

# CONTRACT



**WTKR-TV**  
**720 Boush St**  
**Norfolk, VA 23510**  
**(757) 446-1000**

And:

**Strategic Media Services, Inc.**  
**1911 North Ft Myer Dr**  
**Suite 400**  
**Arlington, VA 22209**

<u>Contract / Revision</u> 507148 /		<u>Alt Order #</u> 08648176
<u>Product</u> <b>VOGEL 4 LT. GOVERNOR</b>		
<u>Contract Dates</u> <b>06/05/17 - 06/12/17</b>		<u>Estimate #</u> <b>278/358/2988</b>
<u>Advertiser</u> <b>Vogel/R/Lt Gov/VA</b>		<u>Original Date / Revision</u> 05/24/17 / 05/24/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> <b>WTKR-TV</b>	<u>Account Executive</u> Teresa DiFuria	<u>Sales Office</u> NSO Philadelph
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agy Code</u> 12521	<u>Advertiser Code</u> 278	<u>Product 1/2</u> 358
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	3	06/09/17	06/09/17	M-F 11p-1135p	11:00 PM-11:30 PM		:30				NM	1	\$295.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	----1--				1	\$295.00				
N 2	3	06/09/17	06/09/17	M-F 1135p-1235a	11:30 PM-12:30 AM		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	----1--				1	\$130.00				
N 3	3	06/09/17	06/09/17	M-F 3p-4p	3:00 PM-4:00 PM		:30				NM	1	\$155.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	----1--				1	\$155.00				
N 4	3	06/09/17	06/09/17	M-F 530p-6p	5:30 PM-6:00 PM		:30				NM	1	\$155.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	----1--				1	\$155.00				
N 5	3	06/09/17	06/09/17	M-F 6p-630p	6:00 PM-6:30 PM		:30				NM	1	\$280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	----1--				1	\$280.00				
N 6	3	06/09/17	06/09/17	Friday Prime Hour 2	9-10p hawaii		:30				NM	1	\$890.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	----1--				1	\$890.00				
N 7	3	06/05/17	06/12/17	M-F 10a-11a	10:00 AM-11:00 AM		:30				NM	2	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	1-----				1	\$65.00				
Week:		06/12/17	06/18/17	1-----				1	\$65.00				
N 8	3	06/12/17	06/12/17	M-F 11p-1135p	11:00 PM-11:30 PM		:30				NM	1	\$295.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/12/17	06/18/17	1-----				1	\$295.00				
N 9	3	06/05/17	06/05/17	M-F 1135p-1235a	11:30 PM-12:30 AM		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	1-----				1	\$130.00				
N 10	3	06/05/17	06/12/17	M-F 12p-1230p	12:00 PM-12:30 PM		:30				NM	2	\$280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	1-----				1	\$140.00				
Week:		06/12/17	06/18/17	1-----				1	\$140.00				
N 11	3	06/05/17	06/05/17	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				

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

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<u>Contract / Revision</u> 507148 /		<u>Alt Order #</u> 08648176
<u>Contract Dates</u> 06/05/17 - 06/12/17		<u>Product</u> VOGEL 4 LT. GOVERNOR
<u>Advertiser</u> Vogel/R/Lt Gov/VA		<u>Estimate #</u> 278/358/2988
		<u>Original Date / Revision</u> 05/24/17 / 05/24/17

*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:		06/05/17	06/11/17	1-----				1	\$120.00				
N 12	3	06/05/17	06/12/17	M-F 530p-6p	5:30 PM-6:00 PM		:30				NM	2	\$310.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	1-----				1	\$155.00				
Week:		06/12/17	06/18/17	1-----				1	\$155.00				
N 13	3	06/05/17	06/12/17	M-F 6p-630p	6:00 PM-6:30 PM		:30				NM	2	\$560.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	1-----				1	\$280.00				
Week:		06/12/17	06/18/17	1-----				1	\$280.00				
N 14	3	06/12/17	06/12/17	M-F 730p-8p	7:30 PM-8:00 PM		:30				NM	1	\$260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/12/17	06/18/17	1-----				1	\$260.00				
N 15	3	06/10/17	06/10/17	Saturday Prime Hour 3	10-11p 48hrs		:30				NM	1	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-----1-				1	\$360.00				
N 16	3	06/10/17	06/10/17	Sa 11p-1135p	11:00 PM-11:30 PM		:30				NM	1	\$235.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-----1-				1	\$235.00				
N 17	3	06/10/17	06/10/17	Sa 9a-11a	9:00 AM-11:00 AM		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-----1-				1	\$130.00				
N 18	3	06/11/17	06/11/17	Su 1030a-11a	10:30 AM-11:00 AM		:30				NM	1	\$165.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-----1				1	\$165.00				
N 19	3	06/11/17	06/11/17	Su 11p-1135p	11:00 PM-11:30 PM		:30				NM	1	\$235.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-----1				1	\$235.00				
N 20	3	06/11/17	06/11/17	Sunday Prime Hour 1	7-8p 60min		:30				NM	1	\$830.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-----1				1	\$830.00				
N 21	3	06/11/17	06/11/17	Su 9a-1030a	9:00 AM-10:30 AM		:30				NM	1	\$315.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-----1				1	\$315.00				
N 23	3	06/08/17	06/08/17	M-F 11p-1135p	11:00 PM-11:30 PM		:30				NM	1	\$295.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	---1---				1	\$295.00				
N 24	3	06/08/17	06/08/17	M-F 1135p-1235a	11:30 PM-12:30 AM		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	---1---				1	\$130.00				
N 25	3	06/08/17	06/08/17	M-F 12p-1230p	12:00 PM-12:30 PM		:30				NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	---1---				1	\$140.00				
N 26	3	06/08/17	06/08/17	M-F 3p-4p	3:00 PM-4:00 PM		:30				NM	1	\$155.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	---1---				1	\$155.00				
N 27	3	06/08/17	06/08/17	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	---1---				1	\$120.00				
N 28	3	06/08/17	06/08/17	M-F 530p-6p	5:30 PM-6:00 PM		:30				NM	1	\$155.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				

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*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:		06/05/17	06/11/17	--- 1---				1	\$155.00				
N 29	3	06/06/17	06/06/17	M-F 11p-1135p	11:00 PM-11:30 PM		:30				NM	1	\$295.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	- 1-----				1	\$295.00				
N 30	3	06/06/17	06/06/17	M-F 1135p-1235a	11:30 PM-12:30 XM		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	- 1-----				1	\$130.00				
N 31	3	06/06/17	06/06/17	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	- 1-----				1	\$120.00				
N 32	3	06/06/17	06/06/17	M-F 530p-6p	5:30 PM-6:00 PM		:30				NM	1	\$155.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	- 1-----				1	\$155.00				
N 33	3	06/06/17	06/06/17	M-F 6p-630p	6:00 PM-6:30 PM		:30				NM	1	\$280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	- 1-----				1	\$280.00				
N 34	3	06/06/17	06/06/17	Tuesday Prime Hour 1	8-9p ncis		:30				NM	1	\$1,555.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	- 1-----				1	\$1,555.00				
N 35	3	06/07/17	06/07/17	M-F 10a-11a	10:00 AM-11:00 AM		:30				NM	1	\$65.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-- 1----				1	\$65.00				
N 36	3	06/07/17	06/07/17	M-F 11p-1135p	11:00 PM-11:30 PM		:30				NM	1	\$295.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-- 1----				1	\$295.00				
N 37	3	06/07/17	06/07/17	M-F 1135p-1235a	11:30 PM-12:30 XM		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-- 1----				1	\$130.00				
N 38	3	06/07/17	06/07/17	M-F 3p-4p	3:00 PM-4:00 PM		:30				NM	1	\$155.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-- 1----				1	\$155.00				
N 39	3	06/07/17	06/07/17	M-F 6p-630p	6:00 PM-6:30 PM		:30				NM	1	\$280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-- 1----				1	\$280.00				
N 40	3	06/07/17	06/07/17	M-F 7p-730p	7:00 PM-7:30 PM		:30				NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	-- 1----				1	\$275.00				
N 41	3	06/06/17	06/07/17	M-F 5p-530p	5p-530p		:30				NM	2	\$310.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	- TW----				2	\$155.00				
N 42	3	06/06/17	06/06/17	M-F 11a-12p	11a-12p		:30				NM	1	\$135.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/05/17	06/11/17	- T-----				1	\$135.00				
Totals								0.00				46	\$11,435.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
05/29/17 - 06/12/17	46	\$11,435.00	(\$1,715.25)	\$9,719.75
<b>Totals</b>	46	\$11,435.00	(\$1,715.25)	\$9,719.75

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507148 /	08648176

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
06/05/17 - 06/12/17	VOGEL 4 LT. GOVERNOR	278/358/2988

<u>Advertiser</u>	<u>Original Date / Revision</u>
Vogel/R/Lt Gov/VA	05/24/17 / 05/24/17

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

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