



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

# CONTRACT

<u>Contract / Revision</u> 9958 /		<u>Alt Order #</u> 7221366
<u>Product</u> Warner for Senate		
<u>Contract Dates</u> 09/16/14 - 09/22/14		<u>Estimate #</u> 2823
<u>Advertiser</u> M Warner / D / SEN / VA		<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> WAPK-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>	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

And:

**Greer, Margolis, Mitchell**  
**1010 Wisconsin Ave, Ste 800**  
**Washington, DC 20007**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	WAPK	09/16/14	09/19/14	Raymond / KOQ	3p-4p		:30			NM	2	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/15/14	09/21/14	-TWTF--				2	\$10.00			
N 2	WAPK	09/16/14	09/19/14	Paternity / Divorce	4p-5p		:30			NM	2	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/15/14	09/21/14	-TWTF--				2	\$10.00			
N 3	WAPK	09/16/14	09/19/14	Peoples Court	6-7p		:30			NM	2	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/15/14	09/21/14	-TWTF--				2	\$25.00			
N 4	WAPK	09/19/14	09/19/14	Monk	9p-10p		:30			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/15/14	09/21/14	----1--				1	\$40.00			
N 5	WAPK	09/22/14	09/22/14	Law & Order	8p-9p		:30			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/22/14	09/28/14	1-----				1	\$40.00			
N 6	WAPK	09/22/14	09/22/14	Law & Order	9p-10p		:30			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/22/14	09/28/14	1-----				1	\$40.00			
N 7	WAPK	09/16/14	09/16/14	House	8p-9p		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/15/14	09/21/14	-1-----				1	\$50.00			
N 8	WAPK	09/16/14	09/16/14	House	9p-10p		:30			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/15/14	09/21/14	-1-----				1	\$40.00			
N 9	WAPK	09/17/14	09/17/14	Numbers	8p-9p		:30			NM	1	\$35.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/15/14	09/21/14	--1----				1	\$35.00			
N 10	WAPK	09/22/14	09/22/14	Raymond / KOQ	3p-4p		:30			NM	1	\$10.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/22/14	09/28/14	1-----				1	\$10.00			
N 11	WAPK	09/22/14	09/22/14	Paternity / Divorce	4p-5p		:30			NM	1	\$10.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/22/14	09/28/14	1-----				1	\$10.00			
N 12	WAPK	09/22/14	09/22/14	Peoples Court	6-7p		:30			NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/22/14	09/28/14	1-----				1	\$25.00			

(\* 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.



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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/22/14	09/28/14	1-----				1	\$25.00			
<b>Totals</b>											15	\$380.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/01/14 - 09/22/14	15	\$380.00	(\$57.00)	\$323.00
<b>Totals</b>	15	\$380.00	(\$57.00)	\$323.00

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FR: WA - ANDREW SOLANO (H)  
TO: WAPK-TV  
REP HEADLINE# 7221366  
\*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 703-516-9399  
ORDER WORKSHEET

FAX# 703-516-9680  
HARRIS REPORT FROM REP

JUN19/14 14.18  
\*\*\* WAPK-TV \*\*\*

*Handwritten initials: MSK and a signature*

ADV # \_\_\_\_\_ ADV. NAME POLI/M WARNER/D/SEN/VA  
AGY # \_\_\_\_\_ AGY. NAME GREER, MARGOLIS, MITCHELL

REP. # \_\_\_\_\_ OFF. # \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
BUYER NAME MIKE FURMAN  
SALES PRSN WA- ANDREW SOLANO (H)

ORDER # \_\_\_\_\_ CONTRACT # 7221366

CLASS: NATL. LOCAL REGIONAL

PRDCT WARNER FOR SENATE EST#2823 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES SEP16/14 SEP22/14 WK-1

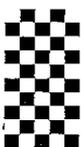
CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE JUN19/14 14.18

REP: NEW ORDER  
TTL \$380 @15X  
PLEASE CONFIRM  
THANKS SHOSHANA FOR ANDREW

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
ALL INVOICES ARE TO BE SENT TO:  
GREER MARGOLIS  
ACCOUNTING  
1010 WISCONSIN AVENUE NW  
SUITE 800  
WASHINGTON, DC 20007  
FRIENDS OF MARK WARNER

AGENCY ADVERTISER CODE = 198 AGENCY EST# = 2823  
AGENCY PRODUCT CODE = 213

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
1			300P-400P	30		\$10.00	9/16	9/19	2		TU-F	2



FR: WA - ANDREW SOLANO (H) REP: TEL# 703-516-9399 FAX# 703-516-9680  
 TO: WAPK-TV ORDER WORKSHEET HARRIS REPORT FROM REP JUN19/14 14.18  
 REP HEADLINE# 7221366 \*\*\* ORIGINAL REV#0 \*\*\* \*\* WAPK-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
2			400P-500P <i>PC</i>	30		\$10.00	9/16	9/19	2		TU-F	2
PROGRAM : JUDGE <del>ATKX</del> / DIVORCE COURT												
CON COM1 : JUDGE <del>ATKX</del> / DIVORCE COURT												
3			600P-700P	30		\$25.00	9/16	9/19	2		TU-F	2
PROGRAM : PEOPLES COURT												
CON COM1 : PEOPLES COURT												
4			900P-1000P	30		\$40.00	9/19	9/19	1		FRI	1
PROGRAM : MONK												
CON COM1 : MONK												
5			800P-900P	30		\$40.00	9/22	9/22	1		MON	1
PROGRAM : LAW & ORDER: SPECIAL VICTIMS UNIT												
CON COM1 : LAW & ORDER: SPECIAL VICTIMS UNIT												
6			900P-1000P	30		\$40.00	9/22	9/22	1		MON	1
PROGRAM : LAW & ORDER: SPECIAL VICTIMS UNIT												
CON COM1 : LAW & ORDER: SPECIAL VICTIMS UNIT												
7			800P-900P	30		\$50.00	9/16	9/16	1		TUE	1
PROGRAM : HOUSE												
CON COM1 : HOUSE												
8			900P-1000P	30		\$40.00	9/16	9/16	1		TUE	1
PROGRAM : HOUSE												
CON COM1 : HOUSE												
9			800P-900P	30		\$35.00	9/17	9/17	1		WED	1
PROGRAM : NUMBERS												
CON COM1 : NUMBERS												
10			300P-400P	30		\$10.00	9/22	9/22	1		MON	1
PROGRAM : RAYMOND / KING OF QUEENS												
CON COM1 : RAYMOND / KING OF QUEENS												

FR: WA - ANDREW SOLANO (H) REP: TEL# 703-516-9399 FAX# 703-516-9680  
 TO: WAPK-TV ORDER WORKSHEET HARRIS REPORT FROM REP JUN19/14 14:18  
 REP HEADLINE# 7221366 \*\*\* ORIGINAL REV#0 \*\*\* \*\* WAPK-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
11			400P-500P	30		\$10.00	9/22	9/22	1		MON	1
PROGRAM : JUDGE ALEX / DIVORCE COURT CON COM1 : JUDGE ALEX / DIVORCE COURT												
12			600P-700P	30		\$25.00	9/22	9/22	1		MON	1
PROGRAM : PEOPLES COURT CON COM1 : PEOPLES COURT												
SEP/14 \$380.00											CONTRACT TOTAL TOTAL SPOTS	\$380.00 15

MARKET TOTALS \$19,000 WAPK 2% WJHL 19% WCYB 67% WKPT 3% WEMT 9% CYBW 0% CABL 0%  
 SHARES ACCURATE  
 SVC- NONE BOOKS- SEP/PJ  
 DEMOS- RA35+\*

## 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>
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I, Mike Furman - authorized Media Buyer  
 being/on behalf of: Mark Warner  
 a legally qualified candidate of the Democratic  
 political party for the office of: Senate of Virginia  
 in the General  
 election to be held on: November 4, 2014

do hereby request station time as follows:

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

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

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

Friends of Mark Warner

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:

Gerald McGowan

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***

5/27/11

Date

[Signature]

Signature

***To Be Signed By Station Representative***

Accepted

Accepted in Part

Rejected

\_\_\_\_\_  
Signature

\_\_\_\_\_  
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, Friends of Mark Warner  
(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.

Mike Re

— Authorized Media Buyer

signature of candidate or authorized committee

Mike Furman

5/27/14

printed name

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
		As ordered			

**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.