

FR: WA - ANDREW SOLANO (H)
TO: WKPT-TV
REP HEADLINE# 7220747
*** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP

JUN19/14 11.33
*** WKPT-TV ***

ADV # ADV. NAME POLI/B HASLAM/R/GOV/TN
AGY # AGY. NAME SMART MEDIA GROUP

REP.# OFF.# SALESMAN #

1427 LESLIE AVE

BUYER NAME HOPE GREENBLATT
SALES PRSN WA- ANDREW SOLANO (H)

ALEXANDRIA, VA 22301

ORDER # CONTRACT # 7220747

CLASS: NATL. LOCAL REGIONAL

PRDCT HASLAM FOR TN GOV EST#***** COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES AUG5/14 AUG7/14 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED

DATE JUN19/14 11.33

REP: NEW ORDER 6/19/14

TOTAL \$420 @ 14X
PLEASE CONFIRM
THANKS RYAN FOR ANDREW

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

SMART MEDIA GROUP SUBSCRIBES TO SPOTDATA ELECTRONIC INVOICING
*****IDB# 1046*****

BILL HASLAM FOR TENNESSEE GOVERNOR 2014

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS/WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|-------------|------|-----|------|------------|----------|---------|-----------|------|-----------|
|-------|-----|----|-------------|------|-----|------|------------|----------|---------|-----------|------|-----------|

AGENCY ADVERTISER CODE = HAS14 AGENCY EST# = 805807
AGENCY PRODUCT CODE = ORDR

| | | | | | | | | | | | | |
|---|--|--|-----------|----|--|---------|-----|-----|---|--|-----|---|
| 1 | | | 700A-900A | 30 | | \$25.00 | 8/7 | 8/7 | 4 | | THU | 4 |
|---|--|--|-----------|----|--|---------|-----|-----|---|--|-----|---|

PROGRAM : GOOD MORNING AMERICA
CON COM1: GOOD MORNING AMERICA

| | | | | | | | | | | | | |
|---|--|--|-----------|----|--|---------|-----|-----|---|--|-----|---|
| 2 | | | 700P-730P | 30 | | \$60.00 | 8/5 | 8/5 | 1 | | TUE | 1 |
|---|--|--|-----------|----|--|---------|-----|-----|---|--|-----|---|

PROGRAM : ENTERTAINMENT TONIGH
CON COM1: ENTERTAINMENT TONIGH

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|--------------------------------|-----|----|-------------|------|-----|----------|------------|----------|---------|-----------|------|-----------|
| 3 | | | 700A-900A | 30 | | \$25.00 | 8/5 | 8/5 | 4 | | TUE | 4 |
| PROGRAM : GOOD MORNING AMERICA | | | | | | | | | | | | |
| CON COM1: GOOD MORNING AMERICA | | | | | | | | | | | | |
| 4 | | | 700P-730P | 30 | | \$60.00 | 8/6 | 8/6 | 1 | | WED | 1 |
| PROGRAM : ENTERTAINMENT TONIGH | | | | | | | | | | | | |
| CON COM1: ENTERTAINMENT TONIGH | | | | | | | | | | | | |
| 5 | | | 700A-900A | 30 | | \$25.00 | 8/6 | 8/6 | 4 | | WED | 4 |
| PROGRAM : GOOD MORNING AMERICA | | | | | | | | | | | | |
| CON COM1: GOOD MORNING AMERICA | | | | | | | | | | | | |
| AUG/14 | | | | | | \$420.00 | | | | | | |

CONTRACT TOTAL \$420.00
 TOTAL SPOTS 14

MARKET TOTALS \$7,000 WKPT 6% WJHL 86% WCYB 8% WENT 0% WAPK 0% CYBW 0% CABL 0%
 SHARES ACCURATE
 SVC- NONE
 DEMOS- RA35+*



WKPT-TV
222 Commerce St
Kingsport, TN 37660
(423) 246-9578

CONTRACT

And:

Smart Media Group
814 King St.
Alexandria, VA 22314

| | | |
|--|--|--|
| <u>Contract / Revision</u> 9975 / | | <u>Alt Order #</u> 7220747 |
| <u>Product</u> Haslam for TN Gov | | |
| <u>Contract Dates</u> 08/05/14 - 08/07/14 | | <u>Estimate #</u> |
| <u>Advertiser</u> Bill Haslam for Gov. Tn | | <u>Original Date / Revision</u> 06/20/14 / 06/20/14 |
| <u>Billing Cycle</u> EOM/EOC | <u>Billing Calendar</u> Broadcast | <u>Cash/Trade</u> Cash |
| <u>Station</u> WKPT-TV | <u>Account Executive</u> HRP Virginia | <u>Sales Office</u> HRP-Virginia |
| <u>Special Handling</u> | | |
| <u>Demographic</u> Adults 25-54 | | |
| <u>IDB#</u> 1046 | <u>Advertiser Code</u> | <u>Product Code</u> |
| <u>Agency Ref</u> | | <u>Advertiser Ref</u> |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Type | Spots | Amount |
|---------------|------|-------------------|-----------------|-----------------------|----------------|------|--------|-------------------|-------------|------|-----------|-----------------|
| E 1 | WKPT | 08/07/14 | 08/07/14 | Good Morning America | 7a-9a | | :30 | | | NM | 4 | \$100.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 08/04/14 | 08/10/14 | ---4--- | | | | 4 | \$25.00 | | | |
| E 2 | WKPT | 08/05/14 | 08/05/14 | Good Morning America | 7a-9a | | :30 | | | NM | 1 | \$60.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 08/04/14 | 08/10/14 | -1----- | | | | 1 | \$60.00 | | | |
| E 3 | WKPT | 08/05/14 | 08/05/14 | Good Morning America | 7a-9a | | :30 | | | NM | 4 | \$100.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 08/04/14 | 08/10/14 | -4----- | | | | 4 | \$25.00 | | | |
| E 4 | WKPT | 08/06/14 | 08/06/14 | Entertainment Tonight | 7p-730p | | :30 | | | NM | 1 | \$60.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 08/04/14 | 08/10/14 | --1---- | | | | 1 | \$60.00 | | | |
| E 5 | WKPT | 08/06/14 | 08/06/14 | Good Morning America | 7a-9a | | :30 | | | NM | 4 | \$100.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | |
| Week: | | 08/04/14 | 08/10/14 | --4---- | | | | 4 | \$25.00 | | | |
| Totals | | | | | | | | | | | 14 | \$420.00 |

| Time Period | # of Spots | Gross Amount | Agency Comm. | Net Amount |
|---------------------|------------|-----------------|------------------|-----------------|
| 07/28/14 - 08/07/14 | 14 | \$420.00 | (\$63.00) | \$357.00 |
| Totals | 14 | \$420.00 | (\$63.00) | \$357.00 |

(* Line Transactions: N = New, E = Edited, D = Deleted)

Nondiscrimination Policy: Holston Valley Broadcasting Corporation and WKPT-TV / WAPK-TV / WKPT-DT3 do not accept advertising that discriminates based on race or ethnicity. Any provision in any advertising agreement with intent to discriminate is deemed null and void as contrary to federal law.

HRP

**PAID POLITICAL
BROADCAST AVAIL REQUEST**

| | | | |
|--------------|---------------|--------------------|-----------|
| TO: | Lamar Reid | STATION: | WKPT-WAPK |
| FROM: | Andrew Solano | HRP OFFICE: | DC |
| | | | |

REQUEST RECEIVED FROM

DATE: 4/2/14

| | |
|-----------------|---|
| BUYER: | Mandie Suits |
| AGENCY: | Smart Media Group |
| ADDRESS: | 814 King St. Suite 400 Alexandria, VA 22314 |
| PHONE #: | 202-659-8723 |
| FAX #: | 202-659-8736 |
| OTHER: | |

AVAILS FOR

| | |
|-------------------|--|
| COMMITTEE: | Bill Haslam for Gov |
| CPMGN MGR. | |
| TREASURER: | Susan Campbell |
| ADDRESS: | 1 st Floor - State Capitol Nashville TN 37243 |
| PHONE #: | 615-741-2001 |
| FAX #: | |
| OTHER: | |

FOR

| | |
|-------------------|------------|
| CANDIDATE: | Haslam |
| OFFICE: | Governor |
| PARTY: | Republican |
| | |

| | |
|--|------------|
| DAYPARTS: | All |
| SCHEDULE DATES: | As ordered |
| COMMERICAL LENGTH: | 30s |
| PROGRAMS: | All |
| PLEASE ADVISE IF THERE ARE RESTRICTIONS ON ANY OF THE ABOVE | |

HRP FORM #0141

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☐ FEDERAL CANDIDATE

☒ STATE/LOCAL CANDIDATE

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

| | |
|-----------------------|-------|
| Station and Location: | Date: |
|-----------------------|-------|

I, Smart Media Group

being/on behalf of: Bill Haslam

a legally qualified candidate of the Republican

political party for the office of: Governor

in the Primary

election to be held on: August 7, 2014

do hereby request station time as follows:

| Broadcast Length | Time of Day, Rotation or Package | Days | Class | Times per Week | Number of Weeks |
|------------------|----------------------------------|------|-------|----------------|-----------------|
| SEE ATTACHED | | | | | |

Attach proposed schedule with charges (if available):

I represent that the payment for the above described broadcast time has been furnished by:

Haslam for Governor

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Susan F Campbell

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

5/22/2014

Date

Signature

To Be Signed By Station Representative

☐ Accepted

☐ Accepted in Part

☐ Rejected

Signature

Printed Name

Title

FEDERAL CANDIDATE CERTIFICATION

In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:

I, **Haslam for Governor**

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☐ does

☒ does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☐ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☒ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.


signature of candidate or authorized committee

Smart Media Group

printed name

5/22/2014

date

AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF
CANDIDATE'S REQUEST)

| Broadcast Length | Time of Day, Rotation or Package | Days | Class | Times per Week | Number of Weeks |
|-----------------------|----------------------------------|------|-------|----------------|-----------------|
| <h1>SEE ATTACHED</h1> | | | | | |

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.