

# KATZ TELEVISION GROUP

125 West 55th St  
New York, NY 10019

2591604  
819  
Comments: new issue order 8/9-8/11

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  
Agency: WATERFRONT STRATEGIE Advertiser: AFSCME People  
3050 K ST NW #100 Product: Issue  
Washington, DC 20007 Agency Order #: 5252333 Buyer: Furman, Mike  
Salesperson: TREVOR HEATON 202-955-5342  
Office: WASHINGTON  
Station: WPGH Market: Pittsburgh  
Primary Demo: Adults 35+  
Con Type: POLITICAL/VOTE  
Assistant: TREVOR HEATON 202-955-5342

Total Spots: 6  
Total CPP: \$0.00  
Total GRP: \$0.00  
Separation:

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



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Total \$: \$3,500.00

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Agency: WATERFRONT STRATEGIE

Flight: 8/9/16 - 8/11/16  
Advertiser: AFSCME People

Station: WPGH  
Market: Pittsburgh

Total Spots: 6

3050 K ST NW #100  
Washington, DC 20007

Product: Issue  
Agency Order #: 5252333

Office: WASHINGTON  
Primary Demo: Adults 35+

Total CPP: \$0.00  
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Buyer: Furman, Mike  
Salesperson: TREVOR HEATON

Con Type: POLITICAL/VOTE  
Assistant: TREVOR HEATON

Separation:

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%

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

Month	Spots	Dollars
2016-Aug	6	\$3,500.00
<b>Total</b>	<b>6</b>	<b>\$3,500.00</b>

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.
New	7/29/16 12:57 PM	TREVOR HEATON	New	6		\$3,500.00	\$3,500.00	Competitive Unknown from True to false. Comments from Separation: 30 to new issue order 8/9-8/11.

**Non-Discrimination Policy**  
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.



WPGH Pittsburgh  
750 Ivory Ave  
Pittsburgh, PA 15214

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

**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  
TREVOR HEATON

Date Entered 08/02/16  
Last Modified 08/02/16  
Entered By Christopher Koutsouflakis  
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	Ortk- [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: \_\_\_\_\_

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.