

Jun 15, 10:49 EDT by: root

FR: WA - MATTHEW WURM (H)  
 TO: WAPK-TV  
 REP HEADLINE# 8270141  
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-528-9382

FAX# 703-516-9680

ORDER WORKSHEET

HARRIS REPORT FROM REP JUN15/16 10.49  
 \*\*CHANGES\*\* \*\*\* WAPK-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/H CLINTON/D/PRE/US  
 AGY # \_\_\_\_\_ AGY. NAME GREER, MARGOLIS, MITCHELL  
 \_\_\_\_\_  
 3050 K ST NW,  
 \_\_\_\_\_  
 WASHINGTON, DC 20007  
 \_\_\_\_\_

REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
 BUYER NAME MIKE FURMAN  
 \_\_\_\_\_  
 SALES PRSN WA- MATTHEW WURM (H)  
 \_\_\_\_\_

ORDER # \_\_\_\_\_ CONTRACT # 8270141 CLASS: NATL. LOCAL REGIONAL

PRDCT HILLARY 4 AMER :60S EST#4939 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES JUN16/16 JUN20/16 WK-1

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE JUN15/16 10.49

REP: REVISED ORDER  
 CHANGED FLIGHT FROM 6/14-6/20 TO 6/16-6/20  
 TTL SAME  
 PLS CONFIRM  
 THANKS JASMINE FOR MATT

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

ALL INVOICES ARE TO BE SENT TO:  
 GREER MARGOLIS  
 3050 K ST NW  
 WASHINGTON, DC 20007

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
-------	-----	----	-------------	------	-----	------	------------	----------	----------	-----------	------	-----------

AGENCY ADVERTISER CODE = 278 AGENCY EST# = 4939  
 AGENCY PRODUCT CODE = 295

1	EY		200P-230P	60		\$40.00	6/16	6/17	1		TH-F	1
PROGRAM : BONANZA												
CON COM1: BONANZA												

FR: WA - MATTHEW WURM (H)  
 TO: WAPK-TV  
 REP HEADLINE# 8270141  
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-528-9382

FAX# 703-516-9680

ORDER WORKSHEET

HARRIS REPORT FROM REP

JUN15/16 10.49

\*\*CHANGES\*\* \*\*\* WAPK-TV \*\*\*

:LINE#	:REP	:CD	: TIME PERIOD	: LGTH	: SEC	: RATE	: START	: END	:SPTS	: WEEK	: DAYS	:TOTL
:	:LINE#	:	:	:	:	:	: DATE	: DATE	: /WK	: INVT	:	:SPTS

4	EY		700P-730P	60		\$40.00	6/16	6/17	1		TH-F	1
---	----	--	-----------	----	--	---------	------	------	---	--	------	---

PROGRAM : MASH  
 CON COM1: MASH

8	EY		800P-900P	60		\$40.00	6/17	6/17	1		FRI	1
---	----	--	-----------	----	--	---------	------	------	---	--	-----	---

PROGRAM : ANDY GRIFFITH SHOW/GILLIGANS ISLAN  
 CON COM1: ANDY GRIFFITH SHOW/GILLIGANS ISLAN

9	EY		900P-1000P	60		\$40.00	6/17	6/17	1		FRI	1
---	----	--	------------	----	--	---------	------	------	---	--	-----	---

PROGRAM : HAPPY DAYS/LAVERNE AND SHIRLEY  
 CON COM1: HAPPY DAYS/LAVERNE AND SHIRLEY

JUN/16 \$360.00

CONTRACT TOTAL \$360.00  
 TOTAL SPOTS 9

MARKET TOTALS \$36,000 WAPK 1% WJHL 18% WCYB 56% WKPT 4% WENT 21% CYBW 0% CABL 0%

ESTIMATED SHARES

SVC- NONE  
 DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
 P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE

Jun 15, 10:49 EDT by: root

(10:51) Page 2 of 2

16562  
6/15/16  
FR: WA - MATTHEW WURM (H)  
TO: WAPK-TV  
REP HEADLINE# 8270141  
\*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-528-9382

FAX# 703-516-9680

ORDER WORKSHEET

HARRIS REPORT FROM REP

JUN15/16 10.35  
\*\*\* WAPK-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/H CLINTON/D/PRE/US  
AGY # \_\_\_\_\_ AGY. NAME GREER, MARGOLIS, MITCHELL  
3050 K ST NW,  
WASHINGTON, DC 20007

REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
BUYER NAME MIKE FURMAN  
SALES PRSN WA- MATTHEW WURM (H)

ORDER # \_\_\_\_\_ CONTRACT # 8270141 CLASS: NATL. LOCAL REGIONAL

PRDCT HILLARY 4 AMER :60S EST#4939 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES JUN14/16 JUN20/16 WK-1

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE JUN15/16 10.35

REP: NEW ORDER  
TTL \$360 @ 9X  
PLS CONFIRM  
THANKS JASMINE FOR MATT

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

ALL INVOICES ARE TO BE SENT TO:  
GREER MARGOLIS  
3050 K ST NW  
WASHINGTON, DC 20007

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
-------	-----	----	-------------	------	-----	------	------------	----------	----------	-----------	------	-----------

AGENCY ADVERTISER CODE = 278 AGENCY EST# = 4939  
AGENCY PRODUCT CODE = 295

1			200P-230P	60		\$40.00	6/14	6/17	1		TU-F	1
PROGRAM : BONANZA CON COM1: BONANZA												
2			230P-300P	60		\$40.00	6/20	6/20	1		MON	1
PROGRAM : BONANZA CON COM1: BONANZA												

Jun 15, 10:35 EDT by: root

(10:42) Page 1 of 2

FR: WA - MATTHEW WURM (H)  
 TO: WAPK-TV  
 REP HEADLINE# 8270141  
 \*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-528-9382

FAX# 703-516-9680

ORDER WORKSHEET

HARRIS REPORT FROM REP

JUN15/16 10.35  
 \*\*\* WAPK-TV \*\*\*

:LINE#:	REP	:CD:	TIME PERIOD	: LGTH :	SEC :	RATE	: START	: END	:SPTS:	WEEK :	DAYS	:TOTL:
:	:LINE#:	:	:	:	:	:	: DATE	: DATE	: /WK:	INVT :	:	:SPTS:
3			630P-700P	60		\$40.00	6/20	6/20	1		MON	1
PROGRAM : GOOD DAY TRI-CITIES												
CON COM1: GOOD DAY TRI-CITIES												
4			700P-730P	60		\$40.00	6/14	6/17	1		TU-F	1
PROGRAM : MASH												
CON COM1: MASH												
5			730P-800P	60		\$40.00	6/20	6/20	1		MON	1
PROGRAM : MASH												
CON COM1: MASH												
6			700P-730P	60		\$40.00	6/19	6/19	1		SUN	1
PROGRAM : ANDY GRIFFITH SHOW												
CON COM1: ANDY GRIFFITH SHOW												
7			800P-900P	60		\$40.00	6/16	6/16	1		THU	1
PROGRAM : ANDY GRIFFITH SHOW/GILLIGANS ISLAN												
CON COM1: ANDY GRIFFITH SHOW/GILLIGANS ISLAN												
8			800P-900P	60		\$40.00	6/14	6/14	1		TUE	1
PROGRAM : ANDY GRIFFITH SHOW/GILLIGANS ISLAN												
CON COM1: ANDY GRIFFITH SHOW/GILLIGANS ISLAN												
9			900P-1000P	60		\$40.00	6/15	6/15	1		WED	1
PROGRAM : HAPPY DAYS/LAVERNE AND SHIRLEY												
CON COM1: HAPPY DAYS/LAVERNE AND SHIRLEY												

JUN/16 \$360.00

CONTRACT TOTAL \$360.00  
 TOTAL SPOTS 9

MARKET TOTALS \$36,000 WAPK 1% WJHL 18% WCYB 56% WKPT 4% WEMT 21% CYBW 0% CABL 0%

ESTIMATED SHARES

SVC- NONE  
 DEMOS- RA35+\*

Jun 15, 10:35 EDT by: root

(10:42) Page 2 of 2



Jun 15, 12:15 EDT by: root (12:21) Page 1 of 2

FR: WA - MATTHEW WURM (H)  
 TO: WAPK-TV  
 REP HEADLINE# 8270141  
 \$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-528-9382

FAX# 703-516-9680

ORDER WORKSHEET

HARRIS REPORT FROM REP JUN15/16 12.15  
 \*\*CHANGES\*\* \*\*\* WAPK-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/H CLINTON/D/PRE/US  
 AGY # \_\_\_\_\_ AGY. NAME GREER, MARGOLIS, MITCHELL  
 \_\_\_\_\_  
 3050 K ST NW,  
 \_\_\_\_\_  
 WASHINGTON, DC 20007  
 \_\_\_\_\_

REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
 BUYER NAME MIKE FURMAN  
 \_\_\_\_\_  
 SALES PRSN WA- MATTHEW WURM (H)  
 \_\_\_\_\_

ORDER # \_\_\_\_\_ CONTRACT # 8270141 CLASS: NATL. LOCAL REGIONAL

PRDCT HILLARY 4 AMER :60S EST#4939 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES JUN16/16 JUN20/16 WK-1

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE JUN15/16 12.15

REP: REVISED SHARES  
 TTL SAME  
 THANKS JASMINE FOR MATT

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

ALL INVOICES ARE TO BE SENT TO:  
 GREER MARGOLIS  
 3050 K ST NW  
 WASHINGTON, DC 20007

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
-------	-----	----	-------------	------	-----	------	------------	----------	----------	-----------	------	-----------

AGENCY ADVERTISER CODE = 278 AGENCY EST# = 4939  
 AGENCY PRODUCT CODE = 295

NO BUYS TO PRINT

JUN/16 \$360.00

CONTRACT TOTAL \$360.00  
 TOTAL SPOTS 9

FR: WA - MATTHEW WURM (H)  
TO: WAPK-TV  
REP HEADLINE# 8270141  
\$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-528-9382

FAX# 703-516-9680

ORDER WORKSHEET

HARRIS REPORT FROM REP

JUN15/16 12.15

\*\*CHANGES\*\* \*\*\* WAPK-TV \*\*\*

:LINE#:	REP	:CD:	TIME PERIOD	: LGTH :	SEC :	RATE	: START	: END	:SPTS:	WEEK :	DAYS	:TOTL:
:	:LINE#:	:	:	:	:	:	: DATE	: DATE	: /WK:	INVT :	:	:SPTS:
MARKET TOTALS \$36,000 WAPK 2% WJHL 23% WCYB 56% WKPT 6% WEMT 13% CYBW 0% CABL 0%												

ACCURATE SHARES

SVC- NONE  
DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE

JUN 15, 12:15 EDT by: root

(12:22) Page 2 of 2

**CONTRACT**

**WAPK-TV**  
**222 Commerce St**  
**Kingsport, TN 37660**  
**(423) 246-9578**

MeTVtricitie.com

And:

**Greer, Margolis, Mitchell**  
**1010 Wisconsin Ave, Ste 800**  
**Washington, DC 20007**

<u>Product</u> HILLARY 4 AMER :60		<u>Contract / Revision</u> 16562 /	<u>Alt Order #</u> 8270141
<u>Contract Dates</u> 06/14/16 - 06/20/16		<u>Estimate #</u> 4939	
<u>Advertiser</u> POLI/H CLINTON/D/PRE/US		<u>Original Date / Revision</u> 06/15/16 / 06/15/16	
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash	
<u>Station</u> WAPK-TV	<u>Account Executive</u> HRP Virginia	<u>Sales Office</u> HRP-Virginia	
<u>Special Handling</u>			
<u>Demographic</u> Adults 25-54			
<u>IDB#</u>	<u>Advertiser Code</u> 278	<u>Product Code</u> 295	
<u>Agency Ref</u>		<u>Advertiser Ref</u>	

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WAPK	06/16/16	06/17/16	M-F 2p-3p BONANZA	2p-3p		1:00			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		06/13/16	06/19/16	---TF--				1	\$40.00			
N 2	WAPK	06/20/16	06/20/16	M-F 2p-3p BONANZA	2p-3p		1:00			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		06/20/16	06/26/16	M-----				1	\$40.00			
N 3	WAPK	06/20/16	06/20/16	M-F 630p-7p GOOD DAY	630p-7p		1:00			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		06/20/16	06/26/16	M-----				1	\$40.00			
N 4	WAPK	06/16/16	06/17/16	M-F 7p-730p MASH	7p-730p		1:00			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		06/13/16	06/19/16	---TF--				1	\$40.00			
N 5	WAPK	06/20/16	06/20/16	M-F 7p-730p MASH	7p-730p		1:00			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		06/20/16	06/26/16	M-----				1	\$40.00			
N 6	WAPK	06/19/16	06/19/16	Su 7p-8p ANDY	7p-8p		1:00			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		06/13/16	06/19/16	-----S				1	\$40.00			
N 7	WAPK	06/16/16	06/16/16	Thur Prime 8p-9p ANDY/GIL	8p-9p		1:00			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		06/13/16	06/19/16	---T---				1	\$40.00			
N 8	WAPK	06/17/16	06/17/16	Fri Prime 8p-9p ANDY	8p-9p		1:00			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		06/13/16	06/19/16	----F--				1	\$40.00			
N 9	WAPK	06/17/16	06/17/16	Fri Prime 9p-10p	9p-10p		1:00			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		06/13/16	06/19/16	----F--				1	\$40.00			
<b>Totals</b>											<b>9</b>	<b>\$360.00</b>

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
05/30/16 - 06/20/16	9	\$360.00	(\$54.00)	\$306.00
<b>Totals</b>	<b>9</b>	<b>\$360.00</b>	<b>(\$54.00)</b>	<b>\$306.00</b>

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Nondiscrimination Policy: Holston Valley Broadcasting Corporation and WkPPT-TV / WAPK-TV / WKPT-DT3 do not accept advertising that discriminates based on race or ethnicity. Any provision in any advertising agreement with intent to discriminate is deemed null and void as contrary to federal law.

# **AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS**

(check applicable box)

☒ **FEDERAL CANDIDATE**      ☐ **STATE/LOCAL CANDIDATE**

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b>	<b>Date:</b>
------------------------------	--------------

I, GMMB  
 being/on behalf of: Hillary for America  
 a legally qualified candidate of the Democratic  
 political party for the office of: President of the United States  
 in the General  
 election to be held on: 11/8/2016

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS	ORDERED				

<b>Attach proposed schedule with charges (if available):</b>
--



I represent that the payment for the above described broadcast time has been furnished by:

Hillary for America

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Jose H Villarreal

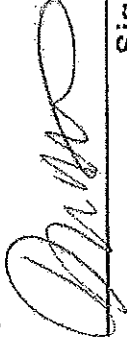
This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

**To Be Signed By Candidate or Authorized Committee**

6/15/2016

Date



- Andrew Media Buyer

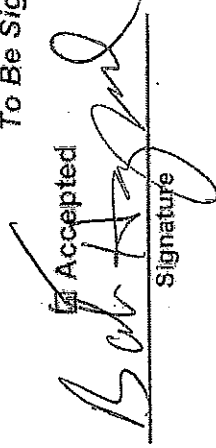
Signature

**To Be Signed By Station Representative**

☒ Accepted

☐ Accepted in Part

☐ Rejected



Bob Hayward

VP / Director of Sales

Signature

Printed Name

Title

## FEDERAL CANDIDATE CERTIFICATION

**In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:**

I, Hillary for America

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☐ does

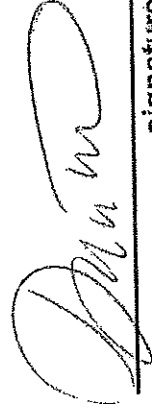
☒ does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☐ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☒ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.



- Authorized Media Buyer

signature of candidate or authorized committee

Daniel Jester

printed name

6/15/2016

date

# AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF  
CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		AS ORDERED			

Attach proposed schedule with charges (if available):

## AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.