

# CONTRACT



**WJHL**  
 338 E. Main Street  
 Johnson City, TN 37601  
 (423) 926-2151

<u>Contract / Revision</u> 25708298 / 1		<u>Alt Order #</u>
<u>Product</u> political		
<u>Contract Dates</u> 09/12/17 - 09/18/17		<u>Estimate #</u> 5592
<u>Advertiser</u> POL/Northam for Lt Governor		<u>Original Date / Revision</u> 09/14/17 / 09/14/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WJHL	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>Agency Code</u> 9915780	<u>Advertiser Code</u> 903	<u>Product 1/2</u> 913
<u>Agency Ref</u> IN5252/SP2893/TO824		<u>Advertiser Ref</u>

And:

**Buying Time**  
 650 Massachusetts Avenue NW  
 Suite 210  
 Washington, DC 20001-3796  
 USA

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
E 1	WJHL	09/12/17	09/15/17	Local News @ 530a	530a-6a		:30				NM	3	\$105.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/11/17	09/17/17	-1-11--	3			\$35.00					
	<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>Type</u>		
	1	WJHL	09/11/17-09/17/17	Local News @ 530a	530a-6a	-Tu-ThF----	:30		\$35.00		NM		
	See MG 1.4												
	4	WJHL	09/18/17-09/18/17	Local News @ 530a	530a-6a	M-----	:30		\$35.00		NM		
	Ⓜ MG for 1.1 09/12												
2	WJHL	09/13/17	09/18/17	CBS This Morning	7a-9a		:30				NM	3	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/11/17	09/17/17	--11---	2			\$50.00					
Week:		09/18/17	09/24/17	1-----	1			\$50.00					
3	WJHL	09/12/17	09/18/17	Local News @ 5p	5p-530p		:30				NM	3	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/11/17	09/17/17	-1-1---	2			\$120.00					
Week:		09/18/17	09/24/17	1-----	1			\$120.00					
4	WJHL	09/13/17	09/18/17	Local News @ 530p	530p-6p		:30				NM	3	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/11/17	09/17/17	--1-1--	2			\$120.00					
Week:		09/18/17	09/24/17	1-----	1			\$120.00					
5	WJHL	09/13/17	09/15/17	CBS Evening News	630p-7p		:30				NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/11/17	09/17/17	--1-1--	2			\$200.00					
6	WJHL	09/13/17	09/18/17	Local News @ 11p	11p-1135p		:30				NM	3	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/11/17	09/17/17	--11---	2			\$200.00					
Week:		09/18/17	09/24/17	1-----	1			\$200.00					
7	WJHL	09/17/17	09/17/17	11p News Sun	11p-1135p		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/11/17	09/17/17	-----1	1			\$125.00					
8	WJHL	09/16/17	09/16/17	Local News Sat 6a	6a-7a		:30				NM	1	\$10.00

(\* 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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<b>Advertiser</b> POL/Northam for Lt Gove		<b>Estimate #</b> 5592
		<b>Original Date / Revision</b> 09/14/17 / 09/14/17

*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>				
Week:		09/11/17	09/17/17	-----1-				1	\$10.00				
9	WJHL	09/16/17	09/16/17	Local News Sat 7a	7a-8a		:30				NM	1	\$10.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/11/17	09/17/17	-----1-				1	\$10.00				
N 10	WJHL	09/16/17	09/16/17	CBS This Morning Sat	8a-10a		:30				NM	3	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/11/17	09/17/17	-----1-				1	\$25.00				
	<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>Type</u>		
	1	WJHL	09/11/17-09/17/17	CBS This Morning Sat	8a-10a	-----Sa--	:30		<del>\$25.00</del>		NM		
	See MG 10.2, 10.3, 10.4												
	2	WJHL	09/15/17-09/15/17	Daytime Tri-Cities	10a-11a	-----F----	:30		\$15.00		NM		
	Ⓜ MG for 10.1 09/16												
	3	WJHL	09/14/17-09/14/17	Local News @ 430a	430a-5a	----Th-----	:30		<del>\$5.00</del>		NM		
	Ⓜ See MG 10.5												
	4	WJHL	09/15/17-09/15/17	Local News @ 430a	430a-5a	-----F----	:30		\$5.00		NM		
	Ⓜ MG for 10.1 09/16												
	5	WJHL	09/18/17-09/18/17	Local News @ 430a	430a-5a	M-----	:30		\$5.00		NM		
	Ⓜ MG for 10.3 09/14												
11	WJHL	09/17/17	09/17/17	Local News Sun 6a	6a-7a		:30				NM	1	\$10.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/11/17	09/17/17	-----1				1	\$10.00				
12	WJHL	09/17/17	09/17/17	Local News Sun 7a	7a-8a		:30				NM	1	\$10.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/11/17	09/17/17	-----1				1	\$10.00				
13	WJHL	09/17/17	09/17/17	CBS This Morning Sun	857a-1030a		:30				NM	1	\$110.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/11/17	09/17/17	-----1				1	\$110.00				
<b>Totals</b>								0.00				26	\$2,275.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/28/17 - 09/18/17	26	\$2,275.00	(\$341.25)	\$1,933.75
<b>Totals</b>	26	\$2,275.00	(\$341.25)	\$1,933.75

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

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