

# CONTRACT



**KOAT**  
**3801 Carlisle Blvd. NE**  
**Albuquerque, NM 87107**  
**(505)884-7777**

www.koat.com

And:

**Hulsen Media Services**  
**Attention: Meenah Hulsen**  
**2400 Laramie Trail**  
**Austin, TX 78745**

<u>Contract / Revision</u> 1754861 /		<u>Alt Order #</u> 09093362
<u>Product</u> Candidate		
<u>Contract Dates</u> 05/28/18 - 06/10/18		<u>Estimate #</u> 1664 VENEKLASEN BC
<u>Advertiser</u> Veneklasen/D/Land Commissioner		<u>Original Date / Revision</u> 05/30/18 / 05/30/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> KOAT	<u>Account Executive</u> Mary Tricoli	<u>Sales Office</u> HRP -Washington
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agy Code</u> 9915247	<u>Advertiser Code</u> 186	<u>Product 1/2</u> 181
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 1	KOAT	05/30/18	05/30/18	6a A7N More In The A6-7a			:15/:15			P-1		BK	1	\$600.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	--1----				1	\$600.00					
N 2	KOAT	05/30/18	05/30/18	Action 7 News @ 6p 6-630p			:15/:15			P-1		BK	1	\$600.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	--1----				1	\$600.00					
N 3	KOAT	05/31/18	05/31/18	Action 7 News @ 6p 6-630p			:15/:15			P-1		BK	1	\$600.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	---1---				1	\$600.00					
N 4	KOAT	06/01/18	06/01/18	Action 7 News @ 6p 6-630p			:15/:15			P-1		BK	1	\$600.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	----1--				1	\$600.00					
N 5	KOAT	05/30/18	05/30/18	Entertainment Tonight 630-7p			:15/:15			P-1		BK	1	\$600.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	--1----				1	\$600.00					
N 6	KOAT	05/31/18	05/31/18	Entertainment Tonight 630-7p			:15/:15			P-1		BK	1	\$600.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	---1---				1	\$600.00					
N 7	KOAT	06/01/18	06/01/18	Entertainment Tonight 630-7p			:15/:15			P-1		BK	1	\$600.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	----1--				1	\$600.00					
N 8	KOAT	06/01/18	06/01/18	6a A7N More In The A6-7a			:15/:15			P-1		BK	1	\$600.00
		Class of Time - Fixed Non Pre-emptible												

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

This contract is subject to the Standard Terms and Conditions for Purchase of Broadcast Advertising, which can be reviewed at the following URL: [www.hearst.com/newsroom/hearst-television-advertising-sales](http://www.hearst.com/newsroom/hearst-television-advertising-sales)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

Station, and its parent company, does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Advertiser hereby represents and warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



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<b>Advertiser</b> Veneklasen/D/Land Comr		<b>Original Date / Revision</b> 05/30/18 / 05/30/18

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	----1--				1	\$600.00					
N 9	KOAT	05/30/18	05/30/18	The View 10-11a	10-11a		:15/:15			P-1		BK	1	\$150.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	--1----				1	\$150.00					
N 10	KOAT	05/31/18	05/31/18	The View 10-11a	10-11a		:15/:15			P-1		BK	1	\$150.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	---1---				1	\$150.00					
N 11	KOAT	06/01/18	06/01/18	The View 10-11a	10-11a		:15/:15			P-1		BK	1	\$150.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	----1--				1	\$150.00					
N 12	KOAT	05/30/18	05/30/18	DR OZ DAY	11A-12P		:15/:15			P-5		BK	1	\$80.00
		Class of Time - Pre-emptible with notice												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	--1----				1	\$80.00					
N 13	KOAT	05/31/18	05/31/18	DR OZ DAY	11A-12P		:15/:15			P-5		BK	1	\$80.00
		Class of Time - Pre-emptible with notice												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	---1---				1	\$80.00					
N 14	KOAT	06/01/18	06/01/18	DR OZ DAY	11A-12P		:15/:15			P-5		BK	2	\$160.00
		Class of Time - Pre-emptible with notice												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	----2--				2	\$80.00					
N 15	KOAT	05/30/18	06/01/18	M-F A7N This AM @ 4430-5a			:15/:15			P-5		BK	1	\$65.00
		Class of Time - Pre-emptible with notice												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	--WTF--				1	\$65.00					
Totals									0.00				16	\$5,635.00

\*Tax 1 Note: New Mexico Tax Rate 7.5%.

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount	*Tax 1	Total
05/28/18 - 06/01/18	16	\$5,635.00	(\$845.25)	\$4,789.75	\$359.23	\$5,148.98
<b>Totals</b>	16	\$5,635.00	(\$845.25)	\$4,789.75	\$359.23	\$5,148.98

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

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REP HEADLINE# 90933362  
\*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 610-293-4100 FAX# 610-225-1191  
CREDIT ADVISORY: AGENCY CREDIT RISK !!  
ORDER WORKSHEET HARRIS REPORT FROM REP

MAY30/18 09.42  
\*\*\* KOAT-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/G VENEKLASSEN/D/OTH/NM REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
AGY # \_\_\_\_\_ AGY. NAME HULSEN MEDIA SERVICES BUYER NAME MEENAH HULSEN

2400 LARAMIE TRAIL  
AUSTIN, TX 78745  
SALES PRSN WA- MARY TRICOLI

ORDER # \_\_\_\_\_ CONTRACT # 90933362 CLASS: NATL. LOCAL REGIONAL

PRDCT VENEKLASSEN BOOKENDS EST#1664 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES MAY28/18 JUN10/18 WK-2

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE MAY30/18 09.42

REP: THIS IS A NEW ORDER  
CLIENT: VENEKLASSEN LAND COMMISSIONER\*\*  
TOTAL IS \$5,635.00  
PLEASE CONFIRM  
THANKS EMILY

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

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

AGENCY ADVERTISER CODE = 186  
AGENCY PRODUCT CODE = 181  
AGENCY EST# = 1664

1			600A-700A	15		\$300.00	5/30	5/30	2		WED	2
---	--	--	-----------	----	--	----------	------	------	---	--	-----	---

PROGRAM : ACTION 7 NEWS - 6A  
RA35+ : 3.6  
CON COM1: ACTION 7 NEWS - 6A

2			600P-630P	15		\$300.00	5/30	5/30	2		WED	2
---	--	--	-----------	----	--	----------	------	------	---	--	-----	---

PROGRAM : ACTION 7 NEWS AT 6P  
RA35+ : 4.6  
CON COM1: ACTION 7 NEWS AT 6P

MAY30/18 09.42  
\*\*\* KOAT-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
: LINE#	:	:	:	:	:	:	: DATE	: DATE	: /WK	: INVT	:	: SPTS
3			600P-630P	15		\$300.00	5/31	5/31	2		THU	2
PROGRAM : ACTION 7 NEWS AT 6P												
RA35+ : 4.6												
CON COM1: ACTION 7 NEWS AT 6P												
4			600P-630P	15		\$300.00	6/1	6/1	2		FRI	2
PROGRAM : ACTION 7 NEWS AT 6P												
RA35+ : 4.6												
CON COM1: ACTION 7 NEWS AT 6P												
5			630P-700P	15		\$300.00	5/30	5/30	2		WED	2
PROGRAM : ENTERTAINMENT TONIGHT												
RA35+ : 3.3												
CON COM1: ENTERTAINMENT TONIGHT												
6			630P-700P	15		\$300.00	5/31	5/31	2		THU	2
PROGRAM : ENTERTAINMENT TONIGHT												
RA35+ : 3.3												
CON COM1: ENTERTAINMENT TONIGHT												
7			630P-700P	15		\$300.00	6/1	6/1	2		FRI	2
PROGRAM : ENTERTAINMENT TONIGHT												
RA35+ : 3.3												
CON COM1: ENTERTAINMENT TONIGHT												
8			1000P-1030P	15		\$375.00	5/30	5/30	0		WED	0
PROGRAM : ACTION 7 NEWS AT 10P												
RA35+ : 3.5												
CON COM1: ACTION 7 NEWS AT 10P												
9			1000P-1030P	15		\$375.00	5/31	5/31	0		THU	0
PROGRAM : ACTION 7 NEWS AT 10P												
RA35+ : 3.5												
CON COM1: ACTION 7 NEWS AT 10P												
10			600A-700A	15		\$300.00	5/31	5/31	0		THU	0
PROGRAM : ACTION 7 NEWS - 6A												
RA35+ : 3.6												
CON COM1: ACTION 7 NEWS - 6A												

MAY30/18 09.42  
\*\*\* KOAT-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
11			600A-700A	15		\$300.00	6/1	6/1	2		FRI	2
PROGRAM : ACTION 7 NEWS - 6A												
RA35+ : 3.6												
CON COM1 : ACTION 7 NEWS - 6A												
12			1000A-1100A	15		\$75.00	5/30	5/30	2		WED	2
PROGRAM : THE VIEW												
RA35+ : 1.8												
CON COM1 : THE VIEW												
13			1000A-1100A	15		\$75.00	5/31	5/31	2		THU	2
PROGRAM : THE VIEW												
RA35+ : 1.8												
CON COM1 : THE VIEW												
14			1000A-1100A	15		\$75.00	6/1	6/1	2		FRI	2
PROGRAM : THE VIEW												
RA35+ : 1.8												
CON COM1 : THE VIEW												
15			1100A-1200N	15		\$40.00	5/30	5/30	2		WED	2
PROGRAM : DR. OZ												
RA35+ : 1.2												
CON COM1 : DR. OZ												
16			1100A-1200N	15		\$40.00	5/31	5/31	2		THU	2
PROGRAM : DR. OZ												
RA35+ : 1.2												
CON COM1 : DR. OZ												
17			1100A-1200N	15		\$40.00	6/1	6/1	4		FRI	4
PROGRAM : DR. OZ												
RA35+ : 1.2												
CON COM1 : DR. OZ												
18			430A-500A	15		\$32.50	5/30	6/1	2		W-F	2
PROGRAM : 430-5A NEWS												

REP HEADLINE# 9093362  
 \*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 610-293-4100 FAX# 610-225-1191  
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
 ORDER WORKSHEET HARRIS REPORT FROM REP

MAY30/18 09.42  
 \*\*\* KOAT-TV \*\*\*

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

JUN/18			\$5,635.00									
CONTRACT TOTAL \$5,635.00												
TOTAL SPOTS 32												

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI  
 DEMOS- RA35+\*

## 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> KOAT-TV 3801 Carlisle Blvd NE Albuquerque, NM 87107	<b>Date:</b> 5.25.17
--	----------------------

I, HMS

being/on behalf of: VeneKlasen for Our Future

a legally qualified candidate of the Democratic Party

political party for the office of: Land Commissioner

in the Primary Election

election to be held on: June 2018

do hereby request station time as follows:

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

**Attach proposed schedule with charges (if available):** \$5635

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

VeneKlasen for Our Future - PO Box 40578, Santa Fe, NM 87196

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:

Don Devito - 505-433-1691

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***

5/25/17

**Date**

*Marcus Liburdi*

**Signature**

***To Be Signed By Station Representative***

☒ **Accepted**

☐ **Accepted in Part**

☐ **Rejected**

*Marcus Liburdi*

**Signature**

Marcus Liburdi

**Printed Name**

NSM

**Title**