

CONTRACT



WRIC
301 Arboretum Place
Richmond, VA 23236
(804) 330-8888

<u>Contract / Revision</u> 1102720 /		<u>Alt Order #</u> 25563410
<u>Product</u> candidate		
<u>Contract Dates</u> 06/06/17 - 06/12/17		<u>Estimate #</u> 6016
<u>Advertiser</u> POL/Justin Fairfax for Lt Governor		<u>Original Date / Revision</u> 05/30/17 / 06/08/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WRIC	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agcy Code</u> 9912856	<u>Advertiser Code</u> 349	<u>Product 1/2</u> 372
<u>Agency Ref</u> IN117/SP159/AL1336		<u>Advertiser Ref</u>

And:

Greer Margolis & Mitchell
3050 K Street Northwest
Washington, DC 20007
USA

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WRIC	06/06/17	06/12/17	Good Morning Richmond 6	6-7a		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/06/17	06/12/17	MTWTF--				1	\$250.00				
N 2	WRIC	06/06/17	06/12/17	Good Morning America	7-9a		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/06/17	06/12/17	MTWTF--				1	\$250.00				
N 3	WRIC	06/11/17	06/11/17	Good Morning Richmond 8	8-9a		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-----S				1	\$175.00				
N 4	WRIC	06/06/17	06/12/17	TV8 News @ 6p	6-630p		:30				NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/06/17	06/12/17	MTWTF--				1	\$400.00				
N 5	WRIC	06/06/17	06/12/17	TV8 News @ 11	11-1135p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/06/17	06/12/17	MTWTF--				1	\$300.00				
N 6	WRIC	06/12/17	06/12/17	Good Morning Richmond 530530-6a			:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/12/17	06/18/17	M-----				1	\$150.00				
N 7	WRIC	06/12/17	06/12/17	Good Morning America	7-9a		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/12/17	06/18/17	M-----				1	\$250.00				
N 8	WRIC	06/10/17	06/10/17	Good Morning Richmond 8a	8-9a		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-----S-				1	\$125.00				
N 9	WRIC	06/12/17	06/12/17	TV8 News @ 5	5-530p		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/12/17	06/18/17	M-----				1	\$200.00				
N 10	WRIC	06/12/17	06/12/17	TV8 News @ 11	11-1135p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/12/17	06/18/17	M-----				1	\$300.00				

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

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 contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation 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. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations 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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<u>Contract / Revision</u>	<u>Alt Order #</u>
1102720 /	25563410

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
06/06/17 - 06/12/17	candidate	6016

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Justin Fairfax for Lt	05/30/17 / 06/08/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount	
N 11	WRIC	06/10/17	06/10/17	Good Morning Richmond WK6-7a			:30				NM	1	\$100.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/05/17	06/11/17	-----S-				1	\$100.00					
N 12	WRIC	06/10/17	06/10/17	GMA Saturday	7-8a		:30				NM	1	\$150.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/05/17	06/11/17	-----S-				1	\$150.00					
N 13	WRIC	06/11/17	06/11/17	Good Morning America Su	7-8a		:30				NM	1	\$150.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/05/17	06/11/17	-----S				1	\$150.00					
N 14	WRIC	06/12/17	06/12/17	TV8 News @9	9-10a		:30				NM	1	\$125.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	M-----				1	\$125.00					
N 15	WRIC	06/12/17	06/12/17	TV8 News @ Noon	12-1230p		:30				NM	1	\$125.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	M-----				1	\$125.00					
N 16	WRIC	06/12/17	06/12/17	M-F 4-5p	4-5p		:30				NM	1	\$250.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	M-----				1	\$250.00					
N 17	WRIC	06/12/17	06/12/17	TV8 News @ 11	11-1135p		:30				NM	1	\$300.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/12/17	06/18/17	M-----				1	\$300.00					
Totals												0.00	17	\$3,600.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
05/29/17 -06/12/17	17	\$3,600.00	(\$540.00)	\$3,060.00
Totals	17	\$3,600.00	(\$540.00)	\$3,060.00

Signature: _____ **Date:** _____

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125 West 55th St
New York, NY 10019

Contract # 25563410 **Changes as of:** 6/8/2017 at 3:55 PM
CPE: 349/372/6016 **Flight:** 6/6/17 - 6/12/17
Agency: GMMB **Advertiser:** Justin Fairfax - LT Gov
 3050 K ST NW **Product:** candidate
 WASHINGTON DC
 20007
Agency Order #: 6204260 **Station:** WRIC
Buyer: Furman, Mike **Market:** Richmond
Salesperson: ALEXANDRA BRADLEY **Office:** WASHINGTON
 202-955-5342
Primary Demo: Adults 35+
Con Type: POLITICAL/VOTE
Assistant: ALEXANDRA BRADLEY
 202-955-5342

Comments: REVISED ORDER. ANOTHER \$1200 ADDED TO SKED PER BUYER REQUEST. PLS CNF

6/6 - 6/6

#	Day/Time	DP	Program	Rate	A35P Rating	Len	6/6
1	Tu-F,M 6a-7a		Good Morning Richmond	\$250.00	0	30	1
2	Tu-F,M 7a-9a		Good Morning America	\$250.00	0	30	1
3	Su 8a-9a		Good Morning Richmond Weekends	\$175.00	0	30	1
4	Tu-F,M 6p-6:30p		8 News at 6pm	\$400.00	0	30	1
5	Tu-F,M 11p-11:35p		8 News Late Edition	\$300.00	0	30	1
6	Tu-F,M 5:30a-6a		News	\$150.00	0.0	30	1
7	Tu-F,M 7a-9a		GMA	\$250.00	0.0	30	1
8	Sa 8a-9a		News	\$125.00	0.0	30	1
9	Tu-F,M 5p-5:30p		News	\$200.00	0.0	30	1
10	Tu-F,M 11p-11:35p		News	\$300.00	0.0	30	1
REV+ 11	Sa 6a-7a	2	News	\$100.00	0.0	30	0 ▶ 1
REV+ 12	Sa 7a-8a	2	GMA	\$150.00	0.0	30	0 ▶ 1
REV+ 13	Su 7a-8a	2	GMA	\$150.00	0.0	30	0 ▶ 1
REV+ 14	Tu-F,M 9a-10a	2	News	\$125.00	0.0	30	0 ▶ 1
REV+ 15	Tu-F,M 12n-12:30p	2	News	\$125.00	0.0	30	0 ▶ 1
REV+ 16	Tu-F,M 4p-5p	2	Dr phil	\$250.00	0.0	30	0 ▶ 1
REV+ 17	Tu-F,M 11p-11:35p	2	News	\$300.00	0.0	30	0 ▶ 1
TOTALS:							17



125 West 55th St
New York, NY 10019

Contract # 25563410	Changes as of: 6/8/2017 at 3:55 PM	Version: Highlighting Revisi
CPE: 349/372/6016	Flight: 6/6/17 - 6/12/17	Station: WRIC
Agency: GMMB 3050 K ST NW WASHINGTON DC 20007	Advertiser: Justin Fairfax - LT Gov Product: candidate	Market: Richmond Office: WASHINGTON
Agency Order #: 6204260	Buyer: Furman, Mike	Primary Demo: Adults 35+
Salesperson: ALEXANDRA BRADLEY 202-955-5342	Assistant: ALEXANDRA BRA 202-955-5342	Con Type: POLITICAL/VOTE

Special Instructions

Order Level Comments

Date/Time	Added by	Comment
06/08/17 3:55 PM	ALEXANDRA BRADLEY	REVISED ORDER. ANOTHER \$1200 ADDED TO SKED PER BUYER REQUEST. PLS CNF
06/08/17 2:08 PM	ALEXANDRA BRADLEY	REVISED ORDER. ADDED \$1025 TO SKED PER BUYER REQUEST. PLS CNF
05/26/17 12:36 PM	ALEXANDRA BRADLEY	NEW ORDER FOR FAIRFAX FOR I T GOV. PLS CHCK AND CNF. T&R
05/26/17 12:36 PM	ALEXANDRA BRADLEY	NEW ORDER FOR FAIRFAX FOR LT GOV. PLS CHCK AND CNF. T&R

Competitive Information

Market Budget:	\$12,000
WRIC Share:	30%
Comment:	
WRLH:	8%
WTVR:	38%
WUPV:	2%
WWBT:	22%

Daypart Summary

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	17	\$3,600.00	N/A	0.0
Total	100%	17	\$3,600.00	N/A	0.0

Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Revision	6/8/17 3:55 PM	ALEXANDRA BRADLEY	Revised	7		\$1,200.00	\$3,600.00	Changes: Total Spots from 10 to 17, Calculate Competitive Market Budget from \$8,000 to \$12,000.00, User Entered \$ from \$2,400.00 to \$3,600.00, ORDER. ADDED \$1025 TO SKED PER BUYER REQUEST. ANOTHER \$1200 ADDED TO SKED PER BUYER REQUEST. PLS CHCK AND CNF. T&R. buylines added or modified.
Revision	6/8/17 2:08 PM	ALEXANDRA BRADLEY	Confirmed	5		\$1,025.00	\$2,400.00	Changes: Total Spots from 5 to 10, Calculated Competitive Market Budget from \$4,583 to \$8,000.00, User Entered \$ from \$1,375.00 to \$2,400.00, ORDER. ADDED \$1025 TO SKED PER BUYER REQUEST. PLS CHCK AND CNF. T&R.
Queued for Electronic Contracting	5/26/17 12:43 PM					\$0	\$0	
Revision	5/26/17 12:36 PM	ALEXANDRA BRADLEY	Confirmed			\$670.00	\$1,375.00	Changes: Calculated Dollars from \$705.00 to \$1,375.00, Demo Meta to [R16], Comments from \$967 to \$4,583, Total \$ from \$705.00 to \$1,375.00, FAIRFAX FOR LT GOV. PLS CHCK AND CNF. T&R.
New	5/26/17 12:33 PM	ALEXANDRA BRADLEY	New	5		\$705.00	\$705.00	

Non-Discrimination Policy

PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES



125 West 55th St
New York, NY 10019

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CPE: 349/372/6016	Flight: 6/6/17 - 6/12/17	Station: WRIC
Agency: GMMB 3050 K ST NW WASHINGTON DC 20007	Advertiser: Justin Fairfax - LT Gov Product: candidate	Market: Richmond Office: WASHINGTON
	Agency Order #: 6204260	Primary Demo: Adults 35+
	Buyer: Furman, Mike	Con Type: POLITICAL/VOTE
	Salesperson: ALEXANDRA BRADLEY 202-955-5342	Assistant: ALEXANDRA BRA 202-955-5342

KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY