

DUES 2020

RADIO

	<u>2018</u>	<u>2019</u>	<u>2020</u>
Under \$500,000	\$200	\$225	\$250
\$500,000 - \$1 M	\$600	\$650	\$700
\$1M - \$2M	\$900	\$1000	\$1100
\$2M - \$5M	\$1200	\$1350	\$1500
Over \$5M	\$2300	\$2400	\$2500
	Ceiling of \$5000 for stations with same ownership		
College radio station	\$75		
Public radio station	\$150		

RADIO PEP/NCSA INCENTIVE PROGRAM

Radio Stations – 10 spots per week per station Mon-Sun 5AM to 10PM – receive a 10% dues discount in 2019
20 spots per week per station Mon-Sun 5AM to 10PM – receive a 20% dues discount in 2019

Incentive Program will use 2018 as a base year. Program discounts use National Guard matrix of evaluation as basis and rationale for discount program.

<u>TELEVISION – DMA</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>
Philadelphia			
Top 4 Network Affiliates	\$3373	\$3400	\$3500
Secondary Network Affiliates	\$1500-2250	\$1800	\$2000
Independent Stations	\$449	\$750	\$1000
Pittsburgh			
Top 4 Network Affiliates	\$2699	\$2800	\$2900
Secondary Network Affiliates	\$0	\$1400	\$1500
Independent Stations	\$250	\$500	\$750
Harrisburg/Lancaster/York	\$1462-2249	\$1900	\$2000
Top 4 Network Affiliates			
Secondary Network Affiliates	\$0	\$900	\$1000
Independent Stations	\$250	\$500	\$750
Johnstown/Altoona			
Top 4 Network Affiliates	\$1124-\$1186	\$1200	\$1300
Secondary Network Affiliates	\$0	\$900	\$1000
Independent Stations	\$250	\$500	\$750
Wilkes-Barre/Scranton			
Top 4 Network Affiliates	\$250-1462	\$1200	\$1300
Secondary Network Affiliates	\$250	\$500	\$750
Independent Stations	\$100	\$250	\$500
Erie			
Top 4 Network Affiliates	\$1122	\$900	\$1000
Secondary Network Affiliates	\$561	\$500	\$750
Independent Stations	\$0	\$250	\$500

College Television Station	\$150
Public Television Station	\$500

Top 4 Network Affiliates = ABC, CBS, NBC, FOX
Secondary Affiliate – CW, My Network, Ion, etc.
Independent Stations – self explanatory

TV PEP/NCSA INCENTIVE PROGRAM

Top 4 Network Affiliates – 10 spots per station per week Mon-Sun 5AM – 10PM - 10% dues discount in 2019
Top 4 Network Affiliates – 20 spots per station per week Mon-Sun 5Am – 10PM – 20%dues discount in 2019

Secondary Network Affiliates - 10 spots per station per week Mon-Sun 5AM – 10PM - 10% dues discount in 2019
Secondary Network Affiliates - 20 spots per station per week Mon-Sun 5AM – 10PM - 20% dues discount in 2019

Independent Stations - 10 spots per station per week Mon-Sun 5AM – 10PM - 10% dues discount in 2019
Independent Stations - 20 spots per station per week Mon-Sun 5AM – 10PM - 20% dues discount in 2019

Incentive Program will use 2018 as a base year. Program discounts use National Guard matrix of evaluation as basis for rationale for the discount program.