

CONTRACT



KSWB-TV
7191 Engineer Rd
San Diego, CA 92111
(858) 492-9269

And:

Smart Media Group LLC
1427 Leslie Avenue
Alexandria, VA 22301

<u>Contract / Revision</u> 322813 /		<u>Alt Order #</u> 8242818
<u>Product</u> FAULCONER-MAYOR 5/31		
<u>Contract Dates</u> 05/31/16 - 06/07/16		<u>Estimate #</u> 531607
<u>Advertiser</u> Kevin Faulconer		<u>Original Date / Revision</u> 05/04/16 / 05/04/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> KSWB-TV	<u>Account Executive</u> Robert Langer	<u>Sales Office</u> NSO Washington
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 1046	<u>Advertiser Code</u> FAUL	<u>Product Code</u> ORDR
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	5	06/03/16	06/03/16	M-F 11p-1130p	11:00 PM-11:30 PM		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	----1--				1	\$175.00	0.00			
N 2	5	06/03/16	06/03/16	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	----1--				1	\$130.00	0.00			
N 3	5	06/03/16	06/03/16	M-F 430a-5a	4:30 AM-4:59 AM		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	----1--				1	\$30.00	0.00			
N 4	5	06/03/16	06/03/16	M-F 5a-6a	5:00 AM-6:00 AM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	----1--				1	\$125.00	0.00			
N 5	5	06/03/16	06/03/16	M-F 6a-7a	6:00 AM-7:00 AM		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	----1--				1	\$350.00	0.00			
N 6	5	06/03/16	06/03/16	M-F 7a-8a	7:00 AM-8:00 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	----1--				1	\$325.00	0.00			
N 7	5	06/03/16	06/03/16	M-F 8a-9a	8:00 AM-9:00 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	----1--				1	\$325.00	0.00			
N 8	5	06/03/16	06/03/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	----1--				1	\$125.00	0.00			
N 9	5	06/06/16	06/06/16	M-F 10p-11p	10:00 PM-11:00 PM		:30				NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		06/06/16	06/12/16	1-----				1	\$450.00	0.00			
N 10	5	06/06/16	06/06/16	M-F 11p-1130p	11:00 PM-11:30 PM		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		06/06/16	06/12/16	1-----				1	\$175.00	0.00			
N 11	5	06/06/16	06/06/16	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		06/06/16	06/12/16	1-----				1	\$130.00	0.00			
N 12	5	06/06/16	06/06/16	M-F 430a-5a	4:30 AM-4:59 AM		:30				NM	1	\$30.00

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

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<u>Contract / Revision</u> 322813 /		<u>Alt Order #</u> 8242818
<u>Contract Dates</u> 05/31/16 - 06/07/16		<u>Product</u> FAULCONER-MAYOR 5
<u>Advertiser</u> Kevin Faulconer		<u>Estimate #</u> 531607
<u>Original Date / Revision</u> 05/04/16 / 05/04/16		

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		06/06/16	06/12/16	1-----				1	\$30.00	0.00			
N 13	5	06/06/16	06/06/16	M-F 6a-7a	6:00 AM-7:00 AM		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		06/06/16	06/12/16	1-----				1	\$350.00	0.00			
N 14	5	06/06/16	06/06/16	M-F 7p-730p	7:00 PM-7:30 PM		:30				NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		06/06/16	06/12/16	1-----				1	\$400.00	0.00			
N 15	5	06/06/16	06/06/16	M-F 7a-8a	7:00 AM-8:00 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		06/06/16	06/12/16	1-----				1	\$325.00	0.00			
N 16	5	06/06/16	06/06/16	M-F 8a-9a	8:00 AM-9:00 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		06/06/16	06/12/16	1-----				1	\$325.00	0.00			
N 17	5	06/06/16	06/06/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		06/06/16	06/12/16	1-----				1	\$125.00	0.00			
N 18	5	06/04/16	06/04/16	Sa 10p-11p	10:00 PM-11:00 PM		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	-----1-				1	\$200.00	0.00			
N 19	5	06/05/16	06/05/16	Su 10p-11p	10:00 PM-11:00 PM		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	-----1				1	\$250.00	0.00			
N 20	5	06/02/16	06/02/16	M-F 10p-11p	10:00 PM-11:00 PM		:30				NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	---1---				1	\$450.00	0.00			
N 21	5	06/02/16	06/02/16	M-F 11p-1130p	11:00 PM-11:30 PM		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	---1---				1	\$175.00	0.00			
N 22	5	06/02/16	06/02/16	M-F 430a-5a	4:30 AM-4:59 AM		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	---1---				1	\$30.00	0.00			
N 23	5	06/02/16	06/02/16	M-F 6a-7a	6:00 AM-7:00 AM		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	---1---				1	\$350.00	0.00			
N 24	5	06/02/16	06/02/16	M-F 7p-730p	7:00 PM-7:30 PM		:30				NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	---1---				1	\$400.00	0.00			
N 25	5	06/02/16	06/02/16	M-F 7a-8a	7:00 AM-8:00 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	---1---				1	\$325.00	0.00			
N 26	5	06/02/16	06/02/16	M-F 8a-9a	8:00 AM-9:00 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	---1---				1	\$325.00	0.00			
N 27	5	06/02/16	06/02/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	---1---				1	\$125.00	0.00			
N 28	5	05/31/16	05/31/16	M-F 10p-11p	10:00 PM-11:00 PM		:30				NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	-1-----				1	\$450.00	0.00			
N 29	5	05/31/16	05/31/16	M-F 11p-1130p	11:00 PM-11:30 PM		:30				NM	1	\$175.00

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<u>Contract / Revision</u> 322813 /		<u>Alt Order #</u> 8242818
<u>Contract Dates</u> 05/31/16 - 06/07/16		<u>Product</u> FAULCONER-MAYOR 5
<u>Advertiser</u> Kevin Faulconer		<u>Estimate #</u> 531607
		<u>Original Date / Revision</u> 05/04/16 / 05/04/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- 1 - - - - -				1	\$175.00	0.00			
N 30	5	05/31/16	06/07/16	M-F 430a-5a	4:30 AM-4:59 AM		:30				NM	2	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- 1 - - - - -				1	\$30.00	0.00			
Week:		06/06/16	06/12/16	- 1 - - - - -				1	\$30.00	0.00			
N 31	5	05/31/16	06/07/16	M-F 5a-6a	5:00 AM-6:00 AM		:30				NM	2	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- 1 - - - - -				1	\$125.00	0.00			
Week:		06/06/16	06/12/16	- 1 - - - - -				1	\$125.00	0.00			
N 32	5	05/31/16	06/07/16	M-F 6a-7a	6:00 AM-7:00 AM		:30				NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- 1 - - - - -				1	\$350.00	0.00			
Week:		06/06/16	06/12/16	- 1 - - - - -				1	\$350.00	0.00			
N 33	5	05/31/16	05/31/16	M-F 7p-730p	7:00 PM-7:30 PM		:30				NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- 1 - - - - -				1	\$400.00	0.00			
N 34	5	05/31/16	06/07/16	M-F 7a-9a	7:00 AM-8:00 AM		:30				NM	2	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- 1 - - - - -				1	\$325.00	0.00			
Week:		06/06/16	06/12/16	- 1 - - - - -				1	\$325.00	0.00			
N 35	5	05/31/16	06/07/16	M-F 8a-9a	8:00 AM-9:00 AM		:30				NM	2	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- 1 - - - - -				1	\$325.00	0.00			
Week:		06/06/16	06/12/16	- 1 - - - - -				1	\$325.00	0.00			
N 36	5	05/31/16	05/31/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- 1 - - - - -				1	\$125.00	0.00			
N 37	5	06/01/16	06/01/16	M-F 11p-1130p	11:00 PM-11:30 PM		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- - 1 - - - -				1	\$175.00	0.00			
N 38	5	06/01/16	06/01/16	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- - 1 - - - -				1	\$130.00	0.00			
N 39	5	06/01/16	06/01/16	M-F 430a-5a	4:30 AM-4:59 AM		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- - 1 - - - -				1	\$30.00	0.00			
N 40	5	06/01/16	06/01/16	M-F 5a-6a	5:00 AM-6:00 AM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- - 1 - - - -				1	\$125.00	0.00			
N 41	5	06/01/16	06/01/16	M-F 6a-7a	6:00 AM-7:00 AM		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- - 1 - - - -				1	\$350.00	0.00			
N 42	5	06/01/16	06/01/16	M-F 7p-730p	7:00 PM-7:30 PM		:30				NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- - 1 - - - -				1	\$400.00	0.00			
N 43	5	06/01/16	06/01/16	M-F 7a-8a	7:00 AM-8:00 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	- - 1 - - - -				1	\$325.00	0.00			
N 44	5	06/01/16	06/01/16	M-F 8a-9a	8:00 AM-9:00 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			

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<u>Contract Dates</u> 05/31/16 - 06/07/16		<u>Product</u> FAULCONER-MAYOR 5
<u>Advertiser</u> Kevin Faulconer		<u>Estimate #</u> 531607
		<u>Original Date / Revision</u> 05/04/16 / 05/04/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	-- 1----				1	\$325.00	0.00			
N 45	5	06/01/16	06/01/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	-- 1----				1	\$125.00	0.00			
N 46	5	06/01/16	06/01/16	Wednesday Prime Hour 2	9:00 PM-10:00 PM		:30				NM	2	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		05/30/16	06/05/16	-- 2----				2	\$1,000.00	0.00			
Totals										0.00		52	\$13,970.00

Time Period	# of Spots	Gross Amount	Net Amount
05/30/16 - 06/07/16	52	\$13,970.00	\$11,874.50
Totals	52	\$13,970.00	\$11,874.50

Signature: _____ **Date:** _____

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.

