WABE IS ATLANTA’S HUB FOR CULTURE, NEWS AND CONVERSATION

We exist to create a more informed and connected Atlanta by bringing people together to share perspectives — breaking down barriers and building bridges across the people and neighborhoods of the city we call home.
WABE creates and broadcasts original, award-winning, local programs and sources renowned programming from NPR, Public Radio International, American Public Media, and more.

**PEABODY**

**PULITZER PRIZE**

**ROBERT F. KENNEDY**

**ATLANTA PRESS CLUB**

**EDWARD R. MURROW**

**SILVER GAVEL**

**GEORGIA ASSOCIATION OF BROADCASTERS**

2021 Atlanta Press Club Award of Excellence: Documentary Series *Stephannie Stokes*
2021 Atlanta Press Club Award of Excellence: Use of Sound *Jim Burress*
2021 Atlanta Press Club Award of Excellence: Digital News *Johnny Kauflman*
2021 Atlanta Press Club Award of Excellence: Reporting on Civil & Human Rights *Emma Hurt*
2021 Atlanta Press Club Award of Excellence: Radio News *Emma Hurt*
2020 Gabby Award: Best Feature Story Radio *Emma Hurt*
2020 Gabby Award: Best Program Non-News or Sports Radio *Stephannie Stokes*
2021 Pulitzer Prize: Audio Reporting Podcast "No Compromise" *Lisa Hagen*
2021 Silver Gavel Award: Podcast *Buried Truths*
2020 Edward R. Murrow Award: Podcast *Buried Truths*
2019 Peabody Award: Podcast *Buried Truths*
2019 Robert F Kennedy Award: Podcast *Buried Truths*
2019 Atlanta Press Club: Award of Excellence Podcast *Buried Truths*
REACHING OVER 600,000 ATLANTANS ANNUALLY*

WABE listeners are the most educated and affluent audience in radio. They place a high value on creativity, curiosity, and social consciousness, and they have a strong attachment to nature and the environment.

*Source: Atlanta, Nielsen Radio Nov’19-Oct’20 Metro P6+
EDUCATED
- 70% more likely to have a college degree
- 102% more likely to have a postgraduate degree

AFFLUENT
- 67% more likely to earn more than $250K yearly
- 316% more likely to own a home valued over $1M
- 60% more likely to have a net worth of $2million or more

ENGAGED
- 95% more likely to read *The Wall Street Journal*
- 73% more likely to read *The New York Times*
- 21% more likely to ALWAYS vote in state and local elections

GENEROUS
- 135% more likely to contribute money to an arts/cultural organization
- 93% more likely to contribute money to a Social Care organization
- 153% more likely to donate to a political organization

*Atlanta Scarborough R2 2019 & 2020, July 2018 – July 2020*
It’s not just “Radio”; it’s NPR.

Our listeners are loyal. Approximately 200,000 weekly listeners prefer WABE over any other station.

Listener loyalty also translates into financial support. Last year, over 40,000 active donors made individual gifts that account for 56% of WABE’s annual operating budget.

Source: Atlanta, Nielsen Radio Nov’19-Oct’20 Metro P6+
THE WABE 90.1 HALO EFFECT

- WABE Donors are 6 times more likely to pay attention to sponsor messaging on WABE 90.1 than on any other Radio or TV station they consume.*

- More than 4 out of 5 (82%) WABE donors state that it is Important for them to support the organizations that sponsor WABE 90.1.*

- Underwriting with WABE 90.1 at recommended frequency levels for a full year is proven to Significantly Increase Brand Approval & Consideration Scores.*

*WABE’s Proprietary Donor Surveys – Aug’19, Feb’20 & Aug’20
Concise sponsor messages have an objective style that the public media audience expects and appreciates, and in an uncluttered environment, they stand out.

WABE airs an average of 2½ minutes per hour of sponsor messaging versus up to 18 minutes per hour of advertising and promotion on most commercial news and sports radio.

WABE’s spoken word format means that underwriting announcements are foreground listening, not perceived as interruptions in programming content.
WHEN ATLANTANS WANT TO BE INFORMED, INSPIRED AND ENTERTAINED, THEY TURN TO WABE

**MORNINGS**
Atlantans wake to trusted news from NPR’s Morning Edition and continue their mornings with 1A and City Lights with Lois Reitzes.

**AFTERNOONS**
Listeners tune in for in-depth coverage and storytelling with Here & Now, Closer Look with Rose Scott, Fresh Air, and All Things Considered.

**WEEKENDS**
The city sits back and listens to public media classics like Wait, Wait ... Don’t Tell Me!, Weekend Edition, and This American Life.
Morning Edition
Mon–Fri, 6a–10a | Lisa Rayam, Host

Morning Edition takes listeners around the metro Atlanta area, the country, and the world with multifaceted stories and commentaries that inform, challenge and occasionally amuse.
ALL THINGS CONSIDERED
Mon–Fri, 4p–6:30p | Jim Burress, Host

A trademark mix of news, interviews, commentaries, reviews, and insightful features from across the country and around the world.
1A takes on urgent issues and diverse ideas with respectful dialogue. It is a show for a changing America that takes the time to help America look at itself and to ask what it wants to be.
City Lights with Lois Reitzes explores the ways in which people express themselves creatively and enhance our lives. The show covers a wide range of music, theatre, dance, pop culture, visual arts, and more.
CLOSER LOOK WITH ROSE SCOTT

Mon–Fri, 1p–2p & 7p-8p
Rose Scott, Host

Closer Look with Rose Scott leads discussions on the issues that impact where we live. The show takes listeners inside metro Atlanta neighborhoods, engages with the biggest newsmakers, and gives a voice to folks who often don’t have one.
FRESH AIR
Mon–Fri, 2p–3p & 10p-11p, Sat 6p-7p
Terry Gross, Host

Fresh Air is a Peabody Award-winning weekday magazine of contemporary arts and issues. It’s one of the most popular public radio shows with over 5 million listeners weekly.
MARKETPLACE
Mon–Fri, 6:30p–7p, Hourly in Morning Edition
Kai Ryssdal, Host

*Marketplace* is the most listened-to financial program in America. It focuses on the latest business news both nationally and internationally, the global economy, and wider events linked to the financial markets. In addition to the full-length program, the *Marketplace Morning Report* airs during every hour of *Morning Edition.*
WAIT WAIT... DON'T TELL ME!
Sat 10a-11a, 4p-5p & Sun 11a-12p
Peter Sagal, Host

Walt Wait... Don’t Tell Me! NPR’s weekly hour-long quiz program. Each week audiences test their knowledge against some of the best and brightest in the news and entertainment world while figuring out what’s real news and what’s made up.
ENGAGE ATLANTANS THROUGH MULTIPLE PLATFORMS

**BROADCAST**
600,000+ highly engaged listeners annually

**DIGITAL**
700,000 page views per month 400,000 unique visitors per month

**24/7 AUDIO STREAMING**
Over 10 million session/year & approx.: 150,000 unique users per month

**PODCASTS & ON-DEMAND**
Over 1 million downloads per year

**WEEKLY NEWSLETTERS**
Over 30,000 opt-in subscribers for each blast

**COMMUNITY EVENTS**
From intimate settings to large gatherings, WABE events launch thought-provoking discussions
ENGAGE ATLANTANS THROUGH MULTIPLE PLATFORMS

<table>
<thead>
<tr>
<th>Platform</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>WABE Radio Live</td>
<td>600,000+ highly engaged listeners annually</td>
</tr>
<tr>
<td>WABE Radio Live Stream</td>
<td>Over 10 million session/year &amp; approx.: 150,000 unique users per month</td>
</tr>
<tr>
<td>WABE.org</td>
<td>700,000 page views per month 400,000 unique visitors per month</td>
</tr>
<tr>
<td>WABE-TV Live</td>
<td>Over 1 Million Annual Viewers</td>
</tr>
<tr>
<td>PODCASTS &amp; ON-DEMAND</td>
<td>Over 1 million downloads per year</td>
</tr>
<tr>
<td>WABE Radio &amp; TV NEWSLETTERS</td>
<td>Over 30,000 opt-in subscribers each newsletter</td>
</tr>
<tr>
<td>WABE COMMUNITY EVENTS</td>
<td>From intimate settings to large gatherings, WABE events launch thought-provoking discussions</td>
</tr>
<tr>
<td>CONCERTS</td>
<td>Sounds Like ATL @ City Winery &amp; WABE’s MixTape Live</td>
</tr>
</tbody>
</table>
OVER 2.6 MILLION LISTENS TO DATE!

SEASON 1:  March-May 2018  |  SEASON 2:  February-April 2019  |  SEASON 3:  September 2020  |  SEASON 4:  Coming Fall 2022
The Peabody Awards are among the top honors in broadcast journalism and this year the list of 60 nominees includes a record 11 podcasts and radio shows. The list of nominees was selected by the Peabody’s board of 19 jurors from more than 1,200 entries—including a record number of podcast submissions.

Buried Truths received recognition as Winner of the Edward R. Murrow Award in the Large Market Radio Podcast category amid some of the best journalism produced in the country.

Buried Truths Season 3 on Ahmaud Arbery has won the 2021 Silver Gavel Award for Radio from the American Bar Association. This very prestigious award recognizes outstanding works in media and the arts that help to further the understanding of the American judicial system.
ON THE RECORD – OFF THE CLOCK
WABE Morning Edition host Lisa Rayam hosts a conversation between strategists from the right and the left. Democratic strategist Tharon Johnson, Barack Obama’s former Southern Regional Director, and Republican strategist Brian Robinson, former communications director for Georgia Gov. Nathan Deal, bring their personalities and passion to the table for an informed, respectful and lively discussion. They spar, they delve into topics others avoid, and they give credit where it’s due.

Lisa Rayam brings years of experience covering Georgia news and politics to this role, from her recent moderation of the US Senate debate, her time on the anchor desk at Fox5, and of course in her role here as host of Morning Edition. And she joins a strong team. Analysts Brian Robinson and Tharon Johnson will continue their roles as her “podmates” from the right and left, bringing the same sharp insight that they’ve shared throughout the life of podcast.
POLITICAL BREAKFAST LIVE!
Lisa Rayam brings her dynamic conversations with Republican strategist Brian Robinson and Democratic strategist Tharon Johnson to a live audience.

STATE GOVERNMENT MATTERS TOO:
A Crash Course On The Georgia Legislature. WABE’s political reporters host an interactive evening looking at the ins and outs of state government’s powers and limitations.

SOUNDS LIKE ATL @ CITY WINERY
Monthly Concerts at City Winery that highlight the best of Atlanta’s local and independent artists. With themes such as Black History Month, Jazz Appreciation Month, Americana in July, Hispanic Heritage Month and many more!

WABE TAKES CONNECTING ATLANTA BEYOND AIRTIME, WITH CONCERTS, LOCAL COMMUNITY EVENTS, FORUMS, AND SPEAKING ENGAGEMENTS.
WABE’S AUDIENCE EXTENDS FROM ATHENS TO ATLANTA AND ROME TO GRIFFIN
WABE will work with you to create an underwriting announcement that meets your needs and adheres to designated FCC guidelines for public radio.

Because of the unique relationship that WABE has with its listeners, we reserve the right to accept or reject any copy language.

Underwriting announcements are strictly for the identification of the sponsor, their products and services, and cannot specifically promote these products and services.
COPY GUIDELINES: DO’s

All underwriting announcements include the following lead-in language “Support for WABE comes from...”

DO

1. Establish your organization’s name and location
2. Describe your main products and services
3. Include a telephone number or website
4. Mention well-established, recognizable corporate slogan
5. Make value-neutral statements about your product or service
6. Mention how long you have been in business, if you wish
7. State that your company or business supports WABE, ATL PBA or one of their programs

*All underwriting messages are reviewed on a case-by-case basis by WABE.
COPY GUIDELINES: DON’Ts

All underwriting announcements include the following lead-in language “Support for WABE comes from...”

DON’T

1. Use comparative, qualitative or suggestive language
2. Address the usefulness, convenience or advantages of the product or service
3. Mention prices, interest rates, or indications of savings associated with product
4. Include any use of the first or second person
5. Employ inducements to buy, sell, rent, lease, borrow or loan
6. Issue any calls to action
7. Advocate any matter of public interest
8. Use jingles or any language in music
9. Mention awards, certifications or designations to your copy to describe someone or something.

*All underwriting messages are reviewed on a case-by-case basis by WABE.
BUSINESS SERVICES
Support for WABE comes from Leapfrog, offering managed IT services and solutions designed to help businesses leverage technology to achieve their business goals. More information is available at LeapfrogServices.com. Leapfrog, extraordinary IT services.

MEDICAL
Local support for Marketplace comes from Georgia Cancer Specialists, affiliated with Northside Hospital Cancer Institute, treating patients at 26 locations. Information on Georgia Cancer Specialists found at GAcancer.com. The cancer answer.

AUTOMOTIVE
Support for WABE comes from Audi Atlanta, a Jim Ellis dealership, featuring the Audi Q5, the luxury SUV appointed with quattro® all wheel drive, Audi connect®, and rich infotainment systems. Audi Q5 test drives available. AudiAtlanta.com.

BANKING
Support for WABE comes from Suntrust, now Truist. Who’s team of wealth advisors are committed to helping you look beyond the portfolio so you are prepared for whatever life brings. You can find more information at Suntrust.com/reserve.
HOME IMPROVEMENT
Local support for Marketplace comes from Shumate. Now providing customers with heating, air conditioning, plumbing, and electrical services throughout Atlanta. 24-hour service 365 days a year. When your family can’t wait, it’s time to call Shumate.

ENTERTAINMENT
Support for WABE comes from the Fox Theatre presenting Jason Isbell and special guest, Josh Ritter, September twenty-fourth at the Fox Theatre. Tickets on sale at FoxTheatre.org and the Fox Theatre ticket office.

SECONDARY SCHOOL
Support for WABE comes from the Galloway School, where students ages three through grade twelve are inspired to be fearless learners, to embrace challenges, and to discover more about themselves and the world around them. Info on tours and more at GallowaySchool.org.

BUSINESS SCHOOL
Support for WABE comes from the Atlanta Executive MBA connection. You can join three of Georgia’s top business schools on April eleventh to learn how an executive MBA can help you take the next step in your career. Registration is at AtlantaMBA.com.
# WABE RATE CARD

## Rates Per Each :15 Announcement

<table>
<thead>
<tr>
<th>Individual Programs</th>
<th>M-F</th>
<th>Time</th>
<th>STANDARD</th>
<th>FIXED SPONSORSHIP</th>
<th>QUARTERLY DISCOUNT</th>
<th>ANNUAL DISCOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Morning Edition</td>
<td>M-F</td>
<td>530a-10a</td>
<td>$350</td>
<td>$400</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>1A</td>
<td>M-F</td>
<td>10a-11a</td>
<td>$250</td>
<td>$300</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>City Lights</td>
<td>M-F</td>
<td>11a-12n</td>
<td>$200</td>
<td>$250</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>Closer Look</td>
<td>M-F</td>
<td>1p-2p</td>
<td>$200</td>
<td>$250</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>H&amp;N/All Things Considered</td>
<td>M-F</td>
<td>3p-7p</td>
<td>$300</td>
<td>$350</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>Marketplace Report - PM</td>
<td>M-F</td>
<td>629p-7p</td>
<td>$350</td>
<td>$350</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>Closer Look</td>
<td>M-F</td>
<td>7p-8p</td>
<td>$150</td>
<td>$200</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>Blues &amp; Jazz Classics</td>
<td>Fri-Sat</td>
<td>8p/10p-12m</td>
<td>$100</td>
<td>$150</td>
<td>10%</td>
<td>20%</td>
</tr>
<tr>
<td>Weekend Edition</td>
<td>Sat</td>
<td>8a-10a</td>
<td>$250</td>
<td>$300</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>Wait Wait</td>
<td>Sat</td>
<td>10a-11a</td>
<td>$300</td>
<td>$375</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>Sat Various</td>
<td>Sat</td>
<td>11a-8p</td>
<td>$150</td>
<td>$200</td>
<td>10%</td>
<td>20%</td>
</tr>
<tr>
<td>Sun Various</td>
<td>Sun</td>
<td>8a-8p</td>
<td>$100</td>
<td>$150</td>
<td>10%</td>
<td>20%</td>
</tr>
</tbody>
</table>

## Best Time Available

<table>
<thead>
<tr>
<th></th>
<th>M-F</th>
<th>Time</th>
<th>Rate</th>
<th>Discount</th>
<th>Max/Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drivetime Rotation</td>
<td>M-F</td>
<td>5a-10a/3p-7p</td>
<td>$290</td>
<td>n/a</td>
<td>5%</td>
</tr>
<tr>
<td>Midday Block</td>
<td>M-F</td>
<td>10a-3p</td>
<td>$175</td>
<td>n/a</td>
<td>10%</td>
</tr>
<tr>
<td>Weekday Rotator</td>
<td>M-F</td>
<td>5a-8p</td>
<td>$250</td>
<td>10x Max/week</td>
<td>5%</td>
</tr>
<tr>
<td>Weekend Rotator</td>
<td>Sat-Sun</td>
<td>7a-8p</td>
<td>$150</td>
<td>6x Max/week</td>
<td>5%</td>
</tr>
<tr>
<td>Run of Schedule B.T.A.</td>
<td>Mon-Sun</td>
<td>5a-12m</td>
<td>$150</td>
<td>7x Max/week</td>
<td>5%</td>
</tr>
</tbody>
</table>

All prices are net to station and subject to change without prior notice. Updated on February 24, 2022.
HEADLINE GOES HERE

Body copy here
<table>
<thead>
<tr>
<th>Time</th>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
<th>Saturday</th>
<th>Sunday</th>
</tr>
</thead>
<tbody>
<tr>
<td>5:00 AM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>The Arts Hour (BBC)</td>
<td></td>
</tr>
<tr>
<td>6:00 AM</td>
<td></td>
<td>Morning Edition</td>
<td></td>
<td></td>
<td></td>
<td>Climate One</td>
<td>The Pulse</td>
</tr>
<tr>
<td>7:00 AM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Latino USA</td>
<td></td>
</tr>
<tr>
<td>8:00 AM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Weekend Edition</td>
<td></td>
</tr>
<tr>
<td>9:00 AM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Weekend Edition</td>
<td></td>
</tr>
<tr>
<td>10:00 AM</td>
<td></td>
<td>1A</td>
<td></td>
<td></td>
<td></td>
<td>Wait Wait... Don’t Tell Me!</td>
<td>This American Life</td>
</tr>
<tr>
<td>11:00 AM</td>
<td></td>
<td>City Lights with Lois Reitzes</td>
<td></td>
<td></td>
<td></td>
<td>Weekend Edition: Week in Review</td>
<td>Wait Wait... Don’t Tell Me!</td>
</tr>
<tr>
<td>12:00 PM</td>
<td></td>
<td>Here &amp; Now</td>
<td></td>
<td></td>
<td></td>
<td>It’s Been a Minute</td>
<td>The Moth</td>
</tr>
<tr>
<td>1:00 PM</td>
<td></td>
<td>Closer Look with Rose Scott</td>
<td></td>
<td></td>
<td></td>
<td>Reveal</td>
<td>Snap Judgement</td>
</tr>
<tr>
<td>2:00 PM</td>
<td></td>
<td>Fresh Air</td>
<td></td>
<td></td>
<td></td>
<td>Radiolab</td>
<td>Code Switch/Life Kit</td>
</tr>
<tr>
<td>3:00 PM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Wait Wait... Don’t Tell Me!</td>
<td></td>
</tr>
<tr>
<td>4:00 PM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>BBC News Hour</td>
<td>BBC News Hour</td>
</tr>
<tr>
<td>5:00 PM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>All Things Considered</td>
<td></td>
</tr>
<tr>
<td>6:00 PM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>All Things Considered</td>
<td>All Things Considered</td>
</tr>
<tr>
<td>6:30 PM</td>
<td></td>
<td>Marketplace</td>
<td></td>
<td></td>
<td></td>
<td>All Things Considered: Week in Review</td>
<td>American Routes</td>
</tr>
<tr>
<td>7:00 PM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Fresh Air Weekend</td>
<td></td>
</tr>
<tr>
<td>8:00 PM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9:00 PM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Jazz Classics with H. Johnson</td>
<td></td>
</tr>
<tr>
<td>10:00 PM</td>
<td></td>
<td>Fresh Air</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>The Atlanta Music Scene</td>
</tr>
<tr>
<td>11:00 PM</td>
<td></td>
<td>Think</td>
<td></td>
<td></td>
<td></td>
<td>Blues Classics with H. Johnson</td>
<td>BBC World Service</td>
</tr>
<tr>
<td>12:00 AM</td>
<td></td>
<td>BBC News</td>
<td>BBC News</td>
<td>BBC News</td>
<td>BBC News</td>
<td>BBC News</td>
<td>BBC News</td>
</tr>
</tbody>
</table>