



KATZ TELEVISION GROUP

125 West 55th St
New York, NY 10019

2589000y

8/2
Comments: Separation: 30

Contract # 25258444

Changes as of: 7/29/2016 at 12:34 PM

Version: Current State Version 1

CPE: /194/207/5126

Flight: 8/2/16 - 8/8/16

Station: WPCH

Agency: WATERFRONT STRATEGIE

Advertiser: AFSCME People

Market: Pittsburgh

3050 K ST NW #100

Product: Issue

Office: WASHINGTON

Washington, DC 20007

Agency Order #: 5252356

Primary Demo:

Buyer: Furman, Mike

Con Type: POLITICAL/VOTE

Salesperson: TREVOR HEATON

Assistant: TREVOR HEATON

Separation:

Total \$: \$13,700.00
Total Spots: 15

Total CPP: \$0.00
Total GRP:

#	Day/Time	DP	Program	Rate	Len	8/2	8/2 - 8/2	Total Spots	Total \$	CPP	GRP
1	Tu-F,M 12p-3p		Divorce Court	\$100.00	30	1		1	\$100.00	\$0.00	0.0
2	Tu-F,M 4p-5p		Jerry Springer	\$200.00	30	1		1	\$200.00	\$0.00	0.0
3	Tu-F,M 6p-6:30p		Big Bang Theory	\$650.00	30	2		2	\$1,300.00	\$0.00	0.0
4	Tu-F,M 6:30p-7p		Two & A Half Men	\$650.00	30	2		2	\$1,300.00	\$0.00	0.0
5	Tu-F,M 7p-7:30p		Big Bang Theory	\$900.00	30	2		2	\$1,800.00	\$0.00	0.0
6	Tu-F,M 7:30p-8p		Two & A Half Men	\$900.00	30	1		1	\$900.00	\$0.00	0.0
7	Tu-F,M 10p-10:30p		CH 11 News-FOX53 @ 10P	\$900.00	30	1		1	\$900.00	\$0.00	0.0
8	Tu-F,M 10:30p-11p		CH 11 News-FOX53 @ 1030P	\$900.00	30	1		1	\$900.00	\$0.00	0.0
9	Tu-F,M 11p-11:30p		Seinfeld	\$300.00	30	1		1	\$300.00	\$0.00	0.0
10	Tu-F,M 11:30p-12m		Seinfeld	\$300.00	30	1		1	\$300.00	\$0.00	0.0
11	Tu-F,M 12m-12:30a		Friends	\$200.00	30	1		1	\$200.00	\$0.00	0.0
12	Sa 7p-10:30p		PIRATES MLB PRIME	\$5,500.00	30	1		1	\$5,500.00	\$0.00	0.0
TOTALS: 15								15	\$13,700.00	\$0.00	0.0

TOTALS: 15

\$13,700.00

\$0.00

0.0



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New York, NY 10019

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CPE: 194/207/5126 Flight: 8/2/16 - 8/8/16 Total \$: \$13,700.00
 Agency: WATERFRONT STRATEGIE Advertiser: AFSCME People Total Spots: 15

3050 K ST NW #100 Product: Issue Office: WASHINGTON
 Washington, DC 20007 Agency Order #: 5252356 Buyer: Furman, Mike Con Type: POLITICAL/VOTE
 Salesperson: TREVOR HEATON 202-955-5342 Assistant: TREVOR HEATON 202-955-5342 Separation:

Order Level Comments

Date/Time	Added by	Comment
07/29/16 12:34 PM	TREVOR HEATON	Separation: 30

Competitive Information	
Market Budget:	\$195,714
WPGH Share:	7%
Comment:	
KDKA:	30%
WPCW:	3%
WPNT:	1%
WPXI:	35%
WTAE:	24%

Daypart Summary						Monthly Summary		
Day/Time	% Distrib	Spots	Dollars	CPP	GRP	Month	Spots	Dollars
Total	100%	15	\$13,700.00	N/A	0.0	2016-Aug	15	\$13,700.00
	100%	15	\$13,700.00	N/A	0.0	Total	15	\$13,700.00

Transaction History								
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
New	7/29/16 12:34 PM	TREVOR HEATON	New	15		\$13,700.00	\$13,700.00	

Non-Discrimination Policy
 PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSIONS 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.



WPGH Pittsburgh
750 Ivory Ave
Pittsburgh, PA 15214

Waterfront Strategies
3050 K St NW
#100
Washington, DC 20007

Contract # 2589004

Schedule Dates: 08/02/16-08/05/16
Advertiser: AFSCME People (93923)
Agency: Waterfront Strategies (7591)
Product: POLITICAL ISSUE (ns) (1187)
Brand: 309/329/5130 (851383)
Salesperson: Millennium/Dc, Washington DC (1108)
Sales Office: Millennium Washington DC
Buyer Name: Mike Furman,
Phone/Fax: /
CPE: 194/207/5126
Account Types: National/Political Issue Agency BRD
Billing Type: Standard
Comments: Issue Separation: 30 TREATOR HEATON

Date Entered: 07/29/16
Last Modified: 07/29/16
Entered By: Christopher Koutsoufakis
CO-OP: No
Headline #: ECR25258444
Demo:
Order Type: Normal
Package Deal:
Commission %: 15.00
Commission: \$1,230.00
Net Total: \$6,970.00
Sales Tax:

Pittsburgh (WPGH)		
By Broadcast Month	Spots	Rate
Aug. 2016	14	\$8,200.00
Grand Total:	14	\$8,200.00

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)	08/02/16-08/05/16	2	:30	Orbit- [P]Divorce Court We Th Fr [P]Divorce Court BTu We Th Fr	1		X	X	X	X			1	\$100.00	\$100.00	Pittsburgh (WPGH)	Divorce Court	7/29/16
2.0	Normal Line / SPOT (2)	08/02/16-08/05/16	2	:30	4P- Jerry Springer	1		X	X	X	X			1	\$200.00	\$200.00	Pittsburgh (WPGH)	Jerry Springer	7/29/16
3.0	Normal Line / SPOT (3)	08/02/16-08/05/16	2	:30	6P- Big Bang Theory	2		X	X	X	X			2	\$650.00	\$1,300.00	Pittsburgh (WPGH)	Big Bang Theory	7/29/16
4.0	Normal Line / SPOT (4)	08/02/16-08/05/16	2	:30	6:30P- Two And A Half Men	2		X	X	X	X			2	\$650.00	\$1,300.00	Pittsburgh (WPGH)	Two & A Half Men	7/29/16
5.0	Normal Line / SPOT (5)	08/02/16-08/05/16	2	:30	7P- Big Bang Theory 2	2		X	X	X	X			2	\$900.00	\$1,800.00	Pittsburgh (WPGH)	Big Bang Theory	7/29/16
6.0	Normal Line / SPOT (6)	08/02/16-08/05/16	2	:30	7:30P- Two And A Half Men B	1		X	X	X	X			1	\$900.00	\$900.00	Pittsburgh (WPGH)	Two & A Half Men	7/29/16
7.0	Normal Line / News (7)	08/02/16-08/05/16	2	:30	10P- News-Channel 11 News on Fox 53 at Ten	1		X	X	X	X			1	\$900.00	\$900.00	Pittsburgh (WPGH)	CH 11 News-FOX53 @ 10P	7/29/16
8.0	Normal Line / News (8)	08/02/16-08/05/16	2	:30	10:30P- News-Channel 11 News on Fox 53 at Ten	1		X	X	X	X			1	\$900.00	\$900.00	Pittsburgh (WPGH)	CH 11 News-FOX53 @ 1030P	7/29/16
9.0	Normal Line / SPOT (9)	08/02/16-08/05/16	2	:30	11P- Seinfeld	1		X	X	X	X			1	\$300.00	\$300.00	Pittsburgh (WPGH)	Seinfeld	7/29/16
10.0	Normal Line / SPOT (10)	08/02/16-08/05/16	2	:30	11:30P- Seinfeld B	1		X	X	X	X			1	\$300.00	\$300.00	Pittsburgh (WPGH)	Seinfeld	7/29/16
11.0	Normal Line / SPOT (11)	08/02/16-08/05/16	2	:30	12A- Friends	1		X	X	X	X			1	\$200.00	\$200.00	Pittsburgh (WPGH)	Friends	7/29/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser: _____ Date: _____
Accepted-Station: _____ Date: _____
Comments: _____

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