

CONTRACT



WAAI-FM
1729 N. Salisbury Blvd
Salisbury, MD 21801
(410) 749-1111

www.wboc.com

And:

National Association of Broadcasters
1729 N Salisbury Blvd
Salisbury, MD 21801

<u>Contract / Revision</u> 32111A /		<u>Alt Order #</u>	
<u>Advertiser</u> National Association of Broadcasters		<u>Original Date / Revision</u> 03/28/22 / 08/23/22	
<u>Contract Dates</u> 03/30/22 - 09/06/22		<u>Estimate #</u>	
<u>Product</u> Performance Tax Legislation			
<u>Order Brand</u>	<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WAAI-FM	<u>Account Executive</u> Mary Borger	<u>Sales Office</u> Local Salisbury	
<u>Special Handling</u>			
<u>Demographic</u> Households			
<u>Agency Code</u>	<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	Type	Spots	Amount
N 1	100.9	03/30/22	09/06/22	M-Su AM Drive	6:00 AM-10:00 AM		:30			NM	207	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 03/28/22	04/03/22	--WTFSS				10	\$0.00			
		Week: 04/04/22	04/10/22	MTWTFSS				10	\$0.00			
		Week: 04/11/22	04/17/22	MTWTFSS				10	\$0.00			
		Week: 04/18/22	04/24/22	MTWTFSS				10	\$0.00			
		Week: 04/25/22	05/01/22	MTWTFSS				10	\$0.00			
		Week: 05/02/22	05/08/22	MTWTFSS				10	\$0.00			
		Week: 05/09/22	05/15/22	MTWTFSS				10	\$0.00			
		Week: 05/16/22	05/22/22	MTWTFSS				10	\$0.00			
		Week: 05/23/22	05/29/22	MTWTFSS				10	\$0.00			
		Week: 05/30/22	06/05/22	MTWTFSS				10	\$0.00			
		Week: 06/06/22	06/12/22	MTWTFSS				10	\$0.00			
		Week: 06/13/22	06/19/22	MTWTFSS				10	\$0.00			
		<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>		
		236	100.9	06/23/22-06/26/22	M-Su AM Drive	6:00 AM-10:00 AM	----ThFSaSu	:30	\$0.00	NM		
		Ⓜ MG for 1.112 06/19										
		Week: 06/20/22	06/26/22	MTWTFSS				10	\$0.00			
		Week: 06/27/22	07/03/22	MTWTFSS				10	\$0.00			
		Week: 07/04/22	07/10/22	MTWTFSS				10	\$0.00			
		Week: 07/11/22	07/17/22	MTWTFSS				10	\$0.00			
		Week: 07/18/22	07/24/22	MTWTFSS				10	\$0.00			
		Week: 07/25/22	07/31/22	MTWTFSS				10	\$0.00			
		Week: 08/01/22	08/07/22	MTWTFSS				10	\$0.00			
		Week: 08/08/22	08/14/22	MTWTFSS				10	\$0.00			
		Week: 08/15/22	08/21/22	MTWTFSS				10	\$0.00			
		Week: 08/22/22	08/28/22	MT-----				3	\$0.00			
		Week: 08/29/22	09/04/22	MTWTFSS				0	\$0.00			
		Week: 09/05/22	09/11/22	MT-----				0	\$0.00			
N 2	100.9	03/30/22	09/06/22	M-Su Midday	10:00 AM-3:00 PM		:30			NM	212	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 03/28/22	04/03/22	--WTFSS				10	\$0.00			
		Week: 04/04/22	04/10/22	MTWTFSS				10	\$0.00			
		Week: 04/11/22	04/17/22	MTWTFSS				10	\$0.00			

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

This station 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, gender, or ethnicity. Advertiser hereby certifies that it is not buying broadcasting air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race, gender, national origin, or ancestry. Station will bill monthly using Final Sunday Fiscal Month. Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay station the amount of any bills rendered by station within the time specified and until payment in full is received by station.



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<u>Advertiser</u> National Association of Broadcasters	<u>Original Date / Revision</u> 03/28/22 / 08/23/22
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<u>Contract Dates</u> 03/30/22 - 09/06/22	<u>Product</u> Performance Tax Legisla	<u>Estimate #</u>
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		04/18/22	04/24/22	MTWTFSS				10	\$0.00			
Week:		04/25/22	05/01/22	MTWTFSS				10	\$0.00			
Week:		05/02/22	05/08/22	MTWTFSS				10	\$0.00			
Week:		05/09/22	05/15/22	MTWTFSS				10	\$0.00			
Week:		05/16/22	05/22/22	MTWTFSS				10	\$0.00			
Week:		05/23/22	05/29/22	MTWTFSS				10	\$0.00			
Week:		05/30/22	06/05/22	MTWTFSS				10	\$0.00			
Week:		06/06/22	06/12/22	MTWTFSS				10	\$0.00			
Week:		06/13/22	06/19/22	MTWTFSS				10	\$0.00			
	<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>		
	235	100.9	06/23/22-06/26/22	M-Su Middy	10:00 AM-3:00 PM	----ThFSaSu	:30		\$0.00	NM		
			Ⓜ MG for 2.114 06/18									
Week:		06/20/22	06/26/22	MTWTFSS				10	\$0.00			
Week:		06/27/22	07/03/22	MTWTFSS				10	\$0.00			
Week:		07/04/22	07/10/22	MTWTFSS				10	\$0.00			
Week:		07/11/22	07/17/22	MTWTFSS				10	\$0.00			
Week:		07/18/22	07/24/22	MTWTFSS				10	\$0.00			
Week:		07/25/22	07/31/22	MTWTFSS				10	\$0.00			
Week:		08/01/22	08/07/22	MTWTFSS				10	\$0.00			
Week:		08/08/22	08/14/22	MTWTFSS				10	\$0.00			
Week:		08/15/22	08/21/22	MTWTFSS				10	\$0.00			
Week:		08/22/22	08/28/22	MT-----				4	\$0.00			
Week:		08/29/22	09/04/22	MTWTFSS				0	\$0.00			
Week:		09/05/22	09/11/22	MT-----				0	\$0.00			
N 3	100.9	03/30/22	09/06/22	M-Su Drive	3:00 PM-7:00 PM		:30			NM	208	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		03/28/22	04/03/22	--WTFSS				10	\$0.00			
Week:		04/04/22	04/10/22	MTWTFSS				10	\$0.00			
Week:		04/11/22	04/17/22	MTWTFSS				10	\$0.00			
Week:		04/18/22	04/24/22	MTWTFSS				10	\$0.00			
Week:		04/25/22	05/01/22	MTWTFSS				10	\$0.00			
Week:		05/02/22	05/08/22	MTWTFSS				10	\$0.00			
Week:		05/09/22	05/15/22	MTWTFSS				10	\$0.00			
Week:		05/16/22	05/22/22	MTWTFSS				10	\$0.00			
Week:		05/23/22	05/29/22	MTWTFSS				10	\$0.00			
Week:		05/30/22	06/05/22	MTWTFSS				10	\$0.00			
Week:		06/06/22	06/12/22	MTWTFSS				10	\$0.00			
Week:		06/13/22	06/19/22	MTWTFSS				10	\$0.00			
	<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>		
	236	100.9	06/23/22-06/26/22	M-Su Drive	3:00 PM-7:00 PM	----ThFSaSu	:30		\$0.00	NM		
			Ⓜ MG for 3.120 06/15									
Week:		06/20/22	06/26/22	MTWTFSS				10	\$0.00			
Week:		06/27/22	07/03/22	MTWTFSS				10	\$0.00			
Week:		07/04/22	07/10/22	MTWTFSS				10	\$0.00			
Week:		07/11/22	07/17/22	MTWTFSS				10	\$0.00			
Week:		07/18/22	07/24/22	MTWTFSS				10	\$0.00			
Week:		07/25/22	07/31/22	MTWTFSS				10	\$0.00			
Week:		08/01/22	08/07/22	MTWTFSS				10	\$0.00			
Week:		08/08/22	08/14/22	MTWTFSS				10	\$0.00			
Week:		08/15/22	08/21/22	MTWTFSS				10	\$0.00			
Week:		08/22/22	08/28/22	MT-----				2	\$0.00			

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National Association of Broadcasters	03/28/22 / 08/23/22

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
03/30/22 - 09/06/22	Performance Tax Legisla	

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/29/22	09/04/22	MTWTFSS				0	\$0.00			
Week:		09/05/22	09/11/22	MT-----				0	\$0.00			
N 4	100.9	03/30/22	09/06/22	M-Su Evening	7:00 PM-12:00 XM		:30			NM	206	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		03/28/22	04/03/22	--WTFSS				10	\$0.00			
Week:		04/04/22	04/10/22	MTWTFSS				10	\$0.00			
Week:		04/11/22	04/17/22	MTWTFSS				10	\$0.00			
Week:		04/18/22	04/24/22	MTWTFSS				10	\$0.00			
Week:		04/25/22	05/01/22	MTWTFSS				10	\$0.00			
Week:		05/02/22	05/08/22	MTWTFSS				10	\$0.00			
Week:		05/09/22	05/15/22	MTWTFSS				10	\$0.00			
Week:		05/16/22	05/22/22	MTWTFSS				10	\$0.00			
Week:		05/23/22	05/29/22	MTWTFSS				10	\$0.00			
Week:		05/30/22	06/05/22	MTWTFSS				10	\$0.00			
Week:		06/06/22	06/12/22	MTWTFSS				10	\$0.00			
Week:		06/13/22	06/19/22	MTWTFSS				10	\$0.00			
Week:		06/20/22	06/26/22	MTWTFSS				10	\$0.00			
Week:		06/27/22	07/03/22	MTWTFSS				10	\$0.00			
Week:		07/04/22	07/10/22	MTWTFSS				10	\$0.00			
Week:		07/11/22	07/17/22	MTWTFSS				10	\$0.00			
Week:		07/18/22	07/24/22	MTWTFSS				10	\$0.00			
Week:		07/25/22	07/31/22	MTWTFSS				10	\$0.00			
Week:		08/01/22	08/07/22	MTWTFSS				10	\$0.00			
Week:		08/08/22	08/14/22	MTWTFSS				10	\$0.00			
Week:		08/15/22	08/21/22	MTWTFSS				10	\$0.00			
Week:		08/22/22	08/28/22	MT-----				3	\$0.00			
Week:		08/29/22	09/04/22	MTWTFSS				0	\$0.00			
Week:		09/05/22	09/11/22	MT-----				0	\$0.00			
Totals											833	\$0.00

Time Period	# of Spots	Gross Amount	Net Amount
03/28/22 - 04/24/22	160	\$0.00	\$0.00
04/25/22 - 05/29/22	196	\$0.00	\$0.00
05/30/22 - 06/26/22	145	\$0.00	\$0.00
06/27/22 - 07/31/22	200	\$0.00	\$0.00
08/01/22 - 08/23/22	132	\$0.00	\$0.00
Totals	833	\$0.00	\$0.00

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