

# 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

*preemptible*

Contract / Revision 32111A /		Alt Order #	
Advertiser National Association of Broadcasters		Original Date / Revision 03/28/22 / 03/28/22	
Contract Dates 03/29/22 - 09/06/22		Estimate #	
Product Performance Tax Legislation			
Order Brand	Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property WAAI-FM	Account Executive Mary Borger	Sales Office Local Salisbury	
Special Handling			
Demographic Households			
Agency Code	Advertiser Code	Product 1/2	
Agency Ref		Advertiser Ref	

*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	234	\$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	MTWTFSS				10	\$0.00			
Week:		08/29/22	09/04/22	MTWTFSS				10	\$0.00			
Week:		09/05/22	09/11/22	MT-----				4	\$0.00			
N 2	100.9	03/30/22	09/06/22	M-Su Midday	10:00 AM-3:00 PM		:30			NM	234	\$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			

(\* 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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<b>Contract / Revision</b> 32111A /	<b>Alt Order #</b>
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<b>Advertiser</b> National Association of Broadcasters	<b>Original Date / Revision</b> 03/28/22 / 03/28/22
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<b>Contract Dates</b> 03/29/22 - 09/06/22	<b>Product</b> Performance Tax Legisla	<b>Estimate #</b>
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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:		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	MTWTFSS				10	\$0.00			
Week:		08/29/22	09/04/22	MTWTFSS				10	\$0.00			
Week:		09/05/22	09/11/22	MT-----				4	\$0.00			
N 3	100.9	03/30/22	09/06/22	M-Su Drive	3:00 PM-7:00 PM		:30			NM	234	\$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	MTWTFSS				10	\$0.00			
Week:		08/29/22	09/04/22	MTWTFSS				10	\$0.00			
Week:		09/05/22	09/11/22	MT-----				4	\$0.00			
N 4	100.9	03/30/22	09/06/22	M-Su Evening	7:00 PM-12:00 XM		:30			NM	234	\$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			

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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 Fiscal 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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32111A /	

<u>Advertiser</u>	<u>Original Date / Revision</u>
National Association of Broadcasters	03/28/22 / 03/28/22

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
03/29/22 - 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:		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	MTWTFSS				10	\$0.00			
Week:		08/29/22	09/04/22	MTWTFSS				10	\$0.00			
Week:		09/05/22	09/11/22	MT-----				4	\$0.00			
<b>Totals</b>											936	\$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	200	\$0.00	\$0.00
05/30/22 - 06/26/22	160	\$0.00	\$0.00
06/27/22 - 07/31/22	200	\$0.00	\$0.00
08/01/22 - 08/28/22	160	\$0.00	\$0.00
08/29/22 - 09/06/22	56	\$0.00	\$0.00
<b>Totals</b>	936	\$0.00	\$0.00

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