

AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location: WCBS-AM New York	Date: 7/25/17
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I, **Strother Nuckels**

do hereby request station time concerning the following issue:

Supporting Home Sharing

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

This broadcast time will be used by: Airbnb

**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):

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):

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):

Air BnB - 415-800-5959
888 Brannan St.
San Francisco, CA 94103

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):

Brian Chesky, CEO

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)

7/11/16

Date _____

Alenee Hae

Signature

~~512-827-3467~~

Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☒ Accepted

☐ Accepted in Part

☐ Rejected

Signature

Signature

Corey Galemba

Printed Name _____

NSC

Title

Jul 25, 17
 CONT# 31001256 Mod# Ver# 1 (Last =)
 REP Katz Radio Group
 TO WCBS-AM (New York, NY)
 FM SHERYL HATFIELD
 OFF DALLAS
 AGY HULSEN MEDIA SERVICES LLC - HULS
 ADDR 2400 LARAMIE TRAIL
 AUSTIN, TX 78749

DDS CONT# 0
 C/P/E: ABB / ISS / 1400

SALESPERSON FAX#

PH #

BYR KRISTIN HULSEN
 ADV AIR B&B
 PDT Issue
 FLT Jul 24, 17 - Aug 13, 17

* REP ORDER COMMENT *

** 7/21/2017 4:47:00 PM: DISCLAIMER: PLEASE SEND INVOICES ELECTRONICALLY: TVINVOICES ID:9915247
 OR TV15247. SPOTDATA IBD# 1955. RADIOINVOICES ID: 9914337 OR RI14337. MARKETRON: EI #167603
 ** 7/21/2017 4:47:00 PM: NEW ORDER. PLEASE CONFIRM WITHIN 24HRS ONLINE OR BY EMAIL AT
 JESS.NEMETH@KATZ-MEDIA.COM. THANK YOU!

MC	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
	1.1	FLIGHT 1 ...T...	6A - 10A	60	07/27/2017 - 07/27/2017	1D	3	\$1,200.00	3
					** FLIGHT TOTALS **		3	\$3,600.00	
	2.1	FLIGHT 2F..	6A - 10A	60	07/28/2017 - 07/28/2017	1D	3	\$1,200.00	3
					** FLIGHT TOTALS **		3	\$3,600.00	
	3.1	FLIGHT 3 M.....	6A - 10A	60	07/31/2017 - 07/31/2017	1D	3	\$1,200.00	3
					** FLIGHT TOTALS **		3	\$3,600.00	
	4.1	FLIGHT 4 .T.....	6A - 10A	60	08/01/2017 - 08/01/2017	1D	2	\$1,200.00	2
					** FLIGHT TOTALS **		2	\$2,400.00	
	5.1	FLIGHT 5 ..W....	6A - 10A	60	08/02/2017 - 08/02/2017	1D	2	\$1,200.00	2
					** FLIGHT TOTALS **		2	\$2,400.00	
	6.1	FLIGHT 6 ...T...	6A - 10A	60	08/03/2017 - 08/03/2017	1D	2	\$1,200.00	2

Jul 25, 17
 CONT# 31001256 Mod# Ver# 1 (Last =)
 REP Katz Radio Group

DDS CONT# 0
 C/P/E: ABB / ISS / 1400

				** FLIGHT TOTALS **			2	\$2,400.00	
	7.1	FLIGHT 7F..	6A - 10A	60	08/04/2017 - 08/04/2017	1D	2	\$1,200.00	2
				** FLIGHT TOTALS **			2	\$2,400.00	
	8.1	FLIGHT 8 M.....	6A - 10A	60	08/07/2017 - 08/07/2017	1D	3	\$1,200.00	3
				** FLIGHT TOTALS **			3	\$3,600.00	
	9.1	FLIGHT 9 .T.....	6A - 10A	60	08/08/2017 - 08/08/2017	1D	2	\$1,200.00	2
				** FLIGHT TOTALS **			2	\$2,400.00	

	Jul 17	Aug 17					
SPOTS	6	16					
CASH	7200.00	19200.00					
TRADE	0.00	0.00					
NSL	0.00	0.00					
TOTAL	7200.00	19200.00					

							TOTAL
SPOTS							22
CASH							26,400.00
TRADE							0.00
NSL							0.00
TOTAL							26,400.00

**** Competitive Comments ****

SVC:

Demo Adults 35+

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.

Contract 1002-27273-1

Date: 07/27/17 thru 08/08/17

Page 1
Date Printed
07/24/17

WCBS-AM
345 Hudson Street
New York, NY 10014

With:
HULSEN MEDIA LLC (356607)
2400 Laramie Trl
Austin, TX 78745-3664

On Behalf of:
AIRBNB (353250)
888 Brannan St
San Francisco, CA 94103-4928

Sales Person: Katz-DL House	Contact: KRISTIN BLACK	Product Desc: Issue
Sales Office: Katz-DL (national)	CPE: ABB/ISS/1400	EC Number: 31001256

CBS Radio Standard Terms and Conditions for advertising shall apply.

NONDISCRIMINATION POLICY: CBS Radio and its Stations do not discriminate in advertising contracts on the basis of race or ethnicity, and will not accept any advertising which is intended to discriminate on the basis of race or ethnicity. Advertiser represents and warrants that it is not purchasing time from CBS Radio or its Stations that is intended to discriminate on the basis of race or ethnicity.

Item	Days M T W T F S S	Spots Pwk	From	To	Length	Effective Dates	Programs	Total Bdcst.	Unit Rate	Total Value
1	- - - 3 - - -	3	06:00A	10:00A	60s	07/27/17 - 07/27/17		3	1,200.00	3,600.00
2	- - - - 3 - -	3	06:00A	10:00A	60s	07/28/17 - 07/28/17		3	1,200.00	3,600.00
3	3 - - - - -	3	06:00A	10:00A	60s	07/31/17 - 07/31/17		3	1,200.00	3,600.00
4	- 2 - - - - -	2	06:00A	10:00A	60s	08/01/17 - 08/01/17		2	1,200.00	2,400.00
5	- - 2 - - - -	2	06:00A	10:00A	60s	08/02/17 - 08/02/17		2	1,200.00	2,400.00
6	- - - 2 - - -	2	06:00A	10:00A	60s	08/03/17 - 08/03/17		2	1,200.00	2,400.00
7	- - - - 2 - -	2	06:00A	10:00A	60s	08/04/17 - 08/04/17		2	1,200.00	2,400.00
8	3 - - - - -	3	06:00A	10:00A	60s	08/07/17 - 08/07/17		3	1,200.00	3,600.00
9	- 2 - - - - -	2	06:00A	10:00A	60s	08/08/17 - 08/08/17		2	1,200.00	2,400.00
Item Totals:								22		26,400.00
Minus 15.00% Commission:										3,960.00
Net Item Totals:										22,440.00

Contract Totals

Contract Section	Spots	Gross Amt	Commission Amt	Net Amt
Spot Buy Lines	22	26,400.00	3,960.00	22,440.00
Contract Totals:	22	26,400.00	3,960.00	22,440.00

Gross Broadcast Billing Summary

	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Total</u>
Qtr 3-17	7,200.00	19,200.00	0.00	26,400.00
Grand Totals:				26,400.00

Accept by Agency	As Agent for (Advertiser)	Accepted by Station
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Conditions on the last page of this contract and any attachments hereto are an integral part of this Agreement. If this contract is with an Advertiser, references to Agency apply to Advertiser, except no commission will be allowed to Advertiser.