



WEWS
 3001 Euclid Avenue
 Cleveland, OH 44115
 (216) 431-5555

CONTRACT

<u>Contract / Revision</u> 176800 /		<u>Alt Order #</u>
<u>Product</u> AFSCME		
<u>Contract Dates</u> 08/16/16 - 08/22/16		<u>Estimate #</u> 5175
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 08/11/16 / 08/11/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WEWS	<u>Account Executive</u> Erin Brody	<u>Sales Office</u> EWS - Washing
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>Agy Code</u>	<u>Advertiser Code</u>	<u>Product 1/2</u>
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

And:

Waterfront Strategies
 1010 Wisconsin Avenue NW
 Suite 800
 Washington, DC 20007

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WEWS	08/21/16	08/21/16	SU 7-8am GMA	7-8am		:30				NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	-----S				1	\$500.00				
N 2	WEWS	08/16/16	08/16/16	Tuesday Prime A	8-9pm		: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:		08/16/16	08/22/16	-T-----				1	\$4,000.00				
N 3	WEWS	08/18/16	08/18/16	Browns Pre-Season Game	12p-11p		:30				NM	1	\$20,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	---T---				1	\$20,000.00				
N 4	WEWS	08/16/16	08/22/16	M-F 5-6am GMC	5-6am		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				1	\$350.00				
N 5	WEWS	08/16/16	08/22/16	M-F 6-7am GMC	6-7am		:30				NM	2	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				2	\$700.00				
N 6	WEWS	08/16/16	08/22/16	M-F 7-9am GMA	7-9am		:30				NM	10	\$9,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				10	\$900.00				
N 7	WEWS	08/20/16	08/20/16	SA 7-8am GMA	7-8am		:30				NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	-----S-				1	\$500.00				
N 8	WEWS	08/20/16	08/20/16	SA 8-10am News	8-10am		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	-----S-				1	\$350.00				
N 9	WEWS	08/21/16	08/21/16	SU 8-9am News	8-9am		:30				NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	-----S				1	\$400.00				
N 10	WEWS	08/16/16	08/22/16	M-F 9-10am	9-10am		:30				NM	4	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				4	\$500.00				
N 11	WEWS	08/16/16	08/22/16	M-F 10-11am	10-11am		:30				NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				1	\$400.00				
N 12	WEWS	08/16/16	08/22/16	M-F 11am-12pm	11am-12pm		:30				NM	3	\$1,500.00

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

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176800 /	

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
08/16/16 - 08/22/16	AFSCME	5175

<u>Advertiser</u>	<u>Original Date / Revision</u>
AFSCME	08/11/16 / 08/11/16

*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>				
Week:		08/16/16	08/22/16	MTWTF--				3	\$500.00				
N 13	WEWS	08/16/16	08/22/16	M-F 12-1230pm News	12-1230pm		:30				NM	5	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				5	\$700.00				
N 14	WEWS	08/16/16	08/22/16	M-F 1230-1pm	1230-1pm		:30				NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				2	\$500.00				
N 15	WEWS	08/16/16	08/22/16	M-F 1-2pm	1-2pm		:30				NM	5	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				5	\$500.00				
N 16	WEWS	08/16/16	08/22/16	M-F 2-3pm	2-3pm		:30				NM	4	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				4	\$600.00				
N 17	WEWS	08/16/16	08/22/16	M-F 3-4pm	3-4pm		:30				NM	5	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				5	\$300.00				
N 18	WEWS	08/16/16	08/22/16	M-F 4-5pm	4-5pm		:30				NM	4	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				4	\$400.00				
N 19	WEWS	08/16/16	08/22/16	M-F 5-6pm News	5-6pm		:30				NM	10	\$7,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				10	\$700.00				
N 20	WEWS	08/16/16	08/22/16	M-F 6-630pm News	6-630pm		:30				NM	5	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				5	\$1,000.00				
N 21	WEWS	08/16/16	08/22/16	ABC World News M-F	630-7pm		:30				NM	2	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				2	\$2,000.00				
N 22	WEWS	08/20/16	08/20/16	SA 6-630pm News	6-630pm		:30				NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	-----S-				1	\$600.00				
N 23	WEWS	08/21/16	08/21/16	SU 6-630pm News	6-630pm		:30				NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	-----S				1	\$600.00				
N 24	WEWS	08/16/16	08/22/16	M-F 730-8pm	730-8pm		:30				NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				1	\$900.00				
N 25	WEWS	08/22/16	08/22/16	8-10p Bachelor/Bacheloret	8-10pm		:30				NM	1	\$7,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	M-----				1	\$7,000.00				
N 26	WEWS	08/21/16	08/21/16	Sunday Prime B	8-9pm		:30				NM	1	\$8,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	-----S				1	\$8,000.00				
N 27	WEWS	08/21/16	08/21/16	Sunday Prime C	9-10pm		:30				NM	1	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	-----S				1	\$6,000.00				
N 28	WEWS	08/16/16	08/22/16	SU 11-1135pm News	11-1135pm		:30				NM	2	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	-----S				2	\$1,400.00				
N 29	WEWS	08/16/16	08/22/16	Kimmel 1135pm	1135pm-1237am		:30				NM	3	\$1,350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/16/16	08/22/16	MTWTF--				3	\$450.00				

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Week:		08/16/16	08/22/16	MTWTF--				3	\$450.00					
Totals												0.00	80	\$96,150.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/01/16 - 08/22/16	80	\$96,150.00	(\$14,422.50)	\$81,727.50
Totals	80	\$96,150.00	(\$14,422.50)	\$81,727.50

Signature: _____ **Date:** _____

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