



125 West 55th St  
New York, NY 10019

<b>Contract #</b> 25778227		<b>Changes as of:</b> 10/30/2017 at 4:28 PM		<b>Version:</b> Highlighting Revision 1	
<b>CPE:</b> 389/472/5180		<b>Flight:</b> 11/1/17 - 11/7/17		<b>Station:</b> WVBT	
<b>Agency:</b> MENTZER MEDIA SERVIC		<b>Advertiser:</b> John Adams - VA AG		<b>Market:</b> Norfolk-Virginia Beach	
210 W. Pennsylvania Avenue		<b>Product:</b> PADAM		<b>Office:</b> WASHINGTON	
Suite 250		<b>Agency Order #:</b> 6677232		<b>Primary Demo:</b> Adults 35+	
Towson, MD 21204		<b>Buyer:</b> David, Brady		<b>Con Type:</b> POLITICAL/VOTE	
		<b>Salesperson:</b> BILL THOMAS 202-872-5880		<b>Assistant:</b> BILL THOMAS 202-872-5880	
				<b>Total \$:</b> \$7,470.00	
				<b>Total Spots:</b> 47	
				<b>Total CPP:</b> \$124.09	
				<b>Total GRP:</b> 60.2	
				<b>Separation:</b>	

**Comments:** Separation: 30

#	Day/Time	DP	Program	Rate	Len	11/1 - 11/7							Total Spots	Total \$	CPP	GRP								
						11/1	11/2	11/3	11/4	11/5	11/6	11/7												
REV- 6	W-F,M-Tu 10:45p-11p		Sports Wrap	\$225.00	30	1	1	1	0	0	1	0		3	\$675.00	\$204.55	3.3							
REV- 8	Su 12n-1p		FOX NFL Sunday Pre-Game	\$900.00	30	0	0	0	0	1	0	0		0	\$0.00	\$2,250.00	0.0							
Changes: Rate from 600 to 900																								
9	Su 10p-10:45p		WVBT FOX News	\$300.00	30	0	0	0	0	1	0	0		1	\$300.00	\$125.00	2.4							
Changes: Rate from 150 to 300																								
TOTALS:														10	10	9	0	4	10	4	47	\$7,470.00	\$124.09	60.2



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	<b>Salesperson:</b> BILL THOMAS 202-872-5880	<b>Assistant:</b> BILL THOMAS 202-872-5880
		<b>Total \$:</b> \$7,470.00
		<b>Total Spots:</b> 47
		<b>Total CPP:</b> \$124.09
		<b>Total GRP:</b> 60.2
		<b>Separation:</b>

#### Special Instructions

Order Level Comments		
Date/Time	Added by	Comment
10/30/17 4:28 PM	GOTOSTRATA\1011970	Separation: 30

Competitive Information	
<b>Market Budget:</b>	\$203,625
<b>WVBT Share:</b>	4%
<b>Comment:</b>	
<b>WAVY:</b>	36%
<b>WGNT:</b>	3%
<b>WTKR:</b>	24%
<b>WTVZ:</b>	3%
<b>WVEC:</b>	30%

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	47	\$7,470.00	\$124.09	60.2
<b>Total</b>	<b>100%</b>	<b>47</b>	<b>\$7,470.00</b>	<b>\$124.09</b>	<b>60.2</b>

Monthly Summary		
Month	Spots	Dollars
2017-Nov	47	\$7,470.00
<b>Total</b>	<b>47</b>	<b>\$7,470.00</b>

Transaction History								
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Revision	10/30/17 4:28 PM	GOTOSTRATA\1011970	Revised		2	\$-675.00	\$7,470.00	Changes: Comments from to Separation: 30, Total \$ from \$8,145.00 to \$7,470.00, Total GRPs from 61.7 to 60.2, Total Spots from 49 to 47, Total CPP from \$132.01 to \$124.09. 3 buylines added or modified.
Queued for Electronic Contracting	10/30/17 11:38 AM					\$0	\$0	
New	10/30/17 11:29 AM	BILL THOMAS	New	49		\$8,145.00	\$8,145.00	

<b>Non-Discrimination Policy</b>	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 MEDIA GROUP (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.
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