

**CONTRACT**

**WNCF**  
**Carmichael Center**  
**4001 Carmichael Road**  
**Suite 100**  
**Montgomery, AL 36106**  
**(334)270-3200**

WNCF

And:

**Smart Media Group**  
**1427 Leslie Ave Suite#100**  
**Alexandria, VA 22301**

<u>Contract / Revision</u> 215635 /		<u>Alt Order #</u> 25041246
<u>Product</u> Order		
<u>Contract Dates</u> 02/23/16 - 03/01/16		<u>Estimate #</u> 223301
<u>Advertiser</u> Shelby for US Senate (R)		<u>Original Date / Revision</u> 01/07/16 / 01/07/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WNCF	<u>Account Executive</u> Bill Thomas	<u>Sales Office</u> Washington-Ka
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 1046	<u>Advertiser Code</u> SHELB	<u>Product Code</u> ORDR
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WNCF	02/24/16	02/24/16	M-F 2p-3p	2p-3p		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		02/22/16	02/28/16	--W----				1	\$25.00			
N 2	WNCF	02/26/16	02/26/16	M-F 2p-3p	2p-3p		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		02/22/16	02/28/16	----F--				1	\$25.00			
N 3	WNCF	02/23/16	02/23/16	M-F 3p-4p	3p-4p		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		02/22/16	02/28/16	-T-----				1	\$50.00			
N 4	WNCF	02/24/16	02/24/16	M-F 3p-4p	3p-4p		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		02/22/16	02/28/16	--W----				1	\$50.00			
N 5	WNCF	02/25/16	02/25/16	M-F 3p-4p	3p-4p		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		02/22/16	02/28/16	---T---				1	\$50.00			
N 6	WNCF	02/26/16	02/26/16	M-F 3p-4p	3p-4p		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		02/22/16	02/28/16	----F--				1	\$50.00			
N 7	WNCF	02/29/16	02/29/16	M-F 3p-4p	3p-4p		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		02/29/16	03/06/16	M-----				1	\$50.00			
N 8	WNCF	02/23/16	02/23/16	M-F 630p-7p	630p-7p		:30			NM	1	\$90.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		02/22/16	02/28/16	-T-----				1	\$90.00			
N 9	WNCF	02/24/16	02/24/16	M-F 630p-7p	630p-7p		:30			NM	1	\$90.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		02/22/16	02/28/16	--W----				1	\$90.00			
N 10	WNCF	02/25/16	02/25/16	M-F 630p-7p	630p-7p		:30			NM	1	\$90.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		02/22/16	02/28/16	---T---				1	\$90.00			
<b>Totals</b>											<b>10</b>	<b>\$570.00</b>

(\* 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 added to 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. Station does not accept advertising sales agreements that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising sales agreement with Station, whether verbal or written.



WNCF

**WNCF**  
**Carmichael Center**  
**4001 Carmichael Road**  
**Suite 100**  
**Montgomery, AL 36106**  
**(334)270-3200**

Contract / Revision	Alt Order #
215635 /	25041246

Contract Dates	Product	Estimate #
02/23/16 - 03/01/16	Order	223301

Advertiser	Original Date / Revision
Shelby for US Senate (R)	01/07/16 / 01/07/16

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
02/01/16 - 02/28/16	9	\$520.00	(\$78.00)	\$442.00
02/29/16 - 02/29/16	1	\$50.00	(\$7.50)	\$42.50
<b>Totals</b>	<b>10</b>	<b>\$570.00</b>	<b>(\$85.50)</b>	<b>\$484.50</b>

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

(\* 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 added to 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. Station does not accept advertising sales agreements that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising sales agreement with Station, whether verbal or written.

# KATZ TELEVISION GROUP

215635

**Contract #** 25041246 **Changes as of:** 1/17/2016 at 2:19 PM **Version:** Current State  
**CPE:** SHEL/ORDR/223301 **Flight:** 2/23/16 - 3/1/16 **Station:** WNCN  
**Agency:** Smart Media Group **Advertiser:** Shelby, Richard **Market:** Montgomery  
 1427 LESLIE AVE **Product:** Order **Office:** WASHINGTON  
 SUITE #102 **Primary Demo:** Adults 35+ **Salesperson:** BILL THOMAS  
 ALEXANDRIA, VA **Agency Order #:** 30044229 **Assistant:** BILL THOMAS  
**Comments:** Shelby for US Senate Order Flight dates 2/09-3/01 209215 216222 223301 DO NOT RUN SPOTS AFTER 12NOON ON 3/1 Please confirm receipt  
 Thanks, Michele Brooks **Buyer:** Brooks, Michele **Con Type:** POLITICAL/VOTE **Separation:**

#	Day/Time	DP	Program	Rate	A3SP Rating	Len	2/23	2/24	2/25	2/26	2/27	2/28	2/29	3/1	Total Spots	Total \$	CPP	GRP
1	M-F 2p-3p		STEVE HARVEY	\$25.00	2.5	30	0	1	0	1	0	0	0	0	2	\$50.00	\$10.00	5.0
Changes: Rate from 35 to 25																		
2	M-F 3p-4p		FAMILY FEUD	\$50.00	3.5	30	1	1	1	1	0	0	1	0	5	\$250.00	\$14.29	17.5
Changes: Rate from 75 to 50																		
3	M-F 6:30p-7p		FAMILY FEUD	\$90.00	2.2	30	1	1	1	0	0	0	0	0	3	\$270.00	\$40.91	6.6
Changes: Rate from 150 to 90																		
<b>TOTALS:</b> 2 3 2 2 0 0 1 0															10	\$570.00	\$19.59	29.1

# KATZ TELEVISION GROUP

**Contract #** 25041246 **Changes as of:** 1/7/2016 at 2:19 PM **Version:** Current State  
**CPE:** SHEL/ORDR223301 **Flight:** 2/23/16 - 3/1/16 **Station:** WNCF **Total \$:** \$570.00  
**Agency:** Smart Media Group **Advertiser:** Shelby, Richard **Market:** Montgomery **Total Spots:** 10  
**1427 LESLIE AVE** **Product:** Order **Office:** WASHINGTON **Total CPM:** \$19.59  
**SUITE #102** **Primary Demo:** Adults 35+ **Salesperson:** BILL THOMAS **Total GRP:** 31.6  
**ALEXANDRIA, VA** **Agency Order #:** 30044229 **Assistant:** BILL THOMAS  
**22301** **Buyer:** Brooks, Michele **Con Type:** POLITICAL/NOTE **Separation:**  
**Comments:** Shelby for US Senate Order Flight dates 2/09-3/01 209215 216222 223301 DO NOT RUN SPOTS AFTER 12NOON ON 3/1 Please confirm receipt  
 Thanks, Michele Brooks

Hit Listed Programs	
---------------------	--

Date/Time	Added by	Comment
01/07/16 2:19 PM	LAILA DAFTARI	Shelby for US Senate Order Flight dates 2/09-3/01 209215 216222 223301 DO NOT RUN SPOTS AFTER 12NOON ON 3/1 Please confirm receipt Thanks, Michele Brooks
12/18/15 10:13 AM	BILL THOMAS	Shelby for US Senate Order Flight dates 2/09-3/01 209215 216222 223301 DO NOT RUN SPOTS AFTER 12NOON ON 3/1 Please confirm receipt Thanks, Michele Brooks

Competitive Information	
Market Budget:	\$28,500
WNCF Share:	2%
Comment:	
WAKA:	46%
WCOV:	3%
WSFA:	49%

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPM	GRP
	100%	10	\$570.00	\$19.59	29.1
<b>Total</b>	<b>100%</b>	<b>10</b>	<b>\$570.00</b>	<b>\$19.59</b>	<b>29.1</b>

Monthly Summary		
Month	Spots	Dollars
2016-Feb	9	\$520.00
2016-Mar	1	\$50.00
<b>Total</b>	<b>10</b>	<b>\$570.00</b>

Transaction History						
Trans	Created/Received	Created by	Status	Spot#	Spot	\$ Chg
	1/7/16 2:21 PM					\$0
						\$0
Revision	1/7/16 2:19 PM	LAILA DAFTARI	Revised			\$-325.00
	1/8/16 11:39 AM					\$0
New	12/18/15 10:13 AM	BILL THOMAS	Confirmed	10		\$895.00
						\$895.00
Changes: Calculated Dollars from \$895.00 to \$570.00, Total CPM from \$29.43 to \$19.59, Competitive Market Budget from \$46,500 to \$28,500, User Entered \$ from \$0.00 to \$570.00, Total \$ from \$895.00 to \$570.00, 3 buylines added or modified.						
Non-Discrimination Policy						



Order / Rev: 215635  
 Alt Order #: 25041246  
 Flight Dates: 02/23/16 - 03/01/16

Advertiser: Shelby for US Senate (R)  
 Product Desc: Order  
 Estimate: 223301

WNCF

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
STEVE HARVEY															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/22/16	02/28/16	--W----					1	\$35.00		0.00			
E 2	WNCF	02/26/16	02/26/16	M-F 2p-3p M-F 2p-3p	CM	2p-3p	----F--	:30	1	\$35.00	P-04	0.00	NM	1	\$35.00
STEVE HARVEY															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/22/16	02/28/16	----F--					1	\$35.00		0.00			
E 3	WNCF	02/23/16	02/23/16	M-F 3p-4p M-F 3p-4p	CM	3p-4p	-T-----	:30	1	\$75.00	P-04	0.00	NM	1	\$75.00
FAMILY FEUD															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/22/16	02/28/16	-T-----					1	\$75.00		0.00			
E 4	WNCF	02/24/16	02/24/16	M-F 3p-4p M-F 3p-4p	CM	3p-4p	--W----	:30	1	\$75.00	P-04	0.00	NM	1	\$75.00
FAMILY FEUD															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/22/16	02/28/16	--W----					1	\$75.00		0.00			
E 5	WNCF	02/25/16	02/25/16	M-F 3p-4p M-F 3p-4p	CM	3p-4p	---T---	:30	1	\$75.00	P-04	0.00	NM	1	\$75.00
FAMILY FEUD															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/22/16	02/28/16	---T---					1	\$75.00		0.00			
E 6	WNCF	02/26/16	02/26/16	M-F 3p-4p M-F 3p-4p	CM	3p-4p	----F--	:30	1	\$75.00	P-04	0.00	NM	1	\$75.00
FAMILY FEUD															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/22/16	02/28/16	----F--					1	\$75.00		0.00			
E 7	WNCF	02/29/16	02/29/16	M-F 3p-4p M-F 3p-4p	CM	3p-4p	M-----	:30	1	\$75.00	P-04	0.00	NM	1	\$75.00
FAMILY FEUD															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/29/16	03/06/16	M-----					1	\$75.00		0.00			
E 8	WNCF	02/23/16	02/23/16	M-F 630p-7p M-F 630p-7p	CM	630p-7p	-T-----	:30	1	\$150.00	P-04	0.00	NM	1	\$150.00
FAMILY FEUD															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/22/16	02/28/16	-T-----					1	\$150.00		0.00			
E 9	WNCF	02/24/16	02/24/16	M-F 630p-7p M-F 630p-7p	CM	630p-7p	--W----	:30	1	\$150.00	P-04	0.00	NM	1	\$150.00
FAMILY FEUD															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/22/16	02/28/16	--W----					1	\$150.00		0.00			
E 10	WNCF	02/25/16	02/25/16	M-F 630p-7p M-F 630p-7p	CM	630p-7p	---T---	:30	1	\$150.00	P-04	0.00	NM	1	\$150.00
FAMILY FEUD															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>					<u>Spots/Week</u>	<u>Rate</u>		<u>Rating</u>			
Week:		02/22/16	02/28/16	---T---					1	\$150.00		0.00			
													Totals	10	\$895.00



214635

<b>Contract #</b> 25041246		<b>Changes as of:</b> 12/18/2015 at 10:13 AM		<b>Version:</b> Current State	
<b>CPE:</b> SHEL/ORDR/223301		<b>Flight:</b> 2/23/16 - 3/1/16		<b>Station:</b> WNCN	
<b>Agency:</b> Smart Media Group		<b>Advertiser:</b> Shelby, Richard		<b>Market:</b> Montgomery	
1427 LESLIE AVE		<b>Product:</b> Order		<b>Office:</b> WASHINGTON	
SUITE #102		<b>Primary Demo:</b> Adults 35+		<b>Salesperson:</b> BILL THOMAS	
ALEXANDRIA, VA		<b>Agency Order #:</b> 30044229		<b>Assistant:</b> BILL THOMAS	
22301		<b>Buyer:</b> Brooks, Michele		<b>Con Type:</b> POLITICAL/VOTE	
<b>Comments:</b> Shelby for US Senate Order Flight dates 2/09-3/01 209215 216222 223301 DO NOT RUN SPOTS AFTER 12NOON ON 3/1 Please confirm receipt		<b>Thanks,</b> Michele Brooks		<b>Separation:</b>	

#	Day/Time	DP	Program	Rate	A3SP Rating	Len	2/23 - 3/1							Total Spots	Total \$	CPP	GRP
							2/23	2/24	2/25	2/26	2/27	2/28	2/29				
1	M-F 2p-3p		STEVE HARVEY	\$35.00	2.5	30	0	1	0	1	0	0	0	2	\$70.00	\$14.00	5.0
2	M-F 3p-4p		FAMILY FEUD	\$75.00	3.5	30	1	1	1	1	0	0	1	5	\$375.00	\$21.43	17.5
3	M-F 6:30p-7p		FAMILY FEUD	\$150.00	2.2	30	1	1	1	0	0	0	0	3	\$450.00	\$68.18	6.6
<b>TOTALS:</b>							2	3	2	2	0	0	1	10	\$895.00	\$30.76	29.1





<b>Contract #</b> 25041246	<b>Changes as of:</b> 12/18/2015 at 10:13 AM	<b>Version:</b> Current State
<b>CPE:</b> SHEL/ORDR/223301	<b>Flight:</b> 2/23/16 - 3/1/16	<b>Station:</b> WNCN
<b>Agency:</b> Smart Media Group	<b>Advertiser:</b> Shelby, Richard	<b>Market:</b> Montgomery
1427 LESLIE AVE	<b>Product:</b> Order	<b>Office:</b> WASHINGTON
SUITE #102	<b>Primary Demo:</b> Adults 35+	<b>Salesperson:</b> BILL THOMAS
ALEXANDRIA, VA	<b>Agency Order #:</b> 30044229	<b>Assistant:</b> BILL THOMAS
22301	<b>Buyer:</b> Brooks, Michele	<b>Con Type:</b> POLITICAL/VOTE
	<b>Comments:</b> Shelby for US Senate Order Flight dates 2/09-3/01 209215 216222 223301 DO NOT RUN SPOTS AFTER 12NOON ON 3/1 Please confirm receipt	<b>Separation:</b>
	Thanks, Michele Brooks	

<b>Hit Listed Programs</b>	
----------------------------	--

Date/Time	Added by	Comment
12/18/15 10:13 AM	BILL THOMAS	Shelby for US Senate Order Flight dates 2/09-3/01 209215 216222 223301 DO NOT RUN SPOTS AFTER 12NOON ON 3/1 Please confirm receipt Thanks, Michele Brooks

Competitive Information			
Market Budget:	\$46,500		
WNCN Share:	2%		
Comment:			
WAKA:	46%		
WCOV:	3%		
WSFA:	49%		

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	10	\$895.00	\$30.76	29.1
<b>Total</b>	<b>100%</b>	<b>10</b>	<b>\$895.00</b>	<b>\$30.76</b>	<b>29.1</b>

Monthly Summary		
Month	Spots	Dollars
2016-Feb	9	\$820.00
2016-Mar	1	\$75.00
<b>Total</b>	<b>10</b>	<b>\$895.00</b>

Transaction History								
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
New	12/18/15 10:13 AM	BILL THOMAS	New	10		\$895.00	\$895.00	

<b>Non-Discrimination Policy</b>	
----------------------------------	--



C# 215635

# 2123-311 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> WNCN Monty-Selma AL	<b>Date:</b> 1/7/18
---	------------------------

I, Smart Media Group

being/on behalf of: Shelby for U.S Senate

a legally qualified candidate of the Republican

political party for the office of: U.S Senate

in the Primary

election to be held on: 03/01/2016

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):**

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

Shelby for U.S. Senate

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:

Pam Blackwell

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***

12/08/16

**Date**

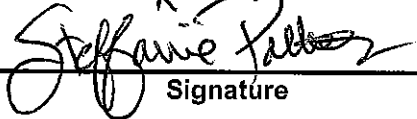
  
**Signature**

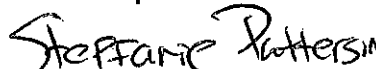
***To Be Signed By Station Representative***

☒ **Accepted**

☐ **Accepted in Part**

☐ **Rejected**

  
**Signature**

  
**Printed Name**

  
**Title**