



125 West 55th St
New York, NY 10019

KATZ TELEVISION GROUP

Contract # 26212888 Changes as of: 10/2/2018 at 11:38 AM Version: Current State Version 1

CPE: 302/322/7376 Flight: 10/30/18 - 11/5/18 Station: EJHL Con Type: POLITICAL/VOTE

Agency: WATERFRONT STRATEGIE Advertiser: Majority Forward Market: Johnson City-Kingsport-Bristol Total \$: \$2,720.00

3050 K ST NW #100 Product: ISSUE Office: WASHINGTON Total Spots: 5

Washington, DC 20007 Agency Order #: 7808114 Service: Nielsen Total CPP: \$232.48

Buyer: Chiusano, Dawn Primary Demo: Adults 35+ Total GRP: 11.7

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

Separation: 30

Comments: Buys to air 10.30-11.5; Separation: 30

#	Day/Time	DP	Program	Rate	A35P Rating	Len	10/30 - 10/30		Total Spots	Total \$	CPP*	GRP*
							10/30					
1	Tu-F 9a-10a		Good Morning Tri-Cities	\$160.00	1.0	30	1		1	\$160.00	\$160.00	1.0
2	Tu-F 11a-12n		The View	\$160.00	1.2	30	1		1	\$160.00	\$133.33	1.2
3	Su 6:30p-7p		ABC World News Sunday	\$240.00	1.8	30	1		1	\$240.00	\$133.33	1.8
4	Sa 7:30p-8p		Celebrity Name Game	\$160.00	1.2	30	1		1	\$160.00	\$133.33	1.2
5	Sa 7:30p-11p		ABC Saturday Night Big Ten College Football	\$2,000.00	6.5	30	1		1	\$2,000.00	\$307.69	6.5
TOTALS:									5	\$2,720.00	\$232.48	11.7



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STRATEGIE

3050 K ST NW #100
Washington, DC 20007

Flight: 10/30/18 - 11/5/18
Advertiser: Majority Forward

Product: ISSUE
Agency Order #: 7808114

Buyer: Chiusano, Dawn
Salesperson: ERIN SCHUMACHER
212-424-6620

Station: EJHL
Market: Johnson City-Kingsport-
Bristol

Office: WASHINGTON
Service: Nielsen

Primary Demo: Adults 35+
Assistant: ERIN SCHUMACHER
212-424-6620

Con Type: POLITICAL/VOTE
Total \$: \$2,720.00

Total Spots: 5
Total CPP: \$232.48
Total GRP: 11.7

Special Instructions

Order Level Comments

Date/Time	Added by	Comment
10/02/18 11:38 AM	ERIN SCHUMACHER	Buy to air 10.30-11.5; Separation: 30

Competitive Information

Market Budget:	\$34,000
EJHL Share:	8%
Comment:	
WCYB:	51%
WEHT:	7%
WJHL:	34%

Daypart Summary

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
Total	100%	5	\$2,720.00	\$232.48	11.7

Monthly Summary

Month	Spots	Dollars
2018-Nov	5	\$2,720.00
Total	5	\$2,720.00

Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Queued for Electronic Contracting	10/2/18 11:46 AM					\$0	\$0	
New	10/2/18 11:38 AM	ERIN SCHUMACHER	New	5		\$2,720.00	\$2,720.00	

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.

CONTRACT

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

And:

Waterfront Strategies
3050 K Street, NW
Suite 100
Washington, DC 20007

Contract / Revision 26212888 /		Alt Order # 26212888
Product ISSUE		
Contract Dates 10/30/18 - 11/05/18		Estimate # 7376
Advertiser POL/Majority Forward PAC		Original Date / Revision 10/02/18 / 10/02/18
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property EJHL	Account Executive Katz Washington	Sales Office Katz/Washingto
Special Handling		
Demographic Adults 35+		
Agency Code 9914573	Advertiser Code 302	Product 1/2 322
Agency Ref IN14921		Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	EJHL	10/30/18	11/05/18	Local News @ 9a	9-10a		:30				NM	1	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/30/18	11/05/18	MTWTF--				1	\$160.00				
N 2	EJHL	10/30/18	11/05/18	The View	11a-12p		:30				NM	1	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/30/18	11/05/18	MTWTF--				1	\$160.00				
N 3	EJHL	11/04/18	11/04/18	World News Wknd	6-7p		:30				NM	1	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/29/18	11/04/18	-----S				1	\$240.00				
N 4	EJHL	11/03/18	11/03/18	Sat 730-8p	730-8p		:30				NM	1	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/29/18	11/04/18	-----S-				1	\$160.00				
N 5	EJHL	11/03/18	11/03/18	College FB Prime Game	College FB Prime (:30				NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/29/18	11/04/18	-----S-				1	\$2,000.00				
Totals								0.00				5	\$2,720.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/29/18 - 11/05/18	5	\$2,720.00	(\$408.00)	\$2,312.00
Totals	5	\$2,720.00	(\$408.00)	\$2,312.00

Signature: _____ **Date:** _____

(* 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.

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