

Contract # 33650

Albany CBS (WSWG)

WSWG



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

Advertiser Political Issue/The Georgia Way (3670)

Entered By Tracy Shorts

Jan. 2021

87

\$18,265.00

Product Political (1040)
Brand POLITICAL ISSUE (1529)
Salesperson HOUSE/NAT, HOUSE/NAT (1074)
Sales Office WSST
Buyer Name
Phone/Fax /

External # 10297887
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$2,739.75
Net Total \$15,525.25

Account Types National/Political
Billing Type Standard
Comments Separation: 30

Sales Tax

Date Entered 12/28/20

P.O. BOX 4009
Salisbury, MD 21803

Schedule Dates 12/29/20-01/04/21

Last Modified 12/30/20
No

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

Agency WATERFRONT STRATEGIES (1201)

CO-OP

CPE 590/629/9773

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	Normal Line / NEWS	12/29/20-01/04/21	1	:30	6A- 7A (EST)	1	1		1	1	1			5	\$30.00	\$150.00	Albany CBS (WSWG)	Daypart EM CBS Morning News	#####
2.0	Normal 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	Normal 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 and the Restless	#####
3.0.1	Closed Preempt	12/29/20															Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	
3.0.2	Closed Preempt	12/31/20															Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	
3.0.3	Closed Preempt	01/01/21															Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	
3.0.4	Closed Preempt	01/04/21															Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	
4.0	Normal 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	#####
4.0.1	Closed Preempt	12/29/20															Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	

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 Sales Office WSST
 Buyer Name
 Phone/Fax /
 Account Types National/Political
 Billing Type Standard
 Comments Separation: 30

External # 10297887
 Demo
 Order Type Normal
 Package Deal
 Commission % 15.00
 Commission \$2,739.75
 Net Total \$15,525.25
 Sales Tax

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 WASHINGTON, DC 20007

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CPE 590/629/9773

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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
4.0.2	Closed Preempt	12/30/20															Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	
4.0.3	Closed Preempt	12/31/20															Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	
4.0.4	Closed Preempt	01/01/21															Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	
4.0.5	Closed Preempt	01/04/21															Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	
5.0	Normal Line / SPOT	12/29/20-01/04/21	1	:30	2P- 3P (EST)		1	1	1	1	1			4	\$30.00	\$120.00	Albany CBS (WSWG)	Daypart DT The Talk	#####
5.0.1	Closed Preempt	12/31/20															Albany CBS (WSWG)	Schedule Change/Exception - WILL BE FOOTBALL	
6.0	Normal Line / SPOT	12/29/20-01/04/21	1	:30	3P- 4P (EST)		1	1	1	1	1			4	\$20.00	\$80.00	Albany CBS (WSWG)	Daypart EF LIVE with Kelly and Ryan	#####
6.0.1	Closed Preempt	12/31/20															Albany CBS (WSWG)	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 CBS (WSWG)	Daypart EF The Dr. Oz Show	#####
7.0.1	Closed Preempt	12/31/20															Albany CBS (WSWG)	Schedule Change/Exception - WILL BE FOOTBALL	

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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
		Sales Tax	
Account Types	National/Political		
Billing Type	Standard		
Comments	Separation: 30		

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8.0	Normal Line / SPOT	12/29/20-01/04/21	1	:30	5P- 5:30P (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/Exception - WILL BE FOOTBALL	
9.0	Normal Line / SPOT	12/29/20-01/04/21	1	:30	5:30P- 6P (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- 6:30P (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- 7P (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 (EST)	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- 7P (EST)	1				X	\$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	

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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

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Salisbury, MD 21803

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

Agency WATERFRONT STRATEGIES (1201)
CPE 590/629/9773

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
14.0	Normal Line / SPOT	12/29/20-01/04/21	1	:30	7P- 7:30P (EST)	1	1	1	1					4	\$450.00	\$1,800.00	Albany CBS (WSWG)	Daypart PA Wheel of Fortune	#####
15.0	Normal Line / SPOT	12/29/20-01/04/21	1	:30	7:30P- 8P (EST)	1	1		1	1				4	\$450.00	\$1,800.00	Albany CBS (WSWG)	Daypart PA Jeopardy!	#####
16.0	Revised Line / SPOT	01/02/21-01/02/21	1	:30	7P- 7:30P (EST)	1							X				Albany CBS (WSWG)	Daypart PA Wheel of Fortune	#####
16.1	Normal Line / SPOT	01/02/21-01/02/21	2	:30	7P- 7:30P (EST)	1							X	1	\$120.00	\$120.00	Albany CBS (WSWG)	Daypart PA Wheel of Fortune	#####
17.0	Normal Line / SPOT	01/02/21-01/02/21	1	:30	7:30P- 8P (EST)	1							X	1	\$150.00	\$150.00	Albany CBS (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 CBS (WSWG)	Daypart LN South Georgia News @ 11	#####
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 CBS (WSWG)	Daypart LF The Late Show with Stephen Colbert	#####
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 CBS (WSWG)	Daypart LF The Late Late Show with James Corden	#####
21.0	Normal Line / PRIME	01/04/21-01/04/21	1	:30	10P- 11P (EST)	1	X							1	\$750.00	\$750.00	Albany CBS (WSWG)	Daypart PT CBS PRIME	#####
22.0	Normal Line / PRIME	12/30/20-12/30/20	1	:30	10P- 11P (EST)	1			X					1	\$750.00	\$750.00	Albany CBS (WSWG)	Daypart PT S.W.A.T.	#####

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Product Political (1040)
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Salesperson HOUSE/NAT, HOUSE/NAT (1074)
Sales Office WSST
Buyer Name
Phone/Fax /
Account Types National/Political

External # 10297887
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$2,739.75
Net Total \$15,525.25
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23.0	Normal Line / NEWS	12/29/20-01/04/21	1	:30	8A- 9A (EST)		1	1	1	1	1			5	\$30.00	\$150.00	Albany CBS (WSWG)	Daypart EM CBS This Morning 2	#####
24.0	Normal Line / PRIME	01/01/21-01/01/21	1	:30	9P- 10P (EST)	1					X			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					X			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						X		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- 8P (EST)	1							X	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							X	1	\$100.00		Albany CBS (WSWG)	Daypart S The NFL Today	#####
28.0.1	Closed Preempt	01/03/21															Albany CBS (WSWG)	No Avail/Exception - SOLD OUT	
29.0	Normal Line / NFL	01/03/21-01/03/21	1	:30	1P- 4P (EST)	1							X	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	X	1	\$3,000.00	\$3,000.00	Albany CBS (WSWG)	Daypart S NFL on CBS	#####
31.0	Normal Line / NEWS	01/02/21-01/02/21	1	:30	8A- 10A (EST)	1	X	1	\$60.00	\$60.00	Albany CBS (WSWG)	Daypart EM CBS This Morning: Saturday	#####
32.0	Revised Line / SPOT	01/03/21-01/03/21	1	:30	6A- 6:30A (EST)	1	X				Albany CBS (WSWG)	Daypart EM Small Town Big Deal	#####

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32.1	Normal Line / SPOT	01/03/21-01/03/21	4	:30	6A- 6:30A (EST)	1							X	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							X	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							X	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- 11A (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: _____ 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