



P.O. BOX 4009
SALISBURY, MD 21803

WATERFRONT STRATEGIES
3050 K ST NW #100
WASHINGTON, DC 20007

Contract # 33223

Agency WATERFRONT STRATEGIES (1201)
Brand POLITICAL ISSUE (1529)
Salesperson HOUSE/NAT, HOUSE/NAT (1074)
Sales Office WSST
Buyer Name
Phone/Fax /
Account Types National/Political
Billing Type Standard
Comments Separation: 30

Susan Vancel
CO-OP No
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$2,682.00
Net Total \$15,198.00
Sales Tax

Date Entered 11/23/20

CBS (WSWGO)

Nov. 2020	63	\$11,440.00
Grand Total:	105	\$17,880.00

WSWGO

Schedule Dates 11/25/20-12/01/20
Advertiser Political Issue/The Georgia Way (3670)
Product Political (1040)
CPE 590/629/9745

Last Modified 11/29/20
Entered By
External # 10186682

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Dec. 2020	42	\$6,440.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Revised Line / NEWS	11/25/20-12/01/20	1	:30	6A- 7A (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart EM CBS Morning News	#####
1.1	Normal Line / NEWS	11/25/20-12/01/20	1	:30	6A- 7A (EST)		1	1	1	1	1			5	\$30.00	\$150.00	CBS (WSWGO)	Daypart EM CBS Morning News	#####
2.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	11A- 12P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart DT Price is Right	#####
2.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	11A- 12P (EST)		1	1	1	1	1			4	\$300.00	\$1,200.00	CBS (WSWGO)	Daypart DT Price is Right	#####
2.1.1	Closed Preempt	11/26/20															CBS (WSWGO)	Schedule Change/Exception - WILL BE THANKSGIVING DAY PROGRAMMING	
3.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	12:30P- 1:30P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart DT The Young and the Restless	#####
3.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	12:30P- 1:30P (EST)		1	1	1	1	1			2	\$120.00	\$240.00	CBS (WSWGO)	Daypart DT The Young and the Restless	#####
3.1.1	Closed Preempt	11/25/20															CBS (WSWGO)	No Avail/Exception - SOLD OUT	
3.1.2	Closed Preempt	11/26/20															CBS (WSWGO)	Schedule Change/Exception - WILL BE NFL	

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CBS (WSWGO)



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Agency WATERFRONT STRATEGIES (1201)

Brand POLITICAL ISSUE (1529)

Salesperson HOUSE/NAT, HOUSE/NAT (1074)

Sales Office WSST

Buyer Name

Phone/Fax /

Account Types National/Political

Billing Type Standard

Comments Separation: 30

Susan Vancel

Nov. 2020

63

\$11,440.00

CO-OP No

Grand Total:

105

\$17,880.00

Demo

Order Type Normal

Package Deal

Commission % 15.00

Commission \$2,682.00

Net Total \$15,198.00

Sales Tax

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WASHINGTON, DC 20007

Date Entered 11/23/20

WSWGO

Schedule Dates	11/25/20-12/01/20	Last Modified	11/29/20	By Broadcast Month	Spots	Rate
Advertiser	Political Issue/The Georgia Way (3670)	Entered By		Dec. 2020	42	\$6,440.00
Product	Political (1040)	External #	10186682			
CPE	590/629/9745					

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
3.1.3	Closed Preempt	11/27/20															CBS (WSWGO)	No Avail/Exception - SOLD OUT	
4.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	1:30P- 2P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart DT The Bold and the Beautiful	#####
4.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	1:30P- 2P (EST)		1	1	1	1	1			1	\$120.00	\$120.00	CBS (WSWGO)	Daypart DT The Bold and the Beautiful	#####
4.1.1	Closed Preempt	11/25/20															CBS (WSWGO)	No Avail/Exception - SOLD OUT	
4.1.2	Closed Preempt	11/26/20															CBS (WSWGO)	Schedule Change/Exception - WILL BE NFL	
4.1.3	Closed Preempt	11/27/20															CBS (WSWGO)	No Avail/Exception - SOLD OUT	
4.1.4	Closed Preempt	11/30/20															CBS (WSWGO)	No Avail/Exception - SOLD OUT	
5.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	2P- 3P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart DT The Talk	#####
5.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	2P- 3P (EST)		1	1	1	1	1			4	\$30.00	\$120.00	CBS (WSWGO)	Daypart DT The Talk	#####
5.1.1	Closed Preempt	11/26/20															CBS (WSWGO)	Schedule Change/Exception - WILL BE NFL	

Contract # 33223

CBS (WSWGO)

Susan Vancel	Nov. 2020	63	\$11,440.00
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CO-OP No

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Brand POLITICAL ISSUE (1529)

Demo

Salesperson HOUSE/NAT, HOUSE/NAT (1074)

Order Type Normal

Sales Office WSST

Package Deal

Buyer Name

Commission % 15.00

Phone/Fax /

Commission \$2,682.00

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Sales Tax

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WASHINGTON, DC 20007

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6.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	3P- 4P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart EF LIVE with Kelly and Ryan	#####
6.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	3P- 4P (EST)		1	1	1	1	1			4	\$20.00	\$80.00	CBS (WSWGO)	Daypart EF LIVE with Kelly and Ryan	#####
6.1.1	Closed Preempt	11/26/20															CBS (WSWGO)	Schedule Change/Exception - WILL BE NFL	
7.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	4P- 5P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart EF The Dr. Oz Show	#####
7.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	4P- 5P (EST)		1	1	1	1	1			5	\$20.00	\$100.00	CBS (WSWGO)	Daypart EF The Dr. Oz Show	#####
8.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	5P- 5:30P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart EF Jeopardy! 2	#####
8.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	5P- 5:30P (EST)		1	1	1	1	1			5	\$25.00	\$125.00	CBS (WSWGO)	Daypart EF Jeopardy! 2	#####
9.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	5:30P- 6P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart EF Extra	#####
9.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	5:30P- 6P (EST)		1	1	1	1	1			5	\$25.00	\$125.00	CBS (WSWGO)	Daypart EF Extra	#####
10.0	Revised Line / NEWS	11/25/20-12/01/20	1	:30	6P- 6:30P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart EN South Georgia News @ 6	#####



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Commission % 15.00

Phone/Fax /

Commission \$2,682.00

Net Total \$15,198.00

Account Types National/Political

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By Broadcast Month **Spots** **Rate**

Advertiser Political Issue/The Georgia Way (3670)

Entered By

Dec. 2020 42 \$6,440.00

Product Political (1040)

External # 10186682

CPE 590/629/9745

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10.1	Normal Line / NEWS	11/25/20-12/01/20	1	:30	6P- 6:30P (EST)		1	1	1	1	1			5	\$60.00	\$300.00	CBS (WSWGO)	Daypart EN South Georgia News @ 6	#####
11.0	Revised Line / NEWS	11/25/20-12/01/20	1	:30	6:30P- 7P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart EN CBS Evening News with Jeff Glor	#####
11.1	Normal Line / NEWS	11/25/20-12/01/20	1	:30	6:30P- 7P (EST)		1	1	1	1	1			5	\$210.00	\$1,050.00	CBS (WSWGO)	Daypart EN CBS Evening News with Jeff Glor	#####
12.0	Revised Line / NEWS	11/25/20-12/01/20	1	:30	7A- 8A (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart EM CBS This Morning 1	#####
12.1	Normal Line / NEWS	11/25/20-12/01/20	1	:30	7A- 8A (EST)		1	1	1	1	1			5	\$30.00	\$150.00	CBS (WSWGO)	Daypart EM CBS This Morning 1	#####
13.0	Normal Line / NEWS	11/28/20-11/28/20	1	:30	6:30P- 7P (EST)	1							X	1	\$210.00	\$210.00	CBS (WSWGO)	Daypart EN CBS Evening News	#####
14.0	Normal Line / NEWS	11/29/20-11/29/20	1	:30	6:30P- 7P (EST)	1							X		\$210.00		CBS (WSWGO)	Daypart EN CBS Evening News	#####
14.0.1	Closed Preempt	11/29/20															CBS (WSWGO)	Pre-Empt/Exception - NO NEWS - WILL BE FOOTBALL	
15.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	7P- 7:30P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart PA Wheel of Fortune	#####

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Sales Office WSST

Package Deal

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Buyer Name

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Phone/Fax /

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15.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	7P- 7:30P (EST)	1	1	1	1	1				5	\$450.00	\$2,250.00	CBS (WSWGO)	Daypart PA Wheel of Fortune	#####
16.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	7:30P- 8P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart PA Jeopardy!	#####
16.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	7:30P- 8P (EST)	1	1	1	1	1				5	\$450.00	\$2,250.00	CBS (WSWGO)	Daypart PA Jeopardy!	#####
17.0	Normal Line / SPOT	11/28/20-11/28/20	1	:30	7P- 7:30P (EST)	1							X	1	\$120.00	\$120.00	CBS (WSWGO)	Daypart PA Wheel of Fortune	#####
18.0	Normal Line / SPOT	11/28/20-11/28/20	1	:30	7:30P- 8P (EST)	1						X		1	\$150.00	\$150.00	CBS (WSWGO)	Daypart PA Jeopardy	#####
19.0	Revised Line / NEWS	11/25/20-12/01/20	1	:30	11P- 11:35P (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart LN South Georgia News @ 11	#####
19.1	Normal Line / NEWS	11/25/20-12/01/20	1	:30	11P- 11:35P (EST)	1	1	1	1	1				5	\$60.00	\$300.00	CBS (WSWGO)	Daypart LN South Georgia News @ 11	#####
20.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	11:35P- 12:37A (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart LF The Late Show with Stephen Colbert	#####
20.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	11:35P- 12:37A (EST)	1	1	1	1	1				5	\$30.00	\$150.00	CBS (WSWGO)	Daypart LF The Late Show with Stephen Colbert	#####
21.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	12:37A- 1:37A (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart LF The Late Late Show with James Corden	#####

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CBS (WSWGO)

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21.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	12:37A- 1:37A (EST)		1	1	1	1	1			5	\$30.00	\$150.00	CBS (WSWGO)	Daypart LF The Late Late Show with James Corden	#####
22.0	Normal Line / PRIME	11/30/20-11/30/20	1	:30	10P- 11P (EST)	1	X							1	\$750.00	\$750.00	CBS (WSWGO)	CBS Prime	#####
23.0	Revised Line / NEWS	11/25/20-12/01/20	1	:30	8A- 9A (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart EM CBS This Morning 2	#####
23.1	Normal Line / NEWS	11/25/20-12/01/20	1	:30	8A- 9A (EST)		1	1	1	1	1			5	\$30.00	\$150.00	CBS (WSWGO)	Daypart EM CBS This Morning 2	#####
24.0	Normal Line / PRIME	12/01/20-12/01/20	1	:30	9P- 10P (EST)	1		X						1	\$600.00	\$600.00	CBS (WSWGO)	CBS Prime	#####
25.0	Normal Line / PRIME	12/01/20-12/01/20	1	:30	10P- 11P (EST)	1		X						1	\$750.00	\$750.00	CBS (WSWGO)	CBS Prime	#####
26.0	Normal Line / PRIME	11/25/20-11/25/20	1	:30	10P- 11P (EST)	1			X					1	\$750.00	\$750.00	CBS (WSWGO)	Daypart PT S.W.A.T.	#####
27.0	Normal Line / PRIME	11/27/20-11/27/20	1	:30	9P- 10P (EST)	1					X			1	\$690.00	\$690.00	CBS (WSWGO)	CBS Prime	#####
28.0	Normal Line / PRIME	11/27/20-11/27/20	1	:30	10P- 11P (EST)	1					X			1	\$690.00	\$690.00	CBS (WSWGO)	Daypart PT Blue Bloods	#####
29.0	Normal Line / PRIME	11/28/20-11/28/20	1	:30	10P- 11P (EST)	1							X	1	\$300.00	\$300.00	CBS (WSWGO)	Daypart PT 48 Hours	#####
30.0	Revised Line / PRIME	11/29/20-11/29/20	1	:30	7P- 8P (EST)	1							X				CBS (WSWGO)	Daypart PT 60 Minutes	#####
30.1	Normal Line / PRIME	11/29/20-11/29/20	1	:30	7:30P- 8:30P (EST)	1							X	1	\$600.00	\$600.00	CBS (WSWGO)	Daypart PT 60 Minutes	#####



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Salesperson HOUSE/NAT, HOUSE/NAT (1074)

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Susan Vancel

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Order Type Normal

Package Deal

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By Broadcast Month **Spots** **Rate**

Dec. 2020 42 \$6,440.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
31.0	Normal Line / SPOT	11/29/20-11/29/20	1	:30	12P- 1P (EST)	1							X	1	\$100.00	\$100.00	CBS (WSWGO)	Daypart S The NFL Today	#####
32.0	Normal Line / NFL	11/29/20-11/29/20	1	:30	4:25P- 7:30P (EST)	1							X	1	\$2,100.00	\$2,100.00	CBS (WSWGO)	Daypart S NFL on CBS: Kansas City Chiefs @ Tampa Bay Buccaneers	#####
33.0	Normal Line / NEWS	11/28/20-11/28/20	1	:30	8A- 10A (EST)	1						X		1	\$60.00	\$60.00	CBS (WSWGO)	Daypart EM CBS This Morning: Saturday	#####
34.0	Normal Line / SPOT	11/29/20-11/29/20	2	:30	6A- 6:30A (EST)	1							X	1	\$30.00	\$30.00	CBS (WSWGO)	Daypart EM Small Town Big Deal	#####
35.0	Normal Line / NEWS	11/29/20-11/29/20	1	:30	9A- 10:30A (EST)	1							X	1	\$90.00	\$90.00	CBS (WSWGO)	Daypart EM CBS News Sunday Morning	#####
36.0	Normal Line / NEWS	11/29/20-11/29/20	1	:30	10:30A- 11:30A (EST)	1							X	1	\$120.00	\$120.00	CBS (WSWGO)	Daypart EM Face The Nation	#####
37.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	9A- 10A (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart DT Live with Kelly and Ryan	#####
37.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	9A- 10A (EST)		1	1	1	1	1			4	\$90.00	\$360.00	CBS (WSWGO)	Daypart DT Live with Kelly and Ryan	#####
37.1.1	Closed Preempt	11/26/20															CBS (WSWGO)	Schedule Change/Exception - WILL BE THANKSGIVING DAY PROGRAMMING	

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CBS (WSWGO)



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Phone/Fax /

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38.0	Revised Line / SPOT	11/25/20-12/01/20	1	:30	10A- 11A (EST)	5	X	X	X	X	X						CBS (WSWGO)	Daypart DT Let's Make a Deal	#####
38.1	Normal Line / SPOT	11/25/20-12/01/20	1	:30	10A- 11A (EST)		1	1	1	1	1			4	\$100.00	\$400.00	CBS (WSWGO)	Daypart DT Let's Make a Deal	#####
38.1.1	Closed Preempt	11/26/20															CBS (WSWGO)	Schedule Change/Exception - WILL BE THANKSGIVING DAY PROGRAMMING	

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

WSWG-DT CBS certify that our advertising sales agreements do not discriminate on the basis of race or ethnicity and that all such agreements will contain nondiscrimination clauses. This includes the placement, scheduling, and compl