

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location: <u>Washington DC</u> <u>WTOP, WWWT, WTLF</u>	Date: <u>1/8/2018</u>
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I, Horse Power Media

do hereby request station time concerning the following issue:

PhRMA

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

This broadcast time will be used by: PhRMA

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"

Yes No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

[Empty box for candidate and issue information]

I represent that the payment for the above described broadcast time has been furnished by (name and address):

[Empty box for sponsor name and address]

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

[Empty box for listing executives or board members]

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
DOES NOT "COMMUNICATE A POLITICAL MATTER OF NATIONAL
IMPORTANCE"**

I represent that the payment for the above described broadcast time has been furnished
by (name and address):

PhRMA
960 F St. NW
Suite 300
Washington, DC 20004

and you are authorized to announce the time as paid for by such person or entity
(hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of
directors below (or attach separately):

Tracey Merchant - Vice President & Controller

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least _____ before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

Date Justin Ferrell _____
Signature Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

Accepted Accepted in Part Rejected

Justin Ferrell Step Quast Sales Manager
Signature Printed Name Title

Broadcast Contract

HORSEPOWER MEDIA (A)
PhRMA
817 Slaters Lane
Alexandria, VA 22314

Start Date 02/12/18	Contract# 44278	Mod# 1
End Date 02/16/18	Date Entered 02/08/18	Date Last Modified 02/09/18
Advertiser PhRMA		Station Market WTOP-FM
Product PhRMA 2.12 thru 2.16		SalesRep/Office Aaron Finley

Attn: Ben Angle

Standard Billing Cycle Estimate#

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
1	MO 02/12/18 FR 02/16/18	05:00A-10:00A	60	1	1	1	1	1	--	--	5	\$2,500.00
2	MO 02/12/18 FR 02/16/18	10:00A-03:00P	60	1	1	1	1	1	--	--	5	\$1,000.00
3	MO 02/12/18 FR 02/16/18	03:00P-08:00P	60	2	2	2	2	1	--	--	9	\$2,000.00

-----Additional Comments-----	Total Spots	Spots Total\$	Agency Commission	Net	Gross
	19	35,500.00	\$5,325.00	\$ 30,175.00	\$ 35,500.00

Billing Projections: By Month

	Feb 18
CA	35,500.00
ST	35,500.00

FCC Nondiscrimination Notice: Hubbard Washington DC, LLC and WTOP/WFED do not discriminate in advertising arrangements on the basis of race or ethnicity. Any arrangement entered into with an advertiser whose intent is to discriminate in such manner shall be null and void. In compliance with FCC rules, broadcaster includes this nondiscrimination provision in all advertiser arrangements.

Accepted for Station

Accepted for advertiser OR agency(and MBS, if any) as agent for the advertiser

_____ Name	_____ Title	_____ Name	_____ Title
See reverse for accepted terms and conditions, if any			Page 1