25.00
198	8/27/2015	06	NUKOT01 NU-KOTE	HOUSE	52	x	8x1	\$6.25		\$50.00
199	8/27/2015	06	RTATH02 RIGHT AT HOME	HOUSE	26	x	8x1	\$3.13		\$25.00
200	8/27/2015	06	SWENM0 SWENMAN CO.	HOUSE	52	x	8x1	\$3.13		\$25.00
201	8/27/2015	06	SWENM0 SWENMAN CO.	HOUSE	52	x	8x1	\$3.13		\$25.00
202	8/27/2015	04	SKYLI01 SKYLIGHTS PLUS	HOUSE	52		2x3	\$10.60		\$63.60
203	8/27/2015	04	LOSAL07 LOS ALAMITOS	HOUSE	26		3x4	\$11.65		\$139.80
204	8/27/2015	04	ALPIN01 ALPINE HEATING &	HOUSE	52	c	2x4	\$10.60	67.50	\$152.30
205	8/27/2015	04	SONUS02 SONUS	HOUSE	52	c	4x10	\$8.70	100.00	\$448.00
206	8/27/2015	04	KENGR01 KEN GRODY FORD	HOUSE	52	n	1x1	\$6.50		\$6.50
207	8/27/2015	04	LEXUS02 LEXUS OF	HOUSE	52	n	1x1	\$6.50		\$6.50
208	8/27/2015	04	TOYOT04 TOYOTA OF HUNT	HOUSE	52	n	1x1	\$6.50		\$6.50
209	8/27/2015	04	REEDJ01 REED, JOYCE	HOUSE	52	r	1x8	\$10.60		\$84.80
210	8/27/2015	04	LEISU10 LEISURE LIVING	HOUSE	52	r	1x16	\$10.60		\$169.60

Dede - 04
 Karen - 06

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Is Date	Sl#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
8/27/2015	04	GRAY001	GRAY, ROBIN	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
8/27/2015	04	HADLE01	HADLEY, GLORIA &	HOUSE	52	r	5x16	\$8.00	100.00	\$740.00
8/27/2015	04	JIMMI01	JIMMIE R. BOYD,	HOUSE	52	r	2x8	\$10.60		\$169.60
8/27/2015	04	ALLHA01	ALL HAPPY	HOUSE	12	x	8x1	\$3.13		\$25.00
8/27/2015	04	ALPIN01	ALPINE HEATING &	HOUSE	52	x	8x1	\$6.25		\$50.00
8/27/2015	04	CARNA01	CARNATION	HOUSE	52	x	8x1	\$3.13		\$25.00
8/27/2015	04	DBHAN01	DB HANDYMAN	HOUSE	12	x	8x1	\$3.13		\$25.00
8/27/2015	04	FODEN01	FODEN, JAMES E	HOUSE	52	x	8x1	\$3.13		\$25.00
8/27/2015	04	GENES01	GENE'S CARPET	HOUSE	12	x	8x1	\$3.13		\$25.00
8/27/2015	04	GREEN02	GREENWOOD	HOUSE	52	x	8x1	\$6.25		\$50.00
8/27/2015	04	JOHNB01	JOHN BERGKVIST	HOUSE	52	x	8x1	\$3.13		\$25.00
8/27/2015	04	LOSAL01	LOS AL BUILDERS	HOUSE	52	x	8x1	\$3.13		\$25.00
8/27/2015	04	SENIO11	SENIOR RESOURCE	HOUSE	52	x	8x1	\$3.13		\$25.00
8/27/2015	04	SOTOL01	SOTO, LAW	HOUSE	52	x	8x1	\$6.25		\$50.00
8/27/2015	04	RITEA03	RITE AID C/O NSA	HOUSE	52	yi	1x1	\$245.00		\$245.00
8/6/2015	04	BRENN01	BRENNAN,	EXISTING	26		2x4	\$11.65		\$93.20
8/6/2015	04	LEISU13	LEISURE WORLD	EXISTING	52		2x6	\$10.60		\$127.20
8/6/2015	04	CHEVR01	CHEVRON, SEAL	EXISTING	52		3x4	\$10.60		\$127.20
8/6/2015	04	LWMAN0	LW MANAGED	EXISTING	12	a	4x10	\$5.30	100.00	\$312.00
8/6/2015	04	BINGO01	BINGO CLUB	EXISTING	26	c	3x8	\$10.60	67.50	\$321.90
8/6/2015	04	LEISU15	LEISURE WORLD	EXISTING	12	c	4x10	\$5.30	100.00	\$312.00
8/6/2015	04	RBGHI01	RBG HIGH INTEL	EXISTING	52	c	4x10	\$8.70	100.00	\$448.00
8/6/2015	04	ZOUND02	ZOUNDS HEARING	EXISTING	26	c	5x16	\$8.70	100.00	\$796.00
8/6/2015	04	BRIGH01	BRIGHT WATCH	EXISTING	12	x	8x1	\$3.13		\$25.00
8/6/2015	04	CALBA02	CAL BATH &	EXISTING	26	x	8x1	\$3.13		\$25.00
8/6/2015	04	COMPU0	COMPUTER IMAGES	EXISTING	12	x	8x1	\$3.13		\$25.00
8/6/2015	04	DANAN01	DANANDY, INC	EXISTING	12	x	8x1	\$3.13		\$25.00
8/6/2015	04	ECODR01	ECO DRY CLEAN	EXISTING	12	x	8x1	\$3.13		\$25.00
8/6/2015	04	ITALY01	ITALY SHOES	EXISTING	12	x	8x1	\$3.13		\$25.00
8/6/2015	04	JONGH01	JONGHAN KIM	EXISTING	12	x	8x1	\$3.13		\$25.00

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Is_Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
241	8/6/2015	04	PHILF01 PHIL FARMER -	EXISTING	12	x	8x1	\$3.13		\$25.00
242	8/6/2015	04	SOUTH06 SOUTH COAST	EXISTING	12	x	8x1	\$3.13		\$25.00
243	8/6/2015	04	STATE02 STATE FARM INS	EXISTING	12	x	8x1	\$3.13		\$25.00
244	8/6/2015	04	HADLE02 HADLEY, GLORIA &	EXISTING		yb	1x1	\$400.00		\$400.00
245	8/6/2015	04	LEISU15 LEISURE WORLD	EXISTING	12	yb	1x1	\$400.00		\$400.00
246	8/6/2015	04	LOSAL06 LOS ALAMITOS	EXISTING	12	yb	1x1	\$400.00		\$400.00
247	8/6/2015	04	RITEA04 RITE AID	EXISTING		yb	1x1	\$200.00		\$200.00
248	8/6/2015	04	SCAN001 SCAN	EXISTING	1	yi	1x1	\$300.00		\$300.00
249	8/6/2015		ENCOR01	EXISTING	12		2x5	\$0.00		\$0.00
250	8/6/2015	06	GREEN01 GREENFIELD	EXISTING	26		2x2.5	\$6.66		\$33.30
251	8/6/2015	06	PICKU01 PICK-UP STIX	EXISTING	26		2x5	\$11.65		\$116.50
252	8/6/2015	06	RUSSC01 RUSS CONKLE	EXISTING	26		2x5	\$11.65		\$116.50
253	8/6/2015	06	PUGAC01 PUGACH MD,	EXISTING	12		3x8	\$11.65		\$279.60
254	8/6/2015	06	UNATI01 UNATIN, GILBERT, D	EXISTING	26		3x5	\$10.60		\$159.00
255	8/6/2015	06	GOODY0 COASTLINE AUTO	EXISTING	26		5x8	\$8.00		\$320.00
256	8/6/2015	06	BIXBY03 BIXBY PLAZA	EXISTING	26	c	3x8	\$10.60	100.00	\$354.40
257	8/6/2015	06	FAMER01 FARMERS &	EXISTING	12	c	3x8			\$0.00
258	8/6/2015	06	KATEL02 KATELLA SENIOR	EXISTING	26	c	3x8	\$10.60	100.00	\$354.40
259	8/6/2015	06	PALAC01 PALA CASINO	EXISTING	26	c	4x10	\$9.45	200.00	\$578.00
260	8/6/2015	06	LBMEM01 L B MEMORIAL	EXISTING	12	c	5x8	\$10.60	100.00	\$524.00
261	8/6/2015	06	ALLEN01 ALLEN, SUSIE	EXISTING	26	r	1x8	\$11.65		\$93.20
262	8/6/2015	06	CHUML01 CHUMLEY, VERNA	EXISTING	26	r	1x16	\$11.65		\$186.40
263	8/6/2015	06	ASHAD01 A. SHADOW HANDY	EXISTING	26	x	8x1	\$6.25		\$50.00
264	8/6/2015	06	AEGEA01 AEGEAN DESINING	EXISTING	26	x	8x1	\$3.13		\$25.00
265	8/6/2015	06	LAOSD01 DR. ARTHUR LAOS	EXISTING	52	x	8x1	\$3.13		\$25.00
266	8/6/2015	06	COAST02 COAST FACTORY	EXISTING	52	x	8x1	\$3.13		\$25.00
267	8/6/2015	06	COLEE01 COLEE'S PET CARE	EXISTING	52	x	8x1	\$3.13		\$25.00
268	8/6/2015	06	KONRA01 KONRAD	EXISTING	12	x	8x1	\$3.13		\$25.00
269	8/6/2015	06	LOSAL04 LOS AL	EXISTING	12	yb	1x1	\$0.00		\$0.00
270	8/6/2015	06	OGAN001 OGAN	EXISTING		yb	1x1	\$200.00		\$200.00

Dede - 04
 Karen - 06

DISPLAY SALES LOG -

Total \$55,496.84

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	04	SPITZ01	SPITZ, DR. MARC	EXISTING	52	2x4	\$10.60		\$84.80
272	8/13/2015	04	LEISU13	LEISURE WORLD	EXISTING	52	2x6	\$10.60		\$127.20
273	8/13/2015	04	CHEVR01	CHEVRON, SEAL	EXISTING	52	3x4	\$10.60		\$127.20
274	8/13/2015	04	CITYC01	CITY CLEANERS	EXISTING	12	3x5	\$12.80		\$192.00
275	8/13/2015	04	RBGHI01	RBG HIGH INTEL	EXISTING	52	c 4x10	\$8.70	100.00	\$448.00
276	8/13/2015	04	LOSAL06	LOS ALAMITOS	EXISTING	12	c 4x11	\$10.60	200.00	\$666.40
277	8/13/2015	04	NUVIS01	NUVISION FEDERAL	EXISTING	26	c 5x8	\$9.45	200.00	\$578.00
278	8/13/2015	04	BRIGH01	BRIGHT WATCH	EXISTING	12	x 8x1	\$3.13		\$25.00
279	8/13/2015	04	CALBA02	CAL BATH &	EXISTING	26	x 8x1	\$3.13		\$25.00
280	8/13/2015	04	COMPU0	COMPUTER IMAGES	EXISTING	12	x 8x1	\$3.13		\$25.00
281	8/13/2015	04	DANAN01	DANANDY, INC	EXISTING	12	x 8x1	\$3.13		\$25.00
282	8/13/2015	04	ECODR01	ECO DRY CLEAN	EXISTING	12	x 8x1	\$3.13		\$25.00
283	8/13/2015	04	ITALY01	ITALY SHOES	EXISTING	12	x 8x1	\$3.13		\$25.00
284	8/13/2015	04	JONGH01	JONGHAN KIM	EXISTING	12	x 8x1	\$3.13		\$25.00
285	8/13/2015	04	PHILF01	PHIL FARMER -	EXISTING	12	x 8x1	\$3.13		\$25.00
286	8/13/2015	04	SOUTH06	SOUTH COAST	EXISTING	12	x 8x1	\$3.13		\$25.00
287	8/13/2015	04	STATE02	STATE FARM INS	EXISTING	12	x 8x1	\$3.13		\$25.00
288	8/13/2015	04	METRO01	METRO	EXISTING	12	yi 1x1	\$345.00		\$345.00
289	8/13/2015	04	ORANG0	ORANGE COUNTY	EXISTING	1	yi 1x1	\$430.00		\$430.00
290	8/13/2015	06	JEWEL01	JEWELRY DESIGN	EXISTING	26	1x3	\$12.80		\$38.40
291	8/13/2015	06	NEPTU01	NEPTUNE SOCIETY	EXISTING	12	1x4	\$12.80		\$51.20
292	8/13/2015	06	PALRE01	THE PALMS	EXISTING	12	2x5	\$12.80		\$128.00
293	8/13/2015	06	CHENG01	CHENG / BEACH	EXISTING	26	3x8	\$10.60		\$254.40
294	8/13/2015	06	LAOSD01	DR. ARTHUR LAOS	EXISTING	52	c 3x8	\$8.70	100.00	\$308.80
295	8/13/2015	06	FAMER01	FARMERS &	EXISTING	12	c 3x8	\$11.65	100.00	\$379.60
296	8/13/2015	06	HUNTI05	HUNTINGTON	EXISTING	12	c 4x10	\$10.60	100.00	\$524.00
297	8/13/2015	06	BLIZZ01	BLIZZARD, HELEN	EXISTING	26	r 1x8	\$10.60		\$84.80
298	8/13/2015	06	ESTEE01	ESTEE AT	EXISTING	12	r 1x8	\$12.80		\$102.40
299	8/13/2015	06	MCINE01	MC INERNEY,	EXISTING	52	r 1x8	\$8.30		\$66.40
300	8/13/2015	06	ASHAD01	A. SHADOW HANDY	EXISTING	26	x 8x1	\$6.25		\$50.00

DISPLAY SALES LOG -

Dede - 04

Total \$55,496.84

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 8/13/2015	06	AEGEA01	AEGEAN DESINING	EXISTING	26	x 8x1	\$3.13		\$25.00
302 8/13/2015	06	LAOSD01	DR. ARTHUR LAOS	EXISTING	52	x 8x1	\$3.13		\$25.00
303 8/13/2015	06	COAST02	COAST FACTORY	EXISTING	52	x 8x1	\$3.13		\$25.00
304 8/13/2015	06	COLEE01	COLEE'S PET CARE	EXISTING	52	x 8x1	\$3.13		\$25.00
305 8/13/2015	06	KONRA01	KONRAD	EXISTING	12	x 8x1	\$3.13		\$25.00
306 8/13/2015	04	BAYCH01	BAY CHIROPRACTIC	EXISTING	1	yi 1x1	\$375.00		\$375.00
307 8/20/2015	06	GREEN01	GREENFIELD	EXISTING	26	2x2.5	\$6.66		\$33.30
308 8/20/2015	06	PICKU01	PICK-UP STIX	EXISTING	26	2x5	\$11.65		\$116.50
309 8/20/2015	06	RUSSC01	RUSS CONKLE	EXISTING	26	2x5	\$11.65		\$116.50
310 8/20/2015	06	GOODY0	COASTLINE AUTO	EXISTING	26	3x3	\$10.60		\$95.40
311 8/20/2015	06	UNATI01	UNATIN, GILBERT, D	EXISTING	26	3x5	\$10.60		\$159.00
312 8/20/2015	06	BIXBY03	BIXBY PLAZA	EXISTING	26	c 3x8	\$10.60	100.00	\$354.40
313 8/20/2015	06	FAMER01	FARMERS &	EXISTING	12	c 3x8	\$11.65	100.00	\$379.60
314 8/20/2015	06	KATEL02	KATELLA SENIOR	EXISTING	26	c 3x8	\$10.60	100.00	\$354.40
315 8/20/2015	06	PALAC01	PALA CASINO	EXISTING	26	c 4x10	\$9.45	200.00	\$578.00
316 8/20/2015	06	LBMEM01	L B MEMORIAL	EXISTING	12	c 5x8	\$10.60	100.00	\$524.00
317 8/20/2015	06	ALLEN01	ALLEN, SUSIE	EXISTING	26	r 2x8	\$11.65		\$186.40
318 8/20/2015	06	BLIZZ01	BLIZZARD, HELEN	EXISTING	26	r 1x8	\$10.60		\$84.80
319 8/20/2015	06	CHUML01	CHUMLEY, VERNA	EXISTING	26	r 1x16	\$11.65		\$186.40
320 8/20/2015	06	GOODT0	GOODTIMES	EXISTING	4	t 2x3	\$14.05		\$84.30
321 8/20/2015	06	ASHAD01	A. SHADOW HANDY	EXISTING	26	x 8x1	\$6.25		\$50.00
322 8/20/2015	06	AEGEA01	AEGEAN DESINING	EXISTING	26	x 8x1	\$3.13		\$25.00
323 8/20/2015	06	LAOSD01	DR. ARTHUR LAOS	EXISTING	52	x 8x1	\$3.13		\$25.00
324 8/20/2015	06	COAST02	COAST FACTORY	EXISTING	52	x 8x1	\$3.13		\$25.00
325 8/20/2015	06	COLEE01	COLEE'S PET CARE	EXISTING	52	x 8x1	\$3.13		\$25.00
326 8/20/2015	06	HOCAR01	HOME CARE	EXISTING	12	x 8x1	\$3.13		\$25.00
327 8/20/2015	06	KONRA01	KONRAD	EXISTING	12	x 8x1	\$3.13		\$25.00
328 8/20/2015	04	BRENN01	BRENNAN,	EXISTING	26	2x3.5	\$11.65		\$81.55
329 8/20/2015	04	LEISU13	LEISURE WORLD	EXISTING	52	2x6	\$10.60		\$127.20
330 8/20/2015	04	CHEVR01	CHEVRON, SEAL	EXISTING	52	3x4	\$10.60		\$127.20

Dede - 04
 Karen - 06

DISPLAY SALES LOG -

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Is_Date	Sl#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
8/20/2015	04	LWMAN0	LW MANAGED	EXISTING	12	a	4x10	\$5.30	100.00	\$312.00
8/20/2015	04	BINGO01	BINGO CLUB	EXISTING	26	c	3x8	\$10.60	67.50	\$321.90
8/20/2015	04	LEISU15	LEISURE WORLD	EXISTING	12	c	4x10	\$5.30	100.00	\$312.00
8/20/2015	04	RBGH01	RBG HIGH INTEL	EXISTING	52	c	4x10	\$8.70	100.00	\$448.00
8/20/2015	04	JAYSH01	JAY'S HEARING AID	EXISTING	26	c	5x16	\$8.70	100.00	\$796.00
8/20/2015	04	ZOUND02	ZOUNDS HEARING	EXISTING	26	c	5x16	\$8.70	100.00	\$796.00
8/20/2015	04	BRIGH01	BRIGHT WATCH	EXISTING	12	x	8x1	\$3.13		\$25.00
8/20/2015	04	CALBA02	CAL BATH &	EXISTING	26	x	8x1	\$3.13		\$25.00
8/20/2015	04	COMPU0	COMPUTER IMAGES	EXISTING	12	x	8x1	\$3.13		\$25.00
8/20/2015	04	DANAN01	DANANDY, INC	EXISTING	12	x	8x1	\$3.13		\$25.00
8/20/2015	04	ECODR01	ECO DRY CLEAN	EXISTING	12	x	8x1	\$3.13		\$25.00
8/20/2015	04	ITALY01	ITALY SHOES	EXISTING	12	x	8x1	\$3.13		\$25.00
8/20/2015	04	JONGH01	JONGHAN KIM	EXISTING	12	x	8x1	\$3.13		\$25.00
8/20/2015	04	SOUTH06	SOUTH COAST	EXISTING	12	x	8x1	\$3.13		\$25.00
8/20/2015	04	STATE02	STATE FARM INS	EXISTING	12	x	8x1	\$3.13		\$25.00
8/27/2015	06	JEWEL01	JEWELRY DESIGN	EXISTING	26		1x3	\$12.80		\$38.40
8/27/2015	06	CHENG01	CHENG / BEACH	EXISTING	26		3x8	\$10.60		\$254.40
8/27/2015	06	FAMER01	FARMERS &	EXISTING	12	c	3x8	\$11.65	100.00	\$379.60
8/27/2015	06	BLIZZ01	BLIZZARD, HELEN	EXISTING	26	r	1x8	\$10.60		\$84.80
8/27/2015	06	MCINE01	MC INERNEY,	EXISTING	52	r	1x8	\$8.30		\$66.40
8/27/2015	06	ASHAD01	A. SHADOW HANDY	EXISTING	26	x	8x1	\$6.25		\$50.00
8/27/2015	06	AEGEA01	AEGEAN DESINING	EXISTING	26	x	8x1	\$3.13		\$25.00
8/27/2015	06	LAOSD01	DR. ARTHUR LAOS	EXISTING	52	x	8x1	\$3.13		\$25.00
8/27/2015	06	COAST02	COAST FACTORY	EXISTING	52	x	8x1	\$3.13		\$25.00
8/27/2015	06	COLEE01	COLEE'S PET CARE	EXISTING	52	x	8x1	\$3.13		\$25.00
8/27/2015	06	HOCAR01	HOME CARE	EXISTING	12	x	8x1	\$3.13		\$25.00
8/27/2015	06	KONRA01	KONRAD	EXISTING	12	x	8x1	\$3.13		\$25.00
8/27/2015	06	DENNY01	DENNY'S/ W K S	EXISTING		yi	1x1	\$375.00		\$375.00
8/27/2015	04	SPITZ01	SPITZ, DR. MARC	EXISTING	52		2x4	\$10.60		\$84.80
8/27/2015	04	LEISU13	LEISURE WORLD	EXISTING	52		2x6	\$10.60		\$127.20

Printed August 28, 15

DISPLAY SALES LOG -

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Dede - 04

Total \$55,496.84

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
361 8/27/2015	04	CHEVR01	CHEVRON, SEAL	EXISTING	52	3x4	\$10.60		\$127.20
362 8/27/2015	04	CITYC01	CITY CLEANERS	EXISTING	12	3x5	\$12.80		\$192.00
363 8/27/2015	04	DOBRI01	DOBRIK HEARING	EXISTING	12	c 5x11	\$10.60	100.00	\$683.00
364 8/27/2015	04	RBGHI01	RBG HIGH INTEL	EXISTING	52	c 4x10	\$8.70	100.00	\$448.00
365 8/27/2015	04	NUVIS01	NUVISION FEDERAL	EXISTING	26	c 5x8	\$9.45	200.00	\$578.00
366 8/27/2015	04	BRIGH01	BRIGHT WATCH	EXISTING	12	x 8x1	\$3.13		\$25.00
367 8/27/2015	04	CALBA02	CAL BATH &	EXISTING	26	x 8x1	\$3.13		\$25.00
368 8/27/2015	04	COHEN02	COHEN, ISABELLA	EXISTING	1	x 8x1	\$15.45		\$123.60
369 8/27/2015	04	DANAN01	DANANDY, INC	EXISTING	12	x 8x1	\$3.13		\$25.00
370 8/27/2015	04	ECODR01	ECO DRY CLEAN	EXISTING	12	x 8x1	\$3.13		\$25.00
371 8/27/2015	04	ITALY01	ITALY SHOES	EXISTING	12	x 8x1	\$3.13		\$25.00
372 8/27/2015	04	SOUTH06	SOUTH COAST	EXISTING	12	x 8x1	\$3.13		\$25.00
373 8/27/2015	04	STATE02	STATE FARM INS	EXISTING	12	x 8x1	\$3.13		\$25.00
374 8/27/2015	04	METRO01	METRO	EXISTING	12	yi 1x1	\$345.00		\$345.00
375 8/27/2015	04	JONGH01	JONGHAN KIM	EXISTING	12	x 8x1	\$3.13		\$25.00
376 8/27/2015	04	COMPU0	COMPUTER IMAGES	EXISTING	12	x 8x1	\$3.13		\$25.00
377 8/6/2015		2DAWG0			12	x 8x1	\$3.13		\$25.00
378 8/27/2015	06	COUNT01	S B HEALTHCARE &		12	a 1x1	\$1.02		\$1.02
Total									\$55,496.84

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		0				0	0	0				
9/17/2015		0				0	0	0				