

Received  
11/8/2017

### AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b> WRAL-TV, Raleigh, NC	<b>Date:</b> 11/8/2017
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I, **Crossroads Media**

do hereby request station time concerning the following issue:

Atlantic Coast Pipeline ( [REDACTED] )  
[REDACTED]

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

This broadcast time will be used by: Atlantic Coast Pipeline ( [REDACTED] )

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**

Yes

No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Atlantic Coast Pipeline

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Atlantic Coast Pipeline  
707 E. Main Street, 19th Floor  
Richmond, VA 23219

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Anne E. Boman, U. P.  
Phillip Grigsby, U. P.

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
DOES NOT "COMMUNICATE A POLITICAL MATTER OF NATIONAL  
IMPORTANCE"**

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Atlantic Coast Pipeline (Energy Sure)  
707 East Main Street, 19th Floor  
Richmond, VA 23219

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Anne E. Bomar, Vice President  
Phillip Grigsby, Vice President

*Station has determined  
that issue is of  
national importance*

**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

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

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.

**TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)**

10/24/2017		(703) 299-1760
Date	Signature	Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

<input type="checkbox"/> Accepted	<input checked="" type="checkbox"/> Accepted in Part	<input type="checkbox"/> Rejected
 Signature	MARION BELL Printed Name	Sales Mgr Title Director 11/8/2017

\*\*\*Any handwritten information included on this form was not provided by the agency and was included without their knowledge or consent. \*\*\*

  
11/9/17

# CONTRACT



**WRAL**  
**2619 Western Blvd.**  
**Raleigh, NC 27606**  
**(919)890-6000**

<u>Contract / Revision</u> 180139 /	<u>Alt Order #</u> 08855357
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<u>Product</u> ENERGY SURE	
<u>Contract Dates</u> 11/17/17 - 11/23/17	<u>Estimate #</u> 3890
<u>Advertiser</u> Atlantic Coast Pipeline	<u>Original Date / Revision</u> 11/08/17 / 11/08/17

And:

**Crossroads Media LLC**  
**66 Canal Center Plaza**  
**Suite 555**  
**Alexandria, VA 22314**

<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WRAL	<u>Account Executive</u> Cheryl Blair	<u>Sales Office</u> Washington Tel
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Code</u>	<u>Advertiser Code</u> 178	<u>Product 1/2</u> 393
<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	WRAL	11/20/17	11/20/17	WRAL 430A News	430a-5a		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	1-----				1	\$150.00				
N 2	WRAL	11/21/17	11/21/17	WRAL 4p News	4-5p		:30				NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	-1-----				1	\$425.00				
N 3	WRAL	11/22/17	11/22/17	WRAL 4p News	4-5p		:30				NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	--1----				1	\$425.00				
N 4	WRAL	11/23/17	11/23/17	WRAL 4p News	4-5p		:30				NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	---1---				1	\$425.00				
N 5	WRAL	11/17/17	11/17/17	WRAL 4p News	4-5p		:30				NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/13/17	11/19/17	----1--				1	\$425.00				
N 6	WRAL	11/21/17	11/21/17	WRAL 5p News	5p-530p		:30				NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	-1-----				1	\$1,000.00				
N 7	WRAL	11/20/17	11/20/17	WRAL 530p News	530-6p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	1-----				1	\$1,200.00				
N 8	WRAL	11/23/17	11/23/17	WRAL 530p News	530-6p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	---1---				1	\$1,200.00				
N 9	WRAL	11/21/17	11/21/17	WRAL 6p News	6p-6:30p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	-1-----				1	\$1,200.00				
N 10	WRAL	11/22/17	11/22/17	WRAL 6p News	6p-6:30p		:30				NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	--1----				1	\$1,200.00				
N 11	WRAL	11/17/17	11/17/17	WRAL 6p News	6p-6:30p		:30				NM	1	\$1,200.00

(\* 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, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

In compliance with FCC rules, Capitol Broadcasting does not discriminate in advertising arrangements on the basis of race or ethnicity. Any advertising arrangement with any station intended by the advertiser to discriminate in such manner shall be considered null and void.



**WRAL**  
**2619 Western Blvd.**  
**Raleigh, NC 27606**  
**(919)890-6000**

<u>Contract / Revision</u>	<u>Alt Order #</u>
180139 /	08855357

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
11/17/17 - 11/23/17	ENERGY SURE	3890

<u>Advertiser</u>	<u>Original Date / Revision</u>
Atlantic Coast Pipeline	11/08/17 / 11/08/17

*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>				
Week:		11/13/17	11/19/17	----1--				1	\$1,200.00				
N 12	WRAL	11/22/17	11/22/17	WRAL 430A News	430a-5a		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	--1----				1	\$150.00				
N 13	WRAL	11/22/17	11/22/17	Late News	11-1135p		:30				NM	1	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	--1----				1	\$1,300.00				
N 14	WRAL	11/20/17	11/20/17	Tonight Show	11:35p-1237xm		:30				NM	1	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	1-----				1	\$650.00				
N 15	WRAL	11/21/17	11/21/17	Tonight Show	11:35p-1237xm		:30				NM	1	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	-1-----				1	\$650.00				
N 16	WRAL	11/23/17	11/23/17	Tonight Show	11:35p-1237xm		:30				NM	1	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	---1---				1	\$650.00				
N 17	WRAL	11/22/17	11/22/17	Wednesday Hr 1	8-9p		:30				NM	1	\$1,625.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	--1----				1	\$1,625.00				
N 18	WRAL	11/23/17	11/23/17	Various	Various		:30				NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	---1---				1	\$4,000.00				
N 19	WRAL	11/18/17	11/18/17	Saturday Morning Rotator	6a-10a		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/13/17	11/19/17	-----1-				1	\$250.00				
N 20	WRAL	11/23/17	11/23/17	Various	430a-5a		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	---1---				1	\$150.00				
N 21	WRAL	11/21/17	11/21/17	Various	530a-6a		:30				NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	-1-----				1	\$600.00				
N 22	WRAL	11/22/17	11/22/17	Various	530a-6a		:30				NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	--1----				1	\$600.00				
N 23	WRAL	11/17/17	11/17/17	Various	530a-6a		:30				NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/13/17	11/19/17	----1--				1	\$600.00				
N 24	WRAL	11/20/17	11/20/17	Today Show	7-9a		:30				NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	1-----				1	\$750.00				
N 25	WRAL	11/23/17	11/23/17	Today Show	7-9a		:30				NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/20/17	11/26/17	---1---				1	\$750.00				
N 26	WRAL	11/17/17	11/17/17	Today Show	7-9a		:30				NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/13/17	11/19/17	----1--				1	\$750.00				
<b>Totals</b>								0.00				26	\$22,325.00

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<u>Contract / Revision</u>	<u>Alt Order #</u>
180139 /	08855357

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
11/17/17 - 11/23/17	ENERGY SURE	3890

<u>Advertiser</u>	<u>Original Date / Revision</u>
Atlantic Coast Pipeline	11/08/17 / 11/08/17

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/30/17 - 11/23/17	26	\$22,325.00	(\$3,348.75)	\$18,976.25
<b>Totals</b>	<b>26</b>	<b>\$22,325.00</b>	<b>(\$3,348.75)</b>	<b>\$18,976.25</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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