



KSAS+KAAS Combo KSAS+
316 N West St
Wichita, KS 67203

Great American Media
3050 K St NW
Ste 100
Washington, DC 20007

Contract # 1942162

Schedule Dates 10/01/14-10/07/14
Advertiser National Education Association (31308)
Agency Great American Media (2231)
Product POLITICAL ISSUE (ns) (1187)
Brand NEA (403189)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Kaufma, Meredith
Phone/Fax /
CPE 39/42/3703
Account Types National/Political Issue Agency BRD
Billing Type Standard
Comments NEA
NATIONAL EDUCATION ASSOCIATION

Date Entered 09/30/14
Last Modified 10/01/14
Entered By Jill Reilly
CO-OP No
Headline # ECR10427755
Demo A35+R
Order Type Normal
Package Deal
Commission % 15.00
Commission \$993.00
Net Total \$5,627.00
Sales Tax

KSAS+KAAS Combo (KSAS+)

By Broadcast Month	Spots	Rate
Oct. 2014	16	\$6,620.00
Grand Total:	16	\$6,620.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT (1)	10/06/14-10/07/14	2	:30	4P- 4:30P (CST)	1	1	1						2	\$95.00	\$190.00	KSAS+KAAS Combo (KSAS+)	FAMILY FEUD	9/30/14
2.0	Normal Line / SPOT (2)	10/06/14-10/07/14	2	:30	4:30P- 5P (CST)	1	1	1						2	\$95.00	\$190.00	KSAS+KAAS Combo (KSAS+)	FAMILY FEUD	9/30/14
3.0	Normal Line / SPOT (4)	10/06/14-10/07/14	2	:30	6:30P- 7P (CST)	1	1	1						2	\$550.00	\$1,100.00	KSAS+KAAS Combo (KSAS+)	BIG BANG THEORY	9/30/14
4.0	Normal Line / SPOT (5)	10/01/14-10/03/14	3	:30	9P- 9:35P (CST)	2			X	X	X			2	\$300.00	\$600.00	KSAS+KAAS Combo (KSAS+)	NEWS AT 9P	9/30/14
5.0	Normal Line / SPOT (6)	10/04/14-10/04/14	3	:30	10P- 10:31P (CST)							1		1	\$140.00	\$140.00	KSAS+KAAS Combo (KSAS+)	NEWS AT 9P	9/30/14
6.0	Normal Line / SPOT (7)	10/05/14-10/05/14	1	:30	9P- 9:35P (CST)								1	1	\$700.00	\$700.00	KSAS+KAAS Combo (KSAS+)	NEWS AT 9P	9/30/14
7.0	Normal Line / Football (8)	10/05/14-10/05/14	2	:30	3:05P- 6P (CST)								1	1	\$2,000.00	\$2,000.00	KSAS+KAAS Combo (KSAS+)	ARIZONA @ DENVER - 10/5	9/30/14
8.0	Normal Line / Football (9)	10/04/14-10/04/14	4	:30	6:30P- 10P (CST)							1		1	\$400.00	\$400.00	KSAS+KAAS Combo (KSAS+)	COLLEGE FOOTBALL - PRIME	9/30/14
9.0	Normal Line / SPOT (5)	10/06/14-10/07/14	3	:30	9P- 9:35P (CST)		1	1						2	\$300.00	\$600.00	KSAS+KAAS Combo (KSAS+)	NEWS AT 9P	9/30/14
10.0	Normal Line / SPOT (3)	10/02/14-10/03/14	2	:30	6P- 6:30P (CST)	1				X	X			1	\$600.00	\$600.00	KSAS+KAAS Combo (KSAS+)	BIG BANG THEORY	10/1/14
11.0	Normal Line / SPOT (10)	10/02/14-10/03/14	3	:30	10P- 10:35P (CST)	1				X	X			1	\$100.00	\$100.00	KSAS+KAAS Combo (KSAS+)	THE MIDDLE	10/1/14

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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ORDER WORKSHEET

Rep Order# 10427755 Ver# 5 Status Revised
EC'd Yes

Traffic Order# 1942162

Printed: 09/30/14 5:57 PM
Last Received: 09/30/14 5:52 PM
Showing Buylines: All Rep Revised Lines

1 of 2

Station KSAS-TV WICHITA,KS
Advertiser (6087) POLITICAL ISSUE GROU
Product NEA
Estimate# 3703
Buyer Meredith Kaufman

Agency (GRTA) GREAT AMERICAN MEDIA
3050 K ST NW, SUITE 100
WASHINGTON, DC 20007
Agency C/P1/P2/E 39/42/3703
Flight Dates 10/01/14-10/07/14

Rep Firm MILLENNIUM SALES & MARKETING
Sales Office (DC) WASHINGTON
Salesperson (JSC) JAMES SCUTARI
Sales Assistant
Salesperson Phone# 202-955-5342
Salesperson Fax#

--- CONTRACT COMMENT ---

NATIONAL EDUCATION ASSOCIATION

*****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.

--- REMARKS ---

REVISED LINE 3 AND LINE 6 - ADDED MG - PLEASE CONFIRM - THANKS!

Ln	Day	Time	Program	Len	Rate	Dates	Spots/ Week	Num of Weeks	Total Spots	Total Cost	RTG/IMP
3*	W-F, M-Tu	6P-630P	BIG BANG THEORY	30	\$600.00	10/01-10/07	1	1	1	\$600.00	-
			Buy Comment: REVISED RATE AND REMOVED 1X								
			Sales remark: V5 REVISED RATE AND REMOVED 1X								
			V1 Added, Rate Changed								
			V5 More than 2 codes changed								
6*	Sa	10P-1031P	NEWS AT 9P	30	\$140.00	10/04-10/04	1	1	1	\$140.00	-
			Buy Comment: REVISED TP								
			Sales remark: V5 REVISED TP								
			V5 More than 2 codes changed								
10*	Th-F	10P-1035P	DELAYED LATE NEWS	30	\$100.00	10/02-10/03	1	1	1	\$100.00	-
			Buy Comment: +1X MG								
			Sales remark: V5 +1X MG								
			V5 Added								

---REPORT TOTALS---

Report Totals: 3 / \$840.00

ORDER WORKSHEET

Rep Order# 10427755 Ver# 5 Status Revised
EC'd Yes

Traffic Order# 1942162

Printed: 09/30/14 5:57 PM 2 of 2
Last Received: 09/30/14 5:52 PM
Showing Buylines: All Rep Revised Lines

Station KSAS-TV WICHITA,KS
Advertiser (6087) POLITICAL ISSUE GROU
Product NEA
Estimate# 3703
Buyer Meredith Kaufman

Agency (GRTA) GREAT AMERICAN MEDIA
3050 K ST NW, SUITE 100
WASHINGTON, DC 20007
Agency C/P1/P2/E 39/42/3703
Flight Dates 10/01/14-10/07/14

Rep Firm MILLENNIUM SALES & MARKETING
Sales Office (DC) WASHINGTON
Salesperson (JSC) JAMES SCUTARI
Sales Assistant
Salesperson Phone# 202-955-5342
Salesperson Fax#

--SALES MONTHLY TOTALS--

Oct2014: 16 / \$6,620.00
Order Totals: 16 / \$6,620.00 Total GRPS: 0.0

-- COMPETITIVE --

Market Totals \$126,819.92

-- COMPETITIVE COMMENTS --

SHARES ACCURATE

Books [null]
Demos RA35+

-- CREDIT RISK --

STANDARD CREDIT TERMS

CABL .00%	KAKE 18.95%	KMTW .16%	KSAS 5.22%	KSCW 2.15%
KSNW 24.08%	KWCH 49.48%	KWCV .00%	UNKN .00%	

ORDER WORKSHEET

Rep Order# 10427755	Ver# 4	Status Returned	Traffic Order# 1942162	Printed: 09/30/14 11:34 AM	1 of 2
EC'd Yes				Last Received: 09/30/14 11:32 AM	
				Showing Buylines:	
Station KSAS-TV WICHITA,KS	Agency (GRTA) GREAT AMERICAN MEDIA	Rep Firm MILLENNIUM SALES & MARKETING			
Advertiser (6087) POLITICAL ISSUE GROU	3050 K ST NW, SUITE 100	Sales Office (DC) WASHINGTON			
Product NEA	WASHINGTON, DC 20007	Salesperson (JSC) JAMES SCUTARI			
Estimate# 3703	Agency C/P1/P2/E 39/42/3703	Sales Assistant			
Buyer Meredith Kaufman	Flight Dates 10/01/14-10/07/14	Salesperson Phone# 202-955-5342			
		Salesperson Fax#			

--- CONTRACT COMMENT ---

NATIONAL EDUCATION ASSOCIATION
 *****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.

--- REMARKS ---

SEE LINE 3 FOR NA SPOTS, AND LINE 6 FOR TIME CHANGE. THANKS , JILL

Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	Num of Weeks	Total Spots	Total Cost	RTG/IMP
3*	W-F, M-Tu	6P-630P	BIG BANG THEORY	30	\$350.00	10/01-10/07	2	1	2	\$700.00	-
Station remark: V4 THIS LINE IS NA, NEED \$600 TO CLEAR											
V1 Added, Rate Changed											
6*	Sa	9P-930P	NEWS AT 9P	30	\$140.00	10/04-10/04	1	1	1	\$140.00	-
Station remark: V4 DUE TO FOOTBALL, NEWS WILL AIR 10-1031P. PLEASE REVISE											

---REPORT TOTALS---

Report Totals: 3 / \$840.00

---SALES MONTHLY TOTALS---

Oct2014: 16/ \$6,620.00
 Order Totals: 16 / \$6,620.00 Total GRPS: 0.0

--- COMPETITIVE ---

Market Totals	\$126,819.92	CABL .00%	KAKE 18.95%	KMTW .16%	KSAS 5.22%	KSCW 2.15%
		KSNW 24.08%	KWCH 49.48%	KWCV .00%	UNKN .00%	

--- COMPETITIVE COMMENTS ---

ORDER WORKSHEET

Rep Order#	10427755	Ver#	3	Status	Revised	Traffic Order#	Printed:	09/30/14 10:28 AM	1 of 2
EC'd	Yes						Last Received:	09/30/14 10:23 AM	
							Showing Buylines:	All Lines	
Station	KSAS-TV WICHITA, KS	Agency	(GRTA) GREAT AMERICAN MEDIA	Rep Firm	MILLENNIUM SALES & MARKETING				
Advertiser	(6087) POLITICAL ISSUE GROU	Agency	3050 K ST NW, SUITE 100	Sales Office	(DC) WASHINGTON				
Product	NEA	Agency	WASHINGTON, DC 20007	Salesperson	(JSC) JAMES SCUTARI				
Estimate#	3703	Agency C/P1/P2/E	39/42/3703	Sales Assistant					
Buyer	Meredith Kaufman	Flight Dates	10/01/14-10/07/14	Salesperson Phone#	202-955-5342				
				Salesperson Fax#					

--- CONTRACT COMMENT ---

NATIONAL EDUCATION ASSOCIATION

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--- REMARKS ---

REVISED AGENCY TO GREAT AMERICAN MEDIA - PLEASE CONFIRM - THANKS!

Ln	Day	Time	Program	Len	Rate	Dates	Spots/ Week	Num of Weeks	Total Spots	Total Cost	RTG/IMP
1	W-F, M-Tu	4P-430P V1 Added, Rate Changed	FAMILY FEUD	30	\$95.00	10/01-10/07	2	1	2	\$190.00	-
2	W-F, M-Tu	430P-5P V1 Added, Rate Changed	FAMILY FEUD	30	\$95.00	10/01-10/07	2	1	2	\$190.00	-
3	W-F, M-Tu	6P-630P V1 Added, Rate Changed	BIG BANG THEORY	30	\$350.00	10/01-10/07	2	1	2	\$700.00	-
4	W-F, M-Tu	630P-7P V1 Added, Rate Changed	BIG BANG THEORY	30	\$550.00	10/01-10/07	2	1	2	\$1,100.00	-
5	W-F, M-Tu	9P-935P	NEWS AT 9P	30	\$300.00	10/01-10/07	4	1	4	\$1,200.00	-
6	Sa	9P-930P	NEWS AT 9P	30	\$140.00	10/04-10/04	1	1	1	\$140.00	-
7	Su	9P-935P V1 Added, Rate Changed	NEWS AT 9P	30	\$700.00	10/05-10/05	1	1	1	\$700.00	-
8	Su	305P-6P V1 Added, Rate Changed	ARIZONA @ DENVER - 10/5	30	\$2,000.00	10/05-10/05	1	1	1	\$2,000.00	-

ORDER WORKSHEET

Rep Order# 10427755 Ver# 3 Status Revised
EC'd Yes

Traffic Order#

Printed: 09/30/14 10:28 AM
Last Received: 09/30/14 10:23 AM
Showing Buylines: All Lines

2 of 2

Station KSAS-TV WICHITA,KS
Advertiser (6087) POLITICAL ISSUE GROU
Product NEA
Estimate# 3703
Buyer Meredith Kaufman

Agency (GRTA) GREAT AMERICAN MEDIA
3050 K ST NW, SUITE 100
WASHINGTON, DC 20007
Agency C/P1/P2/E 39/42/3703
Flight Dates 10/01/14-10/07/14

Rep Firm MILLENNIUM SALES & MARKETING
Sales Office (DC) WASHINGTON
Salesperson (JSC) JAMES SCUTARI
Sales Assistant
Salesperson Phone# 202-955-5342
Salesperson Fax#

Ln	Day	Time	Program	Len	Rate	Dates	Spots/ Week	Num of Weeks	Total Spots	Total Cost	RTG/IMP
9	Sa	630P-10P	COLLEGE FOOTBALL - PRIME	30	\$400.00	10/04-10/04	1	1	1	\$400.00	-

---REPORT TOTALS---

Report Totals: 16 / \$6,620.00

---SALES MONTHLY TOTALS---

Oct2014: 16/ \$6,620.00
Order Totals: 16 / \$6,620.00
Total GRPS: 0.0

--- COMPETITIVE ---

Market Totals

\$126,819.92

CABL .00%
KSNW 24.08%

KAKE 18.95%
KWCH 49.48%

KMTW .16%
KWCV .00%

KSAS 5.22%
UNKN .00%

KSCW 2.15%

--- COMPETITIVE COMMENTS ---

SHARES ACCURATE

Books [null]
Demos RA35+

--- CREDIT RISK ---

STANDARD CREDIT TERMS

Rep Order#	10427755	Ver#	1	Status	New	Traffic Order#	09/30/14 10:21 AM	Printed:	09/30/14 10:21 AM	1 of 2
EC'd	Yes						09/30/14 10:18 AM	Last Received:	09/30/14 10:18 AM	
								Showing Buylines:	All Rep Changes or Last Station Changes	

Station	KSAS-TV WICHITA, KS	Agency	(WTRF) WATERFRONT STRATEGIES	Rep Firm	MILLENNIUM SALES & MARKETING
Advertiser	(6087) POLITICAL ISSUE GROU		3050 K ST NW, #100	Sales Office	(DC) WASHINGTON
Product	NEA		WASHINGTON, DC 20007	Salesperson	(JSC) JAMES SCUTARI
Estimate#	3703	Agency C/P1/P2/E	39/42/3703	Sales Assistant	
Buyer	Meredith Kaufman	Flight Dates	10/01/14-10/07/14	Salesperson Phone#	202-955-5342
				Salesperson Fax#	

NATIONAL EDUCATION ASSOCIATION

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NEW ORDER - PLEASE CONFIRM - THANKS!

Ln	Day	Time	Program	Len	Rate	Dates	Spots/ Week	Num of Weeks	Total Spots	Total Cost	RTG/IMP
1	W-F, M-Tu	4P-430P V1 Added, Rate Changed	FAMILY FEUD	30	\$95.00	10/01-10/07	2	1	2	\$190.00	-
2	W-F, M-Tu	430P-5P V1 Added, Rate Changed	FAMILY FEUD	30	\$95.00	10/01-10/07	2	1	2	\$190.00	-
3	W-F, M-Tu	6P-630P V1 Added, Rate Changed	BIG BANG THEORY	30	\$350.00	10/01-10/07	2	1	2	\$700.00	-
4	W-F, M-Tu	630P-7P V1 Added, Rate Changed	BIG BANG THEORY	30	\$550.00	10/01-10/07	2	1	2	\$1,100.00	-
5	W-F, M-Tu	9P-935P	NEWS AT 9P	30	\$300.00	10/01-10/07	4	1	4	\$1,200.00	-
6	Sa	9P-930P	NEWS AT 9P	30	\$140.00	10/04-10/04	1	1	1	\$140.00	-
7	Su	9P-935P V1 Added, Rate Changed	NEWS AT 9P	30	\$700.00	10/05-10/05	1	1	1	\$700.00	-
8	Su	305P-6P V1 Added, Rate Changed	ARIZONA @ DENVER - 10/5	30	\$2,000.00	10/05-10/05	1	1	1	\$2,000.00	-

ORDER WORKSHEET

Rep Order# 10427755 Ver# 1 Status New
EC'd Yes

Traffic Order#

Printed: 09/30/14 10:21 AM
Last Received: 09/30/14 10:18 AM
Showing Buylines: All Rep Changes or Last Station Changes

2 of 2

Station KSAS-TV WICHITA KS
Advertiser (6087) POLITICAL ISSUE GROU
Product NEA
Estimate# 3703
Buyer Meredith Kaufman

Agency (WTRF) WATERFRONT STRATEGIES
3050 K ST NW, #100
WASHINGTON, DC 20007
Agency C/P1/P2/E 39/42/3703
Flight Dates 10/01/14-10/07/14

Rep Firm MILLENNIUM SALES & MARKETING
Sales Office (DC) WASHINGTON
Salesperson (JSC) JAMES SCUTARI
Sales Assistant
Salesperson Phone# 202-955-5342
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Ln	Day	Time	Program	Len	Rate	Dates	Spots/ Week	Num of Weeks	Total Spots	Total Cost	RTG/IMP
9	Sa	630P-10P	COLLEGE FOOTBALL - PRIME	30	\$400.00	10/04-10/04	1	1	1	\$400.00	-

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Report Totals: 16 / \$6,620.00

--SALES MONTHLY TOTALS--

Oct2014: 16 / \$6,620.00
Order Totals: 16 / \$6,620.00 Total GRPS: 0.0

-- COMPETITIVE --

Market Totals

\$126,819.92

CABL
KSNW

KAKE
KWCH

18.95%
49.48%

XSAS
UNKN

5.22%
.00%

KSCW
KSCW

2.15%

-- COMPETITIVE COMMENTS --

SHARES ACCURATE

Books [null]
Demos RA35+

-- CREDIT RISK --

STANDARD CREDIT TERMS