



WVAH Charleston  
1301 Piedmont Rd  
Charleston, WV 25301

West Virginia Chamber of Commerce  
210 W Pennsylvania Ave  
Ste 250  
Towson, MD 21204

**Contract #** 2364652  
**Schedule Dates** 01/14/16-01/20/16  
**Advertiser** West Virginia Chamber of Commerce (5062)  
**Agency** Mentzer Media Services (1381)  
**Product** POLITICAL ISSUE (ns) (1187)  
**Brand** 253/287/2692 (795447)  
**Salesperson** Millennium/DC, Washington DC (1108)  
**Sales Office** Millennium Washington DC  
**Buyer Name** Ally Rambo,  
**Phone/Fax** (304) 342-1115 /  
**CPE** 253/287/2692  
**Account Types** National/Political Issue Agency BRD  
**Billing Type** Standard  
**Comments** JACOB ROTH  
2WVCC  
Separation: 30

**Date Entered** 01/13/16  
**Last Modified** 01/13/16  
**Entered By** Cara Kierzkowski  
**CO-OP** No  
**Headline #** ECR25060717  
**Demo** A35+R  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$532.50  
**Net Total** \$3,017.50  
**Sales Tax**

**Charleston WV (WVAH)**

By Broadcast Month	Spots	Rate
Jan. 2016	14	\$3,550.00
<b>Grand Total:</b>	<b>14</b>	<b>\$3,550.00</b>

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT (1 - 2.6)	01/14/16-01/14/16	3	:30	5:30P- Family Feud 2					1				1	\$125.00	\$125.00	Charleston WV (WVAH)	Family Feud	1/13/16
2.0	Normal Line / SPOT (1 - 2.6)	01/15/16-01/15/16	3	:30	5:30P- Family Feud 2						1			1	\$125.00	\$125.00	Charleston WV (WVAH)	Family Feud	1/13/16
3.0	Normal Line / SPOT (1 - 2.6)	01/18/16-01/18/16	3	:30	5:30P- Family Feud 2		1							1	\$125.00	\$125.00	Charleston WV (WVAH)	Family Feud	1/13/16
4.0	Normal Line / SPOT (1 - 2.6)	01/20/16-01/20/16	3	:30	5:30P- Family Feud 2				1					1	\$125.00	\$125.00	Charleston WV (WVAH)	Family Feud	1/13/16
5.0	Normal Line / News (2 - 3.1)	01/17/16-01/17/16	4	:30	10:30P- News-Ten OClock News								1	1	\$275.00	\$275.00	Charleston WV (WVAH)	Eyewitness News @ 1030-11P	1/13/16
6.0	Normal Line / News (3 - 3.2)	01/17/16-01/17/16	3	:30	10P- News-Ten OClock News								1	1	\$375.00	\$375.00	Charleston WV (WVAH)	Eyewitness News @ 10-1030P	1/13/16
7.0	Normal Line / News (4 - 2.3)	01/14/16-01/14/16	4	:30	10:30P- News-Ten OClock News					1				1	\$275.00	\$275.00	Charleston WV (WVAH)	Eyewitness News @ 1030-11P	1/13/16
8.0	Normal Line / News (4 - 2.3)	01/19/16-01/19/16	4	:30	10:30P- News-Ten OClock News			1						1	\$275.00	\$275.00	Charleston WV (WVAH)	Eyewitness News @ 1030-11P	1/13/16
9.0	Normal Line / News (4 - 2.3)	01/20/16-01/20/16	4	:30	10:30P- News-Ten OClock News				1					1	\$275.00	\$275.00	Charleston WV (WVAH)	Eyewitness News @ 1030-11P	1/13/16
10.0	Normal Line / News (5 - 2.7)	01/15/16-01/15/16	4	:30	10P- News-Ten OClock News						1			1	\$375.00	\$375.00	Charleston WV (WVAH)	Eyewitness News @ 10-1030P	1/13/16

### CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

CK 1/13/16

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



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1301 Piedmont Rd  
Charleston, WV 25301

West Virginia Chamber of Commerce  
210 W Pennsylvania Ave  
Ste 250  
Towson, MD 21204

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Comments JACOB ROTH  
2WVCC  
Separation: 30

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11.0	Normal Line / News (5 - 2.7)	01/18/16-01/19/16	4	:30	10P- News-Ten O'Clock News		1							1	\$375.00	\$375.00	Charleston WV (WVAH)	Eyewitness News @ 10-1030P	1/13/16
12.0	Normal Line / Prime (6 - 2.3)	01/17/16-01/17/16	3	:30	Orbit- (P)FOX-Simpsons 2 (Sunday)(Su), (P)FOX-Bobs Burgers (Sunday)(Su)								1	1	\$175.00	\$175.00	Charleston WV (WVAH)	Simpsons(R)/Bob's Burgers-FOX	1/13/16
13.0	Normal Line / Prime (7 - 2.6)	01/16/16-01/16/16	3	:30	8P- FOX-Hells Kitchen (Saturday)							1		1	\$250.00	\$250.00	Charleston WV (WVAH)	HELLS KITCHEN	1/13/16
14.0	Normal Line / Post-Game (8 - 2.9)	01/17/16-01/17/16	3	:30	4:30P- Sports-FOX NFL NFC Divisional Post-Game								1	1	\$400.00	\$400.00	Charleston WV (WVAH)	FOX NFL NFC Divisional Playoffs Post-Game	1/13/16

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at: <http://shgt.net/?p=1224> to be part of their agreement, and the sale of advertising is expressly subject to said Terms



TELEVISION  
GROUP

COMPLETED

2364652

1/14

POL ISSUE  
NEW \$3550

Contract # 25060717 Changes as of: 1/13/2016 at 11:21 AM Version: Current State  
CPE: 253/287/2692 Flight: 1/14/16 - 1/20/16 Station: WVAH Total \$: \$3,550.00  
Agency: MENTZER MEDIA Advertiser: 9857 Market: Charleston, WV Total Spots: 14  
210 W. Pennsylvania Avenue Product: 2WVCC Office: WASHINGTON Total CPP: \$96.47  
Suite 250 Primary Demo: Adults 35+ Salesperson: JACOB ROTH Total GRP: 36.8  
Towson, MD 21204 Agency Order #: 4677911 Assistant: JACOB ROTH  
Buyer: Rambo, Ally Con Type: POLITICAL/VOTE Separation:  
Comments: Separation: 30

#	Day/Time	DP	Program	Rate	A35P Rating	Len	1/14 - 1/20								Total Spots	Total \$	CPP	GRP
							1/14	1/15	1/16	1/17	1/18	1/19	1/20					
1	Th-F,M-W 5:30p-6p		Family Feud	\$125.00	2.6	30	1	1	0	0	1	0	1		4	\$500.00	\$48.08	10.4
2	Su 10:30p-11p		Eyewitness News @ 1030-11P	\$275.00	3.1	30	0	0	0	1	0	0	0		1	\$275.00	\$88.71	3.1
3	Su 10p-10:30p		Eyewitness News @ 10-1030P	\$375.00	3.2	30	0	0	0	1	0	0	0		1	\$375.00	\$117.19	3.2
4	Th-F,M-W 10:30p-11p		Eyewitness News @ 1030-11P	\$275.00	2.3	30	1	0	0	0	0	1	1		3	\$825.00	\$119.57	6.9
5	Th-F,M-W 10p-10:30p		Eyewitness News @ 10-1030P	\$375.00	2.7	30	0	1	0	0	1	0	0		2	\$750.00	\$138.89	5.4
6	Su 7p-8p		Simpsons(R)/Bob's Burgers-FOX	\$175.00	2.3	30	0	0	0	1	0	0	0		1	\$175.00	\$76.09	2.3
7	Sa 8p-9p		HELLS KITCHEN	\$250.00	2.6	30	0	0	1	0	0	0	0		1	\$250.00	\$96.15	2.6
8	Su 4:30p-5p		FOX NFL NFC Divisional Playoffs Post-Game-Sun	\$400.00	2.9	30	0	0	0	1	0	0	0		1	\$400.00	\$137.93	2.9
TOTALS:							2	2	1	4	2	1	2		14	\$3,550.00	\$96.47	36.8



**KATZ TELEVISION GROUP**

<b>Contract #</b> 25060717	<b>Changes as of:</b> 1/13/2016 at 11:21 AM	<b>Version:</b> Current State
<b>CPE:</b> 253/287/2692	<b>Flight:</b> 1/14/16 - 1/20/16	<b>Station:</b> WVAH
<b>Agency:</b> MENTZER MEDIA SERVICE	<b>Advertiser:</b> 9857	<b>Market:</b> Charleston, WV
210 W. Pennsylvania Avenue	<b>Product:</b> 2WVCC	<b>Office:</b> WASHINGTON
Suite 250	<b>Primary Demo:</b> Adults 35+	<b>Salesperson:</b> JACOB ROTH
Towson, MD 21204	<b>Agency Order #:</b> 4677911	<b>Assistant:</b> JACOB ROTH
	<b>Buyer:</b> Rambo. Ally	<b>Con Type:</b> POLITICAL/VOTE
<b>Comments:</b> Separation: 30		<b>Total \$:</b> \$3,550.00
		<b>Total Spots:</b> 14
		<b>Total CPP:</b> \$96.47
		<b>Total GRP:</b> 36.8
		<b>Separation:</b>

Hit Listed Programs	
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Order Level Comments		
Date/Time	Added by	Comment
01/13/16 11:21 AM	JACOB ROTH	Separation: 30

Competitive Information	
Market Budget:	\$71,000
WVAH Share:	5%
Comment:	
WCHS:	21%
WOWK:	14%
WSAZ:	60%

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	14	\$3,550.00	\$96.47	36.8
<b>Total</b>	<b>100%</b>	<b>14</b>	<b>\$3,550.00</b>	<b>\$96.47</b>	<b>36.8</b>

Monthly Summary		
Month	Spots	Dollars
2016-Jan	14	\$3,550.00
<b>Total</b>	<b>14</b>	<b>\$3,550.00</b>

Transaction History							
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$
	1/13/16 11:52 AM					\$0	\$0
New	1/13/16 11:18 AM	JACOB ROTH	New	14		\$3,550.00	\$3,550.00

<b>Non-Discrimination Policy</b>	PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.
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# **AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS**

<b>Station and Location:</b> WVAH	<b>Date:</b> 11/21/16
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I, Brady David  
do hereby request station time concerning the following issue:

West Virginia Chamber of Commerce

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

This broadcast time will be used by: West Virginia Chamber of Commerce

**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):

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

West Virginia Chamber of Commerce  
1624 Kanawha Blvd. East  
Charleston WV 25311

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):

President & Treasurer: Stephen G. Roberts

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):

West Virginia Chamber of Commerce  
1624 Kanawha Blvd. East  
Charleston, WV 25311

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):

## AGREED UPON SCHEDULE

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

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

**Attach proposed schedule with charges (if available): \$3,550.00 gross**

### 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 time the rate for spots "communicating a political matter of national importance" air, 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 and rates for specific spots aired. 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.

**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)**

11-13-16 Date Stephen R. Roberts Signature 304-342-7136 Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☒ Accepted

☐ Accepted in Part

☐ Rejected

Greg Spivack Signature Cathy Spivack Printed Name Lina MacAccounting Asst. Title



Client Information Request Form  
Issue

Advertiser Group Name:

the west virginia Chamber of Commerce

Address:

po box 2789

City, State & Zip Code:

charleston, wv 25330-2789

Phone:

304-342-1115

Fax:

304-342-1130

Executive Director or  
President

stephen g roberts

Group Treasurer

same