



02/02/20

Changes as of: 7/29/2016 at 4:54 PM
Flight: 8/16/16 - 8/22/16
Advertiser: AFSCME People
Product: Issue
Agency Order #: 5252287
Buyer: Furman, Mike
Salesperson: TREVOR HEALTON
202-955-5342

Total \$: \$17,950.00
Total Spots: 28
Total CPP: \$0.00
Total GRP:
Separation:



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
Washington, DC 20007 Agency Order #: 5252287 Buyer: Furman, Mike
Salesperson: TREVOR HEATON 202-955-5342

Office: WASHINGTON
Primary Demo: Con Type: POLITICAL/VOTE
Assistant: TREVOR HEATON 202-955-5342
Total \$: \$17,950.00
Total Spots: 28
Total CPP: \$0.00
Total GRP: Separation:

Special Instructions

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

Order Level Comments

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
	100%	28	\$17,950.00	N/A	0.0
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	

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

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
Aug. 2016
Grand Total:
Spots 28
Rate \$17,950.00
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	Orbit- [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			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			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)	So 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://slgs.net/?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	Date Entered	08/03/16
Advertiser	AFSCME People (93923)	Last Modified	08/03/16
Agency	Waterfront Strategies (7591)	Entered By	Christopher Koutsoufakis
Product	POLITICAL ISSUE (ns) (1187)	CO-OP	No
Brand	194/207/5129 (851436)	Headline #	ECR25258481
Salesperson	Millennium/DC, Washington DC (1108)	Demo	
Sales Office	Millennium Washington DC	Order Type	Normal
Buyer Name	Mike Furman,	Package Deal	
Phone/Fax	/	Commission %	15.00
CPE	194/207/5129	Commission	\$2,692.50
Account Types	National/Political Issue Agency BRD	Net Total	\$15,257.50
Billing Type	Standard	Sales Tax	
Comments	Issue Separation: 30 TREAVOR HEATON		

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	X							1	\$650.00	\$650.00	Pittsburgh (WPGH)	Big Bang Theory	8/3/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

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