

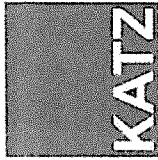
125 West 55th St.  
New York, NY 10019

# KATZ TELEVISION GROUP

Contract # 26212885      Changes as of: 10/2/2018 at 11:36 AM      Version: Current State Version 1  
CPE: 302/322/7376      Flight: 10/30/18 - 11/5/18      Station: WJHL  
Agency: WATERFRONT STRATEGIE      Advertiser: Majority Forward      Market: Johnson City-Kingsport-Bristol  
3050 K ST NW #100      Product: ISSUE      Office: WASHINGTON      Total Spots: 11  
Washington, DC 20007      Agency Order #: 7808105      Service: Nielsen      Total CPP: \$207.25  
Buyer: Chiusano, Dawn      Primary Demo: Adults 35+      Total GRP: 57.9  
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,M 4:30a-5a		WJHL Local News	\$100.00	0.6	30	2		2	\$200.00	\$166.67	1.2
2	Tu-F,M 11a-12n		The Price is Right	\$800.00	5.5	30	1		1	\$800.00	\$145.45	5.5
3	Tu-F,M 12n-12:30p		WJHL News Channel 11 At Noon	\$800.00	5.8	30	3		3	\$2,400.00	\$137.93	17.4
4	Tu-F,M 12:30p-1:30p		The Young & The Restless	\$800.00	5.3	30	1		1	\$800.00	\$150.94	5.3
5	Tu-F,M 5p-5:30p		WJHL News Channel 11 At 5	\$1,000.00	7.3	30	1		1	\$1,000.00	\$136.99	7.3
6	Tu-F,M 5:30p-6p		WJHL News Channel 11 At 5:30	\$1,200.00	7.3	30	1		1	\$1,200.00	\$164.38	7.3
7	Tu-F,M 11p-11:35p		WJHL News Channel 11 At 11p	\$1,600.00	5.0	30	1		1	\$1,600.00	\$320.00	5.0
8	W 8p-9p		Survivor-CBS	\$4,000.00	8.9	30	1		1	\$4,000.00	\$449.44	8.9
TOTALS:									11	\$12,000.00	\$207.25	57.9



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Separation:

Con Type: POLITICAL/VOTE  
Total \$: \$12,000.00  
Total Spots: 11  
Total CPP: \$207.25  
Total GRP: 57.9

#### Special Instructions

#### Order Level Comments

Date/Time	Added by	Comment
10/02/18 11:36 AM	ERIN SCHUMACHER	Buys to air 10:30-11:5; Separation: 30

#### Competitive Information

Market Budget:	\$35,294
WJHL Share:	34%
Comment:	
EJHL:	8%
WCYB:	51%
WENT:	7%

#### Daypart Summary

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
Total	100%	11	\$12,000.00	\$207.25	57.9

#### Monthly Summary

Month	Spots	Dollars
2018-Nov	11	\$12,000.00
Total	11	\$12,000.00

#### Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Queued for Electronic Contracting	10/2/18 11:37 AM					\$0	\$0	
New	10/2/18 11:36 AM	ERIN SCHUMACHER	New	11		\$12,000.00	\$12,000.00	

#### 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



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

<b>Contract / Revision</b> 26212885 /		<b>Alt Order #</b> 26212885
<b>Product</b> ISSUE		
<b>Contract Dates</b> 10/30/18 - 11/05/18		<b>Estimate #</b> 7376
<b>Advertiser</b> POL/Majority Forward PAC		<b>Original Date / Revision</b> 10/02/18 / 10/02/18
<b>Billing Cycle</b> EOM/EOC	<b>Billing Calendar</b> Broadcast	<b>Cash/Trade</b> Cash
<b>Property</b> WJHL	<b>Account Executive</b> Katz Washington	<b>Sales Office</b> Katz/Washingto
<b>Special Handling</b>		
<b>Demographic</b> Adults 35+		
<b>Agcy Code</b> 9914573	<b>Advertiser Code</b> 302	<b>Product 1/2</b> 322
<b>Agency Ref</b> IN14921		<b>Advertiser Ref</b>

And:

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

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WJHL	10/30/18	11/05/18	Local News @ 430a	430a-5a		:30				NM	2	\$200.00
		<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--				2	\$100.00				
N 2	WJHL	10/30/18	11/05/18	Price is Right	11a-12p		:30				NM	1	\$800.00
		<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	\$800.00				
N 3	WJHL	10/30/18	11/05/18	Local News @ 12p	12p-1230p		:30				NM	3	\$2,400.00
		<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--				3	\$800.00				
N 4	WJHL	10/30/18	11/05/18	Y&R	1230p-130p		:30				NM	1	\$800.00
		<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	\$800.00				
N 5	WJHL	10/30/18	11/05/18	Local News @ 5p	5p-530p		:30				NM	1	\$1,000.00
		<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	\$1,000.00				
N 6	WJHL	10/30/18	11/05/18	Local News @ 530p	530p-6p		:30				NM	1	\$1,200.00
		<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	\$1,200.00				
N 7	WJHL	10/30/18	11/05/18	Local News @ 11p	11p-1135p		:30				NM	1	\$1,600.00
		<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	\$1,600.00				
N 8	WJHL	10/31/18	10/31/18	Survivor	8p-9p		:30				NM	1	\$4,000.00
		<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	--W----				1	\$4,000.00				
<b>Totals</b>								<b>0.00</b>				<b>11</b>	<b>\$12,000.00</b>

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/29/18 - 11/05/18	11	\$12,000.00	(\$1,800.00)	\$10,200.00
<b>Totals</b>	<b>11</b>	<b>\$12,000.00</b>	<b>(\$1,800.00)</b>	<b>\$10,200.00</b>

(\* 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.



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<u>Advertiser</u> POL/Majority Forward PA		<u>Original Date / Revision</u> 10/02/18 / 10/02/18

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

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