

Done 6/11/19 @

NAB Form PB-18 Issues

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b> WTOP-FM Washington, DC , WWWT, WTLP	<b>Date:</b> 2/1/2019
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I, **Horsepower Media**

do hereby request station time concerning the following issue:

PhRMA
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Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
See Schedule	See Schedule	See Schedule	See Schedule	See Schedule	See Schedule

This broadcast time will be used by: PhRMA

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**  
☐ Yes ☒ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

--

I represent that the payment for the above described broadcast time has been furnished by (name and address):

--

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

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For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
DOES NOT "COMMUNICATE A POLITICAL MATTER OF NATIONAL  
IMPORTANCE"**

I represent that the payment for the above described broadcast time has been furnished  
by (name and address):

PhRMA  
950 F St NW  
Suite 300  
Washington, DC 20004

and you are authorized to announce the time as paid for by such person or entity  
(hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of  
directors below (or attach separately):

Tracey Merchant - Vice President & Controller

**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.

**TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)**

11/31/19      [Signature]      703-653-4877  
Date                      Signature                      Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☒ Accepted                      ☐ Accepted in Part                      ☐ Rejected  
[Signature]                      Shirley Quark                      Sales Manager  
Signature                      Printed Name                      Title

# Broadcast Contract

HORSEPOWER MEDIA (A)  
PhRMA  
817 Slaters Lane  
Alexandria, VA 22314

Attn: Ben Angle

Start Date 06/10/19	Contract# 47801	Mod# 1
End Date 06/14/19	Date Entered 06/04/19	Date Last Modified 06/12/19
Advertiser PhRMA	Station Market WTOP-FM	
Product DC Radio	SalesRep/Office Skip Quast	

Standard Billing Cycle Estimate# 11114

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
4	MO 06/10/19 FR 06/14/19	05:00A-10:00A	30	--	--	--	2	2	--	--	4	\$1,875.00
5	MO 06/10/19 FR 06/14/19	10:00A-03:00P	30	--	--	1	2	2	--	--	5	\$750.00
6	MO 06/10/19 FR 06/14/19	03:00P-08:00P	30	--	--	2	2	2	--	--	6	\$1,500.00

-----Additional Comments-----	Total Spots	Spots Total\$	Agency Commission	Net	Gross
	15	20,250.00	\$3,037.50	\$ 17,212.50	\$ 20,250.00

## Billing Projections: By Month

	Jun 19
CA	20,250.00
ST	20,250.00

FCC Nondiscrimination Notice: Hubbard Washington DC, LLC and WTOP/WFED do not discriminate in advertising arrangements on the basis of race or ethnicity. Any arrangement entered into with an advertiser whose intent is to discriminate in such manner shall be null and void. In compliance with FCC rules, broadcaster includes this nondiscrimination provision in all advertiser arrangements.

Accepted for Station

Accepted for advertiser OR agency(and MBS, if any) as agent for the advertiser

Name \_\_\_\_\_ Title \_\_\_\_\_  
See reverse for accepted terms and conditions, if any

Name \_\_\_\_\_ Title \_\_\_\_\_  
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# Broadcast Contract

HORSEPOWER MEDIA (A)  
PhRMA  
817 Slaters Lane  
Alexandria, VA 22314

Attn: Ben Angle

Start Date 06/17/19	Contract# 47802	Mod# 1
End Date 06/21/19	Date Entered 06/04/19	Date Last Modified 06/12/19
Advertiser PhRMA	Station Market WTOP-FM	
Product DC Radio	SalesRep/Office Skip Quast	

Standard Billing Cycle Estimate# 11115

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
1	MO 06/17/19 FR 06/21/19	05:00A-10:00A	30		2	2	2	2	2	--	10	\$1,875.00
2	MO 06/17/19 FR 06/21/19	10:00A-03:00P	30		2	2	2	2	2	--	10	\$750.00
3	MO 06/17/19 FR 06/21/19	03:00P-08:00P	30		2	2	2	2	2	--	10	\$1,500.00

-----Additional Comments-----	Total Spots	Spots Total\$	Agency Commission	Net	Gross
	30	41,250.00	\$6,187.50	\$ 35,062.50	\$ 41,250.00

## Billing Projections: By Month

	Jun 19
CA	41,250.00
ST	41,250.00

FCC Nondiscrimination Notice: Hubbard Washington DC, LLC and WTOP/WFED do not discriminate in advertising arrangements on the basis of race or ethnicity. Any arrangement entered into with an advertiser whose intent is to discriminate in such manner shall be null and void. In compliance with FCC rules, broadcaster includes this nondiscrimination provision in all advertiser arrangements.

Accepted for Station

Accepted for advertiser OR agency(and MBS, if any) as agent for the advertiser

\_\_\_\_\_  
Name Title  
See reverse for accepted terms and conditions, if any

\_\_\_\_\_  
Name Title  
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