

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b>  GBBJ-TV, JACKSON, TN	<b>Date:</b>  10/24/2014 <i>REV</i>
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I, Smart Media Group  
do hereby request station time concerning the following issue:

Tennessee Senate Republican Caucus
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Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
SEE ATTACHED					

This broadcast time will be used by: Tennessee Senate Republican Caucus

**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):

--	--

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

Tennessee Senate Republican Caucus 5 Legislative Plaza, Nashville, Tennessee 37243
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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):

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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):

--

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):

--



**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

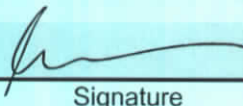
**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

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)**

10/10/2014

Date



Signature

(703) 518-4747

Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☒ Accepted

☐ Accepted in Part

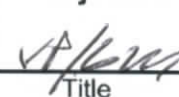
☐ Rejected



Signature



Printed Name



Title

## AGREED UPON SCHEDULE

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
<h1>SEE ATTACHED</h1>					

**Attach proposed schedule with charges (if available): \$4,037.50**

### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.

## ORDER WORKSHEET

Rep Order# 9425104 Ver# 9

Status Confirmed

Traffic Order#

Last Received:  
Showing Buylines:Printed: 10/21/14 11:18 AM  
10/21/14 11:18 AM  
All Lines

Duplicate

1 of 6

Station WBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C11C26  
Buyer Hope GreenblattAgency (SMART) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C11C26  
Flight Dates 10/11/14-10/26/14Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMETH  
Sales Assistant  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

## --- CONTRACT COMMENT ---

TN SENATE REPUBLICAN/ISSUE

\*\*\*\*\*NONDISCRIMINATION\*\*\*\*\* PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ COMMUNICATIONS, INC. (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
1	Tu	9A-10A	LIVE! WITH KELLY & M	30	4.1	4.1	\$100.00	10/14-10/14	1	1	\$100.00
2	Th	9A-10A	LIVE! WITH KELLY & M	30	4.1	4.1	\$100.00	10/16-10/16	1	1	\$100.00
3	M	9A-10A	LIVE! WITH KELLY & M	30	4.1	4.1	\$100.00	10/20-10/20	1	1	\$100.00
4	W	9A-10A	LIVE! WITH KELLY & M	15	4.1	8.2	\$50.00	10/22-10/22	2	2	\$100.00
5	F	9A-10A	LIVE! WITH KELLY & M	15	4.1	8.2	\$50.00	10/24-10/24	2	2	\$100.00
6	M	1130A-12P	7 EYEWITNESS NEWS AT	30	4.8	4.8	\$140.00	10/13-10/13	1	1	\$140.00
7	Tu	1130A-12P	7 EYEWITNESS NEWS AT	30	4.8	4.8	\$140.00	10/14-10/14	1	1	\$140.00
8	W	1130A-12P	7 EYEWITNESS NEWS AT	30	4.8	4.8	\$140.00	10/15-10/15	1	1	\$140.00
9	Th	1130A-12P	7 EYEWITNESS NEWS AT	30	4.8	4.8	\$140.00	10/16-10/16	1	1	\$140.00
10	F	1130A-12P	7 EYEWITNESS NEWS AT	30	4.8	4.8	\$140.00	10/17-10/17	1	1	\$140.00
11	M	1130A-12P	7 EYEWITNESS NEWS AT	30	4.8	4.8	\$140.00	10/20-10/20	1	1	\$140.00
12	Tu	1130A-12P	7 EYEWITNESS NEWS AT	30	4.8	4.8	\$140.00	10/21-10/21	1	1	\$140.00



# ORDER WORKSHEET

Rep Order# 9425104 Ver# 9 Status Confirmed Traffic Order# Last Received: 10/21/14 11:18 AM Printed: 10/21/14 11:18 AM Duplicate 2 of 6  
EC'd No Showing Buylines: All Lines

Station WBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C11C26  
Buyer Hope Greenblatt

Agency (SMART) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C11C26  
Flight Dates 10/11/14-10/26/14

Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILLMEETH  
Sales Assistant  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
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13	W	1130A-12P	7 EYEWITNESS NEWS AT	15	4.8	9.6	\$70.00	10/22-10/22	2	2	\$140.00
14	Th	1130A-12P	7 EYEWITNESS NEWS AT	15	4.8	9.6	\$70.00	10/23-10/23	2	2	\$140.00
15	F	1130A-12P	7 EYEWITNESS NEWS AT	15	4.8	9.6	\$140.00	10/24-10/24	2	2	\$280.00
16	M	4P-5P	ELLEN	30	2.4	N/A	\$160.00	10/13-10/13	0	0	\$0.00
17	Tu	4P-5P	ELLEN	30	2.4	2.4	\$160.00	10/14-10/14	1	1	\$160.00
18	W	4P-5P	ELLEN	30	2.4	2.4	\$160.00	10/15-10/15	1	1	\$160.00
19	Th	4P-5P	ELLEN	30	2.4	2.4	\$160.00	10/16-10/16	1	1	\$160.00
20	F	4P-5P	ELLEN	30	2.4	2.4	\$160.00	10/17-10/17	1	1	\$160.00
21	Tu	4P-5P	ELLEN	30	2.4	2.4	\$160.00	10/21-10/21	1	1	\$160.00
22	Th	4P-5P	ELLEN	15	2.4	4.8	\$80.00	10/23-10/23	2	2	\$160.00
23	M	7A-9A	GOOD MORNING AMERICA	30	11.2	11.2	\$185.00	10/13-10/13	1	1	\$185.00
24	Tu	7A-9A	GOOD MORNING AMERICA	30	11.2	11.2	\$185.00	10/14-10/14	1	1	\$185.00
25	Th	7A-9A	GOOD MORNING AMERICA	30	11.2	11.2	\$185.00	10/16-10/16	1	1	\$185.00
26	F	7A-9A	GOOD MORNING AMERICA	30	11.2	11.2	\$185.00	10/17-10/17	1	1	\$185.00
27	M	7A-9A	GOOD MORNING AMERICA	30	11.2	11.2	\$185.00	10/20-10/20	1	1	\$185.00
28	Tu	7A-9A	GOOD MORNING AMERICA	30	11.2	11.2	\$185.00	10/21-10/21	1	1	\$185.00

# ORDER WORKSHEET

Rep Order# 9425104 Ver# 9 Status Confirmed Traffic Order# Last Received: 10/21/14 11:18 AM Duplicate 3 of 6  
EC'd No Showing Buylines:

Station WBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C11C26  
Buyer Hope Greenblatt  
Agency (SMART) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C11C26  
Flight Dates 10/11/14-10/26/14

Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMETH  
Sales Assistant  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
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29	W	7A-9A	GOOD MORNING AMERICA	15	11.2	22.4	\$92.50	10/22-10/22	2	2	\$185.00
30	Th	7A-9A	GOOD MORNING AMERICA	15	11.2	22.4	\$92.50	10/23-10/23	2	2	\$185.00
31	F	7A-9A	GOOD MORNING AMERICA	15	11.2	22.4	\$92.50	10/24-10/24	2	2	\$185.00
32	Sa	6A-7A	GOOD MORNING WEST TE	30	4.8	4.8	\$95.00	10/18-10/18	1	1	\$95.00
33	Sa	6A-7A	GOOD MORNING WEST TE	15	4.8	9.6	\$47.50	10/25-10/25	2	2	\$95.00
34	Sa	7A-8A	GOOD MORNING AMERICA	30	6.0	6.0	\$120.00	10/18-10/18	1	1	\$120.00
35	Sa	7A-8A	GOOD MORNING AMERICA	15	6.0	12.0	\$60.00	10/25-10/25	2	2	\$120.00
36	Su	8A-9A	GOOD MORNING AMERICA	30	3.3	3.3	\$110.00	10/19-10/19	1	1	\$110.00
37	Su	8A-9A	GOOD MORNING AMERICA	15	3.3	6.6	\$55.00	10/26-10/26	2	2	\$110.00
38	Tu	5P-530P	EYEWITNESS NEWS	30	16.8	16.8	\$325.00	10/14-10/14	1	1	\$325.00
39	Th	5P-530P	EYEWITNESS NEWS	30	16.8	16.8	\$325.00	10/16-10/16	1	1	\$325.00
40	M	5P-530P	EYEWITNESS NEWS	30	16.8	16.8	\$325.00	10/20-10/20	1	1	\$325.00
41	W	5P-530P	EYEWITNESS NEWS	15	16.8	33.6	\$162.50	10/22-10/22	2	2	\$325.00
42	F	5P-530P	EYEWITNESS NEWS	15	16.8	33.6	\$162.50	10/24-10/24	2	2	\$325.00
43	W	6P-630P	EYEWITNESS NEWS	30	19.7	19.7	\$460.00	10/15-10/15	1	1	\$460.00
44	F	6P-630P	EYEWITNESS NEWS	30	19.7	19.7	\$460.00	10/17-10/17	1	1	\$460.00



## ORDER WORKSHEET

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Traffic Order#

Last Received:  
10/21/14 11:18 AM  
Showing Buylines:Printed: 10/21/14 11:18 AM  
10/21/14 11:18 AM  
All Lines

Duplicate

4 of 6

Station WBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C11C26  
Buyer Hope GreenblattAgency (SMART) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C11C26  
Flight Dates 10/11/14-10/26/14Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMETH  
Sales Assistant  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
45	Tu	6P-630P	EYEWITNESS NEWS	30	19.7	19.7	\$460.00	10/21-10/21	1	1	\$460.00
46	Sa	6P-630P	EYEWITNESS NEWS	30	11.2	N/A	\$180.00	10/11-10/11	0	0	\$0.00
47	Sa	6P-630P	EYEWITNESS NEWS	30	11.2	11.2	\$180.00	10/18-10/18	1	1	\$180.00
48	M	1035P-1135P	JIMMY KIMMEL LIVE	30	3.6	3.6	\$175.00	10/13-10/13	1	1	\$175.00
49	Tu	1035P-1135P	JIMMY KIMMEL LIVE	30	3.6	3.6	\$175.00	10/14-10/14	1	1	\$175.00
50	W	1035P-1135P	JIMMY KIMMEL LIVE	30	3.6	3.6	\$175.00	10/15-10/15	1	1	\$175.00
51	Th	1035P-1135P	JIMMY KIMMEL LIVE	30	3.6	3.6	\$175.00	10/16-10/16	1	1	\$175.00
52	F	1035P-1135P	JIMMY KIMMEL LIVE	30	3.6	3.6	\$175.00	10/17-10/17	1	1	\$175.00
53	M	1035P-1135P	JIMMY KIMMEL LIVE	30	3.6	3.6	\$175.00	10/20-10/20	1	1	\$175.00
54	W	1035P-1135P	JIMMY KIMMEL LIVE	15	3.6	7.2	\$87.50	10/22-10/22	2	2	\$175.00
55	F	1035P-1135P	JIMMY KIMMEL LIVE	15	3.6	7.2	\$87.50	10/24-10/24	2	2	\$175.00
56	Su	1035P-1135P	CASTLE	30	3.8	3.8	\$170.00	10/19-10/19	1	1	\$170.00
57	Su	1035P-1135P	CASTLE	15	3.8	7.6	\$85.00	10/26-10/26	2	2	\$170.00
58	M	10P-1035P	EYEWITNESS NEWS	30	13.6	13.6	\$460.00	10/13-10/13	1	1	\$460.00
59	W	10P-1035P	EYEWITNESS NEWS	30	13.6	13.6	\$460.00	10/15-10/15	1	1	\$460.00
60	F	10P-1035P	EYEWITNESS NEWS	30	13.6	13.6	\$460.00	10/17-10/17	1	1	\$460.00

## ORDER WORKSHEET

Rep Order# 9425104

Ver# 9

Status Confirmed

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Last Received:  
Showing Buylines:Printed: 10/21/14 11:18 AM  
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All Lines

Duplicate

5 of 6

Station WBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C11C26  
Buyer Hope GreenblattAgency (SMART) SMART MEDIA GROUP  
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Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
61	M	10P-1035P	EYEWITNESS NEWS	30	13.6	13.6	\$460.00	10/20-10/20	1	1	\$460.00
62	Tu	10P-1035P	EYEWITNESS NEWS	30	13.6	13.6	\$460.00	10/21-10/21	1	1	\$460.00
63	W	10P-1035P	EYEWITNESS NEWS	15	13.6	27.2	\$230.00	10/22-10/22	2	2	\$460.00
64	Th	10P-1035P	EYEWITNESS NEWS	15	13.6	27.2	\$230.00	10/23-10/23	2	2	\$460.00
65	F	10P-1035P	EYEWITNESS NEWS	15	13.6	27.2	\$230.00	10/24-10/24	2	2	\$460.00
66	M	630P-7P	WHEEL OF FORTUNE	30	17.9	17.9	\$425.00	10/13-10/13	1	1	\$425.00
67	F	630P-7P	WHEEL OF FORTUNE	15	17.9	35.8	\$212.50	10/24-10/24	2	2	\$425.00
68	M	7P-9P	DANCING WITH THE STA	30	14.8	14.8	\$950.00	10/13-10/13	1	1	\$950.00
69	M	7P-9P	DANCING WITH THE STA	30	14.8	14.8	\$950.00	10/20-10/20	1	1	\$950.00
70	M	9P-10P	CASTLE	30	10.0	10.0	\$975.00	10/20-10/20	1	1	\$975.00
71	F	8P-9P	SHARK TANK	30	8.3	8.3	\$800.00	10/17-10/17	1	1	\$800.00
72	F	8P-9P	SHARK TANK	15	8.3	16.6	\$400.00	10/24-10/24	2	2	\$800.00
73	Su	9A-10A	THIS WEEK	30	-	-	\$100.00	10/19-10/19	1	1	\$100.00
74	Th-F	1135P-1205A	NIGHTLINE	30	-	-	\$80.00	10/16-10/17	1	1	\$80.00
75	M	4P-5P	ELLEN	30	2.4	2.4	\$160.00	10/20-10/20	1	1	\$160.00

# ORDER WORKSHEET

Rep Order# 9425104 Ver# 9

Status Confirmed

Traffic Order#

Last Received:  
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Printed: 10/21/14 11:18 AM  
10/21/14 11:18 AM  
All Lines

Duplicate

6 of 6

Station WBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
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Buyer Hope Greenblatt

Agency (SMART) SMART MEDIA GROUP  
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Agency C/P1/P2/E TNSR/ORDR/C11C26  
Flight Dates 10/11/14-10/26/14

Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMETH  
Sales Assistant  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

## ---REPORT TOTALS---

Report Totals: 95 / \$19,585.00

## ---SALES MONTHLY TOTALS---

Oct2014: 95 / \$19,585.00

Order Totals: 95 / \$19,585.00 Total GRPS: 790.1

## ---COMPETITIVE---

Market Totals	\$27,077.28	CABL .00%	GSBJ 17.67%	UNKN .00%	WBBJ 72.33%	WJKT 10.00%
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Books [null]  
Demos RA35+

## ---CREDIT RISK---

STANDARD CREDIT TERMS



## ORDER WORKSHEET

Rep Order# 9425088 Ver# 7 Status Confirmed

Traffic Order#

Last Received:  
Showing Buylines:

Printed: 10/21/14 11:25 AM Duplicate 1 of 2  
10/21/14 11:25 AM  
All Lines

Station GBB-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C11C26  
Buyer Hope Greenblatt

Agency (SMART) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
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Ln	Day	Time	Program	Len	RTG/TWP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
1	Tu	7P-8P	NCIS	30	5.7	5.7	\$445.00	10/21-10/21	1	1	\$445.00
2	Tu	8P-9P	NCIS: NEW ORLEANS	30	6.2	6.2	\$445.00	10/14-10/14	1	1	\$445.00
3	Tu	8P-9P	NCIS: NEW ORLEANS	30	6.2	6.2	\$445.00	10/21-10/21	1	1	\$445.00
4	Tu	9P-10P	PERSONOF INTEREST	30	4.2	4.2	\$460.00	10/14-10/14	1	1	\$460.00
5	F	9P-10P	BLUE BLOODS	15	3.2	6.4	\$217.50	10/24-10/24	2	2	\$435.00
6	Su	1P-4P	TITANS VS JACK 10,12	30	2.2	4.4	\$420.00	10/12-10/12	2	2	\$840.00
7	Su	1P-4P	TITANS VS REDS 10.19	30	2.7	5.4	\$420.00	10/19-10/19	2	2	\$840.00
8	Su	1P-4P	TITANSVSTEX 10.26	15	2.7	10.8	\$210.00	10/26-10/26	4	4	\$840.00
9	Th	730P-1030P	CBS THURS NIGHT NFL	15	-	-	\$262.50	10/23-10/23	8	8	\$2,100.00
10	Su	330P-630P	NFL LATE GAME	15	-	-	\$210.00	10/26-10/26	8	8	\$1,680.00

---REPORT TOTALS---

# ORDER WORKSHEET

Rep Order# 9425088 Ver# 7

Status Confirmed

Traffic Order#

Last Received:  
Showing Buylines:

Printed: 10/21/14 11:25 AM  
10/21/14 11:25 AM  
All Lines

Duplicate

2 of 2

Station GBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C11C26  
Buyer Hope Greenblatt

Agency (SMRT) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C11C26  
Flight Dates 10/11/14-10/26/14

Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMETH  
Sales Assistant  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

Report Totals: 30 / \$8,530.00

## ---SALES MONTHLY TOTALS---

Oct2014: 30 / \$8,530.00

Order Totals: 30 / \$8,530.00 Total GRPS: 49.3

## --- COMPETITIVE ---

Market Totals	\$48,273.91	CABL .00%	GBBJ 17.67%	UNKN .00%	WEBJ 72.33%	WKRT 10.00%
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Books [null]  
Demos RA35+

## --- CREDIT RISK ---

STANDARD CREDIT TERMS

## ORDER WORKSHEET

Rep Order# 9425772 Ver# 3

Status Confirmed

Traffic Order#

Last Received:  
Showing Buylines:Printed: 10/21/14 11:37 AM  
10/21/14 11:37 AM  
All Lines

Duplicate

1 of 4

Station WBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C27N04  
Buyer Hope GreenblattAgency (SMRT) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C27N04  
Flight Dates 10/27/14-11/04/14Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMETH  
Sales Assistant DEVON  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

## --- CONTRACT COMMENT ---

TN SENATE REPUB CAUCUS/ISSUE

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

CONSISTENT WITH THIS ORDER, KATZ COMMUNICATIONS, INC. (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.

Ln	Day	Time	Program	Len	RTG/1WP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
1	Tu	11A-1130A	JEOPARDY	15	4.1	8.2	\$47.50	11/04-11/04	2	2	\$95.00
2	M	1130A-12P	7 EYEWITNESS NEWS AT	15	4.8	9.6	\$70.00	10/27-10/27	2	2	\$140.00
3	Tu	1130A-12P	7 EYEWITNESS NEWS AT	15	4.8	9.6	\$70.00	10/28-10/28	2	2	\$140.00
4	W	1130A-12P	7 EYEWITNESS NEWS AT	15	4.8	9.6	\$70.00	10/29-10/29	2	2	\$140.00
5	Th	1130A-12P	7 EYEWITNESS NEWS AT	15	4.8	9.6	\$70.00	10/30-10/30	2	2	\$140.00
6	F	1130A-12P	7 EYEWITNESS NEWS AT	15	4.8	9.6	\$70.00	10/31-10/31	2	2	\$140.00
7	M	1130A-12P	7 EYEWITNESS NEWS AT	15	4.8	9.6	\$70.00	11/03-11/03	2	2	\$140.00
8	Tu	1130A-12P	7 EYEWITNESS NEWS AT	15	4.8	9.6	\$70.00	11/04-11/04	2	2	\$140.00
9	Tu	4P-5P	ELLEN	15	2.4	4.8	\$80.00	10/28-10/28	2	2	\$160.00
10	Th	4P-5P	ELLEN	15	2.4	4.8	\$80.00	10/30-10/30	2	2	\$160.00
11	M	4P-5P	ELLEN	15	2.4	4.8	\$80.00	11/03-11/03	2	2	\$160.00
12	M	7A-9A	GOOD MORNING AMERICA	15	11.2	22.4	\$92.50	10/27-10/27	2	2	\$185.00



## ORDER WORKSHEET

Rep Order# 9425772  
EC'd No

Ver# 3

Status Confirmed

Traffic Order#

Last Received:  
10/21/14 11:37 AM  
Showing Buylines:Printed: 10/21/14 11:37 AM  
10/21/14 11:37 AM  
All Lines

Duplicate

2 of 4

Station WBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C27N04  
Buyer Hope GreenblattAgency (SMART) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C27N04  
Flight Dates 10/27/14-11/04/14Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMETH  
Sales Assistant DEVON  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
13	Tu	7A-9A	GOOD MORNING AMERICA	15	11.2	22.4	\$92.50	10/28-10/28	2	2	\$185.00
14	W	7A-9A	GOOD MORNING AMERICA	15	11.2	22.4	\$92.50	10/29-10/29	2	2	\$185.00
15	Th	7A-9A	GOOD MORNING AMERICA	15	11.2	22.4	\$92.50	10/30-10/30	2	2	\$185.00
16	M	7A-9A	GOOD MORNING AMERICA	15	11.2	22.4	\$92.50	11/03-11/03	2	2	\$185.00
17	Tu	7A-9A	GOOD MORNING AMERICA	15	11.2	22.4	\$92.50	11/04-11/04	2	2	\$185.00
18	Sa	6P-630P	EYEWITNESS NEWS	15	11.2	22.4	\$90.00	11/01-11/01	2	2	\$180.00
19	Th	5P-530P	EYEWITNESS NEWS	15	16.8	33.6	\$162.50	10/30-10/30	2	2	\$325.00
20	M	5P-530P	EYEWITNESS NEWS	15	16.8	33.6	\$162.50	11/03-11/03	2	2	\$325.00
21	W	6P-630P	EYEWITNESS NEWS	15	19.7	39.4	\$230.00	10/29-10/29	2	2	\$460.00
22	F	6P-630P	EYEWITNESS NEWS	15	19.7	39.4	\$230.00	10/31-10/31	2	2	\$460.00
23	Su	1035P-1135P	CASTLE	15	3.8	7.6	\$85.00	11/02-11/02	2	2	\$170.00
24	W	1035P-1135P	JIMMY KIMMEL LIVE	15	3.6	7.2	\$87.50	10/29-10/29	2	2	\$175.00
25	Th	1035P-1135P	JIMMY KIMMEL LIVE	15	3.6	7.2	\$87.50	10/30-10/30	2	2	\$175.00
26	F	1035P-1135P	JIMMY KIMMEL LIVE	15	3.6	7.2	\$87.50	10/31-10/31	2	2	\$175.00
27	M	1035P-1135P	JIMMY KIMMEL LIVE	15	3.6	7.2	\$87.50	11/03-11/03	2	2	\$175.00
28	Tu	10P-1035P	EYEWITNESS NEWS	15	13.6	27.2	\$230.00	10/28-10/28	2	2	\$460.00

## ORDER WORKSHEET

Rep Order# 9425772  
EC'd No

Ver# 3

Status Confirmed

Traffic Order#

Last Received:  
Showing Buylines:Printed: 10/21/14 11:37 AM  
10/21/14 11:37 AM  
All Lines

Duplicate

3 of 4

Station WBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C27N04  
Buyer Hope GreenblattAgency (SMART) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C27N04  
Flight Dates 10/27/14-11/04/14Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMETH  
Sales Assistant DEVON  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263Ln Day Time Program Len RTG/IMP GRPs/  
(000)Rate Dates Spots/  
Week Total Spots Total Cost

29	Th	10P-1035P	EYEWITNESS NEWS	15	13.6	27.2	\$230.00	10/30-10/30	2	2	\$460.00
30	F	10P-1035P	EYEWITNESS NEWS	15	13.6	27.2	\$230.00	10/31-10/31	2	2	\$460.00
31	M	10P-1035P	EYEWITNESS NEWS	15	13.6	27.2	\$230.00	11/03-11/03	2	2	\$460.00
32	W	630P-7P	WHEEL OF FORTUNE	15	17.9	35.8	\$212.50	10/29-10/29	2	2	\$425.00
33	M	7P-9P	DANCING WITH THE STA	15	14.8	29.6	\$475.00	11/03-11/03	2	2	\$950.00
34	F	8P-9P	SHARK TANK	15	8.3	16.6	\$400.00	10/31-10/31	2	2	\$800.00
35	M	9P-10P	CASTLE	15	10.0	20.0	\$487.50	10/27-10/27	2	2	\$975.00
36	Su	6P-7P	AMERICA'S FUNNIEST V	15	6.2	12.4	\$317.50	11/02-11/02	2	2	\$635.00
37	F	9P-10P	20/20	15	6.9	13.8	\$400.00	10/31-10/31	2	2	\$800.00

## ---REPORT TOTALS---

Report Totals: 74 / \$11,710.00

## ---SALES MONTHLY TOTALS---

Nov2014: 74 / \$11,710.00

Order Totals: 74 / \$11,710.00 Total GRPs: 666.0

## ---COMPETITIVE---

Market Totals \$14,599.18 CABL .00% GBBJ 4.79% UNKN .00% WBBJ 80.21% WOKT 15.00%

# ORDER WORKSHEET

Rep Order# 9425772 Ver# 3

Status Confirmed Traffic Order#

Last Received:  
Showing Buylines:

Printed: 10/21/14 11:37 AM Duplicate 4 of 4  
10/21/14 11:37 AM  
All Lines

Station WBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C27N04  
Buyer Hope Greenblatt

Agency (SMRT) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C27N04  
Flight Dates 10/27/14-11/04/14

Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMEITH  
Sales Assistant DEVON  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

Books [null]  
Demos RA35+

-- CREDIT RISK --  
STANDARD CREDIT TERMS



# ORDER WORKSHEET

Rep Order# 9425774 Ver# 3 Status Confirmed

Traffic Order#  
Last Received:  
Showing Buylines:

Printed: 10/21/14 11:42 AM Duplicate 1 of 2  
10/21/14 11:42 AM  
All Lines

Station GBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C27N04  
Buyer Hope Greenblatt

Agency (SMRT) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C27N04  
Flight Dates 10/27/14-11/04/14

Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMETH  
Sales Assistant  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

## --- CONTRACT COMMENT ---

TN SENATE REPUBLICAN CAUCUS/ISSUE  
\*\*\*\*\*NONDISCRIMINATION\*\*\*\*\* PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ COMMUNICATIONS, INC. (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
1	F	7A-9A	CBS THIS MORNING	15	1.0	2.0	\$42.50	10/31-10/31	2	2	\$85.00
2	M	7A-9A	CBS THIS MORNING	15	1.0	2.0	\$42.50	11/03-11/03	2	2	\$85.00
3	Tu	7A-9A	CBS THIS MORNING	15	1.0	2.0	\$42.50	11/04-11/04	2	2	\$85.00
4	Tu	8P-9P	NCIS: NEW ORLEANS	15	6.2	12.4	\$222.50	10/28-10/28	2	2	\$445.00

## ---REPORT TOTALS---

Report Totals: 8 / \$700.00

## ---SALES MONTHLY TOTALS---

Nov2014: 8 / \$700.00  
Order Totals: 8 / \$700.00  
Total GRPS: 18.4  
--- COMPETITIVE ---  
Market Totals \$14,613.78 CABL .00% GBBJ 4.79% UNKN .00% WBBJ 80.21% WJKT 15.00%

Books [null]  
Demos RA35+

# ORDER WORKSHEET

Rep Order# 9425774 Ver# 3

Status Confirmed

Traffic Order#

Last Received:  
Showing Buylines:

Printed: 10/21/14 11:42 AM Duplicate  
10/21/14 11:42 AM  
All Lines

2 of 2

Station GBBJ-TV JACKSON, TN  
Advertiser (TNSR) TN SENATE REPUBLICAN  
Product TN SEN REPUB CAUCUS  
Estimate# C27N04  
Buyer Hope Greenblatt

Agency (SMRT) SMART MEDIA GROUP  
1427 LESLIE AVE  
ALEXANDRIA, VA 22301  
Agency C/P1/P2/E TNSR/ORDR/C27N04  
Flight Dates 10/27/14-11/04/14

Rep Firm KATZ CONTINENTAL  
Sales Office (DC) WASHINGTON  
Salesperson (BW1) BEN WILMETH  
Sales Assistant  
Salesperson Phone# 202-872-5880  
Salesperson Fax# 202-872-0263

--- CREDIT RISK ---  
STANDARD CREDIT TERMS