

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> 507165 /		<u>Alt Order #</u> 08648175
<u>Product</u> VOGEL 4 LT. GOVERNOR		
<u>Contract Dates</u> 05/29/17 - 06/04/17		<u>Estimate #</u> 278/358/2987
<u>Advertiser</u> Vogel/R/Lt Gov/VA		<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> WTKR-TV	<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	06/02/17	06/02/17	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:		05/29/17	06/04/17	----1--				1	\$295.00				
N 2	3	06/02/17	06/02/17	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:		05/29/17	06/04/17	----1--				1	\$130.00				
N 3	3	06/02/17	06/02/17	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:		05/29/17	06/04/17	----1--				1	\$140.00				
N 4	3	06/02/17	06/02/17	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:		05/29/17	06/04/17	----1--				1	\$155.00				
N 5	3	06/02/17	06/02/17	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:		05/29/17	06/04/17	----1--				1	\$155.00				
N 6	3	06/02/17	06/02/17	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:		05/29/17	06/04/17	----1--				1	\$280.00				
N 7	3	06/02/17	06/02/17	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:		05/29/17	06/04/17	----1--				1	\$890.00				
N 8	3	05/29/17	05/29/17	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:		05/29/17	06/04/17	1-----				1	\$65.00				
N 9	3	05/29/17	05/29/17	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:		05/29/17	06/04/17	1-----				1	\$295.00				
N 10	3	05/29/17	05/29/17	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:		05/29/17	06/04/17	1-----				1	\$130.00				
N 11	3	05/29/17	05/29/17	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:		05/29/17	06/04/17	1-----				1	\$140.00				
N 12	3	05/29/17	05/29/17	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	1	\$120.00

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.



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

<u>Contract / Revision</u> 507165 /		<u>Alt Order #</u> 08648175
<u>Contract Dates</u> 05/29/17 - 06/04/17		<u>Product</u> VOGEL 4 LT. GOVERNOR
<u>Advertiser</u> Vogel/R/Lt Gov/VA		<u>Estimate #</u> 278/358/2987
		<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:		05/29/17	06/04/17	1-----				1	\$120.00				
N 13	3	05/29/17	05/29/17	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:		05/29/17	06/04/17	1-----				1	\$155.00				
N 14	3	05/29/17	05/29/17	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:		05/29/17	06/04/17	1-----				1	\$280.00				
N 15	3	06/03/17	06/03/17	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:		05/29/17	06/04/17	-----1-				1	\$360.00				
N 16	3	06/03/17	06/03/17	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:		05/29/17	06/04/17	-----1-				1	\$235.00				
N 17	3	06/03/17	06/03/17	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:		05/29/17	06/04/17	-----1-				1	\$130.00				
N 18	3	06/04/17	06/04/17	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:		05/29/17	06/04/17	-----1				1	\$165.00				
N 19	3	06/04/17	06/04/17	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:		05/29/17	06/04/17	-----1				1	\$235.00				
N 20	3	06/04/17	06/04/17	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:		05/29/17	06/04/17	-----1				1	\$830.00				
N 21	3	06/04/17	06/04/17	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:		05/29/17	06/04/17	-----1				1	\$315.00				
N 22	3	06/01/17	06/02/17	M-F 5p-530p	5p-530p		:30				NM	2	\$890.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/29/17	06/04/17	---11--				2	\$445.00				
N 23	3	06/01/17	06/01/17	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:		05/29/17	06/04/17	---1---				1	\$295.00				
N 24	3	06/01/17	06/01/17	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:		05/29/17	06/04/17	---1---				1	\$130.00				
N 25	3	06/01/17	06/01/17	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:		05/29/17	06/04/17	---1---				1	\$140.00				
N 26	3	06/01/17	06/01/17	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:		05/29/17	06/04/17	---1---				1	\$120.00				
N 27	3	06/01/17	06/01/17	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:		05/29/17	06/04/17	---1---				1	\$155.00				
N 28	3	06/01/17	06/01/17	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:		05/29/17	06/04/17	---1---				1	\$280.00				
N 29	3	05/30/17	05/30/17	M-F 10a-11a	10:00 AM-11:00 AM		:30				NM	1	\$65.00

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.



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

<u>Contract / Revision</u> 507165 /		<u>Alt Order #</u> 08648175
<u>Contract Dates</u> 05/29/17 - 06/04/17		<u>Product</u> VOGEL 4 LT. GOVERNOR
<u>Advertiser</u> Vogel/R/Lt Gov/VA		<u>Estimate #</u> 278/358/2987
		<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:		05/29/17	06/04/17	-1-----				1	\$65.00				
N 30	3	05/30/17	05/30/17	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:		05/29/17	06/04/17	-1-----				1	\$295.00				
N 31	3	05/30/17	05/30/17	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:		05/29/17	06/04/17	-1-----				1	\$130.00				
N 32	3	05/30/17	05/30/17	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:		05/29/17	06/04/17	-1-----				1	\$155.00				
N 33	3	05/30/17	05/30/17	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:		05/29/17	06/04/17	-1-----				1	\$120.00				
N 34	3	05/30/17	05/30/17	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:		05/29/17	06/04/17	-1-----				1	\$155.00				
N 35	3	05/30/17	05/30/17	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:		05/29/17	06/04/17	-1-----				1	\$280.00				
N 36	3	05/30/17	05/30/17	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:		05/29/17	06/04/17	-1-----				1	\$260.00				
N 37	3	05/30/17	05/30/17	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:		05/29/17	06/04/17	-1-----				1	\$1,555.00				
N 38	3	05/31/17	05/31/17	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:		05/29/17	06/04/17	--1----				1	\$65.00				
N 39	3	05/31/17	05/31/17	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:		05/29/17	06/04/17	--1----				1	\$295.00				
N 40	3	05/31/17	05/31/17	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:		05/29/17	06/04/17	--1----				1	\$130.00				
N 41	3	05/31/17	05/31/17	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:		05/29/17	06/04/17	--1----				1	\$155.00				
N 42	3	05/31/17	05/31/17	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:		05/29/17	06/04/17	--1----				1	\$155.00				
N 43	3	05/31/17	05/31/17	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:		05/29/17	06/04/17	--1----				1	\$280.00				
N 44	3	05/31/17	05/31/17	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:		05/29/17	06/04/17	--1----				1	\$275.00				
N 45	3	06/01/17	06/01/17	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:		05/29/17	06/04/17	---T---				1	\$135.00				
Totals								0.00				46	\$12,015.00

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.



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

<u>Contract / Revision</u>	<u>Alt Order #</u>
507165 /	08648175

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
05/29/17 - 06/04/17	VOGEL 4 LT. GOVERN	278/358/2987

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

<u>Time Period</u>	<u># of Spots</u>	<u>Gross Amount</u>	<u>Agency Comm.</u>	<u>Net Amount</u>
05/29/17 - 06/04/17	46	\$12,015.00	(\$1,802.25)	\$10,212.75
Totals	46	\$12,015.00	(\$1,802.25)	\$10,212.75

Signature: _____ **Date:** _____

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.