



125 West 55th St
New York, NY 10019

2592270 8/16
Comments: Separation: 30

Contract # 25258481 Changes as of: 7/29/2016 at 4:54 PM Version: Current State Version

CPE: 194/207/5129 Agency: WATERFRONT STRATEGIE
3050 K ST NW #100
Washington, DC 20007

Flight: 8/16/16 - 8/22/16
Advertiser: AFSCME People

Total \$: \$17,950.00
Total Spots: 28

Product: Issue
Agency Order #: 5252287

Office: WASHINGTON
Primary Demo: POLITICAL/NOTE

Buyer: Furman, Mike
Salesperson: TREVOR HEATON
202-955-5342

Con Type: TREVOR HEATON
Assistant: TREVOR HEATON
202-955-5342

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

#	Day/Time	DP	Program	Rate	Len	8/16	8/16 - 8/16	Total Spots	Total \$	CPP	GRP
1	Tu-F-M 12p-3p		Divorce Court	\$100.00	30	21		2	\$200.00	\$0.00	0.0
2	Tu-F-M 4p-5p		Jerry Springer	\$200.00	30	12		1	\$200.00	\$0.00	0.0
3	Tu-F-M 6p-6:30p		Big Bang Theory	\$650.00	30	5		5	\$3,250.00	\$0.00	0.0
4	Tu-F-M 6:30p-7p		Two & A Half Men	\$650.00	30	4		4	\$2,600.00	\$0.00	0.0
5	Tu-F-M 7p-7:30p		Big Bang Theory	\$900.00	30	3		3	\$2,700.00	\$0.00	0.0
6	Tu-F-M 7:30p-8p		Two & A Half Men	\$900.00	30	2		2	\$1,800.00	\$0.00	0.0
7	M 8p-10p		So You Think You Can Dance-FOX	\$2,000.00	30	1		1	\$2,000.00	\$0.00	0.0
8	Tu-F-M 10p-10:30p		CH 11 News-FOX53 @ 10P	\$900.00	30	2		2	\$1,800.00	\$0.00	0.0
9	Tu-F-M 10:30p-11p		CH 11 News-FOX53 @ 1030P	\$900.00	30	1		1	\$900.00	\$0.00	0.0
10	Su 10p-10:30p		CH 11 News-FOX53 @ 10P	\$900.00	30	1		1	\$900.00	\$0.00	0.0
11	Tu-F-M 11p-11:30p		Satirfield	\$300.00	30	11		2	\$600.00	\$0.00	0.0
12	Tu-F-M 11:30p-12m		Satirfield	\$300.00	30	12		2	\$600.00	\$0.00	0.0
13	Tu-F-M 12m-12:30a		Friends	\$200.00	30	12		2	\$400.00	\$0.00	0.0
TOTALS:						28		28	\$17,950.00	\$0.00	0.0



125 West 55th St
New York, NY 10019

Contract # 25258481 Changes as of: 7/29/2016 at 4:54 PM Version: Current State Version 1
 CPE: 194/207/5129 Flight: 8/16/16 - 8/22/16 Station: WPGH
 Agency: WATERFRONT STRATEGIE Advertiser: AFSCME People Market: Pittsburgh
 3050 K ST NW #100 Product: Issue Office: WASHINGTON
 Washington, DC 20007 Agency Order #: 5252287 Buyer: Furman, Mike
 Salesperson: TREVOR HEATON 202-955-5342 Assistant: TREVOR HEATON
 Total \$: \$17,950.00
 Total Spots: 28
 Total CPP: \$0.00
 Total GRP: \$17,950.00
 Separation:

Special Instructions

Order Level Comments

Date/Time	Added by	Comment
07/29/16 4:54 PM	TREVOR HEATON	Separation: 30

Competitive Information	
Market Budget:	\$256,429
WPGH Share:	7%
Comment:	
KDKA:	26%
WPCW:	2%
WPXI:	41%
WTAE:	24%

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
Total	100%	28	\$17,950.00	N/A	0.0

Monthly Summary			
Month	Spots	Dollars	
2016-Aug	28	\$17,950.00	
Total	28	\$17,950.00	

Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
New	7/29/16 12:59 PM	TREVOR HEATON	New	28		\$17,950.00	\$17,950.00	

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

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

Contract # 25922270
 Schedule Dates: 08/16/16-08/22/16
 Advertiser: AFSCME People (93923)
 Agency: Waterfront Strategies (7591)
 Product: POLITICAL ISSUE (ns) (1187)
 Brand: 194/207/5129 (851436)
 Salesperson: Millennium/DC, Washington DC (1108)
 Sales Office: Millennium Washington DC
 Buyer Name: Mike Furman,
 Phone/Fax: /
 CPE: 194/207/5129
 Account Types: National/Political Issue Agency BRD
 Billing Type: Standard
 Comments: Issue Separation: 30
 TREAVOR HEATON

Date Entered: 08/03/16
 Last Modified: 08/03/16
 Entered By: Christopher Koutsoufakis
 CO-OP: No
 Headline #: ECR25258481
 Demo:
 Order Type: Normal
 Package Deal:
 Commission %: 15.00
 Commission: \$2,692.50
 Net Total: \$15,257.50
 Sales Tax:

Pittsburgh (WPGH)		
By Broadcast Month	Spots	Rate
Aug. 2016	28	\$17,950.00
Grand Total:	28	\$17,950.00

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)	08/16/16-08/19/16	2	:30	06p- [P]Divorce Court(Tu We Th Fr), [P]Divorce Court (Tu We Th Fr)	2		X	X	X	X			2	\$100.00	\$200.00	Pittsburgh (WPGH)	Divorce Court	8/3/16
2.0	Normal Line / SPOT (2)	08/16/16-08/19/16	2	:30	4p- Jerry Springer	1		X	X	X	X			1	\$200.00	\$200.00	Pittsburgh (WPGH)	Jerry Springer	8/3/16
3.0	Normal Line / SPOT (3)	08/16/16-08/19/16	2	:30	6p- Big Bang Theory	4		1	1	1	1			4	\$650.00	\$2,600.00	Pittsburgh (WPGH)	Big Bang Theory	8/3/16
4.0	Normal Line / SPOT (4)	08/16/16-08/19/16	2	:30	6:30p- Two And A Half Men	4		1	1	1	1			4	\$650.00	\$2,600.00	Pittsburgh (WPGH)	Two & A Half Men	8/3/16
5.0	Normal Line / SPOT (5)	08/16/16-08/19/16	2	:30	7p- Big Bang Theory 2	3		X	X	X	X			3	\$900.00	\$2,700.00	Pittsburgh (WPGH)	Big Bang Theory	8/3/16
6.0	Normal Line / SPOT (6)	08/16/16-08/19/16	2	:30	7:30p- Two And A Half Men B	2		X	X	X	X			2	\$900.00	\$1,800.00	Pittsburgh (WPGH)	Two & A Half Men	8/3/16
7.0	Normal Line / Prime (7)	08/22/16-08/22/16	2	:30	8p- FOX-50 You Think You Can Dance (Monday)	1								1	\$2,000.00	\$2,000.00	Pittsburgh (WPGH)	You Think You Can Dance-FOX	8/3/16
8.0	Normal Line / News (8)	08/16/16-08/19/16	2	:30	10p- News-Channel 11 News on Fox 53 at Ten	2		X	X	X	X			2	\$900.00	\$1,800.00	Pittsburgh (WPGH)	CH 11 News-FOX53 @ 10P	8/3/16
9.0	Normal Line / News (9)	08/16/16-08/19/16	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	8/3/16
10.0	Normal Line / News (10)	08/21/16-08/21/16	2	:30	10p- News-Channel 11 News on Fox 53 at Ten	1							1	\$900.00	\$900.00	Pittsburgh (WPGH)	CH 11 News-FOX53 @ 10P	8/3/16	

CONFIRMATION CONTRACT

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

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



WPGH Pittsburgh
750 Ivory Ave
Pittsburgh, PA 15214

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

Contract # 2592270

Schedule Dates: 08/16/16-08/22/16
Advertiser: AFSCME People (93923)
Agency: Waterfront Strategies (7591)
Product: POLITICAL ISSUE (ns) (1187)
Brand: 194/207/5129 (851436)
Salesperson: Millennium/DC, Washington DC (1108)
Sales Office: Millennium Washington DC
Buyer Name: Mike Furman,
Phone/Fax: /
CPE: 194/207/5129
Account Types: National/Political Issue Agency BRD
Billing Type: Standard
Comments: Issue Separation: 30 TREVOR HEATON

Date Entered: 08/03/16
Last Modified: 08/03/16
Entered By: Christopher Koutsoufakis
CO-OP: No
Headline #: ECR25258481
Demo:
Order Type: Normal
Package Deal:
Commission %: 15.00
Commission: \$2,692.50
Net Total: \$15,257.50
Sales Tax:

Pittsburgh (WPGH)		
By Broadcast Month	Spots	Rate
Aug - 2016	28	\$17,950.00
Grand Total:	28	\$17,950.00

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
11.0	Normal Line / SPOT (11)	08/16/16-08/19/16	2	:30	11P- Seinfeld	2		X	X	X	X			2	\$300.00	\$600.00	Pittsburgh (WPGH)	Seinfeld	8/3/16
12.0	Normal Line / SPOT (12)	08/16/16-08/19/16	2	:30	11:30P- Seinfeld B	2		X	X	X	X			2	\$300.00	\$600.00	Pittsburgh (WPGH)	Seinfeld	8/3/16
13.0	Normal Line / SPOT (13)	08/16/16-08/19/16	2	:30	12A- Friends	2		X	X	X	X			2	\$200.00	\$400.00	Pittsburgh (WPGH)	Friends	8/3/16
14.0	Normal Line / SPOT (3)	08/22/16-08/22/16	2	:30	6P- Big Bang Theory	1								1	\$650.00	\$650.00	Pittsburgh (WPGH)	Big Bang Theory	8/3/16

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.