



125 West 55th St  
New York, NY 10019

# KATZ TELEVISION GROUP

Contract # 26193053      Changes as of: 10/2/2018 at 3:01 PM      Version: Current State Version 3  
CPE: 302/322/7285      Flight: 9/25/18 - 10/1/18      Station: WJHL  
Agency: WATERFRONT STRATEGIE      Advertiser: Majority Forward      Market: Johnsn City-Kngsprt-Brisl  
3050 K ST NW #100      Product: ISSUE      Office: WASHINGTON  
Washington, DC 20007      Agency Order #: 7775772      Service: Nielsen  
Buyer: Chiusano, Dawn      Primary Demo: Adults 35+  
Salesperson: ERIN SCHUMACHER      Assistant: ERIN SCHUMACHER  
212-424-6620  
Separation:  
Comments: Buys to air 9.25-10.01; Separation: 30

Con Type: POLITICAL/VOTE  
Total \$: \$6,940.00  
Total Spots: 10  
Total CPP: \$221.73  
Total GRP: 31.3

#	Day/Time	DP	Program	Rate	A35P Rating	Len	9/25 - 9/25		Total Spots	Total \$	CPP*	GRP*
							9/25					
1	Tu-F,M 7a-9a		CBS This Morning	\$560.00	3.2	30	1		1	\$560.00	\$175.00	3.2
2	Tu-F,M 7a-8a		CBS This Morning	\$600.00	3.7	30	2		2	\$1,200.00	\$162.16	7.4
3	Sa 6a-7a		WJHL Saturday 6a Local News	\$280.00	2.3	30	1		1	\$280.00	\$121.74	2.3
4	Sa 7a-8a		WJHL Saturday 7a Local News	\$200.00	3.1	30	0		0	\$0.00	\$64.52	0.0
5	Su 7a-8a		WJHL Sunday 7a Local News	\$200.00	2.2	30	1		1	\$200.00	\$90.91	2.2
6	Tu-F,M 12:30p-1:30p		The Young & The Restless	\$800.00	5.2	30	0		0	\$0.00	\$153.85	0.0
7	Tu-F,M 1:30p-2p		The Bold & The Beautiful	\$800.00	3.6	30	1		1	\$800.00	\$222.22	3.6
8	Tu-F,M 5p-5:30p		WJHL News Channel 11 At 5	\$1,000.00	5.3	30	1		1	\$1,000.00	\$188.68	5.3
CR 9	Tu-F,M 5:30p-6p		WJHL News Channel 11 At 5:30	\$1,200.00	5.2	30	1		0	\$0.00	\$230.77	0.0
10	Tu-F,M 6p-6:30p		WJHL News Channel 11 At Six	\$2,000.00	7.3	30	1		1	\$2,000.00	\$273.97	7.3
11	Sa 6p-6:30p		WJHL 6p Local News	\$800.00	2.7	30	0		0	\$0.00	\$296.30	0.0
CR 12	Tu-F,M 7:30p-8p		Family Feud	\$1,000.00	3.1	30	1		0	\$0.00	\$322.58	0.0
13	Tu-F,M 4:30a-5a		WJHL NEWS	\$100.00	0.0	30	1		1	\$100.00	\$0.00	0.0
14	Sa 7p-7:30p		Sat 6p News Late Run	\$800.00	0.0	30	1		1	\$800.00	\$0.00	0.0
TOTALS:									10	\$6,940.00	\$221.73	31.3



# KATZ TELEVISION GROUP

125 West 55th St  
New York, NY 10019

**Contract #** 26193053 **Changes as of:** 10/2/2018 at 3:01 PM **Version:** Current State Version 3  
**CPE:** 302/322/7285 **Flight:** 9/25/18 - 10/1/18 **Station:** WJHL  
**Agency:** WATERFRONT STRATEGIE **Advertiser:** Majority Forward **Market:** Johnson City-Kingsport-Bristol  
**Product:** ISSUE **Office:** WASHINGTON **Total Spots:** 10  
**Agency Order #:** 7775772 **Service:** Nielsen **Total CPP:** \$221.73  
**Buyer:** Chiusano, Dawn **Primary Demo:** Adults 35+ **Total GRP:** 31.3  
**Salesperson:** ERIN SCHUMACHER **Assistant:** ERIN SCHUMACHER  
**Separation:** 212-424-6620

Special Instructions

Order Level Comments		
Date/Time	Added by	Comment
10/02/18 3:00 PM	Linda DeSpain	SPOTS DID NOT AIR DUE TO SPECIAL REPORTS MOVING MONIES TO ORDER 26212412
09/25/18 9:17 AM	Linda DeSpain	no 6p news due to football. We will have a 7p local news after football game. offering that as makegood
09/24/18 2:03 PM	ERIN SCHUMACHER	Buys to air 9:25-10:01; Separation: 30
09/24/18 2:03 PM	ERIN SCHUMACHER	Buys to air 9:25-10:01; Separation: 30

Competitive Information	
Market Budget:	\$16,618
WJHL Share:	55%
Comment:	
Unknown:	45%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
	100%	10	\$6,940.00	31.3
<b>Total</b>	<b>100%</b>	<b>10</b>	<b>\$6,940.00</b>	<b>31.3</b>

Monthly Summary		
Month	Spots	Dollars
2018-Sep	10	\$6,940.00
<b>Total</b>	<b>10</b>	<b>\$6,940.00</b>

Transaction History					
Trans	Created/Received	Created by	Status	Spot+	Spot- \$ Chg
Makegood 2	10/2/18 3:00 PM	Linda DeSpain	Accepted		2 \$-2,200.00 \$6,940.00
Makegood 1	9/25/18 9:17 AM	Linda DeSpain	Confirmed	1	\$0 \$9,140.00
Queued for Electronic Contracting	9/24/18 2:22 PM				\$0
Revision	9/24/18 2:03 PM	ERIN SCHUMACHER	Confirmed		\$0
New	9/24/18 1:59 PM	ERIN SCHUMACHER	New	18	\$9,140.00 \$9,140.00

Non-Discrimination Policy	
<p>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.</p>	

# CONTRACT



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

And:

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

<u>Contract / Revision</u> 26193053 /		<u>Alt Order #</u> 26193053
<u>Product</u> 302/322/7285		
<u>Contract Dates</u> 09/25/18 - 10/01/18		<u>Estimate #</u> 302/322/7285
<u>Advertiser</u> POL/Majority Forward PAC		<u>Original Date / Revision</u> 10/02/18 / 10/02/18
<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 25-54		
<u>Agy Code</u> 9914573	<u>Advertiser Code</u>	<u>Product 1/2</u>
<u>Agency Ref</u> IN14921		<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	09/25/18	09/28/18	CBS This Morning	7a-9a		:30				NM	1	\$560.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/18	09/30/18	--WTF--				1	\$560.00				
2	WJHL	09/25/18	09/28/18	CBS This Morning 7a	7a-8a		:30				NM	2	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/18	09/30/18	--WTF--				2	\$600.00				
3	WJHL	09/25/18	09/29/18	Local News Sat 6a	6a-7a		:30				NM	1	\$280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/18	09/30/18	-----S-				1	\$280.00				
4	WJHL	09/30/18	09/30/18	Local News Sun 7a	7a-8a		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/18	09/30/18	-----S				1	\$200.00				
5	WJHL	10/01/18	10/01/18	Bold & Beautiful	130p-2p		:30				NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	M-----				1	\$800.00				
6	WJHL	09/25/18	09/25/18	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:		09/24/18	09/30/18	-T-----				1	\$1,000.00				
N 7	WJHL	10/01/18	10/01/18	Local News @ 530p	530p-6p		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	M-----				1	\$1,200.00				
	<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	10/01/18-10/07/18	Local News @ 530p	530p-6p	M-----	:30		<del>\$1,200.00</del>		NM		
				Credited									
8	WJHL	09/25/18	09/25/18	Local News @ 6p	6p-630p		: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:		09/24/18	09/30/18	-T-----				1	\$2,000.00				
9	WJHL	09/29/18	09/29/18	6p Local News	6p-630p		:30				NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/24/18	09/30/18	-----S-				1	\$800.00				

(\* 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>	<u>Alt Order #</u>
26193053 /	26193053

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/25/18 - 10/01/18	302/322/7285	302/322/7285

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

*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> <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	09/24/18-09/30/18		6p Local News	6p-630p	-----Sa--	:30		<del>\$800.00</del>		NM		
	See MG 9.2												
2	WJHL	09/24/18-09/30/18		Sat 6p News Late Run	Sat 6p News Late	-----Sa--	:30		\$800.00		NM		
	Ⓜ MG for 9.1 09/29												
N 10	WJHL	10/01/18	10/01/18	M-F 730p-8p	730p-8p		:30				NM	0	\$0.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 10/01/18 10/07/18 M----- 1 \$1,000.00													
<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> 2 WJHL 10/01/18-10/07/18 M-F 730p-8p 730p-8p M----- :30 <del>\$1,000.00</del> NM Credited													
11	WJHL	09/25/18	09/25/18	Local News @ 430a	430a-5a		:30				NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> Week: 09/24/18 09/30/18 -T----- 1 \$100.00													
D 12	WJHL	09/25/18	09/28/18	Y&R	1230p-130p		:30				NM	0	\$0.00
<b>Totals</b>								0.00				10	\$6,940.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/27/18 -09/30/18	9	\$6,140.00	(\$921.00)	\$5,219.00
10/01/18 -10/01/18	1	\$800.00	(\$120.00)	\$680.00
<b>Totals</b>	10	\$6,940.00	(\$1,041.00)	\$5,899.00

**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.

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.