



**WSB-TV**  
**PO Box 809036**  
**Chicago, IL 60680-9036**  
**(404) 496-7531**

# CONTRACT

<u>Contract / Revision</u> 1139515 /		<u>Alt Order #</u> 10784385
<u>Advertiser</u> ISS/FF USA/Climate Power-A		<u>Original Date / Revision</u> 06/06/24 / 06/06/24
<u>Contract Dates</u> 06/07/24 - 06/13/24	<u>Estimate #</u> 13384	
<u>Product</u> FF USA A/CP SKED A		
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSB-TV	<u>Account Executive</u> Washington DC CoxF	<u>Sales Office</u> CoxReps Washi
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Code</u> TV14573	<u>Advertiser Code</u> 769	<u>Product 1/2</u> 820
<u>Agency Ref</u> P00018027	<u>Advertiser Ref</u> P00097948-A	

And:

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

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Type	Spots	Amount
N 1	WSBTV	06/07/24	06/13/24	CH2 Action News at 6a-7a	6a-7a		:30			P-02	NM	3	\$8,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				3	\$2,900.00				
N 2	WSBTV	06/07/24	06/13/24	Good Morning America	7a-9a		:30			P-02	NM	5	\$16,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				5	\$3,200.00				
N 3	WSBTV	06/07/24	06/13/24	Live w/ Kelly & Mark	9a-10a		:30			P-03	NM	3	\$3,900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				3	\$1,300.00				
N 4	WSBTV	06/07/24	06/13/24	M-F 10a-11a	10a-11a		:30			P-03	NM	4	\$3,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				4	\$900.00				
N 5	WSBTV	06/07/24	06/13/24	The View	11a-12p		:30			P-02	NM	4	\$8,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				4	\$2,100.00				
N 6	WSBTV	06/07/24	06/13/24	CH2 Action News at N	12p-1p		:30			P-02	NM	1	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				1	\$1,800.00				
N 7	WSBTV	06/07/24	06/13/24	CH2 Action News at 4	4:00 PM-5:00 PM		:30			P-02	NM	2	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				2	\$1,500.00				
N 8	WSBTV	06/07/24	06/13/24	CH2 Action News at 6	6p-7p		:30			P-02	NM	2	\$6,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				2	\$3,400.00				
N 9	WSBTV	06/07/24	06/13/24	ABC World News Toni	7p-730p		:30			P-04	NM	2	\$13,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				2	\$6,900.00				
N 10	WSBTV	06/07/24	06/13/24	Entertainment Tonight	730p-8p		:30			P-03	NM	2	\$7,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				2	\$3,700.00				

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

CMG does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising contract with CMG whether verbal or written.

Two week advance cancellation notice is required unless otherwise specified in writing.

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay CMG within terms specified and until payment in full is received by CMG. Payment by advertiser to agency or to service or payment by agency to service shall not constitute payment to CMG. Cox Media Group will not be bound by conditions, printed or otherwise on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

Thank you for your business!



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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				2	\$3,700.00				
N 11	WSBT	06/08/24	06/08/24	Entertainment Tonight	7p-8p		:30			P-03	NM	1	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	-----1-				1	\$1,400.00				
N 12	WSBT	06/11/24	06/11/24	Tue Prime Hour 1	8p-9p		:30			P-02	NM	1	\$7,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	-1-----				1	\$7,400.00				
N 13	WSBT	06/11/24	06/11/24	Tue Prime Hour 2	9p-10p		:30			P-03	NM	1	\$7,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	-1-----				1	\$7,400.00				
N 14	WSBT	06/12/24	06/12/24	Wed Prime Hour 3	10p-11p		:30			P-02	NM	1	\$7,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	--1----				1	\$7,400.00				
N 15	WSBT	06/07/24	06/13/24	CH2 News Nightbeat	11p-1135p		:30			P-02	NM	3	\$7,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				3	\$2,600.00				
N 16	WSBT	06/07/24	06/13/24	Jimmy Kimmel Live	1135p-1235a/120'		:30			P-03	NM	3	\$3,900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				3	\$1,300.00				
N 17	WSBT	06/07/24	06/13/24	ABC News Nightline	1235a-105a/107a-		:30			P-03	NM	2	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/07/24	06/13/24	MTWTF--				2	\$700.00				
<b>Totals</b>												<b>40</b>	<b>\$110,100.00</b>

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
05/27/24 - 06/13/24	40	\$110,100.00	(\$16,515.00)	\$93,585.00
<b>Totals</b>	<b>40</b>	<b>\$110,100.00</b>	<b>(\$16,515.00)</b>	<b>\$93,585.00</b>

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

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