



## **COMMUNICATIONS COMMITTEE MINUTES**

### **October 8, 2015**

The regular meeting of the Communications Committee, held on Thursday, October 8, 2015, was called to order at 1:02 p.m. by Chair Blake in the Administration Conference Room.

### **ROLL CALL**

Present: Mr. M. Greer, Chair                      Mrs. J. Reed  
              Mr. P. Friedman                         Ms. P. Snowden  
              Mr. P. Hood                                    Ms. R. Winkler, Ex-Officio

Absent: Mr. T. Bolton

Staff and Mr. D. Cox, Media Manager  
Guests: Mrs. C. Flynn, Human Resources Director  
              Mr. R. Stone, GRF Representative, Mutual One  
              Mr. P. Pratt, GRF Representative, Mutual Two  
              One Foundation Member

### **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.

### **APPROVAL OF MINUTES**

Chair Greer declared the minutes of the regular meeting of September 10, 2015, approved, as printed.

## **CORRESPONDENCE**

One letter to the Editor was received and reviewed by the Committee members. It was the consensus of the Committee members have the Publications Manager respond.

## **UNFINISHED BUSINESS**

### **Community Navigator – Update**

The Publications Manager provided an update on the Community Navigator.

### **Future Publication - This Is Your Life – Update**

It was the consensus of the Committee to direct Staff to look at placing a series of publications of “This is Your Life” in the B Section and to begin finding residents and advertisers to support the B Section.

## **NEW BUSINESS**

### **Publication Timelines**

The Publications Manager reviewed the timeline for publications in the *News*.

### **Telephone Book Schedule**

The Committee and Publications Manager discussed the cover photo for the Telephone Book, additional information to be included, collecting specific data, alternative titles and timeline for distribution.

### **Publication Time Tracking System**

The Publications Manager and Committee members discussed Time Tracker Systems that will be used to track the time staff members spend on individual projects.

Ms. Snowden MOVED, seconded by Mrs. Reed and carried unanimously –

**TO** run a trial period through April 2016 and to purchase the Time Fox system, not to exceed \$50.00 per month.

## **STAFF REPORTS**

### Publications Manager

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

## **PRESIDENT'S COMMENTS**

The President complimented Chair Greer on her leadership.

## **COMMENT PERIOD**

### Shareholder / Member Comments

One Foundation member spoke on one item pertaining to the Committee's area of purview.

### Committee Member Comments

Committee members spoke on the future publication of "This is Your Life" a Mission Statement and welcomed the new Chair.

## **ADJOURNMENT**

The next monthly meeting will be on Thursday, November 12, 2015.

The meeting was adjourned at 3:22 p.m.

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Mary Ruth Greer, Chair  
COMMUNICATIONS COMMITTEE  
MM 11.10.15

**MOTIONS**

- Chair Greer declared the minutes of the regular meeting of September 10, 2015, approved, as printed;
- **TO** run a trial period through April 2016 and to purchase the Time Fox system, not to exceed \$50.00 per month.

DRAFT

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>



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

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Is_Date	Sls#	Acct Number	Company	Commission	Commit	Col	Size	Rate	Color	Price
8/27/2015	06	MTZIO01	MT. ZION	NEW	12	x	8x1	\$3.13		\$25.00
8/27/2015	06	STONW0	STONE WAYS	NEW	12	x	8x1	\$3.13		\$25.00
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	06	DINOS01	DINOS	HOUSE	52		2x2.75	\$10.60		\$58.30
8/6/2015	06	FAITH01	FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
8/6/2015	06	KARLT01	KARLTON	HOUSE	52		2x3	\$10.60		\$63.60
8/6/2015	06	LBPLA01	L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
8/13/2015	04	SKYLI01	SKYLIGHTS PLUS	HOUSE	52		2x3	\$10.60		\$63.60
8/13/2015	04	LOSAL07	LOS ALAMITOS	HOUSE	26		3x4	\$11.65		\$139.80
8/13/2015	06	DINOS01	DINOS	HOUSE	52		2x2.75	\$10.60		\$58.30
8/13/2015	06	FAITH01	FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
8/13/2015	06	KARLT01	KARLTON	HOUSE	52		2x5	\$10.60		\$106.00
8/13/2015	06	LBPLA01	L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
8/20/2015	06	DINOS01	DINOS	HOUSE	52		2x2.75	\$10.60		\$58.30
8/20/2015	06	FAITH01	FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
8/20/2015	06	KARLT01	KARLTON	HOUSE	52		2x3	\$10.60		\$63.60
8/20/2015	06	LBPLA01	L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
8/20/2015	04	SKYLI01	SKYLIGHTS PLUS	HOUSE	52		2x3	\$10.60		\$63.60
8/20/2015	04	LOSAL07	LOS ALAMITOS	HOUSE	26		3x4	\$11.65		\$139.80
8/27/2015	06	DINOS01	DINOS	HOUSE	52		2x2.75	\$10.60		\$58.30
8/27/2015	06	FAITH01	FAITH CHRISTIAN	HOUSE	52		2x4	\$10.60		\$84.80
8/27/2015	06	KARLT01	KARLTON	HOUSE	52		2x5	\$10.60		\$106.00
8/27/2015	06	LBPLA01	L B PLAYHOUSE	HOUSE	52		2x5	\$10.60		\$106.00
8/27/2015	04	SKYLI01	SKYLIGHTS PLUS	HOUSE	52		2x3	\$10.60		\$63.60
8/27/2015	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	06	FIRTE01	FIRST TEAM REAL	HOUSE	52	c	5x16	\$8.00	100.00	\$740.00

Dede - 04

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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

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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
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

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	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

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	8/13/2015	04	LOAL01	LOS AL BUILDERS	HOUSE	52	x	8x1	\$3.13		\$25.00
152	8/13/2015	04	SENO11	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

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Dede - 04

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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	SENIO11 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

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Dede - 04

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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	SENOI11	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



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Is Date	Sls#	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	LOSAL06	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

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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

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	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

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	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

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	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>

## Updated Weekly Summary Report for The News for September, 2015

Publication Date	# 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
<b>Sep. 3, 2015</b>	36	53/47	10	\$ 6,101.20	\$ 468.85	\$ 6,570.05	\$ 3,730.53	\$ 2,047.00	\$ 792.52
<b>Sept. 10, 2015</b>	36	62/38	24	\$ 11,156.70	\$ 313.50	\$11,470.20	\$ 3,730.53	\$ 2,237.00	\$ 5,502.67
<b>Sept. 17, 2015</b>	36	61/39	3	\$ 18,377.77	\$ 662.20	\$19,039.97	\$ 3,730.53	\$ 1,747.00	\$ 13,562.44
<b>Sept. 24, 2015</b>	36	70/30	45	\$ 20,582.62	\$ 1,138.95	\$21,721.57	\$ 3,730.53	\$ 1,397.00	\$ 16,594.04
<b>Sept. 30 Closing</b>						\$17,004.31			
								<b>Total Profit:</b>	<b>\$ 53,455.98</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				