

CONTRACT



www.koat.com

KOAT
3801 Carlisle Blvd. NE
Albuquerque, NM 87107
(505)884-7777

And:

New Media Firm, The
Attention: Michele Certo
1322 G Street, SE
Washington, DC 20003

<u>Contract / Revision</u> 1792680 /		<u>Alt Order #</u> 09240126
<u>Product</u> Candidate		
<u>Contract Dates</u> 09/25/18 - 10/01/18		<u>Estimate #</u> 5907 XOCHITL FOR NM
<u>Advertiser</u> Torres-Small/D/Congress		<u>Original Date / Revision</u> 10/01/18 / 10/01/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> KOAT	<u>Account Executive</u> Mary Tricoli	<u>Sales Office</u> HRP-Philadelph
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Adv Code</u> 9914371	<u>Advertiser Code</u> 888	<u>Product 1/2</u> 921
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 14	KOAT	09/27/18	09/27/18	Good Morning America	7-9a		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<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	---	2---				2	\$350.00					
<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	KOAT	09/24/18-09/30/18	Good Morning America	7-9a	----Th----	:30		\$350.00	NM					
Credited														
2	KOAT	09/24/18-09/30/18	Good Morning America	7-9a	----Th----	:30		\$350.00	NM					
Credited														
N 15	KOAT	09/28/18	09/28/18	Good Morning America	7-9a		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<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	-----	2--				2	\$350.00					
<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	KOAT	09/24/18-09/30/18	Good Morning America	7-9a	-----F----	:30		\$350.00	NM					
Credited														
2	KOAT	09/24/18-09/30/18	Good Morning America	7-9a	-----F----	:30		\$350.00	NM					
Credited														
N 25	KOAT	09/27/18	09/27/18	Live with Kelly & Ryan	9-10a		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<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	---	1---				1	\$150.00					
<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	KOAT	09/24/18-09/30/18	Live with Kelly & Ryan	9-10a	----Th----	:30		\$150.00	NM					
Credited														
N 26	KOAT	09/28/18	09/28/18	Live with Kelly & Ryan	9-10a		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<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	-----	1--				1	\$150.00					

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Station, and its parent company, 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. Advertiser hereby represents and warrants that it is not purchasing broadcast 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 or ethnicity.



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1792680 /	09240126

Contract Dates	Product	Estimate #
09/25/18 - 10/01/18	Candidate	5907 XOCHITL FOR NM

Advertiser	Original Date / Revision
Torres-Small/D/Congress	10/01/18 / 10/01/18

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	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	KOAT	09/24/18-09/30/18	Live with Kelly & Ryan	9-10a	-----F----	:30		\$150.00			NM		
Credited														
N 30	KOAT	09/27/18	09/27/18	The View 10-11a	10-11a		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
<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 ---1--- 1 \$150.00														
	1	KOAT	09/24/18-09/30/18	The View 10-11a	10-11a	----Th----	:30		\$150.00			NM		
Credited														
N 31	KOAT	09/28/18	09/28/18	The View 10-11a	10-11a		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
<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 ----1-- 1 \$150.00														
	1	KOAT	09/24/18-09/30/18	The View 10-11a	10-11a	-----F----	:30		\$150.00			NM		
Credited														
N 35	KOAT	09/27/18	09/27/18	DR OZ DAY	11A-12P		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
<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 ---1--- 1 \$80.00														
	1	KOAT	09/24/18-09/30/18	DR OZ DAY	11A-12P	----Th----	:30		\$80.00			NM		
Credited														
N 36	KOAT	09/28/18	09/28/18	DR OZ DAY	11A-12P		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
<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 ----1-- 1 \$80.00														
	1	KOAT	09/24/18-09/30/18	DR OZ DAY	11A-12P	-----F----	:30		\$80.00			NM		
Credited														
N 41	KOAT	09/27/18	09/27/18	GMA DAY	12-1P		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
<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 ---1--- 1 \$115.00														
	1	KOAT	09/24/18-09/30/18	GMA DAY	12-1P	----Th----	:30		\$115.00			NM		
Credited														
N 45	KOAT	09/27/18	09/27/18	General Hospital	1-2p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
<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 ---1--- 1 \$150.00														
	1	KOAT	09/24/18-09/30/18	General Hospital	1-2p	----Th----	:30		\$150.00			NM		
Credited														
N 51	KOAT	09/27/18	09/27/18	STEVE HARVEY DAY2-3P			:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														

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<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 ---1--- 1 \$80.00														
<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 KOAT 09/24/18-09/30/18 STEVE HARVEY DAY 2-3P ----Th----- :30 \$80.00 NM Credited														
N 57	KOAT	09/27/18	09/27/18	ELLEN EF	3-4p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
<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 ---1--- 1 \$125.00														
<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 KOAT 09/24/18-09/30/18 ELLEN EF 3-4p ----Th----- :30 \$125.00 NM Credited														
N 64	KOAT	09/27/18	09/27/18	M-F A7N @ 4p	4-5p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
<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 ---2--- 2 \$225.00														
<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 KOAT 09/24/18-09/30/18 M-F A7N @ 4p 4-5p ----Th----- :30 \$225.00 NM Credited 2 KOAT 09/24/18-09/30/18 M-F A7N @ 4p 4-5p ----Th----- :30 \$225.00 NM Credited														
N 89	KOAT	09/30/18	09/30/18	\$100K PYRAMID	8-9p		:30			P-5		NM	3	\$900.00
Class of Time - Pre-emptible with notice														
<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 -----1 1 \$900.00														
<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 KOAT 09/24/18-09/30/18 \$100K PYRAMID 8-9p -----S- :30 \$900.00 NM See MG 89.2,89.3,89.4,89.5 2 KOAT 09/29/18-09/29/18 College Football 10a-130p -----Sa-- :30 \$500.00 NM Ⓜ MG for 78.1,77.1,89.1 3 KOAT 09/24/18-09/30/18 College Football Sa 130-p 128p-6p -----Sa-- :30 \$500.00 NM Ⓜ Credited 4 KOAT 09/29/18-09/29/18 RIZZOLI & ISLES WKND LF SA 1130P-1230A -----Sa-- :30 \$25.00 NM Ⓜ MG for 78.1,77.1,89.1 5 KOAT 09/27/18-09/27/18 Action 7 News @ 1030p 1030-11p ----Th----- :30 \$375.00 NM Ⓜ MG for 78.1,77.1,89.1														
							Totals	0.00					98	\$26,580.00

*Tax 1 Note: New Mexico Tax Rate 7.875%.

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount	*Tax 1	Total
08/27/18 -09/30/18	81	\$22,745.00	(\$3,411.75)	\$19,333.25	\$1,522.49	\$20,855.74
10/01/18 -10/01/18	17	\$3,835.00	(\$575.25)	\$3,259.75	\$256.71	\$3,516.46
Totals	98	\$26,580.00	(\$3,987.00)	\$22,593.00	\$1,779.20	\$24,372.20

Signature: _____ Date: _____

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<u>Advertiser</u>	<u>Original Date / Revision</u>
Torres-Small/D/Congress	10/01/18 / 10/01/18

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FAX# 610-225-1191
CREDIT RISK !!!
HARRIS REPORT FROM REP
OCT2/18 09.49
CHANGES
*** KOAT-TV ***

REP. # _____ OFF. # _____ SALESMAN # _____
BUYER NAME MICHELLE CERTO _____

BUYER NAME	<u>MICHELE CERTO</u>
SALES PRSN	<u>PH- MARY TRICOLI</u>

	CLASS: NATL.	LOCAL	REGIONAL
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DATE OCT2/18 09.49

PLEASE CONFIRM
THANKS EMILY

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

ELECTRONIC INVOICES ARE TO BE SENT TO AGENCY
TELEVISION INVOICES IDB#9914019

AGENCY ADVERTISER CODE = 888
AGENCY PRODUCT CODE = 921

30 \$350.00

7

THU O

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# 610-225-1191
FROM REP OCT2/18 09.49
**CHANGES** *** KOAT-TV ***
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LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
15	S		700A-900A	30		\$350.00	9/28	9/28	0		FRI	0
PROGRAM : GD MRN AMR-ABC CON COM1 : GD MRN AMR-ABC CREDIT TAKEN FOR 2 SPOT(S) MISSED SEP28												
25	S		900A-1000A	30		\$150.00	9/27	9/27	0		THU	0
PROGRAM : LIVE WITH KELLY CON COM1 : LIVE WITH KELLY CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP27												
26	S		900A-1000A	30		\$150.00	9/28	9/28	0		FRI	0
PROGRAM : LIVE WITH KELLY CON COM1 : LIVE WITH KELLY CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP28												
30	S		1000A-1100A	30		\$150.00	9/27	9/27	0		THU	0
PROGRAM : VIEW-ABC< CON COM1 : VIEW-ABC< CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP27												
31	S		1000A-1100A	30		\$150.00	9/28	9/28	0		FRI	0
PROGRAM : VIEW-ABC< CON COM1 : VIEW-ABC< CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP28												
35	S		1100A-1200N	30		\$80.00	9/27	9/27	0		THU	0
PROGRAM : DR. OZ CON COM1 : DR. OZ CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP27												
36	S		1100A-1200N	30		\$80.00	9/28	9/28	0		FRI	0
PROGRAM : DR. OZ CON COM1 : DR. OZ CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP28												
41	S		1200N-100P	30		\$115.00	9/27	9/27	0		THU	0
PROGRAM : GMA DAY CON COM1 : GMA DAY CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP27												

K# 610-225-1191
 !
 FROM REP OCT2/18 09.49
 CHANGES *** KONT-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
45	S		100P-200P	30		\$150.00	9/27	9/27	0		THU	0
PROGRAM : GENRL HOSPITAL< CON COM1: GENRL HOSPITAL< CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP27												
51	S		200P-300P	30		\$80.00	9/27	9/27	0		THU	0
PROGRAM : STEVE< CON COM1: STEVE< CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP27												
57	S		300P-400P	30		\$125.00	9/27	9/27	0		THU	0
PROGRAM : ELLEN CON COM1: ELLEN CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP27												
64	S		400P-500P	30		\$225.00	9/27	9/27	0		THU	0
PROGRAM : ACTION 7 NEWS AT 4P CON COM1: ACTION 7 NEWS AT 4P CREDIT TAKEN FOR 2 SPOT(S) MISSED SEP27												
106	S		1000A-130P	30		\$500.00	9/29	9/29	0		SAT	0
PROGRAM : COLLEGE FTBL ORD COM1: SPOTS WERE PRE'D. PLS RESOLVE ASAP THIS IS A MAKE-GOOD FOR SEP30 ON LINE-90 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR SEP29 ON LINE-77 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR SEP29 ON LINE-78 FOR 1 SPOT/WK CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP29												

REP HEADLINE# 9240126 TRF# 1792680 REP: TEL# 610-293-4100 FAX# 610-225-1191
 \$\$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !! OCT2/18 09.49
 ORDER WORKSHEET HARRIS REPORT FROM REP *** CHANGES *** ** KOAT-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
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STATION MAKEGOOD OFFERS:

M4	OK'D		MISSED: THU/700A-900A				SEP27 (2/WK)		30S	\$350.00	(OCT1/18)	
	BUY#14		FRI/700A-900A				SEP28 (2/WK)		30S	\$350.00		
	BUY#15		THU/900A-1000A				SEP27		30S	\$150.00		
	BUY#25		THU/1000A-1100A				SEP27		30S	\$150.00		
	BUY#30		FRI/1000A-1100A				SEP28		30S	\$150.00		
	BUY#31		FRI/900A-1000A				SEP28		30S	\$150.00		
	BUY#26		THU/1100A-1200N				SEP27		30S	\$80.00		
	BUY#35		FRI/1100A-1200N				SEP28		30S	\$150.00		
	BUY#36		THU/100P-200P				SEP27		30S	\$150.00		
	BUY#45		THU/1200N-100P				SEP27		30S	\$80.00		
	BUY#41		THU/200P-300P				SEP27		30S	\$115.00		
	BUY#51		THU/300P-400P				SEP27		30S	\$80.00		
	BUY#57		THU/400P-500P				SEP27		30S	\$125.00		
	BUY#64		THU/400P-500P				SEP27		30S	\$225.00		
	BUY#106		SAT/1000A-130P				SEP29		30S	\$500.00		

OFFER: NONE
CMT: SPOTS DNA DUE TO COVERAGE OF HEARINGS.

SEP/18 22745.00 OCT/18 \$3,835.00 CONTRACT TOTAL 26580.00
 TOTAL SPOTS 98

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI
 DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
 P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

REP: TEL# 610-293-4100 FAX# 610-225-1191
CREDIT ADVISORY: AGENCY CREDIT RISK !!
ORDER WORKSHEET HARRIS REPORT FROM STATION OCT1/18 15.58
REP HEADLINE# 9240126 TRF# 1792680 *** KOAT-TV ***
\$\$\$ MOD# 2: APPROVED REV #0 \$\$\$

ADV # _____ ADV. NAME POLI/X TORRES-SMA/D/CON/NM REP. # _____ OFF. # _____ SALESMAN # _____
AGY # _____ AGY. NAME THE NEW MEDIA FIRM BUYER NAME MICHELE CERTO
1322 G STREET SE SALES PRSN PH- MARY TRICOLI
WASHINGTON, DC 20003
ORDER # _____ CONTRACT # 9240126 CLASS: NATL. LOCAL REGIONAL
PRDCT XCHITL FOR NM EST#5907 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES SEP25/18 OCT1/18 WK-1
CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE OCT1/18 15.58

STA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
CON CM ELECTRONIC INVOICES ARE TO BE SENT TO AGENCY
TELEVISION INVOICES IDB#9914019

STATION MAKEGOOD OFFERS:

M4 UNRESL	BUY#14	MISSED:THU/700A-900A	SEP27(2/WK)	30S	\$350.00	(OCT1/18)
	BUY#15	FRI/700A-900A	SEP28(2/WK)	30S	\$350.00	
	BUY#25	THU/900A-1000A	SEP27	30S	\$150.00	
	BUY#30	THU/1000A-1100A	SEP27	30S	\$150.00	
	BUY#31	FRI/1000A-1100A	SEP28	30S	\$150.00	
	BUY#26	FRI/900A-1000A	SEP28	30S	\$150.00	
	BUY#35	THU/1100A-1200N	SEP27	30S	\$80.00	
	BUY#36	FRI/1100A-1200N	SEP27	30S	\$80.00	
	BUY#45	THU/100P-200P	SEP27	30S	\$150.00	
	BUY#41	THU/1200N-100P	SEP27	30S	\$115.00	
	BUY#51	THU/200P-300P	SEP27	30S	\$80.00	
	BUY#57	THU/300P-400P	SEP27	30S	\$125.00	
	BUY#64	THU/400P-500P	SEP27	30S	\$225.00	
	BUY#106	THU/400P-500P	SEP27	30S	\$225.00	
		SAT/1000A-130P	SEP29	30S	\$500.00	

OFFER: NONE
CMT:SPOTS DNA DUE TO COVERAGE OF HEARINGS.
CONTRACT TOTAL 30160.00
TOTAL SPOTS 115