Contract # 33650

Advertiser

Political Issue/The Georgia Way (3670)

Albany CBS (WSWG)

87

\$18,265.00

Jan. 2021

WSWG

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

owswg<mark>44</mark>

Product	Political (1040)	External #	10297887
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	\$2,739.75
		Net Total	\$15,525.25
Account Types	National/Political	Sales Tax	
Billing Type	Standard		
Comments	Separation: 30		

Entered By

Tracy Shorts

Date Entered 12/28/20

	Schedule Dates	12/29/20-01/04/21	Last Modified	12/30/20	By Broadcast Month	Spots	Rate
P.O. BOX 4009 Salisbury, MD 21803				No	Grand Total:	87	\$18,265.00

CO-OP

590/629/9773 CPE

Standard

Separation: 30

Billing Type Comments

Line	Line Type / Break Type (Ref #)	Dates	Sec Ler	ngth	Run Times	SPW	M Tu	We Th	n Fr	Sa Su	Spots	Rate	Total	Station	ı	Comments	Entered
1.0 No	ormal Line / NEWS	12/29/20-01/04/21	1	:30 6A- 7A (E	ST)		1 1	1 1	1		5	\$30.00	\$150.00	Albany CBS (WSWG)	/	Daypart EM CBS Morning News	######
2.0 No	ormal Line / SPOT	12/29/20-01/04/21	1	:30 11A-12P	(EST)		1 1	1 1	1		5	\$300.00	\$1,500.00	Albany CBS (WSWG))	Daypart DT Price is Right	######
3.0 No	ormal Line / SPOT	12/29/20-01/04/21	1	:30 12:30P-1	:30P (EST)		1 1	1 1	1		1	\$120.00	\$120.00	Albany CBS (WSWG)		Daypart DT The Young a the Restless	nd ######
3.0.1 Cl	osed Preempt	12/29/20												Albany CBS (WSWG)		No Avail/Exception - SOL OUT	D
3.0.2 Cl	osed Preempt	12/31/20												Albany CBS (WSWG)		No Avail/Exception - SOL OUT	D
3.0.3 Cl	osed Preempt	01/01/21												Albany CBS (WSWG)	/	No Avail/Exception - SOL OUT	D
3.0.4 Cl	osed Preempt	01/04/21												Albany CBS (WSWG)		No Avail/Exception - SOL OUT	D
4.0 No	ormal Line / SPOT	12/29/20-01/04/21	1	:30 1:30P-2P	(EST)		1 1	1 1	1			\$120.00		Albany CBS (WSWG)		Daypart DT The Bold and the Beautiful	l ######
4.0.1 Cl	osed Preempt	12/29/20												Albany CBS (WSWG)		No Avail/Exception - SOL OUT	D
			Contr	ract #	33650									Albar	ny CBS (WSWG	3)	
_	WSWG	3		Advertiser	Political	I Issue/	/The Geo	orgia Wa	ıy (3670))	Enter	ed By	Tracy Shorts	Jan.	2021	87 \$	18,265.00
ØW	/SWG <mark>44</mark>		Product		Political (1040)						External #	10297	887				
			Brand		POLITICAL ISSU	E (152	9)				Demo						
			Salespers	ion	HOUSE/NAT, HO	OUSE/N	IAT (1074	4)			Order Type	Norm	al				
			Sales Offi	ice	WSST						Package Deal						
WAT	ERFRONT STRATEGIE	S	Buyer Na	me							Commission %	15.00					
) K ST NW #100		Phone/Fa	x	/						Commission	\$2,73					
WAS	SHINGTON, DC 20007										Net Total	\$15,5	25.25				
			Account 1	Types	National/Political	I					Sales Tax						

Date Entered 12/28/20

). BOX 4009 isbury, MD 21803	Schedule Dates	12/29/20-01/04	ł/21				Last Modified	12/30/2 No	D	By Broadcast Mont Grand Total:		<u>Rate</u> ,265.00
		Agency CPE	WATERFRONT 590/629/9773	STRATE	GIES (12	01)		CO-OP					
Line Line Type / Break Type (Ref # 4.0.2 Closed Preempt 4.0.3 Closed Preempt	e) Dates 12/30/20 12/31/20	Sec Length	Run Times	SPW	M Tu	We Th Fr	Sa Su	Spots	Rate	Total Albany CB Albany CB		Comments No Avail/Exception - SOLD OUT No Avail/Exception - SOLD OUT	Entered
4.0.4 Closed Preempt 4.0.5 Closed Preempt	01/01/21 01/04/21									Albany CB Albany CB		No Avail/Exception - SOLD OUT No Avail/Exception - SOLD OUT	
5.0 Normal Line / SPOT 5.0.1 Closed Preempt	12/29/20-01/04/21 12/31/20	1 :30 2P- 3P	(EST)		1 1	1 1 1		4	\$30.00	\$120.00 Albany CB Albany CB		Daypart DT The Talk Schedule Change/Exception - WILL BE FOOTBALL	#####
6.0 Normal Line / SPOT 6.0.1 Closed Preempt	12/29/20-01/04/21 12/31/20	1 :30 3P- 4P	(EST)		1 1	1 1 1		4	\$20.00	\$80.00 Albany CB Albany CB	. ,	Daypart EF LIVE with Kelly and Ryan Schedule Change/Exception - WILL BE FOOTBALL	
7.0 Normal Line / SPOT	12/29/20-01/04/21	1 :30 4P- 5P	(EST)		1 1	1 1 1		4	\$20.00	\$80.00 Albany CB	S (WSWG)	Daypart EF The Dr. Oz Show	#####
7.0.1 Closed Preempt	12/31/20	Contract #	33650							Albany CB	s (wswg) Albany CBS (WSW0	Schedule Change/Exception - WILL BE FOOTBALL 5)	

Tracy Shorts

Entered By

Jan. 2021

87



Line

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

Product	Political (1040)	External #	10297887
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	\$2,739.75
		Net Total	\$15,525.25
Account Types	National/Political	Sales Tax	
Billing Type	Standard		
Comments	Separation: 30		

Date Entered 12/28/20

	P.O. BOX 4009 Salisbury, MD 21803	Schedule Dates	12/29/20-01/04	4/21				Last Modified	I 12 N	2/30/20 D	By Broadcast Month	<u>Spots</u> 87	<u>Rate</u> \$18,265.00
		Agency CPE	WATERFRONT 590/629/9773	STRATEG	GIES (12	D1)		со-ор					
Line Type / Break Type	(Ref #) Dates	Sec Length	Run Times	SPW	M Tu	We Th Fr	Sa Su	Spots	Rate	Total	Station	Comments	Entered

8.0 Normal Line / SPOT	12/29/20-01/04/21	1	:30 5P- 5:30	P (EST)		1	1	1	1		3	\$25.00	\$75.00	Albany CBS	(WSWG)	Daypart EF Jeopardy! 2	######
8.0.1 Closed Preempt	12/31/20													Albany CBS	(WSWG)	Schedule Change/Exceptic - WILL BE FOOTBALL	in
9.0 Normal Line / SPOT	12/29/20-01/04/21	1	:30 5:30P-6I	P (EST)		1	1	1	1		4	\$25.00	\$100.00	Albany CBS	(WSWG)	Daypart EF Extra	######
10.0 Normal Line / NEWS	12/29/20-01/04/21	1	:30 6P- 6:30I	P (EST)		1	1	1	1		4	\$60.00	\$240.00	Albany CBS	(WSWG)	Daypart EN South Georgia News @ 6	######
11.0 Normal Line / NEWS	12/29/20-01/04/21	1	:30 6:30P-7I	P (EST)		1	1	1	1		2	\$210.00	\$420.00	Albany CBS	(WSWG)	Daypart EN CBS Evening News with Jeff Glor	######
11.0.1 Closed Preempt	12/29/20													Albany CBS	(WSWG)	No Avail/Exception - SOLD OUT)
11.0.2 Closed Preempt	12/31/20													Albany CBS	(WSWG)	No Avail/Exception - SOLD OUT)
12.0 Normal Line / NEWS	12/29/20-01/04/21	1	:30 7A-8A (E	EST)		1	1	1 1	1		5	\$30.00	\$150.00	Albany CBS	(WSWG)	Daypart EM CBS This Morning 1	######
13.0 Normal Line / NEWS	01/03/21-01/03/21	1	:30 6:30P-7I	P (EST)	1					х		\$210.00		Albany CBS	(WSWG)	Daypart EN CBS Evening News	######
13.0.1 Closed Preempt	01/03/21													Albany CBS	(WSWG)	No Avail/Spot - SOLD OUT	
		Con	tract #	33650)										Albany CBS (\	WSWG)	
	SWG	Cont	tract # Advertiser) Political Issue	e/The (Georg	jia Wa	y (3670))	Ente	red By	Tracy Shorts		Albany CBS (\ Jan. 2021		8,265.00
ws	SWG	Coni	Advertiser		Political Issue	e/The (Georg	jia Wa	y (3670))	Ente		Tracy Shorts 97887		, ,		8,265.00
	SWG		Advertiser	Political (Political Issue		Georg	jia Wa	y (3670 <u>)</u>)			·		, ,		8,265.00
	SWG	Product	Advertiser	Political (POLITICA	Political Issue 1040)	29)	-	jia Wa	y (3670)		External #		97887		, ,		8,265.00
	SWG	Product Brand	Advertiser :	Political (POLITICA	Political Issue 1040) AL ISSUE (15	29)	-	jia Wa	y (3670)		External # Demo	1029 Norr	97887		, ,		8,265.00
		Product Brand Salespe	Advertiser rson	Political (POLITICA HOUSE/N	Political Issue 1040) AL ISSUE (15	29)	-	jia Wa	y (3670)		External # Demo Order Type	1029 Norr	97887 nal		, ,		8,265.00
<mark>owswg</mark> /44		Product Brand Salespe Sales O	Advertiser rson ffice lame	Political (POLITICA HOUSE/N	Political Issue 1040) AL ISSUE (15	29)	-	jia Wa	y (3670)		External # Demo Order Type Package Deal	1029 Norr % 15.0	97887 nal		, ,		8,265.00
WSWG 44	GIES	Product Brand Salespe Sales O Buyer N	Advertiser rson ffice lame	Political (POLITICA HOUSE/N	Political Issue 1040) AL ISSUE (15	29)	-	jia Wa	y (3670 <u>)</u>		External # Demo Order Type Package Deal Commission G	1029 Norr % 15.0 \$2,7	07887 nal		, ,		8,265.00
WATERFRONT STRATE 3050 K ST NW #100	GIES	Product Brand Salespe Sales O Buyer N	Advertiser rson ffice lame Fax	Political (POLITICA HOUSE/N	Political Issue 1040) AL ISSUE (15: IAT, HOUSE/I	29)	-	jia Wa	y (3670)		External # Demo Order Type Package Deal Commission	1029 Norr % 15.0 \$2,7	07887 mal 0 39.75		, ,		8,265.00
WATERFRONT STRATE 3050 K ST NW #100	GIES	Product Brand Salespe Sales O Buyer N Phone/I	Advertiser rson ffice lame Fax t Types	Political (POLITICA HOUSE/N WSST /	Political Issue 1040) AL ISSUE (15: IAT, HOUSE/I Political	29)	-	jia Wa	y (3670 <u>)</u>		External # Demo Order Type Package Deal Commission Net Total	1029 Norr % 15.0 \$2,7	07887 mal 0 39.75		, ,		8,265.00

Date Entered 12/28/20

	P.O. BOX 4009 Salisbury, MD 21		ile Dates	12/29/20-01/	04/21					Last Modified	12/30/20 No)	By Broadcast Month Grand Total:	n <u>Spots</u> 87	<u>Rate</u> \$18,265.00
		Agenc CPE	у	WATERFRON 590/629/977		GIES (12	201)			CO-OP					
Line Line Type / Break Typ	e (Ref #) Date	s Sec I	ength	Run Times	SPW	M Tu	We	Th Fr	Sa Su	Spots	Rate	Total	Station	Comments	Entered
14.0 Normal Line / SPOT	12/29/20-01/04	/21 1	:30 7P- 7:30	IP (EST)		1 1	1	1		4	\$450.00	\$1,800.00 Albany CB	5 (WSWG)	Daypart PA Wheel of Fortune	#####
15.0 Normal Line / SPOT	12/29/20-01/04	/21 1	:30 7:30P-8	BP (EST)		1 1		1 1		4	\$450.00	\$1,800.00 Albany CB	5 (WSWG)	Daypart PA Jeopardy!	#####
16.0 Revised Line / SPOT	01/02/21-01/02	2/21 1	:30 7P-7:30	IP (EST)	1				Х			Albany CB	5 (WSWG)	Daypart PA Wheel of Fortune	######
16.1 Normal Line / SPOT	01/02/21-01/02	2/21 2	:30 7P- 7:30	IP (EST)	1				х	1	\$120.00	\$120.00 Albany CB	5 (WSWG)	Daypart PA Wheel of Fortune	######
17.0 Normal Line / SPOT	01/02/21-01/02	2/21 1	:30 7:30P-8	BP (EST)	1				х	1	\$150.00	\$150.00 Albany CB	5 (WSWG)	Daypart PA Jeopardy	######
18.0 Normal Line / NEWS	12/29/20-01/04	/21 1	:30 11P-11:	:35P (EST)		1 1		1 1		4	\$60.00	\$240.00 Albany CB	5 (WSWG)	Daypart LN South Geo News @ 11	orgia ######
19.0 Normal Line / SPOT	12/29/20-01/04	/21 1	:30 11:35P-	12:37A (EST)		1 1	1	1		4	\$30.00	\$120.00 Albany CB	5 (WSWG)	Daypart LF The Late S with Stephen Colbert	Show ######
20.0 Normal Line / SPOT	12/29/20-01/04	/21 1	:30 12:37A-	1:37A (EST)		1 1		1 1		4	\$30.00	\$120.00 Albany CB	5 (WSWG)	Daypart LF The Late L Show with James Cord	
21.0 Normal Line / PRIME	01/04/21-01/04	/21 1	:30 10P-11F	P (EST)	1	х				1	\$750.00	\$750.00 Albany CB	5 (WSWG)	Daypart PT CBS PRIM	E ######
22.0 Normal Line / PRIME	12/30/20-12/30	/20 1	:30 10P-11F	P (EST)	1		х			1	\$750.00	\$750.00 Albany CB	5 (WSWG)	Daypart PT S.W.A.T.	######
		Con	tract #	33650									Albany CBS (WSWG	5)	
	WSWG		Advertiser	Polit	ical Issue/	/The Geo	orgia W	/ay (36	570)	Enter	red By	Tracy Shorts	Jan. 2021	87	\$18,265.00
<mark>⊘WSWG</mark> 44		Produc	t	Political (104))					External #	1029788	7			
		Brand		POLITICAL IS	,	9)				Demo					
		Salesp	erson	HOUSE/NAT,			4)			Order Type	Normal				
		Sales (Office	WSST						Package Deal					
WATERFRONT STF	RATEGIES	Buyer	Name							Commission %	6 15.00				
3050 K ST NW #100		Phone	/Fax	/						Commission	\$2,739.7	'5			
WASHINGTON, DC										Net Total	\$15,525.	25			
		Accour	nt Types	National/Polit	ical					Sales Tax					

Billing Type Standard

Comments Separation: 30

Date Entered 12/28/20

		Schedule Dates	12/29/20-01/	04/21				Last Modified	12/30/20)	By Broadcast Month	<u> </u>	Rate
	3OX 4009 ury, MD 21803								No		Grand Total:	87 \$1	3,265.00
		Agency CPE	WATERFRON 590/629/9773		GIES (12	01)		CO-OP					
Line Line Type / Break Type (Ref #) 23.0 Normal Line / NEWS	Dates 12/29/20-01/04/21	Sec Length 1 :30 8A-	Run Times 9A (EST)	SPW	M Tu 1 1	We Th Fr 1 1 1	Sa Su	Spots 5	Rate \$30.00	Total \$150.00 Albany CBS	Station (WSWG)	Comments Daypart EM CBS This Morning 2	Entered ######
24.0 Normal Line / PRIME	01/01/21-01/01/21	1 :30 9P-	10P (EST)	1		х		1	\$690.00	\$690.00 Albany CBS	(WSWG)	Daypart PTCBS PRIME	#####
25.0 Normal Line / PRIME	01/01/21-01/01/21	1 :30 10P-	11P (EST)	1		х		1	\$690.00	\$690.00 Albany CBS	(WSWG)	Daypart PT Blue Bloods	#####
26.0 Normal Line / PRIME	01/02/21-01/02/21	1 :30 10P-	11P (EST)	1			х	1	\$300.00	\$300.00 Albany CBS	(WSWG)	Daypart PT 48 Hours	#####
27.0 Normal Line / PRIME	01/03/21-01/03/21	1 :30 7P-	3P (EST)	1			Х	1	\$600.00	\$600.00 Albany CBS	(WSWG)	Daypart PT 60 Minutes	#####
28.0 Normal Line / SPOT	01/03/21-01/03/21	1 :30 12P-	1P (EST)	1			х		\$100.00	Albany CBS	(WSWG)	Daypart S The NFL Today	#####
28.0.1 Closed Preempt	01/03/21									Albany CBS		No Avail/Exception - SOLD OUT	
29.0 Normal Line / NFL	01/03/21-01/03/21	1 :30 1P-	4P (EST)	1			Х	1	\$3,000.00	\$3,000.00 Albany CBS	(WSWG)	Daypart S NFL on CBS	#####

30.0 Normal Line / NFL	01/03/21-01/03/21	1	:30 4:25P-7:	30P (EST)	1	х	1	\$3,000.00	\$3,000.00 Alban	y CBS (WSWG)	Daypart S NFL on C	BS ######
31.0 Normal Line / NEWS	01/02/21-01/02/21	1	:30 8A-10A (EST)	1	х	1	\$60.00	\$60.00 Alban	y CBS (WSWG)	Daypart EM CBS Thi Morning: Saturday	S ######
32.0 Revised Line / SPOT	01/03/21-01/03/21	1	:30 6A-6:30/	A (EST)	1	Х			Alban	y CBS (WSWG)	Daypart EM Small T Deal	own Big ######
		Cont	ract #	33650						Albany CBS (WS	WG)	
WS	SWG		Advertiser	Political Is	ssue/The Georgia Wa	ay (3670)	Enter	ed By	Tracy Shorts	Jan. 2021	87	\$18,265.00
<mark>⊘WSWG</mark> 44		Product		Political (1040)			External #	1029	07887			
		Brand		POLITICAL ISSUE	(1529)		Demo					
		Salesper	son	HOUSE/NAT, HOUS	SE/NAT (1074)		Order Type	Norn	nal			
		Sales Of	fice	WSST			Package Deal					
WATERFRONT STRATE	GIES	Buyer Na	ame				Commission %	15.0	0			
3050 K ST NW #100		Phone/Fa	ax	/			Commission	\$2,7	39.75			
WASHINGTON, DC 200	07						Net Total	\$15,	525.25			
		Account	Types	National/Political			Sales Tax					
		Billing Ty	/pe	Standard								
		Commen	ts	Separation: 30								

Date Entered 12/28/20

		Schedu

No

By Broadcast Month	Spots	Rate
Grand Total:	87	\$18,265.00

Salisbury, MD 21803

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		Agency CPE	WATERFRONT 590/629/9773		GIES (12	201)		CO-OP					
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
32.1 Normal Line / SPOT	01/03/21-01/03/21	4 :30 6A- 6:3	0A (EST)	1			х	1	\$30.00	\$30.00	Albany CBS (WSWG)	Daypart EM Small Town Big Deal	#####
33.0 Normal Line / NEWS	01/03/21-01/03/21	1 :30 9A-10:	30A (EST)	1			х	1	\$90.00	\$90.00	Albany CBS (WSWG)	Daypart EM CBS News Sunday Morning	#####
34.0 Normal Line / NEWS	01/03/21-01/03/21	1 :30 10:30A	- 11:30A (EST)	1			х	1	\$120.00	\$120.00	Albany CBS (WSWG)	Daypart EM Face The Nation	#####
35.0 Normal Line / NEWS	12/29/20-01/04/21	1 :30 9A-10A	(EST)		1 1	1 1	1	5	\$90.00	\$450.00	Albany CBS (WSWG)	Daypart DT Live with Kelly and Ryan	#####
36.0 Normal Line / SPOT	12/29/20-01/04/21	1 :30 10A-11	A (EST)		1 1	1	1	2	\$100.00	\$200.00	Albany CBS (WSWG)	Daypart DT Let's Make a Deal	#####
36.0.1 Closed Preempt	12/29/20										Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	
36.0.2 Closed Preempt	12/31/20										Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	

CONFIRMATION CONTRACT

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

B/E Bookend P/B Piggy Back

Printed At: 03:33 PM on Friday, January 29 2021

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