

CONTRACT



www.koat.com

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

And:

Greer Margolis Mitchell Burns
Attention: Andrew Hutson
3050 K St NW
Washington, DC 20007

Contract / Revision 1793359 /		Alt Order # 09248942
Product Issue		
Contract Dates 09/25/18 - 10/01/18		Estimate # 7264 NEA ADV/AFT SC
Advertiser NEA Adv Fund/ Aft Solidarity		Original Date / Revision 10/01/18 / 10/01/18
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property KOAT	Account Executive Mary Tricoli	Sales Office HRP-Philadelph
Special Handling		
Demographic Adults 35+		
Agv Code 9912856	Advertiser Code 446	Product 1/2 475
Agency Ref		Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 4	KOAT	09/25/18	09/28/18	Live with Kelly & Ryan	9-10a		:30			P-1		NM	1	\$250.00
Class of Time - Fixed Non Pre-emptible														
		<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	-TWTF--				3	\$250.00					
<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	-TuWThF----	:30		\$250.00			NM		
Credited														
2	KOAT	09/24/18-09/30/18		Live with Kelly & Ryan	9-10a	-TuWThF----	:30		\$250.00			NM		
Credited														
N 5	KOAT	09/25/18	10/01/18	The View 10-11a	10-11a		:30			P-1		NM	2	\$600.00
Class of Time - Fixed Non Pre-emptible														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/25/18	10/01/18	MTWTF--				4	\$300.00					
<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>		
3	KOAT	09/25/18-10/01/18		The View 10-11a	10-11a	MTuWThF----	:30		\$300.00			NM		
Credited														
4	KOAT	09/25/18-10/01/18		The View 10-11a	10-11a	MTuWThF----	:30		\$300.00			NM		
Credited														
N 6	KOAT	09/25/18	10/01/18	DR OZ DAY	11A-12P		:30			P-1		NM	1	\$125.00
Class of Time - Fixed Non Pre-emptible														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		09/25/18	10/01/18	MTWTF--				2	\$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	09/25/18-10/01/18		DR OZ DAY	11A-12P	MTuWThF----	:30		\$125.00			NM		
Credited														
N 7	KOAT	09/25/18	09/28/18	GMA DAY	12-1P		:30			P-1		NM	1	\$150.00
Class of Time - Fixed Non Pre-emptible														
		<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	-TWTF--				2	\$150.00					

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

This contract is subject to the Standard Terms and Conditions for Purchase of Broadcast Advertising, which can be reviewed at the following URL: www.hearst.com/newsroom/hearst-television-advertising-sales

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, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

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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3801 Carlisle Blvd. NE
Albuquerque, NM 87107
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<u>Contract / Revision</u> 1793359 /		<u>Alt Order #</u> 09248942
<u>Contract Dates</u> 09/25/18 - 10/01/18	<u>Product</u> Issue	<u>Estimate #</u> 7264 NEA ADV/AFT SOLI
<u>Advertiser</u> NEA Adv Fund/ Aft Solid:		<u>Original Date / Revision</u> 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>				
		2	KOAT	09/24/18-09/30/18	GMA DAY	12-1P	-TuWThF----	:30	\$150.00			NM		
		Credited												
N 10	KOAT	09/25/18	09/28/18	M-F A7N @ 4p	4-5p		:30			P-1		NM	2	\$700.00
		Class of Time - Fixed Non Pre-emptible												
		<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	-TWTF--				3	\$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>				
		2	KOAT	09/24/18-09/30/18	M-F A7N @ 4p	4-5p	-TuWThF----	:30	\$350.00			NM		
		Credited												
N 42	KOAT	09/29/18	09/29/18	College Football Sa 13128p-6p			: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	-----S-				1	\$510.00					
		<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	College Football Sa 130-p	128p-6p	-----Sa--	:30	\$510.00			NM		
		Credited												
								Totals	0.00				67	\$33,645.00

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

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Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount	*Tax 1	Total
08/27/18 - 09/30/18	58	\$28,795.00	(\$4,319.25)	\$24,475.75	\$1,927.47	\$26,403.22
10/01/18 - 10/01/18	9	\$4,850.00	(\$727.50)	\$4,122.50	\$324.65	\$4,447.15
Totals	67	\$33,645.00	(\$5,046.75)	\$28,598.25	\$2,252.12	\$30,850.37

Signature: _____ Date: _____

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FROM REP OCT2/18 09.56
CHANGES *** KOAT-TV ***

PROGRAM : LIVE WITH KELLY AND RYAN
CON COM1: LIVE WITH KELLY AND RYAN
CREDIT TAKEN FOR 2 SPOT(S) MISSED SEP27

REP HEADLINE# 9248942 TRF# 1793359
 \$\$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100
 ORDER WORKSHEET

FAX# 610-225-1191
 HARRIS REPORT FROM REP OCT2/18 09.56
 CHANGES *** KOAT-TV ***

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

5	ES		1000A-1100A	30		\$300.00	9/25	10/1	2		TU-F,M	2
PROGRAM : THE VIEW												
CON COM1: THE VIEW												
CREDIT TAKEN FOR 2 SPOT(S) MISSED SEP27												

6	ES		1100A-1200N	30		\$125.00	9/25	10/1	1		TU-F,M	1
PROGRAM : DR. OZ												
CON COM1: DR. OZ												
CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP28												

7	S		1200N-100P	30		\$150.00	9/25	9/28	1		TU-F	1
PROGRAM : THE CHEW/ GMA												
CON COM1: THE CHEW/ GMA												
CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP27												

11	S		400P-500P	30		\$350.00	9/25	9/28	2		TU-F	2
PROGRAM : A7N												
CON COM1: A7N												
CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP27												

47	S		130P-500P	30		\$510.00	9/29	9/29	0		SAT	0
PROGRAM : COLLEGE FTBL												
ORD COM1: PROG CHG. PLEASE ADVISE ASAP ON MG OFFER. WE ARE ALSO SPENDING THE												
ORD COM2: \$160 IN OVERPAYMENTS.												
THIS IS A MAKE-GOOD FOR SEP29 ON LINE-15 FOR 1 SPOT/WK												
CREDIT TAKEN FOR 1 SPOT(S) MISSED SEP29												

STATION MAKEGOOD OFFERS:												
M3	OK'D	BUY#4	MISSED: TU-F/900A-1000A				SEP27 (2/WK)		30S		\$250.00	
		BUY#5	TU-F,M/1000A-1100A				SEP27 (2/WK)		30S		\$300.00	(OCT1/18)
		BUY#6	TU-F,M/1100A-1200N				SEP28		30S		\$125.00	
		BUY#7	TU-F/1200N-100P				SEP27		30S		\$150.00	
		BUY#11	TU-F/400P-500P				SEP27		30S		\$350.00	
		BUY#47	SAT/130P-500P				SEP29		30S		\$510.00	
OFFER: NONE												
CMT: SPOTS DNA DUE TO COVERAGE OF HEARINGS.												

SEP/18 29220.00 OCT/18 \$4,425.00

CONTRACT TOTAL 33645.00
 TOTAL SPOTS 67

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 HEADLINE# 9248942 TRF# 1793359
\$\$\$ MOD# 2: APPROVED REV #0 \$\$\$

REP: TEL# 610-293-4100
ORDER WORKSHEET

FAX# 610-225-1191
HARRIS REPORT FROM STATION OCT1/18 15.12
*** KOAT-TV ***

ADV # ADV. NAME ISS/NEA AF-AFT SOLIDARITY
AGY # AGY. NAME GREER, MARGOLIS, MITCHELL

REP. # OFF. # SALESMAN #
BUYER NAME ANDREW HUTSON
SALES PRSN PH- MARY TRICOLI

3050 K ST NW,
WASHINGTON 20007

ORDER # CONTRACT # 9248942

CLASS: NATL. LOCAL REGIONAL

PRDCT NEA ADV/AFT SOLIDAR EST#7264 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES SEP25/18 OCT1/18 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE OCT1/18 15.12

STA:

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

ALL INVOICES ARE TO BE SENT TO:
GREER MARGOLIS
3050 K ST NW
WASHINGTON, DC 20007

NEA ADVOCACY FUND/AFT SOLIDARITY
STATION MAKEGOOD OFFERS:
M3 UNRESL BUY#4 MISSED: TU-F/900A-1000A

BUY#5	TU-F,M/1000A-1100A	30S	\$250.00	(OCT1/18)
BUY#6	TU-F,M/1100A-1200N	30S	\$300.00	
BUY#7	TU-F/1200N-100P	30S	\$125.00	
BUY#11	TU-F/400P-500P	30S	\$150.00	
BUY#47	SAT/130P-500P	30S	\$350.00	
		30S	\$510.00	

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

CONTRACT TOTAL 35880.00
TOTAL SPOTS 75