



KATZ TELEVISION  
GROUP

125 West 55th St  
New York, NY 10019

2591604

Contract # 25258478	Changes as of: 7/29/2016 at 5:30 PM	Version: Highlighting Revision 1
CPE: 194/207/5127	Flight: 8/9/16 - 8/11/16	Station: WPGH
Agency: WATERFRONT STRATEGIC	Advertiser: AFSCME People	Market: Pittsburgh
3050 K ST NW #100 Washington, DC 20007	Product: Issue	Office: WASHINGTON
	Agency Order #: 5252333	Primary Demo: Adults 35+
	Buyer: Furman, Mike	Con Type: POLITICAL/VOTE
	Salesperson: TREVOR HEATON 202-955-5342	Assistant: TREVOR HEATON 202-955-5342
Comments: new issue order 8/9-8/11		
	Total CPM: \$0.00	
	Total GRP:	
	Separation:	

#	Day/Time	DP	Program	Rate	A3SP Rating	Len	8/9	Total Spots	Total \$	CPP	GRP
1	Tu-F,M 12p-3p		Divorce Court	\$100.00	0	30	11	1	\$100.00	\$0.00	0.0
2	Tu-F,M 6p-6:30p		Big Bang Theory	\$650.00	0	30	12	1	\$650.00	\$0.00	0.0
3	Tu-F,M 6:30p-7p		Two & A Half Men	\$650.00	0	30	13	1	\$650.00	\$0.00	0.0
4	Tu-F,M 7:30p-8p		Two & A Half Men	\$900.00	0	30	14	1	\$900.00	\$0.00	0.0
5	Tu-F,M 10:30p-11p		CH 11 News-FOX53 @ 1030P	\$900.00	0	30	15	1	\$900.00	\$0.00	0.0
6	Tu-F,M 11:30p-12m		Seinfeld	\$300.00	0	30	16	1	\$300.00	\$0.00	0.0
TOTALS: 6									\$3,500.00	\$0.00	0.0



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CPE: 194/207/5127

Flight: 8/9/16 - 8/11/16

Total \$: \$3,500.00

Agency: WATERFRONT STRATEGIE

Advertiser: AFSCME People

Station: WPGH

Total Spots: 6

3050 K ST NW #100

Product: Issue

Office: WASHINGTON

Total CPE: \$0.00

Washington, DC 20007

Agency Order #: 5252333

Primary Demo: Adults 35+

Total GRP:

Buyer: Furman, Mike

Con Type: POLITICAL/VOTE

Separation:

Salesperson: TREVOR HEATON

Assistant: TREVOR HEATON

202-955-5342

125 West 55th St  
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Special  
Instructions

#### Order Level Comments

Date/Time	Added by	Comment
07/29/16 5:30 PM	TREVOR HEATON	Separation: 30
07/29/16 5:30 PM	TREVOR HEATON	Separation: 30

#### Competitive Information

Market Budget:	\$21,875
WPGH Share:	16%
Comment:	
KDKA:	32%
WPCW:	6%
WPNT:	2%
WPXI:	16%
WTAE:	28%

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	6	\$3,500.00	N/A	0.0
Total	100%	6	\$3,500.00	N/A	0.0

Monthly Summary		
Month	Spots	Dollars
2016-Aug	6	\$3,500.00
Total	6	\$3,500.00

#### Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Revision	7/29/16 5:30 PM	TREVOR HEATON	Revised			\$0	\$3,500.00	Changes: Demo Meta to [R16], User Entered \$ from \$0.00 to \$3,500.00, Flight End from 8/15/16 to 8/11/16, Competitive Market Budget from \$43,750 to \$21,875, Competitive Unknown from True to false, Comments from Separation: 30 to new issue order 8/9-8/11.
New	7/29/16 12:57 PM	TREVOR HEATON	New	6		\$3,500.00	\$3,500.00	

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.

Non-Discrimination  
Policy



WPGH Pittsburgh  
750 Ivory Ave  
Pittsburgh, PA 15214

# Contract # 2591604

Schedule Dates 08/09/16-08/12/16  
Advertiser AFSCME People (93923)  
Agency Waterfront Strategies (7591)  
Product POLITICAL ISSUE (ns) (1187)  
Brand 194/207/5127 (851366)  
Salesperson Millennium/DC, Washington DC (1108)  
Sales Office Millennium Washington DC  
Buyer Name Mike Furman,  
Phone/Fax /  
CPE 194/207/5127  
Account Types National/Political Issue Agency BRD  
Billing Type Standard  
Comments Issue new issue order 8/9-8/11 TREAVOR HEATON

Date Entered 08/02/16  
Last Modified 08/02/16  
Entered By Christopher Koutsoufakis  
CO-OP No  
Headline # ECR25258478  
Demo A35+  
Order Type Normal  
Package Deal  
Commission % 15.00  
Commission \$525.00  
Net Total \$2,975.00  
Sales Tax

Pittsburgh (WPGH)		
By Broadcast Month	Spots	Rate
Aug. 2016	6	\$3,500.00
Grand Total:	6	\$3,500.00

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)	08/09/16-08/12/16	2	:30	Orbit- [P]Divorce Court We Th Fr, [P]Divorce Court B(Tu We Th Fr)	1		X	X	X	X			1	\$100.00	\$100.00	Pittsburgh (WPGH)	Divorce Court	8/2/16
2.0	Normal Line / SPOT (2)	08/09/16-08/12/16	2	:30	6P- Big Bang Theory	1		X	X	X	X			1	\$650.00	\$650.00	Pittsburgh (WPGH)	Big Bang Theory	8/2/16
3.0	Normal Line / SPOT (3)	08/09/16-08/12/16	2	:30	6:30P- Two And A Half Men	1		X	X	X	X			1	\$650.00	\$650.00	Pittsburgh (WPGH)	Two & A Half Men	8/2/16
4.0	Normal Line / SPOT (4)	08/09/16-08/12/16	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	8/2/16
5.0	Normal Line / News (5)	08/09/16-08/12/16	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	8/2/16
6.0	Normal Line / SPOT (6)	08/09/16-08/12/16	2	:30	11:30P- Seinfeld B	1		X	X	X	X			1	\$300.00	\$300.00	Pittsburgh (WPGH)	Seinfeld	8/2/16

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
	8-9			

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.