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July 14, 2004

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COMMISSION
CLERK

BY HAND DELIVERY

Ms. Blanca Bayó
Director, Division of Commission Clerk and Administrative Services
Room 110, Easley Building
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

Re: Docket 040004-GU

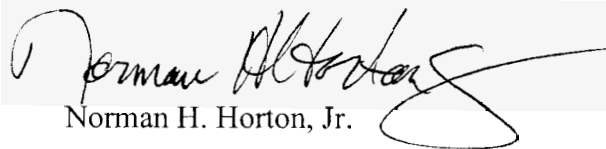
Dear Ms. Bayó:

Enclosed for filing in the captioned docket are an original and ten copies of the responses of Florida Public Utilities to the Commission Staff's 2003 Gas Conservation Audit Exceptions and Disclosures.

Please acknowledge receipt of these documents by stamping the extra copy of this letter "filed" and returning the same to me.

Thank you for your assistance with this filing.

Sincerely,


Norman H. Horton, Jr.

CMP _____
COM 5 - w copy letter
CTR _____
ECR _____
GCL _____
NHH/amb _____
OPC _____
Enclosures _____
MMS _____
RCA _____
SCR _____
SEC 1 - w copy letter
OTH _____

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EPSC-BUREAU OF RECORDS

DOCUMENT NUMBER - DATE
07634 JUL 14 2004

RESPONSES TO THE NATURAL GAS CONSERVATION 2003 AUDIT

Audit Exception 1: Advertising Criteria

Advertising and Promotional Items

1. Along with the standards for conservation advertising identified in Commission Rule 25-17.015(5); this section also states that the "Commission shall consider, but is not limited to whether the advertisement or advertising campaign" to the specified standards.

In November 2001, FPUC (Bob Smith, Mike Peacock and Doc Horton) met with the PSC staff (Cheryl Bulecza-Banks, Lee Colson, the PSC attorney and others whose names were not recorded) to discuss conservation expenses for the year 2000. During this meeting it was determined that because of the FPUC's synergies between electric and gas, the company would be allowed to use in its advertising (as appropriate for billboards, signage and promotional items):

- *The company name*
- *The GoodCents logo (identifies the company's conservation program)*
- *Web site address (allows for customers to contact the company through the web site address. There are at least 23 conservation related pages on the web site. The web site has information on energy surveys, conservation measures and tips that provide direction concerning how to obtain help to alleviate the problem. (In some instances, a local telephone number is provided in lieu of the company's web site address.)*

This allows for cost synergies to be maintained for all divisions of FPUC and reduces the overall expense (i.e. on billboards, signage and promotional items). The components noted above are used when space is limited for providing any additional copy content. Copy content is expanded specifically to meet the standards identified in Commission Rule 25-17.015(5) for use in broadcast and print media where more discussion can be provided to customers.

The company has held discussions with the PSC staff on conservation advertising and promotional items. The company has determined that these discussions have resulted in established practices for the implementation of the advertising criteria. For the years: 2001 and 2002, the company responses to the PSC audits with regards to the advertising criteria have been accepted. The company affirmatively has demonstrated that such charges are in the interest of ratepayers. The company considers its established practices are prudent and reasonable; therefore the expenses should be recoverable through the ECCR.

In testimony provided to the Commission staff for the years 2002, 2003 and 2004 (Exhibits 1, 2 & 3, respectively), FPUC identified the use of Good Cents which is a nationally recognized licensed energy conservation and fuel neutral program use by various utilities. FPUC expanded its branding license arrangement to include the Commission approved natural gas conservation programs. The Company uses the "Good Cents" branding to create an awareness of its energy conservation and fuel neutral programs among consumers, businesses, builders and developers via broadcast and print media, promotional items and other collateral materials. Through this branding, end users and specifiers can readily identify where to obtain energy expertise to assist them with their energy decisions.

DOCUMENT NUMBER-DATE

07634 JUL 14 3

FPSC-COMMISSION CLERK

The “Energy for Life” statement seen in the company’s advertising has been a part of the company’s branded moniker. The moniker was designed to capture the essence of being an energy efficiency resource and an energy solutions provider in the state of Florida.

The company recommends that the amount of \$36,967.98 be recoverable through conservation.

GetGasFL.com

2. The PSC staff granted approval for the GetGasFL.com as a statewide advertising campaign. This campaign is primarily underwritten by TECO Peoples Gas, NUI City Gas, Florida Public Utilities and Central Florida Gas. The campaign promotes the energy conservation benefits for through the use of multiple media outlets (broadcast and billboards). The campaign directs consumers to a common web site and provides links to the LDCs web sites for additional information. The web site also contains benefits on the utilization of gas, the availability of gas by region and contact information, as well as, specifics about the energy conservation programs offered.

The company recommends that the amount of \$2,551.92 be recoverable through conservation.

March of Dimes

3. The sponsorship for March of Dimes included signage on the back of 15 Palm Tran buses in the South Florida Division for a month-period prior to the event. This sponsorship provided high visibility for the company’s conservation program (i.e. Good Cents) in a venue not previously used by the company. The signage directed consumer inquiries to the web site address (Exhibit 4). Also, the sponsorship included free advertising in the March of Dimes 2003 Annual Celebration booklet (Exhibit 5).

The company recommends that the amount of \$5,000 be recoverable through conservation.

Non-Conservation Item

4. ***The company agrees with the auditors that the \$240 not be recoverable through conservation.*** The expense was for customer information with regards to high gas prices.

Polo Shirts

5. Sixty-seven polo shirts were purchased by FPUC for booth participation for three days at the Sunfest 2003 Festival in West Palm Beach. These shirts are purchased to provide uniformity among the marketing representatives and the volunteering employees. The shirts included the company logo, the Good Cents logs and the web site address. By placing these items on the shirts, consumers are able to obtain increased awareness by being directed to the web site for various inquiries. Since no literature can be distributed, the company also designed a “tic-tac-toe/bingo game in which consumers can participate and win promotional items. By playing the game, the consumer is given a brief explanation on energy efficiency use of gas and conservation techniques. It is unlikely that the company could add readable copy to comply with the Commission Rule 25-17.015(5) and therefore utilized the same resolution identified in item 1 above.

The company recommends that the amount of \$2,340.48 should be recoverable through conservation.

Therefore, in response to Audit Exception No. 1, the company recommends that the amount of **\$46,860.38** (items nos. 1, 2, 3, and 5) be recoverable. The amount of **\$240** (item no. 4 above) should not be expensed through conservation.

*Audit Exception No. 2: Charges for Non-Conservation Items
Southern Gas Association Builders and Developers Conference*

1. FPUC selected builders and their spouses to attend the SGA conference in May 15-18, 2003 at Hilton Head (Exhibits 6 & 7). The conference was designed to attract builders and developers along with their spouses to obtain information on energy efficient new home natural gas technology and equipment. The spouses were particularly invited to be active participants as delegates at the conference. The spouses of the builders selected are actively involved in the business operation for constructing new homes. The conference also desired to obtain the perspective from spouses as well as engaging them in discussion concerning the use of gas in residential projects.

The company recommends that the amount of \$1,872 be recoverable through conservation.

Invoice No. 4219 from E.W. Bullock

2. The company's voucher purchase description was incorrect and did not detail sufficiently the work that was billed by E.W. Bullock. The total invoice was in the amount of \$9,253.91. A review of the subject invoice provides the following breakdown of the expenses and how the expenses were charged:

- Domain name and HTML Programming (charged to corporate web site account: 102.1849.9213 for the amount of **\$6,845.76**)
- Typesetting (for ad, charged in the amount of **\$180.00 to 121.4010.909 [70151]**); CRA Outputs/Gulf Coast Builder (Development of builder ad **[\$120.00]** and production expense **[\$120.00]** charged to gas conservation account for the total amount of **\$240.00 to 121.4010.909 [70151]**); Service, postage & shipping expense, art/production supplies (these charges were for gas conservation advertising concepts and projects in the South Florida Division for the amount of **\$598.15 to 121.4010.909 [70151]**). Refer to Exhibit No. 8.
- General Services (this was an allocated expense based on customers for ongoing work in gas and electric conservation and propane. The expense associated with gas conservation amounts to **\$537.60** and is charged to 121.4010.909 [70351])
- Customer Retention campaign (utilized to communicate conservation education to existing customers had an expense of **\$390.00**)
- Palm Beach Profile Guide (this was an economic development ad which was inadvertently expensed to conservation in the amount of **\$40**. The expense should have been charged to an economic development account 121.4010.93023.

Bob Smith does not recall discussing this particular invoice and considers that the incorrect artwork may have been used for its evaluation. The completed artwork associated with Invoice No. 4219 is shown in Exhibit 8.

The Company recommends that the amount of \$1,945.75 be recoverable through conservation. The amount of \$7,308.16 is not recoverable through gas conservation and is applied to other accounts.

Graphic on Propane Tanks

3. The expense for invoice #19167 dated 11/27/02 from Sign-a-Rama and paid for in March 2003 should have been entirely charged to a propane account.

The expense of \$974.73 is not recoverable through conservation.

Tickets for Daytona 500

4. The company agrees with the auditor. *The \$126.00 should not be recoverable through natural gas conservation.*

Audit Disclosure No. 1

The company determines that the amount of \$347.49 that was over-billed to the New Smyrna customers in January and February is not material enough to refund. This amount, when spread over the 4,600 New Smyrna customers averages out to approximately 7.5¢ per customer of which only 29 were over-billed by \$1 or more and only 70 were over-billed 50¢ or more.

Audit Disclosure No. 2

Computer Leases

The company accepts the opinion of the auditor concerning the allocation of expenses for the leasing of computer laptops. The amount to be removed from conservation is \$2,004.42.

Audit Disclosure No. 3

Advertising Content and Allocations

1. *The company agrees with the opinion of the auditor concerning a portion of the cost should have been allocated to the unregulated Merchandising and Jobbing business. The amount of \$6,158.20 should be removed from conservation.*

2. The expenses for the ad used published in the West Palm Beach Chamber of Commerce publication should have been allocated to propane. Based on propane customers (19.6%), this charge should have been \$26.46 to propane account and the balance of \$108.54 should be expensed to conservation. For the generic ad, a portion of the payment should have been expensed to propane. This would result in an allocation to a propane account in the amount of \$451.60 and this expense should be removed from conservation. None of the costs (\$1,152.03) associated with a third ad (safety information) should have been expensed to conservation. Only 55.6% (\$867.36) of the cost for general professional fees should be expensed to conservation. This percentage is based on customer count. The balance of \$692.64 should be expensed to other accounts for electric and propane gas.

The company recommends that \$2,322.73 should be removed from conservation.

3. The explanation is similar to the response provided in Audit Exception No. 1. *The company considers the \$12,500 charged to conservation should be recoverable and is consistent with the methodology applied for these types of ads.*

Audit Disclosure No. 4

Volusia County Fair and Youth Show

The Volusia County Fair and Youth Show provide Florida Public Utilities with face-to-face opportunities to educate consumers about natural gas and its benefits for financial savings and equipment efficiencies. One of the conservation programs approved by the PSC is the Conservation Education Program. This program allows the Company to discuss with consumers measures designed to reduce energy consumption and consequently reduce their utility bills. Information was also provided on the other seven PSC conservation programs. Literature and promotional items were distributed resulting in consumers becoming familiar with the company's gas conservation program and the method of contact.

The \$10,000 sponsorship included the following:

- 100 gate admission tickets
- Presentation sponsor of "Free Stage" with signage
- One day of the fair to be designated as "Florida Public Utilities Day"
- Logo included in all print relating to the Fair (30,000 event guides are given out at the fair)
- Link to company website from www.volusiacountyfair.com
- 30 second radio spot to "piggyback" a minimum of 10% of all Fair radio spots. (A schedule of the radio spots and the associated cost for the various spots is provided in Exhibit 9).
- Company's message on electronic sign with a rotation of 400 times per day prior to the Fair and 100 times per day during the Fair.
- Banner space at all three entrance gates at the Fair. (Florida Public Utilities supplied three banners at a cost of \$300.25)

The above items were included in the cost of the sponsorship (except for the three banners). The sponsorship does not break down the cost associated with the various items provided as stated above.

The ECCR Clause provided by the company allows for the recovery of expenses associated with this activity to be reasonable and prudent non-reimbursed costs for the company's natural gas conservation programs. The company recommends that the sponsorship for the Volusia County Fair and Youth Show in the amount of \$10,000 be recoverable through conservation.

BEFORE THE
FLORIDA PUBLIC SERVICE COMMISSION
DOCKET NO. 010004-GU
DETERMINATION OF CONSERVATION COSTS RECOVERY FACTOR

Direct Testimony of
ROBERT L. SMITH
On Behalf of
FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION

Q. Please state your name and business address.

2 A. Robert L. Smith: my business address is P.O.
3 Box 3395, West Palm Beach, Florida 33402-3395.

4 Q. By whom are you employed and in what capacity?

5 A. I am employed by Florida Public Utilities
6 Company as Director, Marketing and Sales.

7 Q. What is the purpose of your testimony at this
8 time?

9 A. To advise the Commission as to the Conservation
10 Cost Recover Clause Calculation for the period
11 January 2002 through December 2002 and to
12 clarify the use of "Good Cents" branding to
13 support Florida Public Utilities conservation
14 programs.

15 Q. What are the total projected costs for the
16 period January 2002 through December 2002 in the
17 Consolidated Natural Gas Division?

18 A. The total projected Conservation Program Costs

1 are \$1,860,000. Please see Schedule C-2, page 2,
2 for the programmatic and functional breakdown of
3 these total costs.

4 Q. What is the true-up for the period January, 2001
5 through December, 2001?

6 A. As reflected in the respective "C" schedules, the
7 True-up amount for the Consolidated Natural Gas
8 Division is \$190,818.

9 Q. What are the resulting net total projected
10 conservation costs to be recovered during this
11 period?

12 A. The total costs to be recovered are \$2,050,818.

13 Q. What is the Conservation Adjustment Factor
14 necessary to recover these projected net total
15 costs?

16 A. The Conservation Adjustment Factors per them for
17 the Consolidated Natural Gas Division are:

18		
19	Residential	\$.09208
20	General Service & GS Transportation	\$.03527
21	Large Volume Service & LV Transportation <50,000	\$.02360
22	Large Volume Transportation Service >50,000	\$.02360

23
24 Q. Are there any exhibits that you wish to sponsor in
25 this proceeding?

26 A. Yes. I wish to sponsor as Exhibits Schedules
27 C-1, C-2, C-3, and C-5 (Composite Prehearing

1 Identification Number RLS-2), which have been
2 filed with this testimony.

3
4 Q. How does Florida Public Utilities plan to
5 promote the Commission approved conservation
6 programs to customers?

7 A. These programs will be promoted through the
8 implementation of the company's "Good Cents"
9 branding.

10 Q. What is the "Good Cents" branding?

11 A. "Good Cents" is a nationally recognized licensed
12 energy conservation and fuel neutral program
13 utilized by numerous electric and natural gas
14 utilities. Florida Public Utilities has
15 expanded its branding license arrangement to
16 include the Commission approved natural gas
17 conservation programs.

18 Q. How does Florida Public Utilities utilize this
19 branding?

20 A. The Company uses the "Good Cents" branding to
21 create an awareness of its energy conservation
22 and fuel neutral programs among consumers,
23 businesses, builders and developers via
24 broadcast and print media, promotional items and
25 other collateral materials. Through this
26 branding, end users and specifiers can readily

1 identify where to obtain energy expertise to
2 assist them with their energy decisions.

3 Q. Does Florida Public Utilities Company expect to
4 make any modifications to the manner in which it
5 promotes the approved energy conservation programs
6 during the period January 1, 2002 through December
31, 2002?

8 A. Yes. Florida Public Utilities Company plans to
9 participate in the statewide GetGasFL advertising
10 campaign. The campaign will promote the energy
11 conservation benefits of gas through the use of
12 multiple media outlets. The intent of the campaign
13 is to direct consumers to a common website. The
14 website will contain additional benefits on the
15 utilization of gas, the availability of gas by
16 region, and contact information, as well as
17 specifics about the energy conservation programs
18 offered.

19 Q. Does the proposed campaign meet the guidelines for
20 recovery under Rule 25-17.015, Energy Conservation
21 Cost Recovery?

22 A. Yes, the proposed campaign meets the guidelines as
23 established by Rule 25-17.015, Energy Cost
24 Conservation Cost Recovery. The proposed

1 advertising content for the billboards is attached
2 as Exhibit No. ____ (RLS-3). The radio and
3 television advertising will be consistent with the
4 basic concept of the billboards.

5 Q. Has Florida Public Utilities Company included the
6 estimated cost of the campaign in the projected
7 costs associated with the conservation programs?

8 A. Yes the estimated cost of the campaign is included
9 in the projections. The projected amount to be
10 spent on the campaign during calendar year 2002 is
11 \$76,000.

12 Q. Does this conclude your testimony?

13 A. Yes.

1 **Q. Does Florida Public Utilities Company expect to make any modifications to the**
2 **manner in which it promotes the approved energy conservation programs**
3 **during the period January 1, 2002 through December 31, 2002?**

4
5 A. Yes. Florida Public Utilities Company plans to participate in the statewide GetGasFL
6 advertising campaign. The campaign will promote the energy conservation benefits of
7 gas through the use of multiple media outlets. The intent of the campaign is to direct
8 consumers to a common website. The website will contain additional benefits on the
9 utilization of gas, the availability of gas by region, and contact information, as well as
10 specifics about the energy conservation programs offered.

11
12 **Q. Does the proposed campaign meet the guidelines for recovery under Rule 25-**
13 **17.015, Energy Conservation Cost Recovery?**

14
15 A. Yes, the proposed campaign meets the guidelines as established by Rule 25-17.015,
16 Energy Cost Conservation Cost Recovery. The proposed advertising content for the
17 billboards is attached as Exhibit ___ (RLS-2). The radio and television advertising
18 will be consistent with the basic concept of the billboards.

19
20 **Q. Has Florida Public Utilities Company included the estimated cost of the**
21 **campaign in the projected costs associated with the conservation programs?**

22
23 A. Yes the estimated cost of the campaign is included in the projections. The projected
24 amount to be spent on the campaign during calendar year 2002 is \$76,000.

BEFORE THE
FLORIDA PUBLIC SERVICE COMMISSION
DOCKET NO. 020004-GU
DETERMINATION OF CONSERVATION COSTS RECOVERY FACTOR

Direct Testimony of
ROBERT L. SMITH
On Behalf of
FLORIDA PUBLIC UTILITIES COMPANY
CONSOLIDATED NATURAL GAS DIVISION

- 1 Q. Please state your name and business address.
- 2 A. Robert L. Smith: my business address is P.O.
3 Box 3395, West Palm Beach, Florida 33402-3395.
- 4 Q. By whom are you employed and in what capacity?
- 5 A. I am employed by Florida Public Utilities
6 Company as Director, Marketing and Sales.
- 7 Q. What is the purpose of your testimony at this
8 time?
- 9 A. To advise the Commission as to the Conservation
10 Cost Recover Clause Calculation for the period
11 January 2003 through December 2003 and to
12 clarify the use of "Good Cents" branding to
13 support Florida Public Utilities conservation
14 programs.
- 15 Q. What are the total projected costs for the
16 period January 2003 through December 2003 in the
17 Consolidated Natural Gas Division?
- 18 A. The total projected Conservation Program Costs

1 are \$2,360,000. Please see Schedule C-2, page
2 2, for the programmatic and functional breakdown
3 of these total costs.

4 Q. What is the true-up for the period January, 2002
5 through December, 2002?

6 A. As reflected in the respective "C" schedules,
7 the True-up amount for the Consolidated Natural
8 Gas Division is \$316,208.

9 Q. What are the resulting net total projected
10 conservation costs to be recovered during this
11 period?

12 A. The total costs to be recovered are \$2,404,546.

13 Q. What is the Conservation Adjustment Factor
14 necessary to recover these projected net total
15 costs?

16 A. The Conservation Adjustment Factors per therm
17 for the Consolidated Natural Gas Division are:

18

19 Residential	\$.09133
20 General Service & GS Transportation	\$.03492
21 Large Volume Service & LV Transportation <50,000	\$.02308
22 Large Volume Transportation Service >50,000	\$.02308

23

24 Q. Are there any exhibits that you wish to sponsor
25 in this proceeding?

26 A. Yes. I wish to sponsor as Exhibits Schedules
27 C1, C-2, C-3, and C-5 (Composite Prehearing

1 Identification Number RLS-2), which have been
2 filed with this testimony.

3

4 Q. How does Florida Public Utilities plan to
5 promote the Commission approved conservation
6 programs to customers?

7 A. These programs will be promoted through the
8 implementation of the company's "Good Cents"
9 branding.

10 Q. What is the "Good Cents" branding?

11 A. "Good Cents" is a nationally recognized licensed
12 energy conservation and fuel neutral program
13 utilized by numerous electric and natural gas
14 utilities. Florida Public Utilities has
15 expanded its branding license arrangement to
16 include the Commission approved natural gas
17 conservation programs.

18 Q. How does Florida Public Utilities utilize this
19 branding?

20 A. The Company uses the "Good Cents" branding to
21 create an awareness of its energy conservation
22 and fuel neutral programs among consumers,
23 businesses, builders and developers via
24 broadcast and print media, promotional items and
25 other collateral materials. Through this
26 branding, end users and specifiers can readily

1 identify where to obtain energy expertise to
2 assist them with their energy decisions.

3 Q. Does Florida Public Utilities Company expect to
4 make any modifications to the manner in which it
5 promotes the approved energy conservation
6 programs during the period January 1, 2003
7 through December 31, 2003?

8 A. Yes. Florida Public Utilities Company plans to
9 continue participation in the statewide
10 GetGasFl.com advertising campaign. The campaign
11 promotes the energy conservation benefits of gas
12 through the use of multiple media outlets. The
13 campaign directs consumers to common web site.
14 The web site contains additional benefits on the
15 utilization of gas, the availability of gas by
16 region, and contact information, as well as
17 specifics about the energy conservation programs
18 offered.

19 Q. Does the campaign meet the guidelines for
20 recovery under Rule 25-17.015, Energy
21 Conservation Cost Recovery?

22 A. Yes, the campaign meets the guidelines
23 established by Rule 25-17.015, Energy
24 Conservation Cost Recovery.

25 Q. Has Florida Public Utilities Company included
26 the estimated cost of the campaign in the

projected costs associated with the conservation
2 programs?

3 A. Yes, the estimated cost of the campaign is
4 included in the projections. The projected
5 amount to be spent on the campaign during
6 calendar year 2003 is \$84,540.

7 Q. Does this conclude your testimony?

8 A. Yes.

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BEFORE THE
FLORIDA PUBLIC SERVICE COMMISSION
DOCKET NO. 030004-GU
DETERMINATION OF CONSERVATION COSTS RECOVERY FACTOR

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ROBERT L. SMITH
On Behalf of
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- 1 Q. Please state your name and business address.
- 2 A. Robert L. Smith: my business address is P.O.
3 Box 3395, West Palm Beach, Florida 33402-3395.
- 4 Q. By whom are you employed and in what capacity?
- 5 A. I am employed by Florida Public Utilities
6 Company as Director, Marketing and Sales.
- 7 Q. What is the purpose of your testimony at this
8 time?
- 9 A. To advise the Commission as to the Conservation
10 Cost Recover Clause Calculation for the period
11 January 2004 through December 2004 and to
12 clarify the use of "Good Cents" branding to
13 support Florida Public Utilities conservation
14 programs.
- 15 Q. What are the total projected costs for the
16 period January 2004 through December 2004 in the
17 Consolidated Natural Gas Division?
- 18 A. The total projected Conservation Program Costs

1 are \$2,178,300. Please see Schedule C-2, page
2 2, for the programmatic and functional breakdown
3 of these total costs.

4 Q. What is the true-up for the period January, 2003
5 through December, 2003?

6 A. As reflected in the respective "C" schedules,
7 the True-up amount for the Consolidated Natural
8 Gas Division is (\$139,864).

9 Q. What are the resulting net total projected
10 conservation costs to be recovered during this
11 period?

12 A. The total costs to be recovered are \$2,038,436.

13 Q. What is the Conservation Adjustment Factor
14 necessary to recover these projected net total
15 costs?

16 A. The Conservation Adjustment Factors per them
17 for the Consolidated Natural Gas Division are:

18		
19	Residential	\$.08923
20	General Service & GS Transportation	\$.03274
21	Large Volume Service & LV Transportation <50,000	\$.02184
22	Large Volume Transportation Service >50,000	\$.02184
23		

24 Q. Are there any exhibits that you wish to sponsor
25 in this proceeding?

26 A. Yes. I wish to sponsor as Exhibits Schedules
27 C1, C-2, C-3, and C-5 (Composite Prehearing

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2 filed with this testimony.

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4 Q. How does Florida Public Utilities plan to
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16 include the Commission approved natural gas
17 conservation programs.

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23 businesses, builders and developers via
24 broadcast and print media, promotional items and
25 other collateral materials. Through this
26 branding, end users and specifiers can readily

1 identify where to obtain energy expertise to
2 assist them with their energy decisions.

3 Q. Does Florida Public Utilities Company expect to
4 make any modifications to the manner in which it
5 promotes the approved energy conservation
6 programs during the period January 1, 2004
7 through December 31, 2004?

8 A. Yes. Florida Public Utilities Company plans to
9 continue participation in the statewide
10 GetGasFl.com advertising campaign. The campaign
11 promotes the energy conservation benefits of gas
12 through the use of multiple media outlets. The
13 campaign directs consumers to common web site.
14 The web site contains additional benefits on the
15 utilization of gas, the availability of gas by
16 region, and contact information, as well as
17 specifics about the energy conservation programs
18 offered.

19 Q. Does the campaign meet the guidelines for
20 recovery under Rule 25-17.015, Energy
21 Conservation Cost Recovery?

22 A. Yes, the campaign meets the guidelines
23 established by Rule 25-17.015, Energy
24 Conservation Cost Recovery.

25 Q. Has Florida Public Utilities Company included
26 the estimated cost of the campaign in the

1 projected costs associated with the conservation
2 programs?

3 A. Yes, the estimated cost of the campaign is
4 included in the projections. The projected
5 amount to be spent on the campaign during
6 calendar year 2004 is \$102,820.

7 Q. Does this conclude your testimony?

8 A. Yes.

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19

March of Dimes Bus Adv.



FLORIDA PUBLIC
UTILITIES



Keeping Life Simple
www.fpuc.com



The March of Dimes and Florida Public Utilities... making a difference together.



Florida Public Utilities proudly supports the efforts of the March of Dimes and their largest fundraiser, WalkAmerica. WalkAmerica supports lifesaving research and innovative programs that save babies from prematurity, birth defects and other infant health problems. It is an honor to be associated with the March of Dimes, an organization with goals similar to Florida Public Utilities—together we hope to improve the quality of your life.

Florida Public Utilities offers a number of programs to help you conserve energy and save money. For example, our GoodCents gas home program will help you cut your energy costs and protect the environment with a well-built, comfortable home that includes many valuable energy-saving features.

Call Florida Public Utilities today at (561) 832-0872 and ask how you can save energy and money. Please help support the March of Dimes...together, we can make a difference.



Energy for Life.

CONFERENCE PROGRAM HIGHLIGHTS

"WELCOME TO THE CONFERENCE"

JOHN S. DAVIS, *President & CEO, EnergySouth, and SGA Chairman of the Board*

SGA represents over 130 natural gas companies, which includes distribution, transmission and gas supply marketing companies. SGA is a member-driven organization serving the industry from coast to coast and border to border.

"THE NEW SOUTHERN HOME"

DERICK BELDEN, *Executive Editor, Homes and Gardens Magazine, Published by Southern Living*

A former production builder turned executive editor, Derick Belden, will share insights on what elements of a home or community appeal to today's consumers.

"NATURAL GAS . . . LIFE STYLES BY DESIGN"

BARRY DELOZIER, *Director-Marketing, Communications and Planning, Alabama Gas Corporation*

This presentation will showcase new technologies as we walk through the gas home of the future from the utility area to the great outdoors.

"GAZING INTO THE CRYSTAL BALL:

THE SHORT RUN OUTLOOK FOR THE ECONOMY"

LOREN C. SCOTT, *Ph.D., President, Loren C. Scott and Associates*

Dr. Scott is President of an economic consulting firm whose clients include many Fortune 500 companies. From 1983 to 1996, Dr. Scott was Chairman of the Economics Department of LSU. His presentation will discuss the latest trends in the economy, the prospects for interest rates and how interest rates will affect the building industry.

"DEVELOPING FOR SMART GROWTH" - PANEL DISCUSSION

Moderator:

MIKE ELLIS, *Vice President-Marketing, Atmos Energy, Mid-States Division*

Panel Members:

DAVID L. PRESSLY, JR., *President, Pressly Development Company and Chair of the Smart Growth Committee for NAHB*

J. RICHARD KREMER, *ALA, President, Louis and Henry Group, and AIA's 2000 Vice President*

CLAYTON TRAYLOR, *Senior Staff Vice President, National Association of Home Builders*

CONFERENCE SCHEDULE

THURSDAY, MAY 15, 2003

1:30 P.M. to 6:30 P.M. Registration – **WEST REGISTRATION AREA**

FRIDAY, MAY 16, 2003

8:30 A.M. to 7:00 P.M. Registration – **WEST REGISTRATION AREA**

AFTERNOON FREE FOR OPTIONAL ACTIVITIES

7:00 P.M. to 9:00 P.M. "Welcome to Hilton Head" Cocktail Buffet – **BASSHEAD DECK**

SATURDAY, MAY 17, 2003

7:00 A.M. to 8:00 A.M. Conference Breakfast – **BALLROOM D-F**

7:00 A.M. to 12:00 Noon Registration – **WEST REGISTRATION AREA**

8:00 A.M. to 12:00 Noon General Session – **BALLROOM J – WEST HALL**

"Welcome to the Conference"

"The New Southern Home"

9:15 A.M. to 9:30 A.M. Refreshment Break with Exhibitors

"Natural Gas . . . Life Styles by Design"

10:30 A.M. to 11:00 A.M. Refreshment Break with Exhibitors

"Developing for Smart Growth" - Panel Discussion

AFTERNOON FREE FOR OPTIONAL ACTIVITIES

7:00 P.M. to 8:00 P.M. Conference Reception with Exhibitors – **BALLROOM J – WEST HALL**

8:00 P.M. to 10:00 P.M. Conference Dinner
Music by The Headliners

SUNDAY, MAY 18, 2003

7:00 A.M. to 10:00 A.M. Registration – **WEST REGISTRATION AREA**

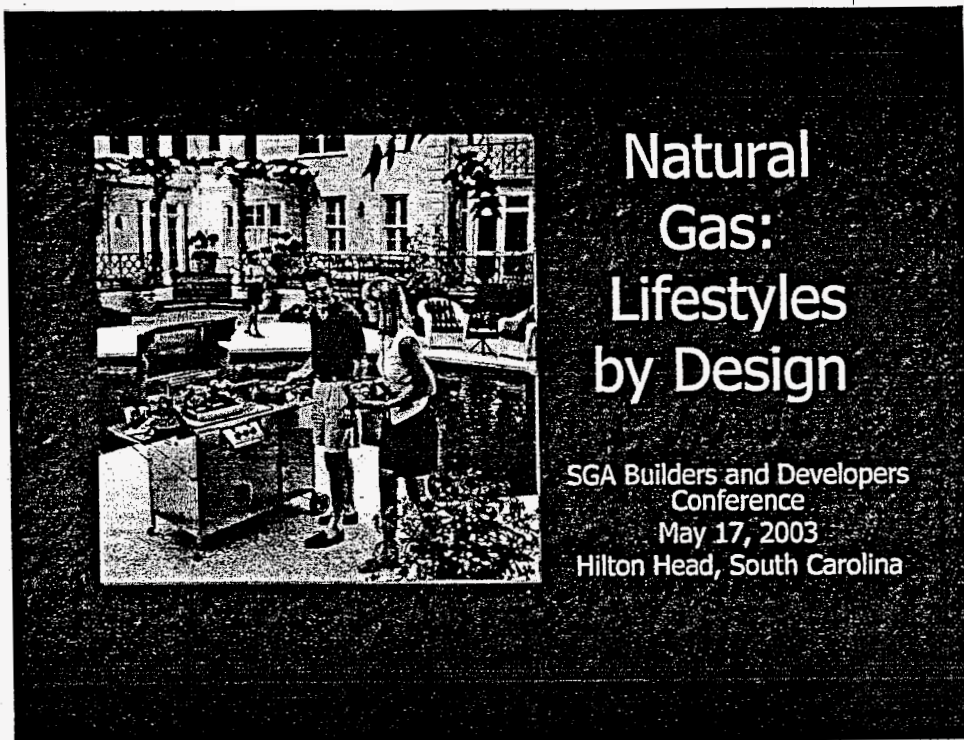
8:00 A.M. to 10:00 A.M. Breakfast Session – **BALLROOM G-J**

8:00 A.M. to 9:00 A.M. Buffet Breakfast

9:00 A.M. to 10:00 A.M. "Gazing into the Crystal Ball:
The Short Run Outlook for the Economy"

Visit Our Exhibitors Before the Sessions, During the Refreshment Breaks and at the Saturday Evening Reception. Meeting Locations Subject to Change: *Check Hotel Information Board.*

Audit Exception 2
Item 1
Exhibit 6



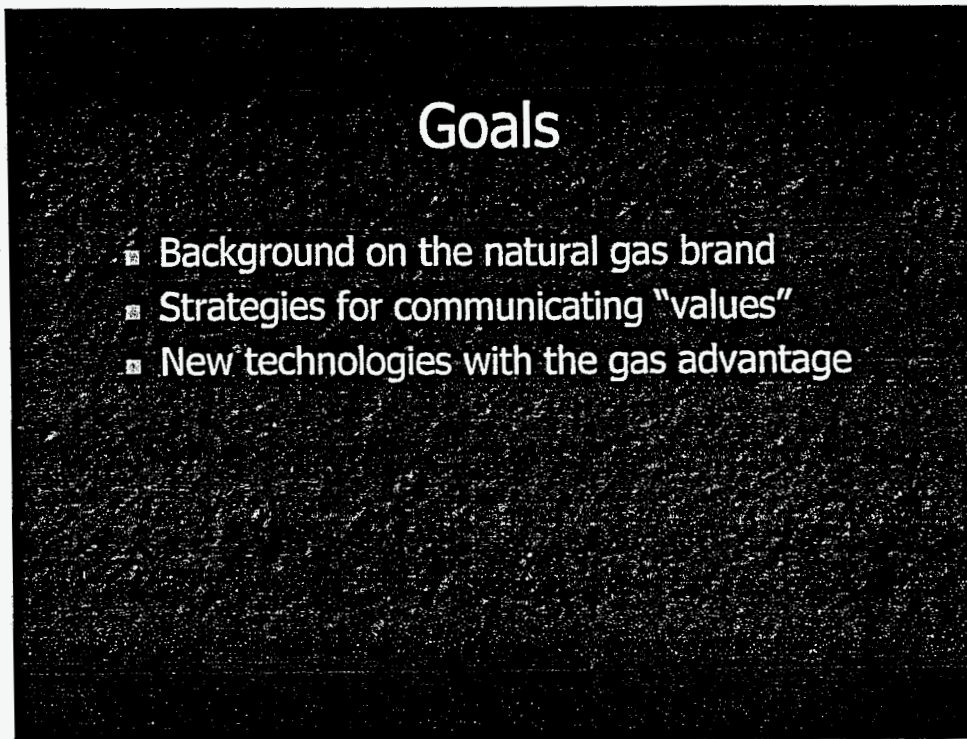
“Natural Gas: Lifestyles by Design” What does that mean?

You knew there had to be an infomercial sandwiched somewhere in here, didn't you?
This is it ... but I promise not to make it feel like a sales pitch for a time share.

After all, you're our best customers – our distributors – and we want your impressions
of learning about gas to be fun, and upbeat.

In the interest of time, this won't get too technical. There are vendors here who can
talk with you one-on-one about specific details on these products.

This is your conference – and we want you to have the right balance of conceptual and
technical information you need to evaluate natural gas energy option



Our goal for the next few minutes is to highlight some distinct advantages of natural gas that can enhance your marketing strategies and help make emotional connections for you with prospective homebuyers.

We'll do that by briefly defining the "natural gas brand."

Illustrating how natural gas options send unique signals that resonate with homebuyers

Then we'll tour a gas advantage home right here –you get to watch from your chair

Hopefully, when this hour's up, you'll understand how natural gas connections – not the ones in the ground or at a meter but the one's inside your customer's hearts and minds – are powerful marketing tools.

As our distributors of the flame – we want you to think of us as your business partner: That's how we think of you.

Changing Shapes & Sizes

- Phones smaller, TV's bigger
- Laundry rooms bigger than bathrooms
- Bathrooms bigger than bedrooms
- Gas water heater fits in a carry-on
- Remote control for your fireplace

Design – you deal with it every day – design flaws, design schemes, design elements

Changing shapes and sizes, the balance of square feet with lifestyle – nexers, xers

It's all about right-sizing, isn't it?

Phones smaller, TV's bigger, laundry rooms bigger than bathrooms, bathrooms bigger than secondary bedrooms, there's even a gas water you could fit in an overhead bin or beneath the seat in front of you on the plane ride home – though it might get a bit heavy

Everything changes, right?



Not really. Interestingly enough, some things don't change; in particular, the central values that drive our choices, the beliefs that write themselves across every page of our lives. Typically they don't change – they're hardwired early on, and while dramatic events and the natural aging process do cause shifts, typically we live by our values

Values: it's as overused and abused a word as there's ever been: good value, true value, value added, perceived value, value, value ...

I'm talking about values – with emphasis on the S

Our industry did some interesting research two years ago concerning the values common to people who prefer natural gas. I think you might find a few points interesting.

Common long-term values:

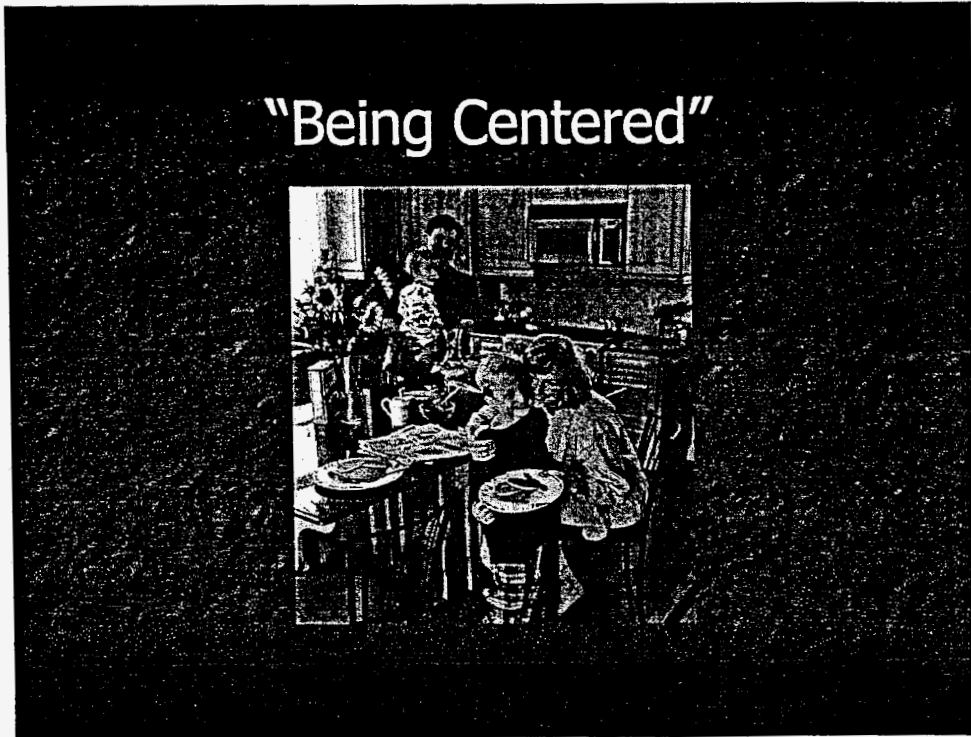
- self-esteem
- sense of accomplishment
- personal freedom
- longevity
- belonging
- security
- taking care of family
- sharing with others
- peace of mind
- eternal life/God
- respect
- concern for future generations

There are 39 common values throughout the world – of course different studies will identify a different number – but this study – also used by the plastics industry - came up with 39.

One of the more interesting things is this list is NOT effected by income, race, nationality, social position – in other words, anywhere in the world, in any environment – you can find people driven by a desire to be the leader, be envied, be a good parent, honor a higher being.

Here are a dozen common values: self esteem, sense of accomplishment, personal freedom, a sense of belonging.

I won't ask you to raise your hands – don't worry – but if you're doing a little introspection right now about what are your dominant values – it may help to think of it in terms of questions and answers: Are you willing to pick up and move at the prospect of making more money? Do you feel compelled to stay close to relatives? How many associations are you a member of?



It's all about being centered – which is quite simply – following your heart and living by your dominant values.

For the natural gas industry, this type of research has led to a better understanding of the emotional connections people have with our energy.

Sometimes it feels like we're as interesting as the glue that holds the carpet to the sub-floor. You never think about the glue – unless it doesn't work– if I were to walk across the room and the carpet come up – I'd think about the glue. Same is true when I flip a light switch – if the light doesn't come on, I think about my electrical service. If I were to turn the knob on my gas range and nothing happened, I realize how much I depend on natural gas.

So we've had to dig a little deeper to uncover the emotional connections common to people who prefer gas.

Fortunately, most people do prefer gas – 70% for heating and water heating, better than 90% for cooking amongst professional chefs.

Natural Gas Brand

- Preference for gas is anchored on common value of “taking care of family” – sound familiar to home-buying values?
- Other strong values tied to preference for gas: “peace of mind” and “security” – sound familiar to home-buying values?

For homeowners, preference for gas is anchored on the common value of “taking care of family” – sound familiar to home-buying values?

Taking care of family translates into a consumer’s words in phrases like: giving my child a warm bath, always having enough hot water for my active family ... “

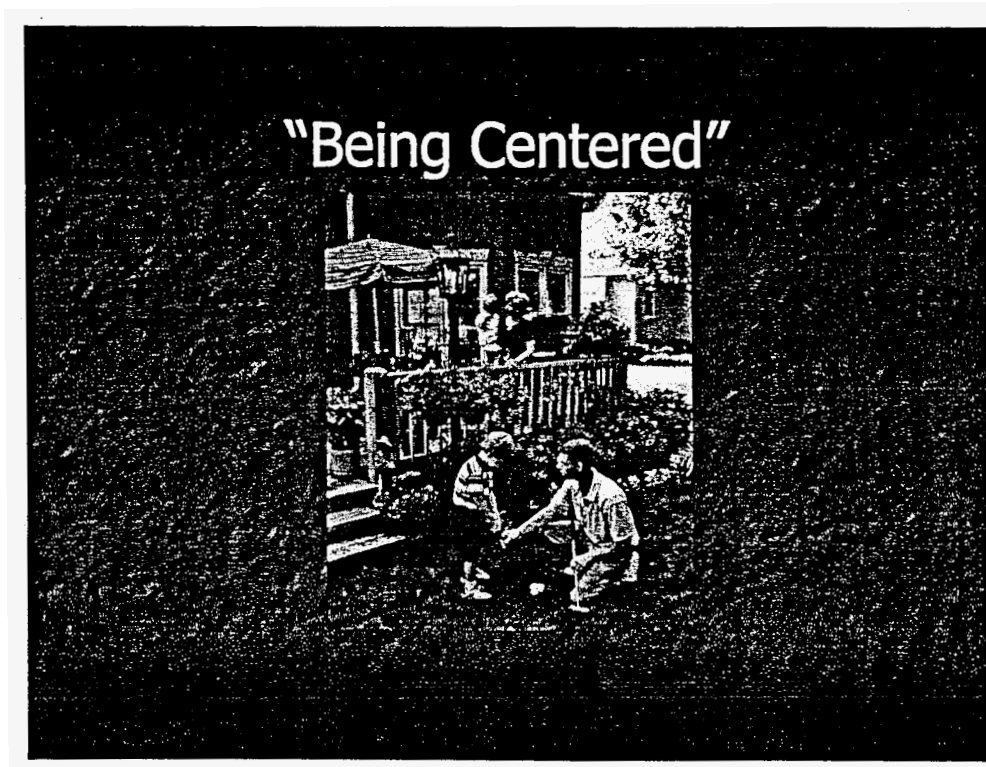
We do testimonial advertising – some in this room have done them for us – and they know we never script these ads – it’s so much more authentic when people use their own words; one of my favorites that illustrates this point is a Realtor, talking about his gas grill. In it he says, “My daughter asked me for a hot dog. I was able to fire up the gas grill, and in five minutes give her what she asked for.”

That’s an emotional connection to his desire to be a good parent.

Other strong values tied to preference for gas: “peace of mind” and “security” – sound familiar to home-buying values?

Brand Architecture

- Attributes: Gas grilling is fast
- Functional consequences: Saves time
- Psychological Benefits: I have time to play with my kid *while* I'm grilling
- Personal Values: I'm a better parent, *I'm taking good care of my family*

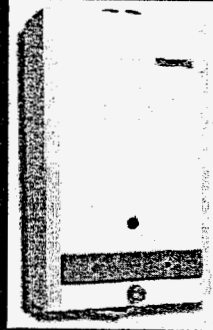


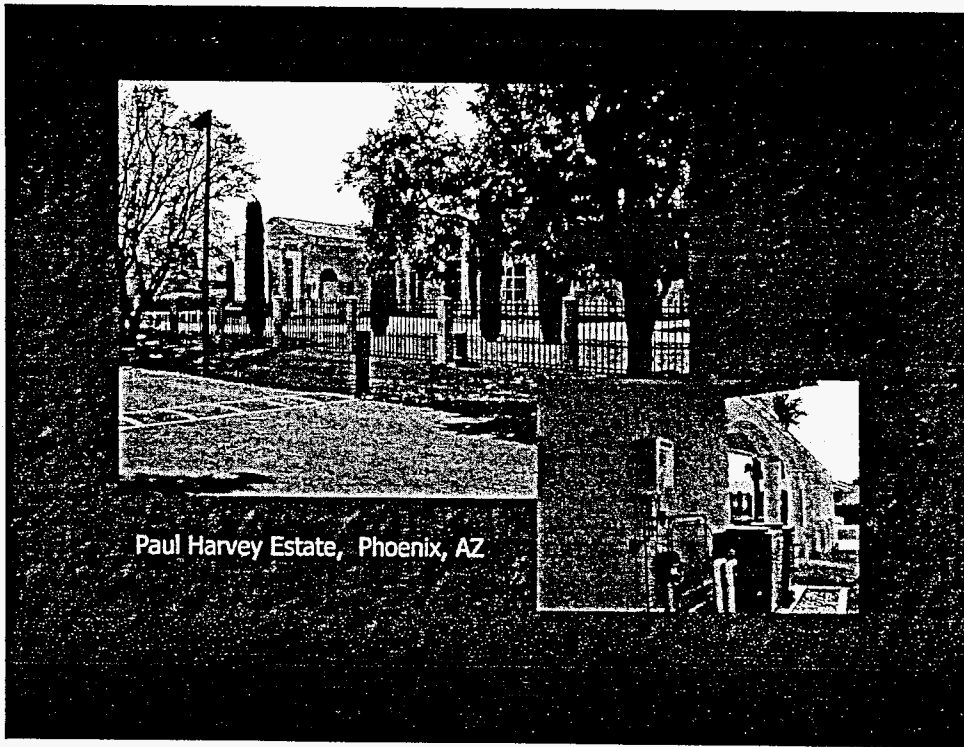
The Utility Room

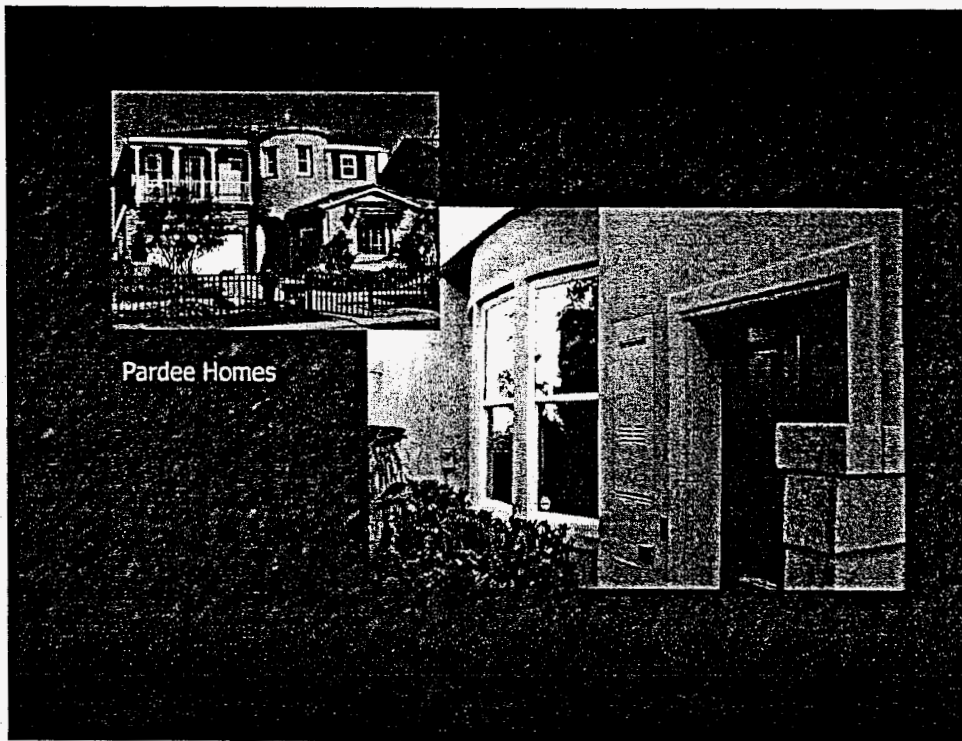
- Who falls in love with a new house in the utility room? (It's the curb, the foyer or the kitchen, right? well ...)
- Opportunity to differentiate - gourmet laundry rooms
- Bundled wiring, safe rooms, "being centered"

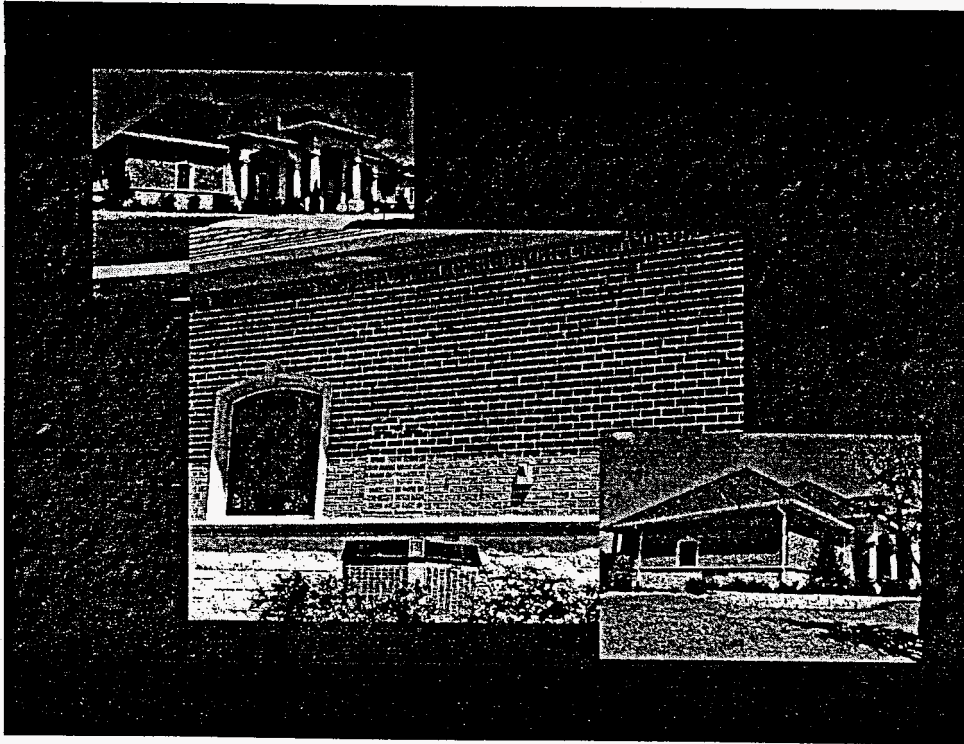
What's New in the Utility Room?

- water heaters:
 - tankless
 - no storage energy or space required
 - no venting when mounted outside







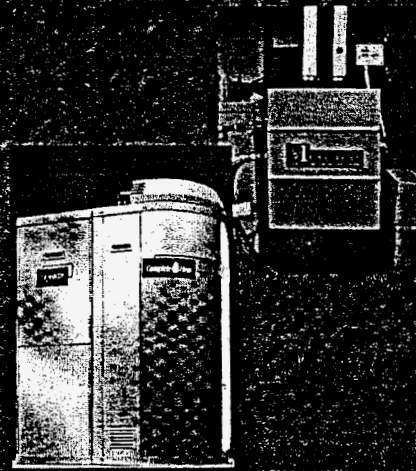


What's New in the Utility Room?

- water heaters:
 - direct-vent
 - low cost condensing
 - flammable vapor resistance

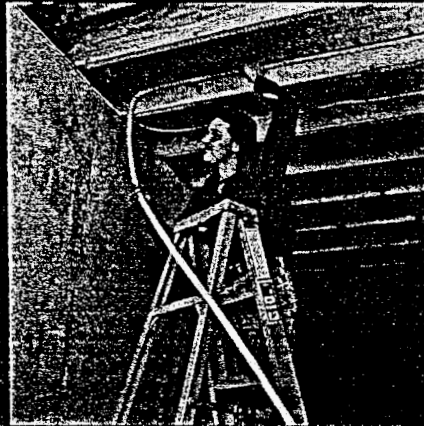
What's New in the Utility Room?

- space heating:
 - combination systems
 - hydronic heating systems
 - high efficiency condensing furnaces



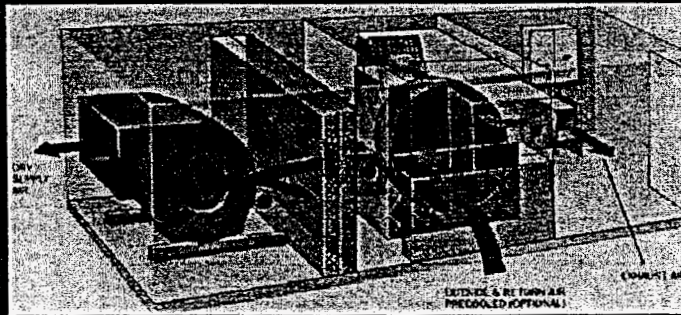
What's New in the Utility Room?

- flexible piping
- quick disconnect



What's New in the Utility Room?

- desiccant dehumidification systems
 - homeowners can control temp & humidity
 - reduce moisture = decrease mold, mildew & allergens
 - greater comfort



GTI is working with two manufacturers to develop a residential desiccant dehumidifier

This proven technology is being used by commercial customer's like SAM's Club

Beta Unit demonstrations are starting next month

76 F with 50% humidity is very comfortable

Works with existing air conditioner and furnace

What's tried and true and *should* be in the Utility Room?

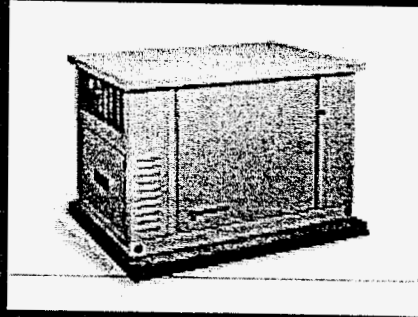
- gas clothes dryer
 - 2 loads for the price of 1
 - fast & fluffy, moist heat
 - uses 110 volts vs. 220 for electric
 - vents burner through the lint vent
- bundled with high end, front-loading washers

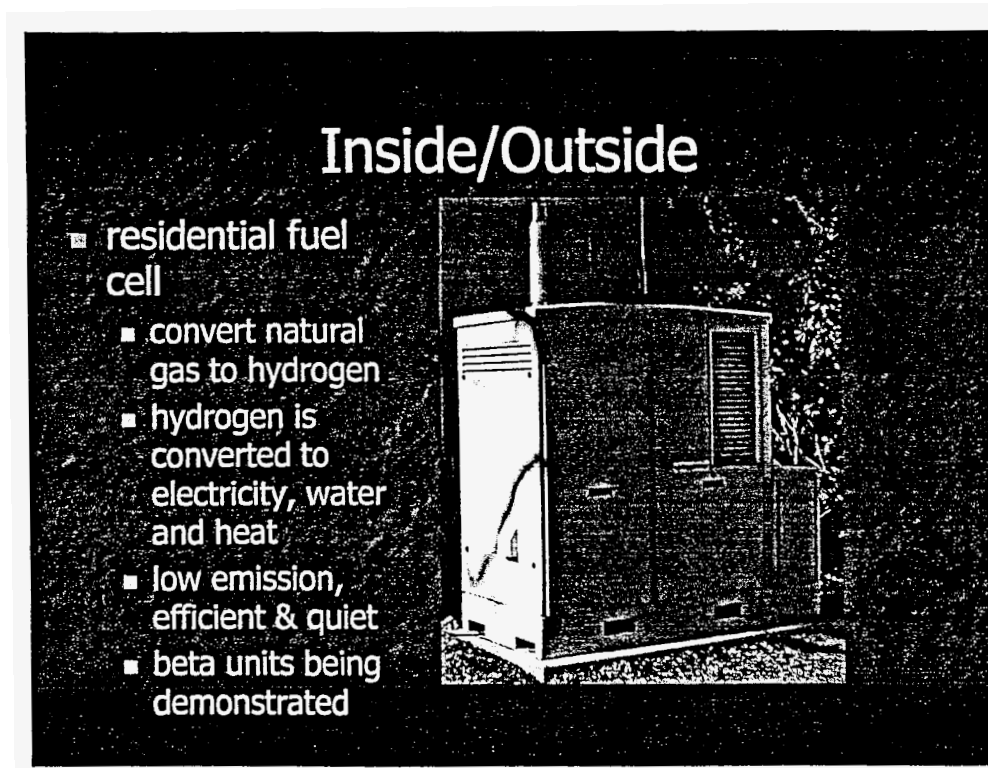
"Being Centered"



Inside/Outside

- mini-meters (multi-family)
- stand-by home generators





This is a plug power unit that is being demonstrated in San Antonio at a commercial facility

PEM – Proton Exchange Membrane

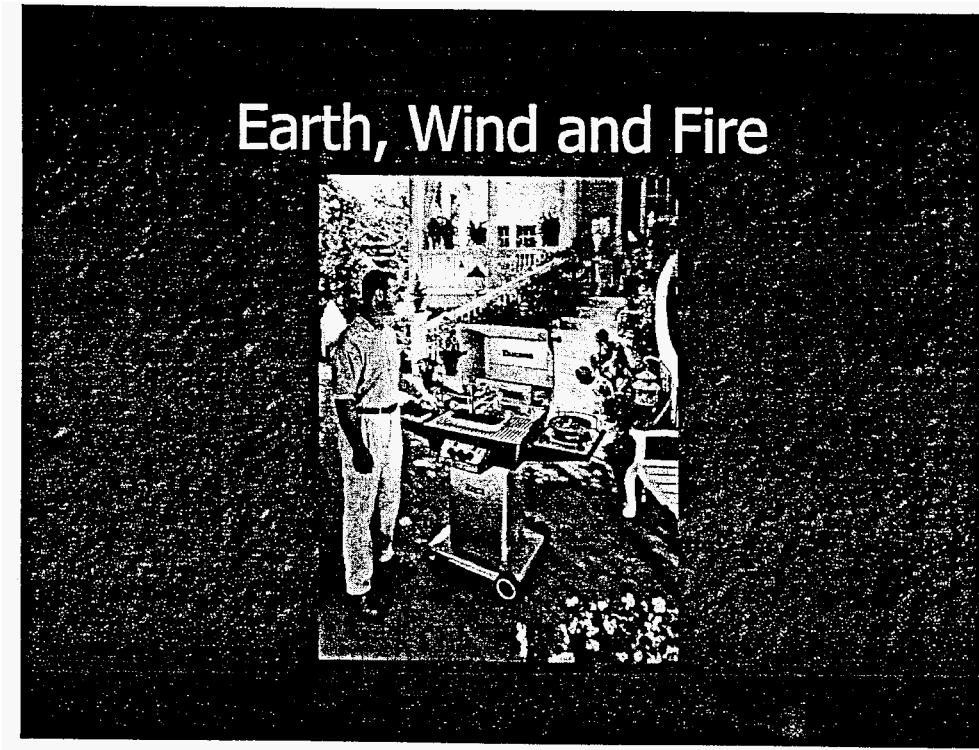
Chemical reaction – no combustion

At this time – expensive to purchase, replacement of PEM stack every year or so (expensive)

Auto Industry is sinking millions into

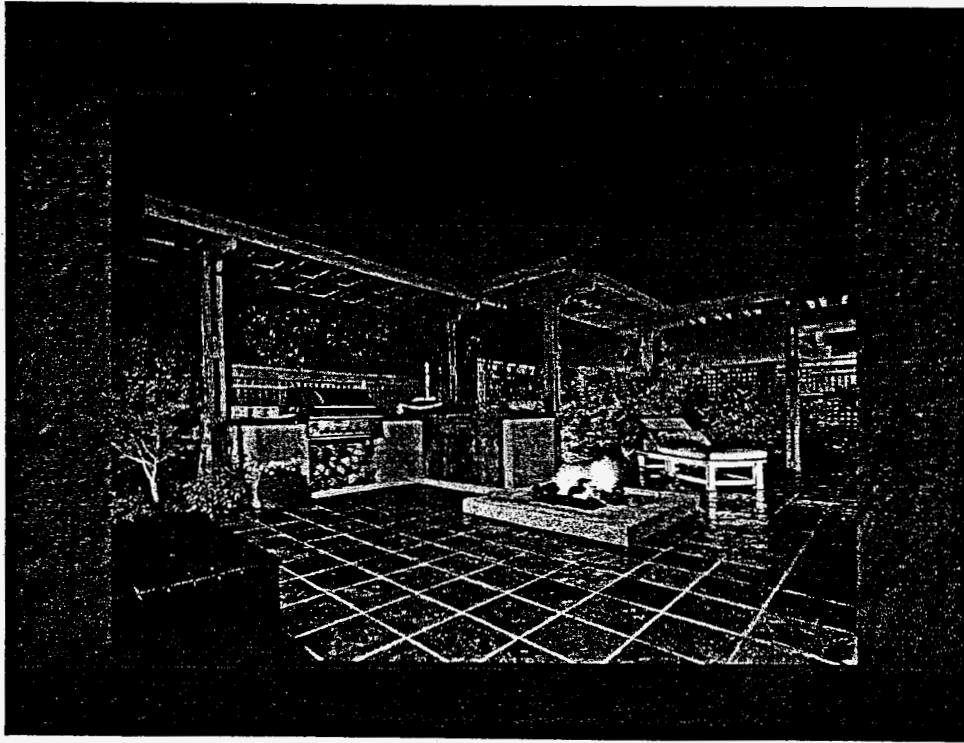
US DOE sees Hydrogen as a long term solution

Ron's guess = 10 years before economical fuel cells for res applications



Moving outdoors ...

- ▣ Attribute: outdoor room
- ▣ Consequence: more space for entertaining
- ▣ Psychological benefit: living "larger" in less space, downsizing less painful
- ▣ Value(s): sense of accomplishment, sharing with others, fun



Gas in the Great Outdoors

- Gas Grills
 - up-scale, built-in, stainless steel
 - quick-disconnect
 - no electricity required



Gas in the Great Outdoors

- Gas Lights
 - up-scale
 - nostalgic
 - security



Gas in the Great Outdoors

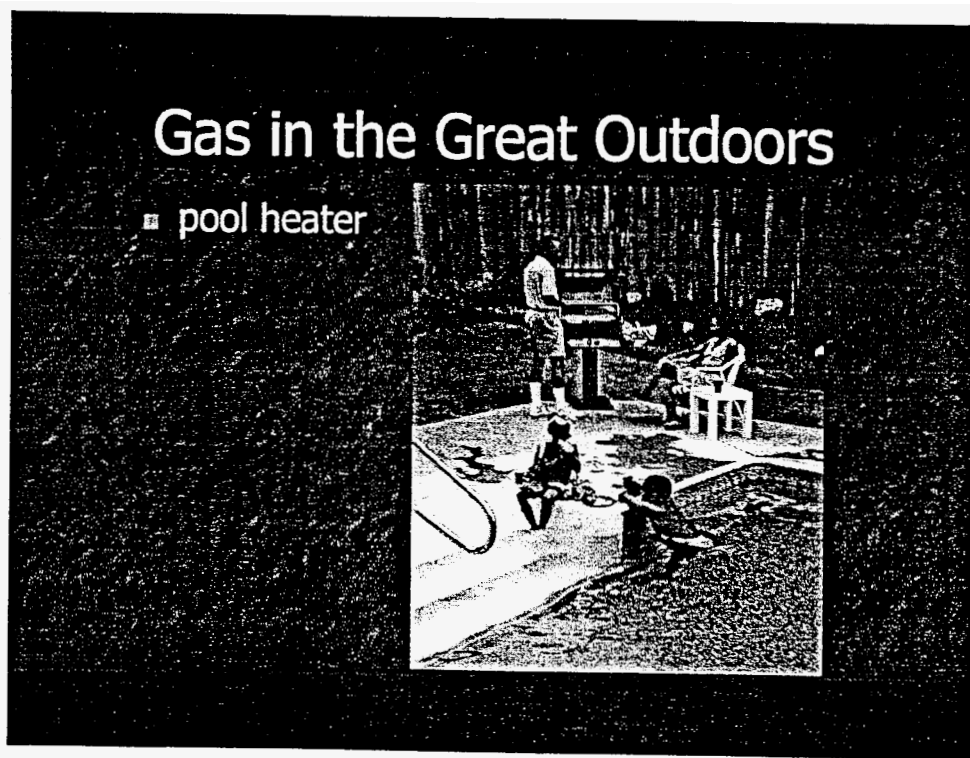
- patio space heater
- extend the season

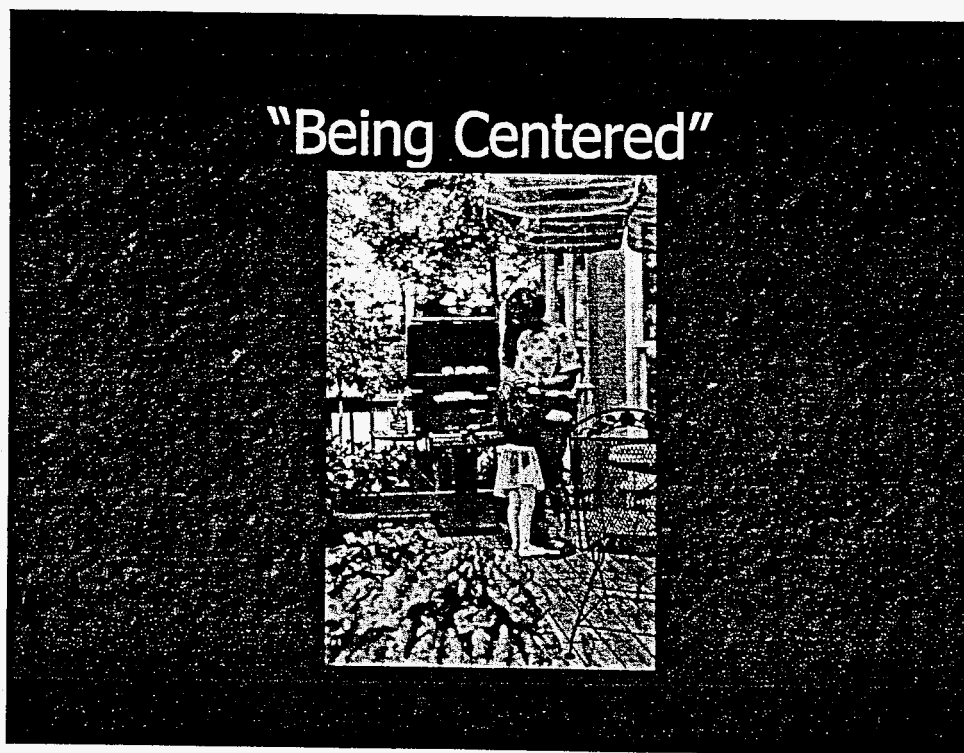


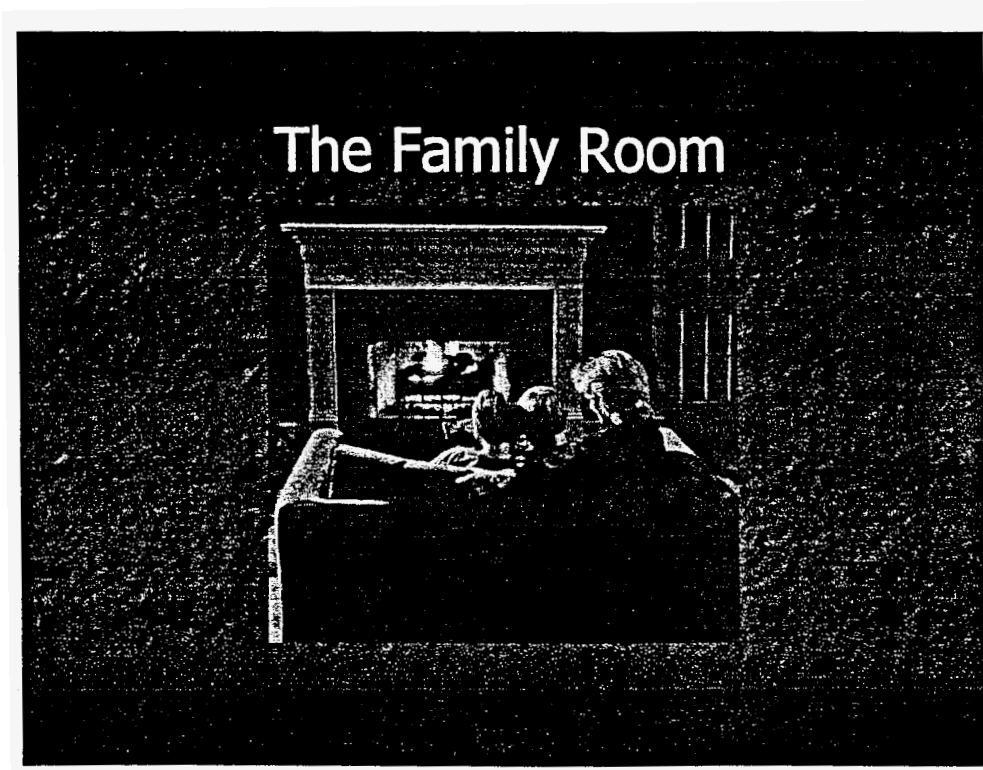
Gas in the Great Outdoors

- outdoor fireplace,
chimnea



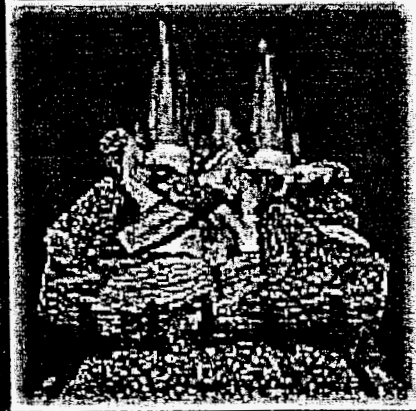






The Family Room

- Gas Fireplaces
 - vented – realistic and cheaper than wood



The Family Room

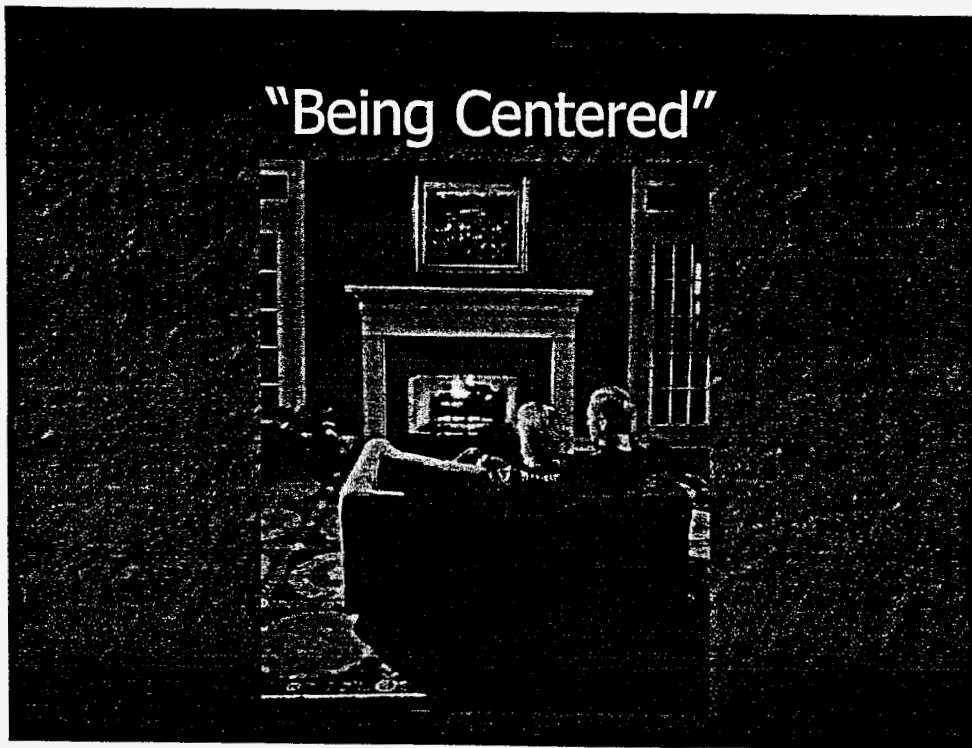
- Gas Fireplaces
 - vent-free – 99.9% efficient, no chimney



The Family Room

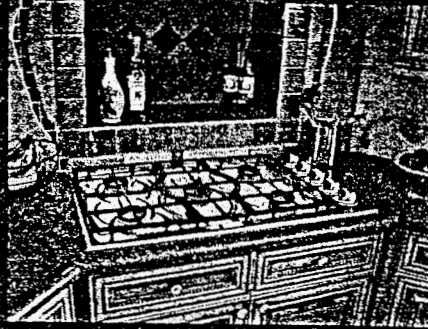
- space heaters
- quick-disconnect





The heart of the home

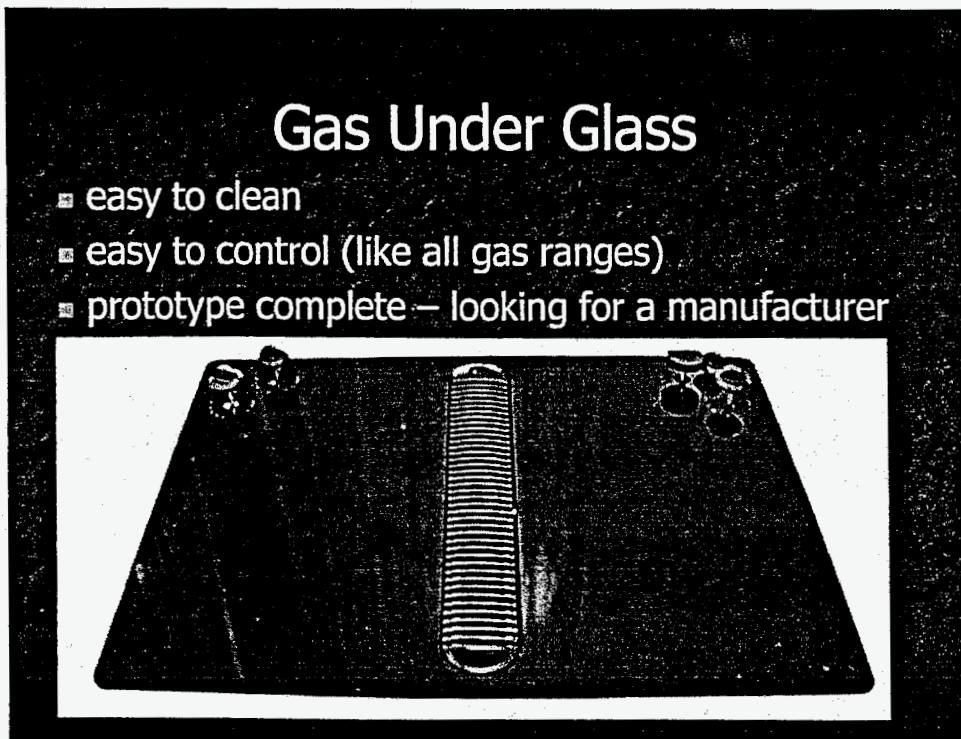
- cooking with gas, tried and true:
 - instant on/instant off
 - 110 volts
 - burners match-lit without electricity
 - demand exceeds saturation



The heart of the home

- commercial look for residential
 - 16,000 Btu burners for stir frying
 - 600 Btu burners for delicate sauces





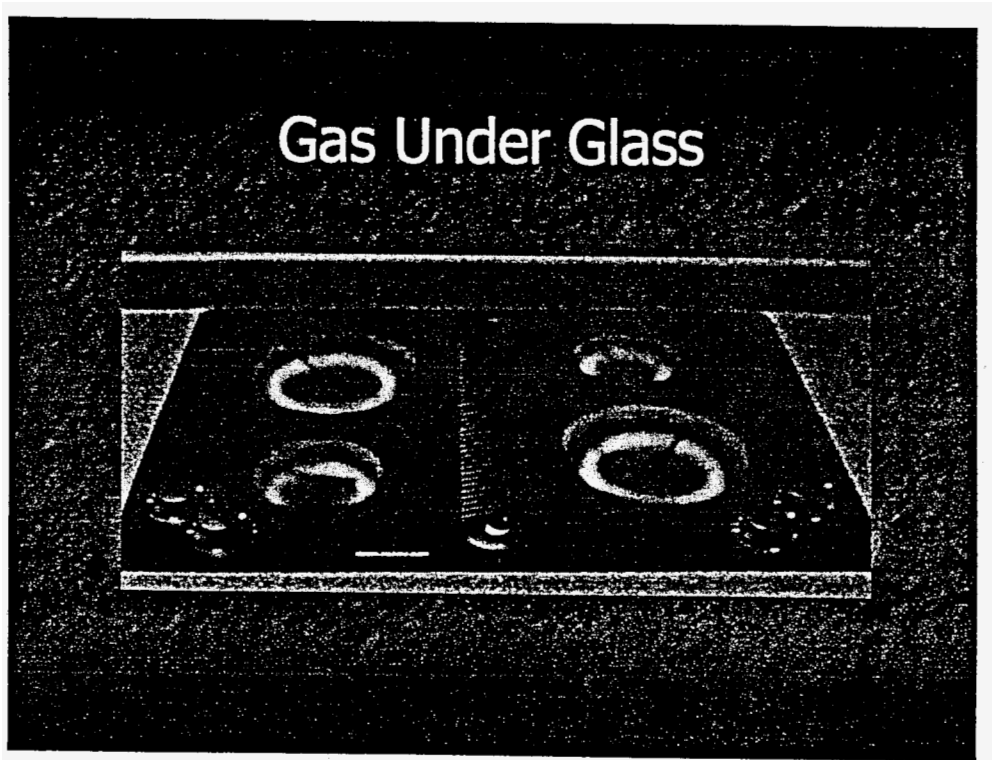
Instant on

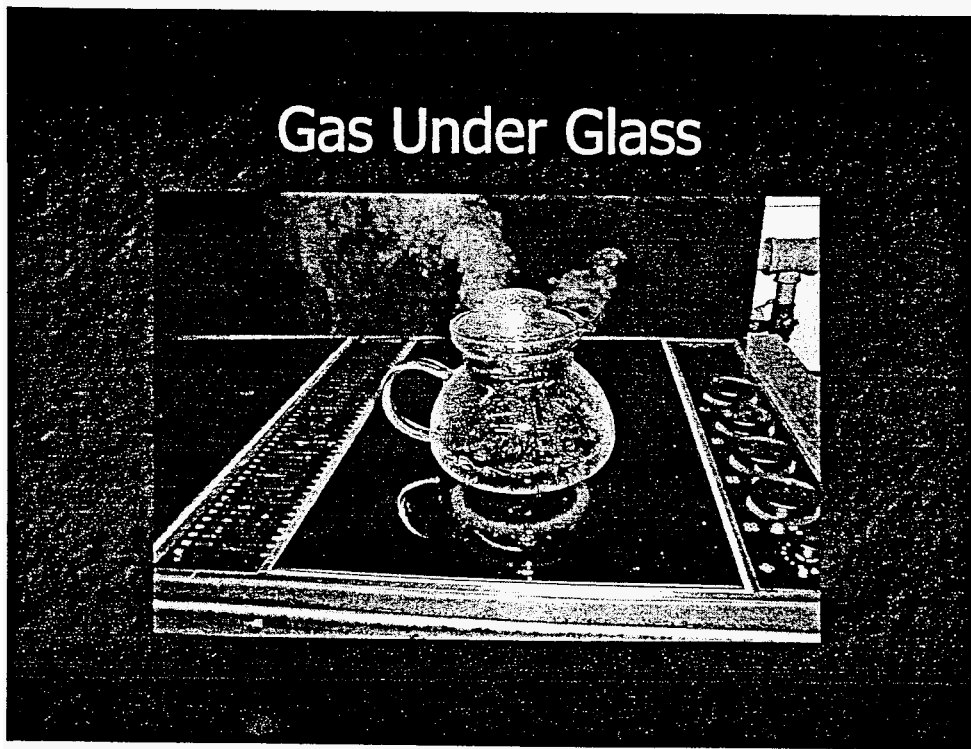
Immediate response to input changes

Black pyroceran cooking surface

5500 and 12000 btu/hr burners

Ability to boil 8 lbs of h₂O in 12 minutes





"Being Centered"



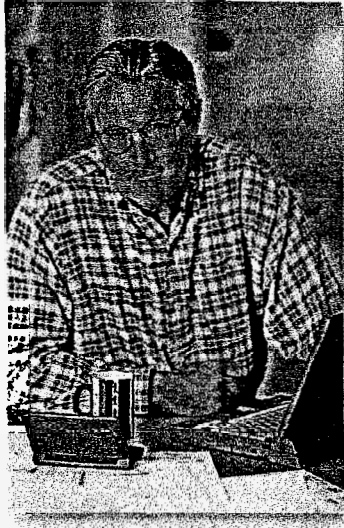
Partnering with your Gas Company

- Bundled options:
 - gas advantage/high-efficiency home
 - gourmet kitchen package
 - outdoor living options
 - home security features

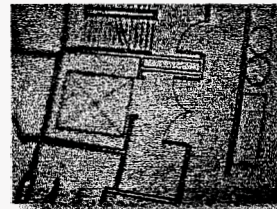
"Being Centered"



Home builders...want to increase your margins? Become a GoodCents Builder.



Finally there's an energy-efficiency program that can help you increase margins—not just overhead. A GoodCents Certified Home ensures high-level efficiency, comfort and lower utility expenses for your customers. And since GoodCents features conservation with gas, you can actually increase your return by offering upgrades such as fireplaces, built-in grills, and pool/spa heaters. Plus, Florida Public Utilities' program includes attractive allowances and



incentives. GoodCents Certification is a FREE service of Florida Public Utilities! Put the power of a nationally recognized program, financial incentives and Florida Public Utilities to work for you. To learn more about GoodCents, just call 561-838-1750.



Energy for Life.

Builders



INVOICE

Invoice: IN-103112779
 Invoice Date: 11/8/2003
 Contract: 82343
 Page: 1

Agency: Volusia County Fair
 3150 New York Avenue
 Deland, FL 32724

Station(s) WWKA-FM

Advertiser: Volusia County Fair
 Product: Volusia County Fair
 Estimate #:
 Buyer Name: John Owens
 Salesperson: Mark Bicker
 Terms: NET 30 DAYS

Day	Date	Time	Line #	Length	Product	ISCI	Reference	Rate
SAT	11/1/2003	11:55a	1	60	VOLUSIA COUNTY FAIR	Rivership Romance		\$150.00
SAT	11/1/2003	2:49p	1	60	VOLUSIA COUNTY FAIR	Kubota Tractor		\$150.00
SUN	11/2/2003	9:52a	1	60	VOLUSIA COUNTY FAIR	Florida Public Utilities		\$150.00
SUN	11/2/2003	5:49p	1	60	VOLUSIA COUNTY FAIR	Coke		\$150.00
MON	11/3/2003	12:21p	4	60	VOLUSIA COUNTY FAIR	Deltona Aluminum		\$0.00
MON	11/3/2003	2:49p	4	60	VOLUSIA COUNTY FAIR	Progress Energy		\$0.00
MON	11/3/2003	8:18a	2	60	VOLUSIA COUNTY FAIR	Daytona News Journal		\$225.00
MON	11/3/2003	2:54p	2	60	VOLUSIA COUNTY FAIR	Giant Recreation World		\$228.00
MON	11/3/2003	4:20p	6	10	VOLUSIA COUNTY FAIR			\$100.00
Sp: WWKA TRAFFIC								
MON	11/3/2003	8:18p	5	10	VOLUSIA COUNTY FAIR			\$100.00
Sp: WWKA TRAFFIC								
MON	11/3/2003	11:28p	3	60	VOLUSIA COUNTY FAIR	Volusia Recycles		\$40.00
TUE	11/4/2003	1:21a	4	60	VOLUSIA COUNTY FAIR	Dodge		\$0.00
TUE	11/4/2003	4:44a	4	60	VOLUSIA COUNTY FAIR	Rivership Romance		\$0.00
TUE	11/4/2003	8:17a	5	10	VOLUSIA COUNTY FAIR	Kubota Tractor		\$100.00
Sp: WWKA TRAFFIC								
TUE	11/4/2003	8:17a	5	10	VOLUSIA COUNTY FAIR	Florida Public Utilities		\$100.00
Sp: WWKA TRAFFIC								
TUE	11/4/2003	1:24p	2	60	VOLUSIA COUNTY FAIR	Deltona Aluminum		\$0.00
TUE	11/4/2003	4:53p	2	60	VOLUSIA COUNTY FAIR	Progress Energy		\$225.00
TUE	11/4/2003	11:21p	3	60	VOLUSIA COUNTY FAIR	Daytona News Journal		\$225.00
WED	11/5/2003	7:48a	4	60	VOLUSIA COUNTY FAIR	Giant Recreation World		\$40.00
WED	11/5/2003	3:45a	4	60	VOLUSIA COUNTY FAIR	Volusia Recycles		\$0.00
WED	11/5/2003	7:16a	5	10	VOLUSIA COUNTY FAIR	Dodge		\$0.00
Sp: WWKA TRAFFIC								
WED	11/5/2003	11:20p	2	60	VOLUSIA COUNTY FAIR	Rivership Romance		\$225.00
WED	11/5/2003	4:25p	2	60	VOLUSIA COUNTY FAIR	Kubota Tractor		\$225.00
WED	11/5/2003	5:48p	5	10	VOLUSIA COUNTY FAIR			\$100.00
Sp: WWKA TRAFFIC								
WED	11/5/2003	11:52p	3	60	VOLUSIA COUNTY FAIR	Florida Public Utilities		\$100.00
THU	11/6/2003	12:52a	4	60	VOLUSIA COUNTY FAIR	Coke		\$0.00
THU	11/6/2003	4:26a	4	60	VOLUSIA COUNTY FAIR	Deltona Aluminum		\$0.00
THU	11/6/2003	10:52a	2	60	VOLUSIA COUNTY FAIR	Progress Energy		\$225.00



INVOICE
 Invoice #: IN-1031127771
 Invoice Date: 11/8/2003
 Contract #: 82343
 Page: 2

Agency: Volusia County Fair
 3150 New York Avenue
 Deland, FL 32724

Station(s): WWKA-FM

Advertiser: Volusia County Fair
 Product: Volusia County Fair
 Estimate #: [Redacted]
 Buyer Name: John Owens
 Salesperson: Mark Stricker
 Terms: NET 30 DAYS

Day	Date	Time	Line #	Length	Product	ISCI	Reference	Rate
THU	11/8/2003	11:48a	2	60	VOLUSIA CO JNTY FAIR	Daytona News Journal		\$225.00
THU	11/8/2003	1:48p	2	60	VOLUSIA CO JNTY FAIR	Giant Recreation World		\$225.00
THU	11/8/2003	11:50p	3	60	VOLUSIA CO JNTY FAIR	Volusia Recycle		\$40.00
FRI	11/7/2003	2:56a	4	60	VOLUSIA CO JNTY FAIR	Dodge		\$0.00
FRI	11/7/2003	3:53a	4	60	VOLUSIA CO JNTY FAIR	Riverbnd Romance		\$0.00
FRI	11/7/2003	10:23a	2	60	VOLUSIA CO JNTY FAIR	Kubota Tractor		\$225.00
FRI	11/7/2003	11:49a	2	60	VOLUSIA CO JNTY FAIR	Florida Public Utilities		\$225.00
FRI	11/7/2003	8:47p	2	60	VOLUSIA CO JNTY FAIR	Coke		\$225.00
FRI	11/7/2003	10:21p	3	60	VOLUSIA CO JNTY FAIR	Delana Aluminum		\$40.00

Remit to:
 WWKA-FM
 ATTN: ACCOUNT RECEIVABLE
 4192 JOHN YOUNG PARKWAY
 ORLANDO, FL 32804
 WWKA 82.5 FM (407) 298-8202

Spot Totals	
Total Spots:	37
Gross Amount:	\$4,100.00
Net Amount:	\$4,100.00
Invoice Totals	
Total Spots:	37
Gross Amount:	\$4,100.00
Net Amount:	\$4,100.00

NET 30 DAY

Audit Disclosure 4
Exhibit 9

Invoice/Fidavit: 25600

Advertiser: VOLUSIA COUNTY FAIR

OL	Ordered	Days	By Week	Rate	ISCI#/Spot Title	Date	Time	Len	Rate	MG
Market: Orlando										
Station: WTKS-FM										
1	06:00:00-23:59:00	Sn	4	\$45.00						
	Commercial				VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/02/2003	07:55 PM	60	\$45.00	
					VOLUSIA COUNTY/30A+FL PUB	11/02/2003	08:56 PM	60	\$45.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/02/2003	09:47 PM	60	\$45.00	
					VOLUSIA COUNTY/30A+KFC	11/02/2003	11:26 PM	60	\$45.00	
2	10:00:00-14:59:00	MTWThF	6	\$285.00						
	Commercial				VOLUSIA COUNTY/30A+NEWS	11/03/2003	10:52 AM	60	\$285.00	
					VOLUSIA COUNTY/30A+PROGRESS	11/03/2003	11:55 AM	60	\$285.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/04/2003	10:54 AM	60	\$285.00	
					VOLUSIA COUNTY/30A+VOLUSIA	11/05/2003	10:55 AM	60	\$285.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/06/2003	11:56 AM	60	\$285.00	
					VOLUSIA COUNTY/30A+FL PUB	11/06/2003	01:56 PM	60	\$285.00	
3	15:00:00-18:59:00	MTWThF	4	\$300.00						
	Commercial				VOLUSIA COUNTY/30A+RIVERSHIP	11/03/2003	03:39 PM	60	\$300.00	
					VOLUSIA COUNTY/30A+TRIPLE D	11/03/2003	06:55 PM	60	\$300.00	
					VOLUSIA COUNTY/30A+KFC	11/04/2003	04:55 PM	60	\$300.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/06/2003	05:37 PM	60	\$300.00	
4	19:00:00-22:59:00	MTWThF	7	\$75.00						
	Commercial				VOLUSIA COUNTY/30A+VOLUSIA	11/03/2003	09:41 PM	60	\$75.00	
					VOLUSIA COUTY/30A+COKE	11/03/2003	10:52 PM	60	\$75.00	
					VOLUSIA COUNTY/30A+NEWS	11/04/2003	08:52 PM	60	\$75.00	
					VOLUSIA COUNTY/30A+PROGRESS	11/04/2003	10:44 PM	60	\$75.00	
					VOLUSIA COUTY/30A+COKE	11/05/2003	08:56 PM	60	\$75.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/06/2003	10:21 PM	60	\$75.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/07/2003	10:24 PM	60	\$75.00	
5	11:00:00-22:59:00	MTWThF	10	\$55.00						
	Commercial				VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/03/2003	08:42 PM	60	\$55.00	
					VOLUSIA COUNTY/30A+RIVERSHIP	11/04/2003	08:20 PM	60	\$55.00	
					VOLUSIA COUNTY/30A+TRIPLE D	11/04/2003	09:53 PM	60	\$55.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/05/2003	08:25 PM	60	\$55.00	
					VOLUSIA COUNTY/30A+FL PUB	11/05/2003	09:41 PM	60	\$55.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/05/2003	10:53 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+FL PUB	11/06/2003	08:23 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+KFC	11/06/2003	09:21 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+FL PUB	11/07/2003	09:42 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+GIANT REC	11/07/2003	10:51 PM	60	\$55.00	
6	06:00:00-23:59:00	M	1	\$500.00						
	Commercial				VOLUSIA COUNTY/30A+FL PUB	11/03/2003	10:18 PM	60	\$500.00	
7	06:00:00-23:59:00	SSn	6	\$65.00						
	Commercial				VOLUSIA COUNTY/30B+KFC	11/08/2003	09:08 PM	60	\$65.00	
					VOLUSIA COUNTY/30B+NEWS	11/08/2003	09:59 PM	60	\$65.00	
					VOLUSIA COUNTY/30B+PROGRESS	11/08/2003	11:51 PM	60	\$65.00	
					VOLUSIA COUNTY/30B+RIVERSHIP	11/09/2003	07:53 PM	60	\$65.00	
					VOLUSIA COUNTY/30B+TRIPLED	11/09/2003	08:54 PM	60	\$65.00	
					VOLUSIA COUNTY/30B+VOLUSIA	11/09/2003	10:24 PM	60	\$65.00	

Totals for Station: WTKS-FM # Spots: 38 Gross Amt: \$5,055.00



Remit to: Infinity Broadcasting DBA WOMX FM
P.O. Box 906011 Charlotte, NC 28290-6011
Phone: (407) 919-1000 Fax: (407) 919-1136

VOLUSIA COUNTY FAIR
VOLUSIA FAIR ADV

INVOICE NUMBER: 112735

WOMX-FM Orlando FL
INVOICE DATE: 11/10/03
PAGE: 1 TYPE: Complete
ACCOUNT: 94983
CONTRACT: 32332
PRODUCT:

Salesperson: Barbara Hartley

Special Instr.: None



PAY THIS AMOUNT	BY
\$3,400.00	11/25/03

WOMX-FM Times for 11/2/03-11/9/03 Times are approximate within 15 minutes.

Day/Date	Time	Len	Rate	Product	Comments
Su 11/02 I	6:49a	10	\$0.00	VC FAIR :10 #1	
Su 11/02 I	7:09a	10	\$0.00	VC FAIR :10 #1	
Su 11/02 I	7:19a	10	\$0.00	VC FAIR :10 #1	
Su 11/02 I	7:50a	10	\$0.00	VC FAIR :10 #1	
Su 11/02 I	8:09a	10	\$0.00	VC FAIR :10 #1	
Su 11/02 I	8:19a	10	\$0.00	VC FAIR :10 #1	
Mn 11/03 E	1:38a	60	\$0.00	SPOT A/COKE	
Mn 11/03 E	3:38a	60	\$0.00	SPOT A/DELTONA ALUMI	
Mn 11/03 B	8:19a	60	\$325.00	SPOT A/FL PUB UTILIT	
Mn 11/03 C	8:55a	60	\$209.00	SPOT A/GIANT REC WOR	
Mn 11/03 G	7:12p	60	\$100.00	SPOT A/KFC	
Mn 11/03 G	8:10p	60	\$100.00	SPOT A/NEWS JOURNAL	
Mn 11/03 D	10:39p	60	\$40.00	SPOT A/PROGRESS ENER	
Mn 11/03 D	11:38p	60	\$40.00	SPOT A/RIVERSHIP ROM	
Tu 11/04 E	12:38a	60	\$0.00	SPOT A/TRIPLE D	
Tu 11/04 E	2:38a	60	\$0.00	SPOT A/VOLUSIA RECYC	
Tu 11/04 B	7:50a	60	\$325.00	SPOT A/RDR4015B	
Tu 11/04 C	10:11a	60	\$209.00	SPOT A/COKE	
Tu 11/04 G	7:41p	60	\$100.00	SPOT A/DELTONA ALUMI	
Tu 11/04 C	8:10p	60	\$100.00	SPOT A/FL PUB UTILIT	
Tu 11/04 D	9:40p	60	\$40.00	SPOT A/GIANT REC WOR	
Tu 11/04 D	11:40p	60	\$40.00	SPOT A/KFC	
We 11/05 E	12:08a	60	\$0.00	SPOT A/NEWS JOURNAL	
We 11/05 E	1:39a	60	\$0.00	SPOT A/PROGRESS ENER	
We 11/05 E	2:08a	60	\$0.00	SPOT A/RIVERSHIP ROM	
We 11/05 E	3:38a	60	\$0.00	SPOT A/TRIPLE D	
We 11/05 A	5:51a	60	\$20.00	SPOT A/VOLUSIA RECYC	
We 11/05 C	6:12a	60	\$209.00	SPOT A/RDR4015B	
We 11/05 B	8:11a	60	\$325.00	SPOT A/COKE	
We 11/05 G	10:11a	60	\$100.00	SPOT A/DELTONA ALUMI	
Th 11/06 E	12:39a	60	\$0.00	SPOT A/FL PUB UTILIT	
Th 11/06 E	3:40a	60	\$0.00	SPOT A/GIANT REC WOR	
Th 11/06 A	4:39a	60	\$20.00	SPOT A/KFC	
Th 11/06 C	6:39p	60	\$209.00	SPOT B/COKE	
Th 11/06 G	8:09p	60	\$100.00	SPOT B/DELTONA ALUMI	
Th 11/06 D	10:09p	60	\$40.00	SPOT B/FL PUB UTILIT	

I warrant that the actual broadcast information shown on this invoice was taken from the official program log.



Remit to: Infinity Broadcasting DBA WOMX FM
P.O. Box 906011 Charlotte, NC 28290-6011
Phone: (407) 919-1000 Fax: (407) 919-1136

VOLUSIA COUNTY FAIR
VOLUSIA FAIR ADV

INVOICE NUMBER: 112735
WOMX-FM Orlando FL

PAGE: 2 TYPE: Complete
ACCOUNT: 94983

PRODUCT:
Salesperson: Barbara Hartley
Special Instr.: None

PAY THIS AMOUNT: \$3,400.00 BY: 11/25/03

Day/Date	Time	Len	Rate	Product	Comments
Th 11/06 D	11:10p	60	\$40.00	SPOT B/GIANT REC WOR	
Fr 11/07 E	1:08a	60	\$0.00	SPOT B/KFC	
Fr 11/07 A	4:40a	60	\$20.00	SPOT B/NEWS JOURNAL	
Fr 11/07 C	9:11a	60	\$209.00	SPOT B/PROGRESS ENER	
Fr 11/07 D	10:39p	60	\$40.00	SPOT B/RIVERSHIP ROM	
Sa 11/08 E	4:40a	60	\$0.00	SPOT B/COKE	
Sa 11/08 A	5:38a	60	\$20.00	SPOT B/DELTONA ALUMI	
Sa 11/08 G	7:50a	60	\$100.00	SPOT B/FL PUB UTILIT	
Sa 11/08 F	6:37p	60	\$60.00	SPOT B/KFC	
Sa 11/08 G	6:41p	60	\$100.00	SPOT B/NEWS JOURNAL	
Sa 11/08 G	7:38p	60	\$100.00	SPOT B/PROGRESS ENER	
Sa 11/08 G	8:09p	60	\$100.00	SPOT B/RIVERSHIP ROM	
Sa 11/08 F	9:38p	60	\$60.00	SPOT B/TRIPLE D	
Su 11/09 A	5:39a	60	\$20.00	SPOT B/VOLUSIA RECYC	
Su 11/09 I	6:50a	10	\$0.00	VC FAIR :10 #2	
Su 11/09 I	7:09a	10	\$0.00	VC FAIR :10 #2	
Su 11/09 I	7:20a	10	\$0.00	VC FAIR :10 #2	
Su 11/09 I	7:50a	10	\$0.00	VC FAIR :10 #2	
Su 11/09 I	8:09a	10	\$0.00	VC FAIR :10 #2	
Su 11/09 I	8:20a	10	\$0.00	VC FAIR :10 #2	
Su 11/09 F	9:11a	60	\$60.00	SPOT B/RDR4015B	
Su 11/09 F	11:09a	60	\$60.00	SPOT B/COKE	
Su 11/09 H	2:08p	59	\$100.00	SCOTT/ERICA PREREC 1	
Su 11/09 H	3:08p	59	\$100.00	SCOTT/ERICA PREREC 2	
Su 11/09 F	7:09p	60	\$60.00	SPOT B/DELTONA ALUMI	
Su 11/09 F	8:37p	60	\$60.00	SPOT B/FL PUB UTILIT	

Product summary:	Units	Gross	Agcy Commsn	Net
SCOTT/ERICA PREREC 1	1	\$100.00	-\$15.00	\$85.00
SCOTT/ERICA PREREC 2	1	\$100.00	-\$15.00	\$85.00
SPOT A/COKE	3	\$534.00	-\$80.10	\$453.90
SPOT A/DELTONA ALUMI	3	\$200.00	-\$30.00	\$170.00

I warrant that the actual broadcast information shown on this invoice was taken from the official program log.



Remit to: Infinity Broadcasting DBA WOMX FM
P.O. Box 906011 Charlotte, NC 28290-6011
Phone: (407) 919-1000 Fax: (407) 919-1136

VOLUSIA COUNTY FAIR
VOLUSIA FAIR ADV

INVOICE NUMBER: 112735

WOMX-FM Orlando FL

INVOICE DATE: 11/10/03
PAGE: 3 TYPE: Complete
ACCOUNT: 94983
CONTRACT: 32332
PRODUCT:

Salesperson: Barbara Hartley

Special Instr.: None

PAY THIS AMOUNT: \$3,400.00 BY: 11/25/03

Product summary:	Units	Gross	Agcy Commsn	Net
SPOT A/FL PUB UTILIT	3	\$425.00	-\$63.75	\$361.25
SPOT A/GIANT REC WOR	3	\$249.00	-\$37.35	\$211.65
SPOT A/KFC	3	\$160.00	-\$24.00	\$136.00
SPOT A/NEWS JOURNAL	2	\$100.00	-\$15.00	\$85.00
SPOT A/PROGRESS ENER	2	\$40.00	-\$6.00	\$34.00
SPOT A/RDR4015B	2	\$534.00	-\$80.10	\$453.90
SPOT A/RIVERSHIP ROM	2	\$40.00	-\$6.00	\$34.00
SPOT A/TRIPLE D	2	\$0.00	\$0.00	\$0.00
SPOT A/VOLUSIA RECYC	2	\$20.00	-\$3.00	\$17.00
SPOT B/COKE	3	\$269.00	-\$40.35	\$228.65
SPOT B/DELTONA ALUMI	3	\$160.00	-\$24.00	\$136.00
SPOT B/FL PUB UTILIT	3	\$120.00	-\$18.00	\$102.00
SPOT B/GIANT REC WOR	2	\$140.00	-\$21.00	\$119.00
SPOT B/KFC	2	\$60.00	-\$9.00	\$51.00
SPOT B/NEWS JOURNAL	2	\$120.00	-\$18.00	\$102.00
SPOT B/PROGRESS ENER	2	\$309.00	-\$46.35	\$262.65
SPOT B/RDR4015B	2	\$60.00	-\$9.00	\$51.00
SPOT B/RIVERSHIP ROM	2	\$140.00	-\$21.00	\$119.00
SPOT B/TRIPLE D	2	\$100.00	-\$15.00	\$85.00
SPOT B/VOLUSIA RECYC	2	\$20.00	-\$3.00	\$17.00
VC FAIR :10 #1	6	\$0.00	\$0.00	\$0.00
VC FAIR :10 #2	6	\$0.00	\$0.00	\$0.00

I warrant that the actual broadcast information shown on this invoice was taken from the official program log.



Remit to: Infinity Broadcasting DBA WOMX FM
P.O. Box 906011 Charlotte, NC 28290-6011
Phone: (407) 919-1000 Fax: (407) 919-1136

VOLUSIA COUNTY FAIR
VOLUSIA FAIR ADV

INVOICE NUMBER: 112735
WOMX-FM Orlando FL

INVOICE DATE: 11/10/03
PAGE: 4 TYPE: Complete
ACCOUNT: 94983
CONTRACT: 32332
PRODUCT:

Salesperson: Barbara Hartley

Special Instr.: None



PAY THIS AMOUNT:	BY:
\$3,400.00	11/25/03

Contract #0032332 11/2/03 to 11/9/03
VOLUSIA COUNTY FAIR

- A: 11/09
- B: 11/05
- C: 11/07
- D: 11/07

I: 11/09 12 10's No Charge
Total Charge:

\$0.00

I warrant that the actual broadcast information shown on this invoice was taken from the official program log.

Audit Disclosure 4
Exhibit 9

Invoice/Affidavit: 26020

Advertiser: VOLUSIA COUNTY FAIR

OL	Ordered	Days	By Week	Rate	ISCI#/Spot Title	Date	Time	Len	Rate	MG
Market: Orlando										
Station: WSHE-FM										
1	05:00:00-21:00:00	MTWThF	28	\$100.00	Commercial					
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/03/2003	05:36 AM	60	\$100.00	
					VOLUSIA COUNTY/30A+FL PUB	11/03/2003	07:20 AM	60	\$100.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/03/2003	02:51 PM	60	\$100.00	
					VOLUSIA COUNTY/30A+KFC	11/03/2003	04:53 PM	60	\$100.00	
					VOLUSIA COUNTY/30A+NEWS	11/03/2003	06:21 PM	60	\$100.00	
					VOLUSIA COUNTY/30A+PROGRESS	11/04/2003	05:12 AM	60	\$100.00	
					VOLUSIA COUNTY/30A+RIVERSHIP	11/04/2003	09:50 AM	60	\$100.00	
					VOLUSIA COUNTY/30A+TRIPLE D	11/04/2003	11:23 AM	60	\$100.00	
					VOLUSIA COUNTY/30A+VOLUSIA	11/04/2003	01:22 PM	60	\$100.00	
					VOLUSIA COUNTY/30A+COKE	11/04/2003	07:33 PM	60	\$100.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/05/2003	11:20 AM	60	\$100.00	
					VOLUSIA COUNTY/30A+FL PUB	11/05/2003	12:56 PM	60	\$100.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/05/2003	01:37 PM	60	\$100.00	
					VOLUSIA COUNTY/30A+KFC	11/05/2003	07:37 PM	60	\$100.00	
					VOLUSIA COUNTY/30A+NEWS	11/05/2003	08:53 PM	60	\$100.00	
					VOLUSIA COUNTY/30A+NEWS	11/06/2003	05:34 AM	60	\$100.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/06/2003	10:54 AM	60	\$100.00	
					VOLUSIA COUNTY/30A+FL PUB	11/06/2003	11:36 AM	60	\$100.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/06/2003	04:56 PM	60	\$100.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/06/2003	07:33 PM	60	\$100.00	
					VOLUSIA COUNTY/30B+FL PUB	11/06/2003	08:36 PM	60	\$100.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/07/2003	06:46 AM	60	\$100.00	
					VOLUSIA COUNTY/30B+FL PUB	11/07/2003	11:21 AM	60	\$100.00	
					VOLUSIA COUNTY/30B+GIANT REC	11/07/2003	11:55 AM	60	\$100.00	
					VOLUSIA COUNTY/30B+KFC	11/07/2003	12:38 PM	60	\$100.00	
					VOLUSIA COUNTY/30B+NEWS	11/07/2003	02:36 PM	60	\$100.00	
					VOLUSIA COUNTY/30B+PROGRESS	11/07/2003	04:57 PM	60	\$100.00	
					VOLUSIA COUNTY/30B+RIVERSHIP	11/07/2003	08:36 PM	60	\$100.00	
2	06:00:00-19:00:00	SSn	13	\$55.00	Commercial					
					VOLUSIA COUNTY/30B+TRIPLED	11/08/2003	06:54 AM	60	\$55.00	
					VOLUSIA COUNTY/30B+VOLUSIA	11/08/2003	07:52 AM	60	\$55.00	
					VOLUSIA COUNTY/30B+COKE	11/08/2003	08:52 AM	60	\$55.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/08/2003	03:21 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+FL PUB	11/08/2003	04:53 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+GIANT REC	11/08/2003	05:54 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+KFC	11/08/2003	06:54 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+NEWS	11/09/2003	07:21 AM	60	\$55.00	
					VOLUSIA COUNTY/30B+PROGRESS	11/09/2003	09:57 AM	60	\$55.00	
					VOLUSIA COUNTY/30B+RIVERSHIP	11/09/2003	01:35 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+TRIPLED	11/09/2003	02:37 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+VOLUSIA	11/09/2003	03:22 PM	60	\$55.00	
					VOLUSIA COUNTY/30B+COKE	11/09/2003	04:52 PM	60	\$55.00	

Totals for Station:	WSHE-FM	# Spots:	41	Gross Amt:	\$3,515.00
Totals for Market:	Orlando	# Spots:	41	Gross Amt:	\$3,515.00
Totals for Invoice:		# Spots:	41	Gross Amt:	\$3,515.00

Invoice/Affidavit: 25599

Advertiser: VOLUSIA COUNTY FAIR

OL	Ordered	Days	By Week	Rate	ISCI#/Spot Title	Date	Time	Len	Rate	MG
Market: Orlando										
Station: WXXL-FM										
1	00:00:00-23:59:00	FSSn	15	\$10.00	Commercial					
					VOLUSIA COUNTY/30A+RIVERSHIP	10/31/2003	12:17 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+TRIPLE D	10/31/2003	01:47 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+VOLUSIA	10/31/2003	02:21 AM	60	\$10.00	
					VOLUSIA COUTY/30A+COKE	10/31/2003	03:47 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	10/31/2003	04:17 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+KFC	11/01/2003	12:57 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+NEWS	11/01/2003	01:47 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+PROGRESS	11/01/2003	02:19 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+RIVERSHIP	11/01/2003	03:45 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+TRIPLE D	11/01/2003	04:21 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/02/2003	12:19 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+KFC	11/02/2003	03:46 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+NEWS	11/02/2003	04:19 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+PROGRESS	11/02/2003	11:15 AM	60	\$10.00	
					VOLUSIA COUNTY/30A+RIVERSHIP	11/02/2003	03:44 PM	60	\$10.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/07/2003	12:17 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+FL PUB	11/07/2003	01:20 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+GIANT REC	11/07/2003	02:46 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+KFC	11/07/2003	03:18 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+NEWS	11/07/2003	04:48 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/08/2003	01:19 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+FL PUB	11/08/2003	02:48 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+GIANT REC	11/08/2003	03:48 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+KFC	11/08/2003	11:13 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+NEWS	11/08/2003	12:13 PM	60	\$10.00	
					VOLUSIA COUNTY/30B+GIANT REC	11/09/2003	12:24 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+KFC	11/09/2003	02:20 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+NEWS	11/09/2003	03:53 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+PROGRESS	11/09/2003	05:46 AM	60	\$10.00	
					VOLUSIA COUNTY/30B+RIVERSHIP	11/09/2003	01:10 PM	60	\$10.00	
2	06:00:00-09:59:00	SSn	4	\$25.00	Commercial					
					VOLUSIA COUNTY/30A+VOLUSIA	11/01/2003	07:49 AM	60	\$25.00	
					VOLUSIA COUTY/30A+COKE	11/01/2003	09:41 AM	60	\$25.00	
					VOLUSIA COUNTY/30A+TRIPLE D	11/02/2003	06:43 AM	60	\$25.00	
					VOLUSIA COUNTY/30A+VOLUSIA	11/02/2003	07:37 AM	60	\$25.00	
					VOLUSIA COUNTY/30B+PROGRESS	11/08/2003	06:12 AM	60	\$25.00	
					VOLUSIA COUNTY/30B+RIVERSHIP	11/08/2003	09:45 AM	60	\$25.00	
					VOLUSIA COUNTY/30B+TRIPLED	11/09/2003	06:22 AM	60	\$25.00	
					VOLUSIA COUNTY/30B+VOLUSIA	11/09/2003	07:15 AM	60	\$25.00	
3	10:00:00-21:59:00	SSn	5	\$150.00	Commercial					
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/01/2003	08:43 PM	60	\$150.00	
					VOLUSIA COUNTY/30A+FL PUB	11/01/2003	09:42 PM	60	\$150.00	
					VOLUSIA COUTY/30A+COKE	11/02/2003	07:16 PM	60	\$150.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/02/2003	08:21 PM	60	\$150.00	
					VOLUSIA COUNTY/30A+FL PUB	11/02/2003	09:33 PM	60	\$150.00	
					VOLUSIA COUNTY/30B+TRIPLED	11/08/2003	08:15 PM	60	\$150.00	
					VOLUSIA COUNTY/30B+VOLUSIA	11/08/2003	09:20 PM	60	\$150.00	
					VOLUSIA COUTY/30B+COKE	11/09/2003	07:15 PM	60	\$150.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/09/2003	08:43 PM	60	\$150.00	
					VOLUSIA COUNTY/30B+FL PUB	11/09/2003	09:39 PM	60	\$150.00	

Audit Disclosure 4
Exhibit 9

Invoice/Affidavit: 25599

Advertiser: VOLUSIA COUNTY FAIR

OL	Ordered	Days	By Week	Rate	ISCI#/Spot Title	Date	Time	Len	Rate	MG
Market: Orlando										
Station: WXXL-FM										
4	06:00:00-09:59:00	MTWThF	4	\$275.00	Commercial					
					VOLUSIA COUNTY/30A+GIANT REC	11/03/2003	07:50 AM	60	\$275.00	
					VOLUSIA COUNTY/30A+VOLUSIA	11/04/2003	06:35 AM	60	\$275.00	
					VOLUSIA COUNTY/30A+TRIPLE D	11/05/2003	09:43 AM	60	\$275.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/06/2003	06:53 AM	60	\$275.00	
5	10:00:00-14:59:00	MTWThF	10	\$175.00	Commercial					
					VOLUSIA COUNTY/30A+KFC	11/03/2003	12:19 PM	60	\$175.00	
					VOLUSIA COUNTY/30A+NEWS	11/03/2003	02:42 PM	60	\$175.00	
					VOLUSIA COUTY/30A+COKE	11/04/2003	10:30 AM	60	\$175.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/04/2003	01:45 PM	60	\$175.00	
					VOLUSIA COUNTY/30A+VOLUSIA	11/05/2003	01:41 PM	60	\$175.00	
					VOLUSIA COUTY/30A+COKE	11/05/2003	02:38 PM	60	\$175.00	
					VOLUSIA COUNTY/30A+FL PUB	11/06/2003	10:19 AM	60	\$175.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/06/2003	11:04 AM	60	\$175.00	
					VOLUSIA COUNTY/30B+PROGRESS	11/07/2003	11:46 AM	60	\$175.00	
					VOLUSIA COUNTY/30B+RIVERSHIP	11/07/2003	12:18 PM	60	\$175.00	
6	05:30:00-21:59:00	MTWThF	18	\$25.00	Commercial					
					VOLUSIA COUNTY/30A+PROGRESS	11/03/2003	05:32 AM	60	\$25.00	
					VOLUSIA COUNTY/30A+RIVERSHIP	11/03/2003	08:43 PM	60	\$25.00	
					VOLUSIA COUNTY/30A+TRIPLE D	11/03/2003	09:41 PM	60	\$25.00	
					VOLUSIA COUNTY/30A+FL PUB	11/04/2003	06:02 AM	60	\$25.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/04/2003	08:40 PM	60	\$25.00	
					VOLUSIA COUNTY/30A+KFC	11/04/2003	09:16 PM	60	\$25.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/05/2003	05:32 AM	60	\$25.00	
					VOLUSIA COUNTY/30A+FL PUB	11/05/2003	09:20 PM	60	\$25.00	
					VOLUSIA COUNTY/30A+KFC	11/06/2003	05:32 AM	60	\$25.00	
					VOLUSIA COUNTY/30A+NEWS	11/06/2003	12:17 PM	60	\$25.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/06/2003	09:13 PM	60	\$25.00	
					VOLUSIA COUNTY/30B+TRIPLED	11/07/2003	05:31 AM	60	\$25.00	
					VOLUSIA COUNTY/30B+VOLUSIA	11/07/2003	06:28 AM	60	\$25.00	
					VOLUSIA COUTY/30B+COKE	11/07/2003	02:44 PM	60	\$25.00	
7	05:00:00-23:59:59	MTWThF	20	\$0.00	Commercial					
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	10/27/2003	08:16 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+FL PUB	10/27/2003	09:39 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+GIANT REC	10/27/2003	10:42 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+KFC	10/27/2003	11:19 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+NEWS	10/28/2003	05:19 AM	60	\$0.00	
					VOLUSIA COUNTY/30A+PROGRESS	10/28/2003	09:25 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+RIVERSHIP	10/28/2003	10:10 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+TRIPLE D	10/28/2003	11:37 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	10/29/2003	05:17 AM	60	\$0.00	
					VOLUSIA COUNTY/30A+FL PUB	10/29/2003	10:46 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+GIANT REC	10/30/2003	05:18 AM	60	\$0.00	
					VOLUSIA COUNTY/30A+KFC	10/30/2003	09:37 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+NEWS	10/30/2003	10:46 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+PROGRESS	10/30/2003	11:40 PM	60	\$0.00	
					VOLUSIA COUNTY/30A+FL PUB	10/31/2003	06:04 AM	60	\$0.00	
					VOLUSIA COUNTY/30A+GIANT REC	10/31/2003	10:24 PM	60	\$0.00	
8	05:00:00-23:59:59	TWThF	4	\$0.00	Commercial					
					VOLUSIA COUNTY/30A+NEWS	11/04/2003	05:21 AM	60	\$0.00	MG

Audit Disclosure 4
Exhibit 9

Invoice/Affidavit: 25599

Advertiser: VOLUSIA COUNTY FAIR

OL	Ordered	Days	By Week	Rate	ISCI#/Spot Title	Date	Time	Len	Rate	MG
Market: Orlando										
Station: WXXL-FM										
8	05:00:00-23:59:59	TWThF	4	\$0.00	Commercial					
					VOLUSIA COUNTY/30A+PROGRESS	11/04/2003	10:06 PM	60	\$0.00	MG
					VOLUSIA COUNTY/30A+RIVERSHIP	11/04/2003	11:21 PM	60	\$0.00	MG
					VOLUSIA COUNTY/30B+FL PUB	11/06/2003	10:46 PM	60	\$0.00	MG
10	05:30:00-21:59:00	FSSn	2	\$25.00	Commercial					
					VOLUSIA COUTY/30B+COKE	11/08/2003	07:49 PM	60	\$25.00	MG
					VOLUSIA COUNTY/30B+GIANT REC	11/09/2003	06:44 PM	60	\$25.00	MG
11	05:30:00-21:59:00	FSSn	1	\$25.00	Commercial					
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/08/2003	05:14 PM	60	\$25.00	MG
12	05:30:00-21:59:00	FSSn	1	\$25.00	Commercial					
					VOLUSIA COUNTY/30B+FL PUB	11/08/2003	10:19 AM	60	\$25.00	MG
Totals for Station:		WXXL-FM			# Spots:	100			Gross Amt:	\$5,300.00
Totals for Market:		Orlando			# Spots:	100			Gross Amt:	\$5,300.00
Totals for Invoice:					# Spots:	100			Gross Amt:	\$5,300.00

Invoice/Affidavit: 25597

Advertiser: VOLUSIA COUNTY FAIR

OL	Ordered	Days	By Week	Rate	ISCI#/Spot Title	Date	Time	Len	Rate	MG
Market: Orlando										
Station: WMGF-FM										
1	06:00:00-10:00:00	MTWThF	5	\$250.00						
	Commercial				VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/03/2003	06:05 AM	60	\$250.00	
					VOLUSIA COUNTY/30A+PROGRESS	11/04/2003	06:10 AM	60	\$250.00	
					VOLUSIA COUTY/30A+COKE	11/05/2003	06:32 AM	60	\$250.00	
					VOLUSIA COUNTY/30A+NEWS	11/06/2003	06:29 AM	60	\$250.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/07/2003	06:49 AM	60	\$250.00	
2	10:00:00-15:00:00	MTWThF	6	\$250.00						
	Commercial				VOLUSIA COUNTY/30A+FL PUB	11/03/2003	02:58 PM	60	\$250.00	
					VOLUSIA COUNTY/30A+RIVERSHIP	11/04/2003	02:59 PM	60	\$250.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/05/2003	02:51 PM	60	\$250.00	
					VOLUSIA COUNTY/30A+DELTONA ALUMINUM	11/06/2003	02:52 PM	60	\$250.00	
					VOLUSIA COUNTY/30B+FL PUB	11/07/2003	01:35 PM	60	\$250.00	
					VOLUSIA COUNTY/30B+GIANT REC	11/07/2003	02:53 PM	60	\$250.00	
3	00:00:00-23:59:00	MTWThFSSn	15	\$4.00						
	Commercial				VOLUSIA COUNTY/30A+GIANT REC	11/03/2003	01:54 AM	60	\$4.00	
					VOLUSIA COUNTY/30A+KFC	11/03/2003	03:57 AM	60	\$4.00	
					VOLUSIA COUNTY/30A+NEWS	11/03/2003	04:37 AM	60	\$4.00	
					VOLUSIA COUNTY/30A+TRIPLE D	11/04/2003	12:38 AM	60	\$4.00	
					VOLUSIA COUNTY/30A+VOLUSIA	11/04/2003	04:40 AM	60	\$4.00	
					VOLUSIA COUNTY/30A+FL PUB	11/05/2003	01:37 AM	60	\$4.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/05/2003	04:37 AM	60	\$4.00	
					VOLUSIA COUNTY/30A+FL PUB	11/06/2003	01:54 AM	60	\$4.00	
					VOLUSIA COUNTY/30A+GIANT REC	11/06/2003	03:41 AM	60	\$4.00	
					VOLUSIA COUNTY/30B+KFC	11/07/2003	03:29 AM	60	\$4.00	
					VOLUSIA COUNTY/30B+NEWS	11/07/2003	05:01 AM	60	\$4.00	
					VOLUSIA COUNTY/30B+PROGRESS	11/08/2003	03:57 AM	60	\$4.00	
					VOLUSIA COUNTY/30B+RIVERSHIP	11/08/2003	05:56 AM	60	\$4.00	
					VOLUSIA COUTY/30B+COKE	11/09/2003	12:57 AM	60	\$4.00	
					VOLUSIA COUNTY/30B+DELTONA ALUMINUM	11/09/2003	01:42 AM	60	\$4.00	
4	10:00:00-13:00:00	S	1	\$85.00						
	Commercial				VOLUSIA COUNTY/30B+TRIPLED	11/08/2003	11:57 AM	60	\$85.00	
5	14:00:00-16:00:00	S	4	\$95.00						
	Live				VOLUSIA COUNTY FAIR/LIVE CALL INS	11/08/2003	02:40 PM	60	\$95.00	
					VOLUSIA COUNTY FAIR/LIVE CALL INS	11/08/2003	02:57 PM	60	\$95.00	
					VOLUSIA COUNTY FAIR/LIVE CALL INS	11/08/2003	03:38 PM	60	\$95.00	
					VOLUSIA COUNTY FAIR/LIVE CALL INS	11/08/2003	03:55 PM	60	\$95.00	
6	06:00:00-21:00:00	S	1	\$40.00						
	Commercial				VOLUSIA COUNTY/30B+VOLUSIA	11/08/2003	08:27 PM	60	\$40.00	
7	10:00:00-19:00:00	Sn	6	\$85.00						
	Commercial				VOLUSIA COUNTY/30B+FL PUB	11/09/2003	12:59 PM	60	\$85.00	
					VOLUSIA COUNTY/30B+GIANT REC	11/09/2003	01:39 PM	60	\$85.00	
					VOLUSIA COUNTY/30B+KFC	11/09/2003	02:58 PM	60	\$85.00	
					VOLUSIA COUNTY/30B+NEWS	11/09/2003	03:37 PM	60	\$85.00	
					VOLUSIA COUNTY/30B+PROGRESS	11/09/2003	04:55 PM	60	\$85.00	
					VOLUSIA COUNTY/30B+RIVERSHIP	11/09/2003	06:35 PM	60	\$85.00	

Totals for Station: WMGF-FM # Spots: 38 Gross Amt: \$3,825.00