

FR: WA - ANDREW SOLANO (H)  
 TO: WKPT-TV  
 REP HEADLINE# 7220785  
 \*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-516-9399  
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
 ORDER WORKSHEET  
 HARRIS REPORT FROM REP

FAX# 703-516-9680  
 JUN19/14 11.41  
 \*\*\* WKPT-TV \*\*\*

*Handwritten signature and initials*

ADV # \_\_\_\_\_ ADV. NAME POLI/B HASLAM/R/GOV/TN REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
 AGY # \_\_\_\_\_ AGY. NAME SMART MEDIA GROUP BUYER NAME HOPE GREENBLATT  
 1427 LESLIE AVE SALES PRSN WA- ANDREW SOLANO (H)  
 ALEXANDRIA, VA 22301  
 ORDER # \_\_\_\_\_ CONTRACT # 7220785 CLASS: NATL. LOCAL REGIONAL  
 PRDCT HASLAM FOR TN GOV EST#\*\*\*\*\* COMMENTS: (LINE, ORDER, INVOICE)  
 FLIGHT DATES OCT28/14 - NOV4/14 WK-2  
 CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE JUN19/14 11.41

REP: NEW ORDER 6/19/14  
 TOTAL \$700 @ 5X  
 PLEASE CONFIRM  
 THANKS RYAN FOR ANDREW

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
 SMART MEDIA GROUP SUBSCRIBES TO SPOTDATA ELECTRONIC INVOICING  
 \*\*\*\*\*IDB# 1046\*\*\*\*\*  
 BILL HASLAM FOR TENNESSEE GOVERNOR 2014

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
1			700A-900A	30		\$25.00	10/31	10/31	1		FRI	1
PROGRAM : GOOD MORNING AMERICA CON COM1: GOOD MORNING AMERICA												
2			800P-1000P	30		\$600.00	11/3	11/3	1		MON	1
PROGRAM : DANCING W/ STARS CON COM1: DANCING W/ STARS												



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3			700A-900A	30		\$25.00	10/30	10/30	1		THU	1
PROGRAM : GOOD MORNING AMERICA												
CON COM1 : GOOD MORNING AMERICA												
4			700A-900A	30		\$25.00	10/28	10/28	1		TUE	1
PROGRAM : GOOD MORNING AMERICA												
CON COM1 : GOOD MORNING AMERICA												
5			700A-900A	30		\$25.00	10/29	10/29	1		WED	1
PROGRAM : GOOD MORNING AMERICA												
CON COM1 : GOOD MORNING AMERICA												
NOV/14						\$700.00						5

MARKET TOTALS \$11,666 WKPT 6% WJHL 86% WCYB 8% WEMT 0% WAPK 0% CYBW 0% CABL 0%  
 SHARES ACCURATE  
 SVC- NONE  
 DEMOS- RA35+\*

CONTRACT TOTAL \$700.00  
 TOTAL SPOTS 5

# CONTRACT



**WKPT-TV**  
 222 Commerce St  
 Kingsport, TN 37660  
 (423) 246-9578

<u>Contract / Revision</u> 9976 /		<u>Alt Order #</u> 7220785
<u>Product</u> Haslam for TN Gov		
<u>Contract Dates</u> 10/28/14 - 11/04/14		<u>Estimate #</u>
<u>Advertiser</u> Bill Haslam for Gov. Tn		<u>Original Date / Revision</u> 06/20/14 / 06/20/14
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WKPT-TV	<u>Account Executive</u> HRP Virginia	<u>Sales Office</u> HRP-Virginia
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>IDB#</u> 1046	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

And:

**Smart Media Group**  
 814 King St.  
 Alexandria, VA 22314

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
E 1	WKPT	10/31/14	10/31/14	Good Morning America	7a-9a		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/27/14	11/02/14	----1--				1	\$25.00			
E 2	WKPT	11/03/14	11/03/14	Dancing w Stars	8-10p		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/03/14	11/09/14	1-----				1	\$600.00			
E 3	WKPT	10/30/14	10/30/14	Good Morning America	7a-9a		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/27/14	11/02/14	---1---				1	\$25.00			
E 4	WKPT	10/28/14	10/28/14	Good Morning America	7a-9a		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/27/14	11/02/14	-1-----				1	\$25.00			
E 5	WKPT	10/29/14	10/29/14	Good Morning America	7a-9a		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/27/14	11/02/14	--1----				1	\$25.00			
<b>Totals</b>											<b>5</b>	<b>\$700.00</b>

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/27/14 - 11/03/14	5	\$700.00	(\$105.00)	\$595.00
<b>Totals</b>	<b>5</b>	<b>\$700.00</b>	<b>(\$105.00)</b>	<b>\$595.00</b>

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Nondiscrimination Policy: Holston Valley Broadcasting Corporation and WKPT-TV / WAPK-TV / WKPT-DT3 do not accept advertising that discriminates based on race or ethnicity. Any provision in any advertising agreement with intent to discriminate is deemed null and void as contrary to federal law.

# HRP

## PAID POLITICAL BROADCAST AVAIL REQUEST

<b>TO:</b> Lamar Reid	<b>STATION:</b> WKPT-WAPK
<b>FROM:</b> Andrew Solano	<b>HRP OFFICE:</b> DC

### REQUEST RECEIVED FROM

**DATE:** 4/2/14

<b>BUYER:</b> Mandie Suits
<b>AGENCY:</b> Smart Media Group
<b>ADDRESS:</b> 814 King St. Suite 400 Alexandria, VA 22314
<b>PHONE #:</b> 202-659-8723
<b>FAX #:</b> 202-659-8736
<b>OTHER:</b>

### AVAILS FOR

<b>COMMITTEE:</b> Bill Haslam for Gov
<b>CPMGN MGR.</b>
<b>TREASURER:</b> Susan Campbell
<b>ADDRESS:</b> 1 <sup>st</sup> Floor - State Capitol Nashville TN 37243
<b>PHONE #:</b> 615-741-2001
<b>FAX #:</b>
<b>OTHER:</b>

### FOR

<b>CANDIDATE:</b> Haslam
<b>OFFICE:</b> Governor
<b>PARTY:</b> Republican

<b>DAYPARTS:</b> All
<b>SCHEDULE DATES:</b> As ordered
<b>COMMERICAL LENGTH:</b> 30s
<b>PROGRAMS:</b> All
<b>PLEASE ADVISE IF THERE ARE RESTRICTIONS ON ANY OF THE ABOVE</b>

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

FEDERAL CANDIDATE

STATE/LOCAL CANDIDATE

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b>	<b>Date:</b>
------------------------------	--------------

I, Smart Media Group  
being/on behalf of: Bill Haslam  
a legally qualified candidate of the Republican  
political party for the office of: Governor  
in the Primary  
election to be held on: August 7, 2014

do hereby request station time as follows:

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

**Attach proposed schedule with charges (if available).**

I represent that the payment for the above described broadcast time has been furnished by:

Haslam for Governor

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Susan F Campbell

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

**To Be Signed By Candidate or Authorized Committee**

5/22/2014

Date



Signature

**To Be Signed By Station Representative**

Accepted

Accepted in Part

Rejected

\_\_\_\_\_  
Signature

PAUL WILSON  
\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

### FEDERAL CANDIDATE CERTIFICATION

**In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:**

I, Haslam for Governor

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

does

does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.



signature of candidate or authorized committee

Smart Media Group

printed name

5/22/2014

date

### AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
<b>SEE ATTACHED</b>					

**Attach proposed schedule with charges (if available):**

#### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.