

125 West 55th St  
New York, NY 10019

Contract # 26114816      Changes as of: 7/30/2018 at 11:50 AM      Version: Current State Version 1

CPE: //453      Flight: 7/27/18 - 8/2/18      Station: WJHL      Con Type: POLITICAL/VOTE

Agency: MEDIUM BUYING LLC      Advertiser: BOYD, RANDY      Market: Johnson City-Kingsport-Bristol      Total Spots: 30  
Total \$: \$8,375.00

Product: Boyd / GOV / R      Office: WASHINGTON      Total Spots: 30  
Agency Order #:      Service: Nielsen      Total CPP: \$0.00  
Buyer: Tanya Renicker      Primary Demo: Adults 50+      Total GRP:

Salesperson: ERIN SCHUMACHER      Assistant: ERIN SCHUMACHER  
212-424-6620      212-424-6620

Separation:

#	Day/Time	DP	Program	Rate	A50P Rating	Len	7/27 - 7/30		Total Spots	Total \$	CPP**	GRP**
							7/27	7/30				
F	1 6p-6:30p		WJHL NEWS AT 6P	\$550.00	0.0	30	1	0	1	\$550.00	\$0.00	0.0
M-W	2 6p-6:30p		WJHL NEWS AT 6P	\$550.00	0.0	30	0	2	2	\$1,100.00	\$0.00	0.0
F	3 5:30p-6p		WJHL NEWS 530A	\$300.00	0.0	30	0	0	0	\$0.00	\$0.00	0.0
M-Th	4 5:30p-6p		WJHL NEWS 530	\$300.00	0.0	30	0	3	3	\$900.00	\$0.00	0.0
F	5 6:30p-7p		CBS EVEN NEWS	\$550.00	0.0	30	0	0	0	\$0.00	\$0.00	0.0
M-W	MSD 6 6:30p-7p		CBS EVEN NEWS	\$550.00	0.0	30	0	1	0	\$250.00	\$0.00	0.0
F	7 5p-5:30p		WJHL NEWS5P	\$250.00	0.0	30	1	0	3	\$750.00	\$0.00	0.0
M-Th	8 5p-5:30p		WJHL NEWS 5P	\$250.00	0.0	30	0	3	1	\$600.00	\$0.00	0.0
F	9 11p-11:35p		LATE NEWS	\$600.00	0.0	30	1	0	1	\$600.00	\$0.00	0.0
M-W	10 11p-11:35p		LATE NEWS	\$600.00	0.0	30	0	1	2	\$440.00	\$0.00	0.0
F	11 12n-12:30p		NOON NEWS	\$220.00	0.0	30	1	0	1	\$240.00	\$0.00	0.0
M-Th	12 12n-12:30p		NOON EWS	\$220.00	0.0	30	0	2	3	\$720.00	\$0.00	0.0
F	13 7p-7:30p		WJHL NEWS7P	\$240.00	0.0	30	1	0	1	\$260.00	\$0.00	0.0
M-W	14 7p-7:30p		WJHL NEWS 7P	\$240.00	0.0	30	0	3	2	\$520.00	\$0.00	0.0
F	15 6a-7a		WJHL NEWS 6A	\$260.00	0.0	30	1	0	1	\$150.00	\$0.00	0.0
M-Th	16 6a-7a		WJHL NEWS 6A	\$260.00	0.0	30	0	2	3	\$450.00	\$0.00	0.0
F	17 7a-9a		CBS MORNING	\$150.00	0.0	30	1	0	1	\$75.00	\$0.00	0.0
M-Th	18 7a-9a		CBS MORNING	\$150.00	0.0	30	0	3	1	\$420.00	\$0.00	0.0
M-Th	19 5a-5:30a		WJHL NEWS 530A	\$75.00	0.0	30	0	1	1	\$75.00	\$0.00	0.0
Tu	MGD 20 10p-11p		NCIS NOLA	\$420.00	0.0	30	0	1	1	\$420.00	\$0.00	0.0



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KATZ TELEVISION  
GROUP

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CPE: //453		Flight: 7/27/18 - 8/2/18		Station: WJHL	
Agency: MEDIUM BUYING LLC		Advertiser: BOYD, RANDY		Market: Johnsn City-Kngsprt-Bristl	
1351 King Ave		Product: Boyd / GOV / R		Office: WASHINGTON	
2nd Floor		Agency Order #:		Service: Nielsen	
COLUMBUS, OH		Buyer: Tanya Renicker		Primary Demo: Adults 50+	
43212		Salesperson: ERIN SCHUMACHER 212-424-6620		Assistant: ERIN SCHUMACHER 212-424-6620	
		Separation:			
				Con Type: POLITICAL/VOTE	
				Total \$: \$8,375.00	
				Total Spots: 30	
				Total CPP: \$0.00	
				Total GRP:	

#	Day/Time	DP	Program	Rate	A50P Rating	Len	7/27 - 7/30			Total Spots	Total \$	CPP*	GRP*
							7/27	7/30					
MGD 21	Tu 5:30a-6a		WJHL MOrning News	\$100.00	0.0	30	0	1		1	\$100.00	\$0.00	0.0
MGD 22	Tu 12:37a-1:37a		Late Late Show	\$30.00	0.0	30	0	1		1	\$30.00	\$0.00	0.0
TOTALS:							7	23		30	\$8,375.00	\$0.00	0.0



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New York, NY 10019

## KATZ TELEVISION GROUP

Contract # 26114816		Changes as of: 7/30/2018 at 11:50 AM		Version: Current State Version 1	
CPE: //453		Flight: 7/27/18 - 8/2/18		Station: WJHL	
Agency: MEDIUM BUYING LLC		Advertiser: BOYD, RANDY		Market: Johnson City-Kingsport-Bristol	
1351 King Ave		Product: Boyd / GOV / R		Office: WASHINGTON	
2nd Floor		Agency Order #:		Service: Nielsen	
COLUMBUS, OH 43212		Buyer: Tanya Renicker		Primary Demo: Adults 50+	
		Salesperson: ERIN SCHUMACHER		Assistant: ERIN SCHUMACHER	
		212-424-6620		212-424-6620	
		Separation:			
				Total Spots: 30	
				Total CPP: \$0.00	
				Total GRP:	
				Total \$: \$8,375.00	

Special Instructions	
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Competitive Information	
Market Budget: \$20,938	
WJHL Share: 40%	
Comment:	
Unknown: 60%	

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
	100%	30	\$8,375.00	0.0
Total	100%	30	\$8,375.00	0.0

Monthly Summary		
Month	Spots	Dollars
2018-Jul	7	\$2,270.00
2018-Aug	23	\$6,105.00
Total	30	\$8,375.00

Transaction History					
Trans	Created/Received	Created by	Status	Spot+	Spot-
Makegood 1	7/30/18 11:16 AM	Linda DeSpain	Accepted	3	1
Queued for Electronic Contracting	7/26/18 8:39 AM				
New	7/26/18 7:35 AM	ERIN SCHUMACHER	Confirmed	28	

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.
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## CONTRACT



**WJHL**  
**338 E. Main Street**  
**Johnson City, TN 37601**  
**(423) 926-2151**

And:

**Medium Buying LLC**  
**1351 King Avenue**  
**2nd Floor**  
**Columbus, OH 43212**

<u>Contract / Revision</u> 26114816 /		<u>Alt Order #</u> 26114816
<u>Product</u> Boyd / GOV / R		
<u>Contract Dates</u> 07/27/18 - 08/02/18	<u>Estimate #</u> 453	
<u>Advertiser</u> POL/Randy Boyd/Governor/Rep/TN		<u>Original Date / Revision</u> 07/30/18 / 07/30/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WJHL	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 50+		
<u>Agency Code</u> 9915707	<u>Advertiser Code</u>	<u>Product 1/2</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
1	WJHL	07/27/18	07/27/18	Local News @ 6p	6p-630p		:30				NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		07/23/18	07/29/18	----F--	1			\$550.00					
2	WJHL	07/30/18	08/01/18	Local News @ 6p	6p-630p		:30				NM	2	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		07/30/18	08/05/18	MTW----	2			\$550.00					
3	WJHL	07/30/18	08/02/18	Local News @ 530p	530p-6p		:30				NM	3	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		07/30/18	08/05/18	MTWT---	3			\$300.00					
N 4	WJHL	07/30/18	08/01/18	CBS Evening News	630p-7p		:30				NM	3	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		07/30/18	08/05/18	MTW----	1			\$550.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	1	WJHL	07/30/18-08/05/18	CBS Evening News	630p-7p	MTuW-----	:30		<del>\$550.00</del>		NM		
				See MG 4.2, 4.3, 4.4									
	2	WJHL	07/30/18-08/05/18	NCIS NOLA	10p-11p	-Tu-----	:30		\$420.00		NM		
	Ⓜ			MG for 4.1 07/31									
	3	WJHL	07/31/18-07/31/18	Local News @ 530a	530a-6a	-Tu-----	:30		\$100.00		NM		
	Ⓜ			MG for 4.1 07/31									
	4	WJHL	07/31/18-07/31/18	Late Late Show	1235a-135a	-Tu-----	:30		\$30.00		NM		
	Ⓜ			MG for 4.1 07/31									
5	WJHL	07/27/18	07/27/18	Local News @ 5p	5p-530p		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		07/23/18	07/29/18	----F--	1			\$250.00					
6	WJHL	07/30/18	08/02/18	Local News @ 5p	5p-530p		:30				NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		07/30/18	08/05/18	MTWT---	3			\$250.00					
7	WJHL	07/27/18	07/27/18	Local News @ 11p	11p-1135p		:30				NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		07/23/18	07/29/18	----F--	1			\$600.00					
8	WJHL	07/30/18	08/01/18	Local News @ 11p	11p-1135p		:30				NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

Nexstar Media Group does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on Nexstar Media Group stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



**WJHL**  
**338 E. Main Street**  
**Johnson City, TN 37601**  
**(423) 926-2151**

<u>Contract / Revision</u> 26114816 /		<u>Alt Order #</u> 26114816
<u>Contract Dates</u> 07/27/18 - 08/02/18	<u>Product</u> Boyd / GOV / R	<u>Estimate #</u> 453
<u>Advertiser</u> POL/Randy Boyd/Govern		<u>Original Date / Revision</u> 07/30/18 / 07/30/18

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/30/18	08/05/18	MTW----				1	\$600.00				
9	WJHL	07/27/18	07/27/18	Local News @ 12p	12p-1230p		:30				NM	1	\$220.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/23/18	07/29/18	----F--				1	\$220.00				
10	WJHL	07/30/18	08/02/18	Local News @ 12p	12p-1230p		:30				NM	2	\$440.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/30/18	08/05/18	MTWT---				2	\$220.00				
11	WJHL	07/27/18	07/27/18	M-F 7p Local news	7p-730p		:30				NM	1	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/23/18	07/29/18	----F--				1	\$240.00				
12	WJHL	07/30/18	08/01/18	M-F 7p Local news	7p-730p		:30				NM	3	\$720.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/30/18	08/05/18	MTW----				3	\$240.00				
13	WJHL	07/27/18	07/27/18	Local News @ 6a	6a-7a		:30				NM	1	\$260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/23/18	07/29/18	----F--				1	\$260.00				
14	WJHL	07/30/18	08/02/18	Local News @ 6a	6a-7a		:30				NM	2	\$520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/30/18	08/05/18	MTWT---				2	\$260.00				
15	WJHL	07/27/18	07/27/18	CBS This Morning	7a-9a		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/23/18	07/29/18	----F--				1	\$150.00				
16	WJHL	07/30/18	08/02/18	CBS This Morning	7a-9a		:30				NM	3	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/30/18	08/05/18	MTWT---				3	\$150.00				
17	WJHL	07/30/18	08/02/18	Local News @ 5a	5a-530a		:30				NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/30/18	08/05/18	MTWT---				1	\$75.00				
<b>Totals</b>								0.00				30	\$8,375.00

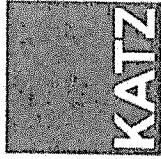
Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
06/25/18 - 07/29/18	7	\$2,270.00	(\$340.50)	\$1,929.50
07/30/18 - 08/02/18	23	\$6,105.00	(\$915.75)	\$5,189.25
<b>Totals</b>	30	\$8,375.00	(\$1,256.25)	\$7,118.75

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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**KATZ** TELEVISION  
GROUP

125 West 55th St  
New York, NY 10019

Contract # 26114816      Changes as of: 7/30/2018 at 11:16 AM      Version: Highlighting Makegood 1      Status: Sent To Rep

CPE: //453      Flight: 7/27/18 - 8/2/18      Station: WJHL      Con Type: POLITICAL/VOTE

Agency: MEDIUM BUYING LLC      Advertiser: BOYD, RANDY      Market: Johnson City-Kingsport-Bristol      Total \$: \$8,375.00

1351 King Ave      Product: Boyd / GOV / R      Office: WASHINGTON      Total Spots: 30

2nd Floor      Agency Order #:      Service: Nielsen      Total CPP: \$0.00

COLUMBUS, OH      Buyer: Tanya Renicker      Primary Demo: Adults 50+      Total GRP:

43212      Salesperson: ERIN SCHUMACHER      Assistant: ERIN SCHUMACHER

212-424-6620      Separation:

#	Day/Time	DP	Program	Rate	A50P Rating	Len	7/27	7/30	Total Spots	Total \$	CPP*	GRP*
MSD 6	M-W 6:30p-7p		CBS EVEN NEWS	\$550.00	0.0	30	0	1	0	\$0.00	\$0.00	0.0
MGD 20	Tu 10p-11p		NCIS NOLA	\$420.00	0.0	30	0	1	1	\$420.00	\$0.00	0.0
MGD 21	Tu 5:30a-6a		WJHL Morning News	\$100.00	0.0	30	0	1	1	\$100.00	\$0.00	0.0
MGD 22	Tu 12:37a-1:37a		Late Late Show	\$30.00	0.0	30	0	1	1	\$30.00	\$0.00	0.0
<b>TOTALS:</b>							<b>7</b>	<b>23</b>	<b>30</b>	<b>\$8,375.00</b>	<b>\$0.00</b>	<b>0.0</b>