

# CONTRACT



**KSWB-TV**  
**7191 Engineer Rd**  
**San Diego, CA 92111**  
**(858) 492-9269**

And:

**Gilliard Blanning & Associates**  
**5701 Lonetree Blvd**  
**Suite 301**  
**Rocklin, CA 95765**

<u>Contract / Revision</u> 394691 /		<u>Alt Order #</u> 8412581
<u>Product</u> <b>ISSA-CONGRESS 10/10</b>		
<u>Contract Dates</u> <b>10/10/16 - 10/16/16</b>	<u>Estimate #</u>	
<u>Advertiser</u> <b>Issa D/R/Congress</b>		<u>Original Date / Revision</u> 10/07/16 / 10/11/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> <b>KSWB-TV</b>	<u>Account Executive</u> Robert Langer	<u>Sales Office</u> NSO Washington
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	5	10/10/16	10/14/16	M-F 1p-2p	1:00 PM-2:00 PM		:30				NM	10	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				10	\$75.00	0.00			
N 2	5	10/10/16	10/14/16	M-F 10a-11a	10:00 AM-11:00 AM		:30				NM	10	\$1,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				10	\$125.00	0.00			
N 3	5	10/10/16	10/14/16	M-F 10p-11p	10p-11p		:30				NM	5	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				5	\$800.00	0.00			
N 4	5	10/10/16	10/14/16	M-F 11p-1130p LN	11p-1130p		:30				NM	5	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				5	\$400.00	0.00			
N 5	5	10/10/16	10/14/16	M-F 1130p-12a	11:30 PM-12:00 AM		:30				NM	5	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				5	\$300.00	0.00			
N 6	5	10/10/16	10/14/16	M-F 11a-12p	11:00 AM-12:00 PM		:30				NM	5	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				5	\$75.00	0.00			
N 7	5	10/10/16	10/14/16	M-F 12p-1p	12:00 PM-1:00 PM		:30				NM	5	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				5	\$75.00	0.00			
N 8	5	10/10/16	10/14/16	M-F 3p-4p	3:00 PM-4:00 PM		:30				NM	5	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				5	\$75.00	0.00			
N 9	5	10/10/16	10/14/16	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	5	\$875.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				5	\$175.00	0.00			
N 10	5	10/10/16	10/14/16	M-F 430a-5a	4:30 AM-4:59 AM		:30				NM	3	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				3	\$15.00	0.00			
N 11	5	10/10/16	10/14/16	M-F 5a-6a	5:00 AM-6:00 AM		:30				NM	2	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				2	\$150.00	0.00			
N 12	5	10/10/16	10/14/16	M-F 5p-6p	5:00 PM-6:00 PM		:30				NM	10	\$2,500.00

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

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<u>Contract / Revision</u> 394691 /		<u>Alt Order #</u> 8412581
<u>Contract Dates</u> 10/10/16 - 10/16/16	<u>Product</u> ISSA-CONGRESS 10/10	<u>Estimate #</u>
<u>Advertiser</u> Issa D/R/Congress		<u>Original Date / Revision</u> 10/07/16 / 10/11/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				10	\$250.00	0.00			
N 13	5	10/10/16	10/14/16	M-F 6p-7p	6:00 PM-7:00 PM		:30				NM	5	\$1,375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				5	\$275.00	0.00			
N 14	5	10/10/16	10/14/16	M-F 7a-8a	7:00 AM-8:00 AM		:30				NM	5	\$1,625.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				5	\$325.00	0.00			
N 15	5	10/10/16	10/14/16	M-F 8a-9a	8:00 AM-9:00 AM		:30				NM	5	\$1,625.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				5	\$325.00	0.00			
N 16	5	10/10/16	10/14/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	10	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	MTWTF--				10	\$200.00	0.00			
N 17	5	10/14/16	10/14/16	Friday Prime Hour 2	9:00 PM-10:00 PM		:30				NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	----1--				1	\$500.00	0.00			
N 18	5	10/10/16	10/10/16	Monday Prime Hour 1	8:00 PM-9:00 PM		:30				NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	1-----				1	\$1,500.00	0.00			
N 19	5	10/15/16	10/16/16	Sa-Su 5p-6p	5:00 PM-6:00 PM		:30				NM	4	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----SS				4	\$225.00	0.00			
N 20	5	10/15/16	10/15/16	Sa 10p-11p	10:00 PM-11:00 PM		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----1-				1	\$300.00	0.00			
N 21	5	10/15/16	10/15/16	Sa 11p-12a	11:00 PM-12:00 AM		:30				NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----1-				1	\$40.00	0.00			
N 22	5	10/15/16	10/15/16	Sa 6p-7p	6:00 PM-7:00 PM		:30				NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----2-				2	\$100.00	0.00			
N 23	5	10/15/16	10/15/16	Sa 7p-730p	7:00 PM-7:30 PM		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----1-				1	\$250.00	0.00			
N 24	5	10/15/16	10/15/16	Sa 730p-8p	7:30 PM-8:00 PM		:30				NM	1	\$155.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----1-				1	\$155.00	0.00			
N 25	5	10/15/16	10/15/16	Saturday Prime Hour 1	8:00 PM-9:00 PM		:30				NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----2-				2	\$200.00	0.00			
N 26	5	10/16/16	10/16/16	Su 10p-11p	10:00 PM-11:00 PM		:30				NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----2				2	\$800.00	0.00			
N 27	5	10/16/16	10/16/16	Su 11p-12a	11:00 PM-12:00 AM		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----1				1	\$175.00	0.00			
N 28	5	10/16/16	10/16/16	Su 6p-630p	6:00 PM-6:30 PM		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----1				1	\$175.00	0.00			

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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
	1	5	10/10/16-10/16/16	Su 6p-630p	6:00 PM-6:30 PM	-----Su	:30		<del>\$175.00</del>	0.00	NM		
See MG 28.2													
	2	5	10/12/16-10/14/16	M-F 4p-5p	4p-5p	---WThF---	:30		\$175.00	0.00	NM		
Ⓜ MG for 28.1 10/16													
N 29	5	10/16/16	10/16/16	Su 630p-7p	6:30 PM-7:00 PM		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----1				1	\$175.00	0.00			
N 30	5	10/16/16	10/16/16	FOX News Sunday	8:00 AM-9:00 AM		:30				NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-----2				2	\$200.00	0.00			
N 31	5	10/13/16	10/13/16	Thursday Prime Hour 1	8:00 PM-9:00 PM		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	---1---				1	\$1,200.00	0.00			
N 32	5	10/13/16	10/13/16	Thursday Prime Hour 2	9:00 PM-10:00 PM		:30				NM	2	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	---2---				2	\$2,000.00	0.00			
N 33	5	10/12/16	10/12/16	Wednesday Prime Hour 1	8:00 PM-9:00 PM		:30				NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	--1----				1	\$1,500.00	0.00			
N 34	5	10/12/16	10/12/16	Wednesday Prime Hour 2	9:00 PM-10:00 PM		:30				NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	--1----				1	\$4,500.00	0.00			
<b>Totals</b>										0.00		121	\$38,940.00

Time Period	# of Spots	Gross Amount	Net Amount
09/26/16 - 10/16/16	121	\$38,940.00	\$33,099.00
<b>Totals</b>	121	\$38,940.00	\$33,099.00

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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