



CONTRACT

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

Contract / Revision 1798930 /		Alt Order # 09275894
Product Candidate		
Contract Dates 10/23/18 - 10/29/18	Estimate # 7151 COLON ST AUDIT	
Advertiser Colon/D/State Auditor		Original Date / Revision 10/26/18 / 10/26/18
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 9915780	Advertiser Code 1004	Product 1/2 1020
Agency Ref		Advertiser Ref

And:

Buying Time, LLC.
Attention: Cathie Herrick
650 Massachusetts Ave NW
Ste 210
Washington, DC 20001

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 1	KOAT	10/28/18	10/28/18	Sun 10a-1030a	Sun 10a-1030a		: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:		10/22/18	10/28/18	-----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	10/22/18-10/28/18	Sun 10a-1030a	Sun 10a-1030a		-----S	:30	\$425.00	NM				
Credited														
N 11	KOAT	10/29/18	10/29/18	Entertainment Tonight 630-7p			: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:		10/29/18	11/04/18	1-----	1			\$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	10/29/18-11/04/18	Entertainment Tonight 630-7p	630-7p		M-----	:30	\$350.00	NM				
Credited														
N 18	KOAT	10/26/18	10/26/18	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:		10/22/18	10/28/18	----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	10/22/18-10/28/18	Live with Kelly & Ryan	9-10a		-----F-----	:30	\$450.00	NM				
Credited														
N 36	KOAT	10/28/18	10/28/18	Su 6a A7N More in the6-9a			:30			P-1		NM	1	\$325.00
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:		10/22/18	10/28/18	-----S	1			\$325.00						
N 37	KOAT	10/28/18	10/28/18	CASTLE SAT LF	SU 1130-1230a		:30			P-1		NM	1	\$100.00
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:		10/22/18	10/28/18	-----S	1			\$100.00						

(* 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.

Contract Agreement Between:



www.koat.com

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

Contract / Revision		Alt Order #
1798930 /		09275894
Contract Dates		Estimate #
10/23/18 - 10/29/18		7151 COLON ST AUDITO
Advertiser		Original Date / Revision
Colon/D/State Auditor		10/26/18 / 10/26/18

*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>						
N 38	KOAT	10/28/18	10/28/18	CASTLE SUN LF	Sun 1230-130xm		:30			P-1		NM	1	\$40.00
		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>						
		10/28/18	10/28/18	-----S	1		:30	\$40.00						
Week:		10/22/18	10/28/18							P-1		NM	1	\$150.00
		Nightline												
N 39	KOAT	10/29/18	10/29/18	Nightline	Nightline									
		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>						
		10/29/18	11/04/18	M-----	1			\$150.00						
Week:		10/29/18	11/04/18											
Totals													37	\$12,675.00
													0.00	

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

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount	*Tax 1	Total
10/01/18 - 10/28/18	30	\$7,000.00	(\$1,050.00)	\$5,950.00	\$468.56	\$6,418.56
10/29/18 - 10/29/18	7	\$5,675.00	(\$851.25)	\$4,823.75	\$379.87	\$5,203.62
Totals	37	\$12,675.00	(\$1,901.25)	\$10,773.75	\$848.43	\$11,622.18

Signature: _____ Date: _____

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REP HEADLINE# 9275894 TRF# 1798930
\$\$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100
ORDER WORKSHEET

FAX# 610-225-1191
HARRIS REPORT FROM REP OCT26/18 14.39
CHANGES *** KOAT-TV ***

ADV # _____ ADV. NAME POLI/B COLON/D/AUD/NM
AGY # _____ AGY. NAME BUYING TIME, LLC
650 MASSACHUSETTS AVE.N.W. #210
WASHINGTON, DC 20001

REP.# _____ OFF.# _____ SALESMAN # _____
BUYER NAME CATHIE HERRICK
SALES PRSN PH- MARY TRICOLI

ORDER # _____ CONTRACT # 9275894 CLASS: NATL. LOCAL REGIONAL
PRDCT COLON ST AUDITOR EST#7151 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES OCT23/18 OCT29/18 WK-1 DATE OCT26/18 14.39
CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____

REP: M2 APPLIED - MKGD ON LN 36-39
TOTAL IS \$12,675
PLEASE CONFIRM
THANKS EMILY

STA:

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
COLON ST AUDITOR

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS/WK	:WEEK INVT	:DAYS	:TOTL SPTS
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AGENCY ADVERTISER CODE = 1004
AGENCY PRODUCT CODE = 1020

AGENCY EST# = 7151

1 S 1000A-1030A 30

\$125.00

10/28

10/28

0

SUN

0

PROGRAM : MATTER OF FACT
CON COM1: MATTER OF FACT

36 A 600A-900A 30

\$325.00

10/28

10/28

1

SUN

1

PROGRAM : NEWS
ORD COM1: SPOTS WERE PRE'D. PLS RESOLVE ASAP. WILL CREDIT \$10
THIS IS A MAKE-GOOD FOR OCT28 ON LINE-1 FOR 1 SPOT/WK
THIS IS A MAKE-GOOD FOR OCT29 ON LINE-11 FOR 1 SPOT/WK
THIS IS A MAKE-GOOD FOR OCT26 ON LINE-18 FOR 1 SPOT/WK

REP HEADLINE# 9275894 TRF# 1798930
\$\$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100
ORDER WORKSHEET

FAX# 610-225-1191
HARRIS REPORT FROM REP OCT26/18 14.39
CHANGES *** KOAT-TV ***

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS/WK	:WEEK INVT	:DAYS	:TOTL SPTS
37	A		1130P-1230A	30		\$100.00	10/28	10/28	1		SUN	1
PROGRAM : CASTLE ORD COM1: SPOTS WERE PRE'D. PLS RESOLVE ASAP. WILL CREDIT \$10 PART OF A MAKEGOOD MADE UP OF LINES 36-39												
38	A		1230A-130A	30		\$40.00	10/28	10/28	1		SUN	1
PROGRAM : CASTLE ORD COM1: SPOTS WERE PRE'D. PLS RESOLVE ASAP. WILL CREDIT \$10 PART OF A MAKEGOOD MADE UP OF LINES 36-39												
39	A		1200M-1230A	30		\$150.00	10/29	10/29	1		MON	1
PROGRAM : NIGHTLINE ORD COM1: SPOTS WERE PRE'D. PLS RESOLVE ASAP. WILL CREDIT \$10 PART OF A MAKEGOOD MADE UP OF LINES 36-39												
11	S		630P-700P	30		\$350.00	10/29	10/29	0		MON	0
PROGRAM : ENTERTAINMENT TONIGHT CON COM1: ENTERTAINMENT TONIGHT												
18	S		900A-1000A	30		\$150.00	10/26	10/26	0		FRI	0
PROGRAM : LIVE WITH KELLY ORD COM1: LUR CON COM1: LIVE WITH KELLY												
STATION MAKEGOOD OFFERS:												
M2	OK'D	BUY#1	MISSED: SUN/1000A-1030A				OCT28		30S	\$125.00	(OCT26/18)	
		BUY#11	MON/630P-700P				OCT29		30S	\$350.00		
		BUY#18	FRI/900A-1000A				OCT26		30S	\$150.00		
			OFFER: SUN/600A-900A				OCT28		30S	\$325.00	PLS ADVISE.	
			& SUN/1130P-1230A				OCT28		30S	\$100.00		
			& SUN/1230A-130A				OCT28		30S	\$40.00		
			& MON/1200M-1230A				OCT29		30S	\$150.00		
CMT: SPOTS WERE PRE'D. PLS RESOLVE ASAP. WILL CREDIT \$10												
											CONTRACT TOTAL	12675.00
											TOTAL SPOTS	37

OCT/18 \$7,000.00 NOV/18 \$5,675.00

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# 9275894 TRF# 1798930
\$\$\$ MOD# 2: APPROVED REV #0 \$\$\$

REP: TEL# 610-293-4100
ORDER WORKSHEET

FAX# 610-225-1191
HARRIS REPORT FROM STATION OCT26/18 11.49
*** KOAT-TV ***

ADV # _____ ADV. NAME POLI/B COLON/D/AUD/NM
AGY # _____ AGY. NAME BUYING TIME, LLC
650 MASSACHUSETTS AVE.N.W. #210
WASHINGTON, DC 20001

REP.# _____ OFF.# _____ SALESMAN # _____
BUYER NAME CATHIE HERRICK
SALES PRSN PH- MARY TRICOLI

ORDER # _____ CONTRACT # 9275894 CLASS: NATL. LOCAL REGIONAL
PRDCT COLON ST AUDITOR EST#7151 COMMENTS: (LINE, ORDER, INVOICE)
FLIGHT DATES OCT23/18 OCT29/18 WK-1 DATE OCT26/18 11.49
CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____

STA:

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

COLON ST AUDITOR
STATION MAKEGOOD OFFERS:
M2 UNRESL BUY#1 MISSED: SUN/1000A-1030A OCT28 30S \$125.00 (OCT26/18)
BUY#11 MON/630P-700P OCT29 30S \$350.00
BUY#18 FRI/900A-1000A OCT26 30S \$150.00
OFFER: SUN/600A-900A OCT28 30S \$325.00 PLS ADVISE.
& SUN/1130P-1230A OCT28 30S \$100.00
& SUN/1230A-130A OCT28 30S \$40.00
& MON/1200M-1230A OCT29 30S \$150.00
CMT: SPOTS WERE PRE'D. PLS RESOLVE ASAP. WILL CREDIT \$10
CONTRACT TOTAL 12685.00
TOTAL SPOTS 36