

CONTRACT



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

<u>Contract / Revision</u> 395437 /		<u>Alt Order #</u> 8414367
<u>Product</u> ISSA-CONGRESS 10/17		
<u>Contract Dates</u> 10/17/16 - 10/23/16		<u>Estimate #</u> C17C23
<u>Advertiser</u> Issa D/R/Congress		<u>Original Date / Revision</u> 10/11/16 / 10/17/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> KSWB-TV	<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>	

And:

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

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	5	10/17/16	10/21/16	M-F 1p-2p	1:00 PM-2:00 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:		10/17/16	10/23/16	MTWTF--				5	\$75.00	0.00			
D 2	5	10/17/16	10/21/16	M-F 10a-11a	10:00 AM-11:00 AM		:30				NM	0	\$0.00
N 3	5	10/17/16	10/21/16	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:		10/17/16	10/23/16	MTWTF--				5	\$800.00	0.00			
N 4	5	10/17/16	10/21/16	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:		10/17/16	10/23/16	MTWTF--				5	\$400.00	0.00			
N 5	5	10/17/16	10/21/16	M-F 1130p-12a	11:30 AM-12:00 XM		: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:		10/17/16	10/23/16	MTWTF--				5	\$300.00	0.00			
N 6	5	10/17/16	10/21/16	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:		10/17/16	10/23/16	MTWTF--				5	\$75.00	0.00			
N 7	5	10/17/16	10/21/16	M-F 12p-1p	12:00 PM-1:00 PM		:30				NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	MTWTF--				2	\$75.00	0.00			
N 8	5	10/17/16	10/21/16	M-F 130a-230a	1:30 AM-2:30 AM		:30				NM	5	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	MTWTF--				5	\$25.00	0.00			
	<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>		
	3	5	10/17/16-10/23/16	M-F 130a-230a	1:30 AM-2:30 AM	MTuWThF----	:30		\$25.00	0.00	NM		
	See MG 8.6												
	6	5	10/19/16-10/19/16	M-F 130a-230a	1:30 XM-2:00 XM	---W-----	:30		\$25.00	0.00	NM		
	Ⓜ MG for 8.3 10/19												
N 9	5	10/17/16	10/21/16	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:		10/17/16	10/23/16	MTWTF--				5	\$75.00	0.00			
N 10	5	10/17/16	10/21/16	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:		10/17/16	10/23/16	MTWTF--				5	\$175.00	0.00			
N 11	5	10/17/16	10/21/16	M-F 430a-5a	4:30 AM-4:59 AM		:30				NM	3	\$60.00

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

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<u>Contract / Revision</u>	<u>Alt Order #</u>
395437 /	8414367

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/17/16 - 10/23/16	ISSA-CONGRESS 10/17	C17C23

<u>Advertiser</u>	<u>Original Date / Revision</u>
Issa D/R/Congress	10/11/16 / 10/17/16

*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:		10/17/16	10/23/16	MTWTF--				3	\$20.00	0.00			
N 12	5	10/17/16	10/21/16	M-F 5a-6a	5:00 AM-6:00 AM		:30				NM	4	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	MTWTF--				4	\$150.00	0.00			
N 13	5	10/17/16	10/21/16	M-F 5p-6p	5:00 PM-6:00 PM		:30				NM	5	\$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:		10/17/16	10/23/16	MTWTF--				5	\$250.00	0.00			
N 14	5	10/17/16	10/21/16	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:		10/17/16	10/23/16	MTWTF--				5	\$275.00	0.00			
N 15	5	10/17/16	10/21/16	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:		10/17/16	10/23/16	MTWTF--				5	\$325.00	0.00			
N 16	5	10/17/16	10/21/16	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:		10/17/16	10/23/16	MTWTF--				5	\$325.00	0.00			
N 17	5	10/17/16	10/21/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	5	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	MTWTF--				5	\$200.00	0.00			
D 18	5	10/17/16	10/17/16	Monday Prime Hour 1	8p-9p		:30				NM	0	\$0.00
N 19	5	10/22/16	10/23/16	Sa-Su 5p-6p	5:00 PM-6:00 PM		:30				NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	-----SS				2	\$225.00	0.00			
N 20	5	10/22/16	10/22/16	Sa 10p-11p	10:00 PM-11:00 PM		:30				NM	2	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	-----2-				2	\$450.00	0.00			
D 21	5	10/22/16	10/22/16	Sa 11p-12a	11:00 PM-12:00 AM		:30				NM	0	\$0.00
N 22	5	10/22/16	10/22/16	College Football Pre Gm	8:30 AM-5:00 PM		:30				NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	-----2-				2	\$250.00	0.00			
N 23	5	10/22/16	10/22/16	Sa Non-Net Prime Hour 2	9p-10p		:30				NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	-----3-				3	\$250.00	0.00			
N 24	5	10/23/16	10/23/16	Chargers Football	1:00 PM-4:30 PM		:30				NM	2	\$24,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	-----2				2	\$12,000.00	0.00			
N 25	5	10/22/16	10/23/16	Su 10p-11p	10p-11p		: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:		10/17/16	10/23/16	-----2				2	\$800.00	0.00			
N 26	5	10/23/16	10/23/16	Su 10a-5p	10:00 AM-5:00 PM		:30				NM	4	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	-----4				4	\$100.00	0.00			
<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	10/17/16-10/23/16		Su 10a-5p	10:00 AM-5:00 PM	-----Su	:30		\$100.00	0.00	NM		
				See MG 26.5,26.6									
4	5	10/17/16-10/23/16		Su 10a-5p	10:00 AM-5:00 PM	-----Su	:30		\$100.00	0.00	NM		
				See MG 26.5,26.6									
5	5	10/17/16-10/23/16		Su 10a-5p	10:00 AM-11:00 AM	-----Su	:30		\$100.00	0.00	NM		
				MG for 26.1,26.4									
6	5	10/17/16-10/23/16		Su 10a-5p	10:00 AM-11:00 AM	-----Su	:30		\$100.00	0.00	NM		
				MG for 26.1,26.4									

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<u>Contract Dates</u> 10/17/16 - 10/23/16		<u>Product</u> ISSA-CONGRESS 10/17
		<u>Estimate #</u> C17C23
<u>Advertiser</u> Issa D/R/Congress		<u>Original Date / Revision</u> 10/11/16 / 10/17/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 27	5	10/23/16	10/23/16	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:		10/17/16	10/23/16	-----1				1	\$175.00	0.00			
N 28	5	10/23/16	10/23/16	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:		10/17/16	10/23/16	-----1				1	\$175.00	0.00			
N 29	5	10/23/16	10/23/16	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:		10/17/16	10/23/16	-----1				1	\$175.00	0.00			
N 30	5	10/23/16	10/23/16	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:		10/17/16	10/23/16	-----2				2	\$200.00	0.00			
N 31	5	10/23/16	10/23/16	Sunday Prime Hour 3	9p-10p		:30				NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	-----1				1	\$1,000.00	0.00			
N 32	5	10/19/16	10/19/16	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:		10/17/16	10/23/16	--1----				1	\$1,500.00	0.00			
N 33	5	10/20/16	10/20/16	Network Prime Specials	8:00 PM-10:00 PM		:30				NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	---1---				1	\$1,000.00	0.00			
N 34	5	10/19/16	10/19/16	EN Special	9:00 PM-10:00 PM		:30				NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	--W----				1	\$1,000.00	0.00			
N 35	5	10/23/16	10/23/16	FOX 5 Sports Final	4-5p		:30				NM	2	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	-----2				2	\$3,000.00	0.00			
Totals											0.00	102	\$57,335.00

Time Period	# of Spots	Gross Amount	Net Amount
09/26/16 - 10/23/16	102	\$57,335.00	\$48,734.75
Totals	102	\$57,335.00	\$48,734.75

Signature: _____ **Date:** _____

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