



July 28, 2019

To: Crown Point Businesses

My name is John Meyer, President of Meyer Broadcasting Corporation. I have been a businessman in Crown Point for the past 47 years as the founder of FM radio station WFLM, 103.9 that later became WWJY. After I sold the station in the mid-1990s, I formed a network of Internet radio stations.

USA-365.com and **Indiana-Sports.com** feature Crown Point High School sports. **TheBreez.com** features easy listening and instrumentals and vocals. **TheSeaBreez.com** features an all easy vocal format. **WFLM.us** features a vintage beautiful music format that was common in the 1970s. **Musical-Memories.com** showcases the standards and easy listening music of the 1950s and early 1960s. **TheBigBandEra.com** features music with a Big Band feel, including Swing and Jazz from the 1940's and today!

We have been carrying Crown Point football and basketball for the past 16-years on USA-365.com, and we were the only local broadcast outlet to carry all of the Crown Point Girls Softball 2017 playoff games up to and through their 2-1 state championship title game over Avon in Indianapolis. That was a privilege that we do not take lightly. Today we ask for your financial support to enable us to carry on our tradition of excellence as we begin our 2019-2020 Crown Point High School sports seasons.

Our play-by-play team consists of Dave Woodworth, Mark Smith and Frank Sprankle.

We have a variety of commercial packages designed to fit your budget in promoting your business and Crown Point High School sports. Frank Sprankle will be happy to stop by and explain our various packages and how you can a part of something special this school year in promoting our student athletes and driving more customers to your business. Please call Frank Sprankle at (219) 781-6970 or e-mail usa365@ameritech.net to request a sales advertising quote.

We are the only broadcast facility that exclusively carries every Crown Point high school football game and a heavy schedule of winter basketball and spring baseball and softball games. We look forward to working with you to help promote the youth of our community.

Sincerely,

John Meyer, President

Meyer Broadcasting Corporation



All-Seasons Sports Full Sponsor Package

- 9-week regular high school season plus the entire tournament through the state title game (up to 5 additional football postseason games), as long as local teams remain in tournament play, Aug. 23 – Nov. 30, 2019.
- 12+ game regular season mix of boys and girls basketball games, plus the entire postseason tournament (up to 12 additional boys and girls basketball post-season games), as long as local teams remain in tournament play, Jan. through mid-Mar. 2020.
- 20+ game regular season mix of boys baseball and girls softball games, plus the entire post-season tournament for both (up to 12 additional baseball and softball postseason games), as long as local teams remain in tournament play, mid-Apr. – Jun. 30, 2020.
- 4 x : 30-second sponsorship announcement per game, plus open & close Billboard.
- Sponsor Page mention and banner space on Indiana-Sports.com web site.

Season Package Price: \$1,000.00 (Projecting 400+ spots over all seasons) Avg. cost per spot = \$2.50

All-Seasons Sports Partial Sponsor Package

- 9-week regular high school season plus the entire tournament through the state title game (up to 5 additional football postseason games), as long as local teams remain in tournament play, Aug. 23 – Nov. 30, 2019.
- 12+ game regular season mix of boys and girls basketball games, plus the entire postseason tournament (up to 12 additional boys and girls basketball post-season games), as long as local teams remain in tournament play, Jan. through mid-Mar. 2020.
- 20+ game regular season mix of boys baseball and girls softball games, plus the entire post-season tournament for both (up to 12 additional baseball and softball postseason games), as long as local teams remain in tournament play, mid-Apr. – Jun. 30, 2020.
- 2 x : 30-second commercial spots per game plus open & close Billboard.
- Sponsor Page mention on Indiana-Sports.com web site.
- Bonus "Banner" ad space on Indiana-Sports.com web site.

Season Package Price: \$650.00 (Projecting 260+ spots over all seasons) Avg. cost per spot = \$3.08

Small Business All-Seasons Sports package for \$500 includes:

Same as All-Seasons Partial Package above, but with 2 x:15-second live reads of sponsor copy per game, plus open and close Billboard.

Internet Radio & Website Underwriting Opportunities



Baseball/Softball-only Full Sponsor **Package**

20+ game mix of boys and girls high school regular season games plus the entire tournament through the state title game, Apr. 13 – June 30, 2020, as long as local teams remain in tournament play.

5 x : 30-second sponsorship announcement per 2 x : 30-second sponsorship announcement per game, plus open & close Billboard.

Sponsor Page mention on USA-365.com/Indiana-Sports.com web site

Season Package Price: \$300.00

Avg. cost per spot = \$2.14(Minimum of 140 on-air announcements)

Football-only Full Sponsor Package

9-week regular high school season plus the entire tournament through the state title game, Aug. 23 - Nov. 30, 2019.

5 x:30-second sponsorship announcement per game, plus open & close Billboard.

Football Sponsor Page mention on Indiana-Sports.com web site

Bonus "Banner" ad space on Indiana-Sports.com web site

Season Package Price: \$400.00

Avg. cost per spot = \$5.71(Minimum of 70 on-air announcements)

Baseball/Softball-only Partial Sponsor **Package**

20+ game mix of boys and girls high school regular season games plus the entire tournament through the state title game, Apr. 13 – June 30, 2020, as long as local teams remain in tournament play.

game, plus open & close Billboard.

Sponsor Page mention on USA-365.com/Indiana-Sports.com web site

Season Package Price: \$200.00

Avg. cost per spot = \$2.50(Minimum of 80 on-air announcements)

Football-only Partial Sponsor Package

9-week regular high school season plus the entire tournament through the state title game, Aug. 23 - Nov. 30, 2019.

2 x : 30-second commercial spots per game plus open & close Billboard.

Football Sponsor Page mention on Indiana-Sports.com web site

Bonus "Banner" ad space on Indiana-Sports.com web site

Season Package Price: \$250.00

Avg. cost per spot = \$6.25(Minimum of 40 on-air announcements)



Basketball-only Full Sponsor Package

12+ game mix of boys and girls high school regular season games plus the entire tournament through the state title game, Jan. 1 – Mar. 31, 2020, as long as local teams remain in tournament play.

5 x : 30-second sponsorship announcement per game, plus open & close Billboard.

Basketball Sponsor Page mention on Indiana-Sports.com web site

Bonus "Banner" ad space on Indiana-Sports.com web site

Season Package Price: \$300.00

Avg. cost per spot = \$3.06 (Minimum of 98 on-air announcements)

Basketball-only Partial Sponsor Package

12+ game mix of boys and girls high school regular season games plus the entire tournament through the state title game, Jan. 1 – Mar. 31, 2020, as long as local teams remain in tournament play.

2 x : 30-second commercial spots per game plus open & close Billboard.

Basketball Sponsor Page mention on Indiana-Sports.com web site

Bonus "Banner" ad space on Indiana-Sports.com web site

Season Package Price: \$200.00

Avg. cost per spot = \$3.57 (Minimum of 56 on-air announcements)

Indiana-Sports.com Small Business Sponsor Package

This package is especially geared to small businesses who wish to sponsor Crown Point High School sports coverage on Indiana-Sports.com, but who may have a limited budget. Sponsors are wanted to underwrite weekly football stories, photo spreads, weekly polls and weekly picks during the 2019-2020 high school sports seasons. Recurring features:

- "The Renegade" Northwest Indiana "Magnificent-7" Polls
- Mark Smith's Weekly Football Picks
- Weekly Preview stories of Crown Point and Lowell High School Football
- Weekly recap stories, statistics, photos of Mark Smith's game of the week.
- Two (2) x :15 sec. "live reads" per game of sponsor copy during Internet radio broadcasts.

Business or individual sponsors can underwrite one feature per week for one low season package price: \$100.00 per season or \$300 for the entire school year! (Includes banner ad on each story page). Add a second weekly feature by Mark Smith and/or other Indiana-Sports staff writers for an additional \$50.00 for the full 3-1/2 month football season with option to continue through the winter and spring sports seasons at comparable rates. Avg. cost per week = \$5.77 to \$9.24.



Indiana-Sports.com's area of focus:



South Lake County — Northwest Indiana.

Underwriting sponsorships now being accepted for Crown Point High School Football, boys & girls' basketball, baseball and softball.

Bonus exposure: Sponsors' in-stream audio ads will appear within mp3 podcasts available for free listener downloads and playback on demand from our Indiana-Sports.com web site.

Web banners, audio streaming spots and links to your web site are all part of Indiana-Sports' media package.

Custom Sponsorship Packages

(i.e., 1 to 10 games) are available for High School football, boys and girls basketball, baseball and softball. Ask an Indiana-Sports.com Marketing Consultant for details. E-Mail us at USA365@Ameritech.net.

Indiana-Sports.com & USA-365.com
Meyer Broadcasting Corp.,
a Division of
Meyer Broadcasting Corporation
10200 South Broadway
Crown Point, IN 46307-8559

Phone: 219-661-9140 Fax: 219-661-9040

E-Mail: <u>USA365@Ameritech.net</u>

Our Mission:

To present positive coverage of local high school sports, highlight exemplary student athletes and excellence in sports achievements by building business partnerships throughout our greater community in South Lake County, Indiana. Our focus is on Crown Point High School, and secondarily to other high schools in the Northwest Indiana area of Lake, Porter, LaPorte, Jasper and Newton Counties.

About Indiana-Sports.com

Now entering our 16th year of Internet radio play-by-play coverage of Crown Point Bulldogs High School Football, we have previously streamed under our name of USA-365.com. Over the years we have added coverage of Crown Point H.S. boys and girls basketball in the winter and baseball and softball in the spring.

We are the only local sports media team to have covered all Crown Point High School football games, both home and away dating back to the 2004 season.

Indiana-Sports.com plans to again cover all Crown Point Bulldogs football games in 2019, along with a heavy schedule of the CP boys' and girls' basketball games in 2019-2020, along with balanced schedule of baseball and girls softball games in spring 2020.





Our Team:

John Meyer, founder of WFLM-WWJY-103.9 FM, Crown Point (1972-1994), and founder/ President of Indiana-Sports.com/USA-365.com, TheBreez.com, TheSeaBreez.com, and WFLM.com – all services of Meyer Broadcasting Corp. (1999-Present).

David Woodworth, Operations Manager of Meyer Multimedia Services / Meyer Broadcasting Corp. and Executive Producer of USA-365.com and Indiana-Sports.com (2000-Present). Served as board operator

and sports producer and news reporter at several radio stations in NW Indiana and the south suburbs, including WWJY-Crown Point, WCGO-Chicago Heights and WJOB- Hammond.

Mark Smith, sports writer/photographer, providing newspaper coverage of South Lake County High School sports dating back to the late 1980s and with USA-365.com/Indiana-Sports.com (2002-Present). Mark has hosted numerous sports talk programs, including "Speaking of Sports" on WWJY-Crown Point, and co-hosted a weekly television sports program on WYIN-Channel 56



Frank Sprankle, sports announcer and sales representative for USA-365.com/Indiana-Sports.com (2012 –Present). Frank has been a life-long sports fan, and is especially a fan of the Chicago Cubs. He has a passion for calling play-by-play sports, and his on-air enthusiasm for the game is classic. He is also a life-long resident of the region, and currently lives in Schererville.

Indiana-Sports.com (Baseball/Softball only) Sales Agreement

This is an Agreement betwee		alled "Sponsor" and		
Meyer Broadcasting Corp. ("Broadcaster" and operator of Indiana-Sports.com				
	Radio services) dated this	day of		
, 20				
Full Sponsor Baseball/Softball-	This Includes:	Game Coverage:		
only, Season Package: \$300 Includes regular season and all post- season tournament games as long as local teams are still in tournament	5 x :30-second sponsorship announcement per game, plus open & close Billboard. "Banner" ad space on Indiana-	2020 Spring baseball-Softball season, Mid-April – June 30, 2020. Avg. cost per spot = \$2.14		
play.	Sports.com web site	7.1.9. 3333 pc. 3p33 - 42.2 .		
Partial Sponsor Baseball/Softball -only, Season Package: \$200	This Includes:	Game Coverage:		
Includes spring 2019 regular and all post-season tournament games as long as local teams are still in	2 x :30-second commercial spots per game plus open & close Billboard.	2020 Spring baseball-Softball season, Mid-April – June 30, 2020.		
tournament play.	"Banner" ad space on Indiana- Sports.com web site	Avg. cost per spot = \$2.50		
Indiana-Sports.com	Check √ recurring feature	Check √ all that will apply:		
Baseball/Softball Seasons Website Sponsor Package: \$50.00 or \$100.00 Check √ seasons to be underwritten	The Renegade "Magnificent 7" Northwest	Underwrite one web story per week for \$50 per season.		
for stories by Mark Smith: 2020 Softball & Baseball	Indiana Sports Polls Mark Smith's Weekly Football Picks	Underwrite two web stories per week by Mark Smith and/or other Indiana-Sports		
2019 Football Season	Weekly Preview stories of Crown Point and Lowell High	staff writers for \$100 per season. (Both options include banner ad on each story page).		
2020 Summer Leagues	School Football	Continue through the		
2019-2020 Boys & Girls Basketball	Weekly recap stories, statistics and photos of Mark Smith's game of the week.	spring, summer, fall and winter sports seasons at comparable rates.		
In return for said service, Sponsor agrees that payments are to be made payable to "Meyer Broadcasting Corp." as follows: First Payment Amount: Due Date: Balance to be invoiced: for entire season; monthly (check one).				
Sponsor Name:	Sponsor Contact:			
Business Address:	City:	State:		
Phone:	Cell: Fax	c:		
E-mail:				
PACKAGE: TOTAL AMOUNT: I agree to the Indiana-Sports.com sports sales terms and purchase agreement:				
Signature:	nature: Date:			

Indiana-Sports.com Sports (Football only) Sales Agreement

This is an Agreement betwee	en, ca	alled "Sponsor" and		
Meyer Broadcasting Corp. ("Broadcaster" and operator of Indiana-Sports.com				
and TheBreeze.com Internet				
, 20 .	, –	,		
Full Sponsor Football-only	This Includes:	Game Coverage:		
Season Package: \$400				
	5 x :30-second sponsorship	9-week regular high school		
Includes all post-season tournament	announcement per game, plus	football season plus up to 6		
games as long as local teams are still in tournament play.	open & close Billboard.	post-season tournament games, Aug. 23 – Nov. 30,		
in tournament play.	"Banner" ad space on Indiana-	2019.		
	Sports.com web site	20131		
	•	Avg. cost per spot = \$5.71		
Partial Sponsor Football-only	This Includes:	Game Coverage:		
Season Package: \$250				
To should be all most account to our out	2 x :30-second commercial	9-week regular high school		
Includes all post-season tournament games as long as local teams are still	spots per game plus open & close Billboard.	football season plus up to 6 post-season tournament		
in tournament play.	Close Biliboard.	games, Aug. 23 – Nov. 30,		
Tournament play:	"Banner" ad space on Indiana-	2019.		
	Sports.com web site			
	•	Avg. cost per spot = \$6.25		
Indiana-Sports.com All Seasons	Check √ recurring feature	Check √ all that will apply:		
Website Sponsor Package:	to be sponsored:	Un downite on a make		
\$100.00 or \$150.00	The Renegade	Underwrite one web story per week for \$100 per		
Check √ seasons to be underwritten	"Magnificent 7" Northwest	season.		
for stories by Mark Smith:	Indiana Sports Polls	Scason:		
		Underwrite two web		
2019 Football season	Mark Smith's Weekly	stories per week by Mark Smith		
	Football Picks	and/or other Indiana-Sports		
2019-20 Basketball Season	Maskly Dreview staries of	staff writers for \$150 per		
2020 Softball & Baseball	Weekly Preview stories of Crown Point and Lowell High	season. (Both options include banner ad on each story page).		
2020 Softball & Daseball	School Football	banner ad on each story page).		
2020 Summer Leagues	- Sansan	Continue through the		
-	Weekly recap stories,	winter, spring and summer		
	statistics and photos of Mark	sports seasons at comparable		
	Smith's game of the week.	rates.		
In return for said service, Sponsor				
Broadcasting Corp." as follows: Fir Balance to be invoiced: for e				
bulance to be invoiced for e	mile season, monthly (ence	K Offic).		
Sponsor Name:	Sponsor Contact:			
Business Address:	City:	State:		
Phone:	Coll:	<i>,</i> .		
Filone.	Celi Fa)			
E-mail:				
PACKAGE: TOTAL AMOUNT:				
I agree to the Indiana-Sports.com sports sales terms and purchase agreement:				
Signature:	gnature: Date:			
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Indiana-Sports.com Sports (Basketball only) Sales Agreement

This is an Agreement betwee	en, ca	alled "Sponsor" and		
Meyer Broadcasting Corp. ("Broadcaster" and operator of Indiana-Sports.com				
and TheBreeze.com Internet Radio services) dated this day of				
, 20				
Full Sponsor Basketball-only	This Includes:	Game Coverage:		
Season Package: \$300	6 x :30-second sponsorship	12 regular high school		
Includes all post-season tournament	announcement per game, plus	basketball games plus all post-		
games as long as local teams are still	open & close Billboard.	season tournament games, as		
in tournament play.	"Panner" ad annes an Indiana	long as the Bulldogs are still in		
	"Banner" ad space on Indiana- Sports.com web site	tournament play, Jan. 1 – Mar. 31, 2020.		
	Sportsice in web site	•		
Partial Conseque Parkethall and	This Tools does	Avg. cost per spot = \$3.06		
Partial Sponsor Basketball-only Season Package: \$200	This Includes:	Game Coverage:		
Scuson i ackage. \$200	2 x :30-second commercial	12 regular high school		
Includes all post-season tournament	spots per game plus open &	basketball games plus all post-		
games as long as local teams are still	close Billboard.	season tournament games, as		
in tournament play.	"Banner" ad space on Indiana-	long as the Bulldogs are still in tournament play, Jan. 1 – Mar.		
	Sports.com web site	31, 2020.		
	'	Avg. cost per spot = \$3.57		
Indiana-Sports.com All Seasons	Check √ recurring feature	Check √ all that will apply:		
Website Sponsor Package: \$100.00 or \$150.00	to be sponsored:	Underwrite one web		
\$100.00 Or \$150.00	The Renegade	story per week for \$100 per		
Check ✓ seasons to be underwritten	"Magnificent 7" Northwest	season.		
for stories by Mark Smith:	Indiana Sports Polls	Undamovite to a cont		
2019 Football season	Mark Smith's Weekly	Underwrite two web stories per week by Mark Smith		
	Football Picks	and/or other Indiana-Sports		
2019-20 Basketball Season	—	staff writers for \$150 per		
2020 Softball & Baseball	Weekly Preview stories of Crown Point and Lowell High	season. (Both options include		
2020 Sortball & Baseball	School Football	banner ad on each story page).		
2020 Summer Leagues		Continue through the		
	Weekly recap stories,	winter, spring, summer and fall		
	statistics and photos of Mark Smith's game of the week.	sports seasons at comparable rates.		
In return for said service, Sponsor				
Broadcasting Corp." as follows: Fir	st Payment Amount:	_ Due Date:		
Balance to be invoiced: for e	ntire season; monthly (chec	k one).		
Sponsor Name:	Spansor Contact:			
Sponsor Name:	Sporisor Contact:			
Business Address:	City:	State:		
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Phone:	Cell: Fax	C:		
E-mail:				
PACKAGE: TOTAL AMOUNT: I agree to the Indiana-Sports.com sports sales terms and purchase agreement:				
10 11 to the annual of the section should be the annual for the annual for the section of the se				
Signature:	Date:			

This is an Agreement bety	ALL-SEASONS Sports Sa	alled "Sponsor" and		
Meyer Broadcasting Corp. ("Broadcaster" and operator of Indiana-Sports.com and TheBreeze.com Internet Radio services) dated this day of				
Full Sponsor All-Seasons	This Includes:	Game Coverage:		
Package: \$1,000 Includes fall 2019, winter 2019-2020 Ind spring 2020 regular and all post- ieason tournament games as long as ocal teams are still in tournament play.	5 x :30-second sponsorship announcement per game, plus open & close Billboard. "Banner" ad space on Indiana-Sports.com web site	10+ high school football games thru post-season; 14+ boys and girls basketball games and 20+ baseball and softball games thru both postseasons Aug. 23, 2019 – June 30 of 2020. (44 games, 308 announcements in pkg.) Avg. cost per spot = \$3.25		
Partial Sponsor All-Seasons	This Includes:	Game Coverage:		
Package: \$650 Includes fall 2019 and winter 2019-2020 and spring 2020 regular and all post-season tournament games as local teams are still in ournament play.	2 x :30-second commercial spots per game plus open & close Billboard. "Banner" ad space on Indiana- Sports.com web site	10+ high school football games thru post-season; 14+ boys and girls basketball games and 20+ baseball and softball games thru both postseasons Aug. 23, 2019 – June 30 of 2020. (44 games, 205 announcements in pkg.) Avg. cost per		
Indiana-Sports.com All-Seasons Website Sponsor Package: 5300.00 or \$450.00 Check √ seasons to be underwritten for stories by Mark Smith: 2020 Softball & Baseball. 2020 Summer Leagues 2019 Football Season 2019-20 Basketball Season	Check √ recurring feature to be sponsored: The Renegade Magnificent 7" Northwest Indiana Sports Polls. Mark Smith's Weekly Picks. Weekly Preview stories of Crown Point and Lowell High School Football. Weekly recap stories, statistics and photos of Mark Smith's game of the week.	Check √ all that will apply: Underwrite one web story per week for \$300 for the year. Underwrite two web stories per week by Mark Smith and/or other Indiana-Sports staff writers for \$450 for the year. (Both options include banner ad on each story page). Includes 2 x :15-second live read sponsor copy per broadcast. Avg. cost per week = \$5.77 to \$9.24.		
Broadcasting Corp." as follows Balance to be invoiced:	: First Payment Amount:quarterly (check one	Due Date: e).		
Business Address:	City:	State:		
Phone:	Cell: Fax	K:		
E-mail:				
	PACKAGE: TOTAL AMOUNT: I agree to the Indiana-Sports.com sports sales terms and purchase agreement:			
Signature:	Date:			