



WTVZ Norfolk  
900 Granby St  
Norfolk, VA 23510

Greer Margolis Mitchell, Burns &  
Associates-Washington  
3050 K St NW  
Suite 100  
Washington, DC 20007

## Contract # 3081245

### Schedule Dates

10/31/17-11/06/17

### Advertiser

Justin Fairfax for VA Lt Governor-D (117326)

### Agency

Greer Margolis Mitchell, Burns & Associates-Washi

### Product

POLITICAL CANDIDATE (ns) (1186)

### Brand

349/372/6093 (972329)

### Salesperson

Millennium/DC, Washington DC (1108)

### Sales Office

Millennium Washington DC

### Buyer Name

Mike Furman,

### Phone/Fax

/

### CPE

349/372/6093

### Account Types

National/Political Candidate Agency BRD

### Billing Type

Weekly/Irregular

### Comments

candidate

SPM cutoff on Tues, 11/7

## Norfolk (WTVZ)

By Broadcast Month

Nov. 2017

Grand Total:

Spots

5

5

Rate

\$490.00

\$490.00

10/27/17

10/27/17

Leslie Erb

No

ECR25777712

Normal

Package Deal

Commission %

15.00

Commission

\$73.50

Net Total

\$416.50

Date Entered

Last Modified

Entered By

CO-OP

Headline #

Demo

Order Type

Package Deal

Commission %

Commission

Net Total

Sales Tax

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT (1)	10/31/17-11/03/17	4	:30	10A- 10:30A (EST)	1		X	X	X	X			1	\$25.00	\$25.00	Norfolk (WTVZ)	COMMENTS APPLY TO SUB LINES A THRU A Family Feud	10/27/17
2.0	Normal Line / SPOT (2)	10/31/17-11/03/17	4	:30	3P- 4P (EST)	2		X	X	X	X			2	\$25.00	\$50.00	Norfolk (WTVZ)	COMMENTS APPLY TO SUB LINES A THRU A People's Court	10/27/17
3.0	Normal Line / SPOT (3)	10/31/17-11/03/17	3	:30	7:30P- 8P (EST)	1		X	X	X	X			1	\$275.00	\$275.00	Norfolk (WTVZ)	COMMENTS APPLY TO SUB LINES A THRU A Family Feud	10/27/17
4.0	Normal Line / Prime (4)	11/06/17-11/06/17	3	:30	9P- 10P (EST)	1	1							1	\$140.00	\$140.00	Norfolk (WTVZ)	COMMENTS APPLY TO SUB LINES A THRU A Law & Order: SVU-MYNET1	10/27/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

*He*

10.27.17

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



125 West 55th St  
New York, NY 10019

KATZ TELEVISION  
GROUP

Contract # 25777712 Changes as of: 10/27/2017 at 12:46 PM Version: Current State Version 2

CPE: 349/372/6093 Flight: 10/31/17 - 11/7/17 Station: WTVZ Total \$: \$490.00

Agency: GMMB Advertiser: Justin Fairfax - LT Gov Market: Norfolk-Virginia Beach Total Spots: 5

3050 K ST NW Product: candidate Office: WASHINGTON Total CPP: \$0.00

WASHINGTON DC 20007

Agency Order #: 6670803 Primary Demo: Adults 35+ Total GRP:

Buyer: Furman, Mike Con Type: POLITICAL/VOTE

Salesperson: KELLY JOHNS Assistant: KELLY JOHNS Separation:

202-872-5880 202-872-5880

Comments: 5PM cutoff on Tues, 11/7

#	Day/Time	DP	Program	Rate	A35P Rating	Len	10/31	11/7	Total Spots	Total \$	CPP	GRP
REV-1	Tu-F,M 10a-10:30a		Family Feud	\$25.00	0	30	1	0	1	\$25.00	\$0.00	0.0
REV-2	Tu-F,M 3p-4p		People's Court	\$25.00	0	30	2	0	2	\$50.00	\$0.00	0.0
REV-3	Tu-F,M 7:30p-8p		Family Feud	\$275.00	0	30	1	0	1	\$275.00	\$0.00	0.0
Changes: Rate from 200 to 275												
REV-4	M 9p-10p		Law & Order: SVU-MYNET1	\$140.00	0	30	1	0	1	\$140.00	\$0.00	0.0
Changes: Rate from 90 to 140												
TOTALS:									5	\$490.00	\$0.00	0.0

C# 3081245 RE CF 10/27



125 West 55th St  
New York, NY 10019

**Contract #** 25777712 **Changes as of:** 10/27/2017 at 12:46 PM **Version:** Current State Version 2  
**CPE:** 349/372/6093 **Flight:** 10/31/17 - 11/7/17 **Station:** WTVZ  
**Agency:** GMMB **Advertiser:** Justin Fairfax - LT Gov **Market:** Norfolk-Virginia Beach  
3050 K ST NW **Product:** candidate **Office:** WASHINGTON  
WASHINGTON DC 20007

**Primary Demo:** Adults 35+  
**Con Type:** POLITICAL/VOTE  
**Assistant:** KELLY JOHNS  
202-872-5880

**Total Spots:** 5  
**Total CPP:** \$0.00  
**Total GRP:**

**Buyer:** Furman, Mike  
**Salesperson:** KELLY JOHNS  
202-872-5880

**Agency Order #:** 6670803  
**Buyer:** Furman, Mike  
**Salesperson:** KELLY JOHNS  
202-872-5880

**Separation:**

Special Instructions
----------------------

Order Level Comments		
Date/Time	Added by	Comment
10/27/17 12:46 PM	KELLY JOHNS	5PM cutoff on Tues, 11/7
10/27/17 12:46 PM	KELLY JOHNS	5PM cutoff on Tues, 11/7

Competitive Information	
Market Budget:	\$49,000
WTVZ Share:	1%
Comment:	
Unknown:	99%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
	100%	5	\$490.00	0.0
Total	100%	5	\$490.00	0.0

Monthly Summary		
Month	Spots	Dollars
2017-Nov	5	\$490.00
Total	5	\$490.00

Transaction History					
Trans	Created/Received	Created by	Status	Spot+	Spot- \$ Chg Contract \$ Comment
Queued for Electronic Contracting	10/27/17 12:48 PM				\$0
Revision	10/27/17 12:46 PM	KELLY JOHNS	Revised		\$125.00 \$490.00
New	10/27/17 12:43 PM	KELLY JOHNS	New	5	\$365.00 \$365.00

Changes: Flight End from 11/6/17 to 11/7/17, Demo Meta to [R16], Calculated Dollars from \$365.00 to \$490.00, Competitive Market Budget from \$36,500 to \$49,000, User Entered \$ from \$0.00 to \$490.00, Comments from to 5PM cutoff on Tues, 11/7, Total \$ from \$365.00 to \$490.00, 4 buylines added or modified.

<b>Non-Discrimination Policy</b>	PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.
----------------------------------	---