

CONTRACT

KOB
125 South Fir Street
Medford, OR 97501
(541) 779-5555

kobi5.com

And:

Hopkins + Sachs
1322 G Street, SE
Washington, DC 20003

Contract / Revision 15626 /		Alt Order # 25345540
Product avakian-d-sec of st		
Contract Dates 11/03/16 - 11/04/16		Estimate # 4665
Advertiser Elect Brad Avakian		Original Date / Revision 11/02/16 / 11/02/16
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Station KOB	Account Executive Philadelphia Katz Ea	Sales Office Katz-Philadelph
Special Handling		
Demographic Adults 35+		
IDB#	Advertiser Code 660	Product Code 690
Agency Ref		Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	All	11/03/16	11/03/16	NBC5 News @ Sunrise	5:30 AM-6:00 AM		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$30.00			
2	All	11/03/16	11/03/16	NBC5 News @ Sunrise	6:00 AM-7:00 AM		:30			NM	1	\$36.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$36.00			
3	All	11/03/16	11/03/16	Today Show I	7:00 AM-9:00 AM		:30			NM	3	\$180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				3	\$60.00			
4	All	11/03/16	11/03/16	Today Show II	9:00 AM-10:00 AM		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$50.00			
5	All	11/03/16	11/03/16	The Doctors	12:00 PM-1:00 PM		:30			NM	1	\$5.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$5.00			
6	All	11/03/16	11/03/16	Days of our Lives	1:00 PM-2:00 PM		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$50.00			
7	All	11/03/16	11/03/16	Dr. Oz	4:00 PM-5:00 PM		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$30.00			
8	All	11/03/16	11/03/16	NBC5 News @ 5p	5:00 PM-5:30 PM		:30			NM	1	\$90.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$90.00			
9	All	11/03/16	11/03/16	M-F NBC5 News @ 6p	6:00 PM-6:30 PM		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$75.00			
10	All	11/03/16	11/03/16	M-F NBC5 News @ 6p	6:30 PM-7:00 PM		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$75.00			
11	All	11/03/16	11/03/16	NBC5 News @ 7p	7:00 PM-7:30 PM		:30			NM	1	\$45.00
		<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)

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. Two week advance cancellation notice is required unless otherwise specified.

In accordance with Federal Communications Commission requirements, California Oregon Broadcasting, Inc. will not discriminate in any contract for advertising on the basis of race or gender, and all such contracts will be evaluated, accepted, negotiated and completed without regard to race or gender.



KOBI
125 South Fir Street
Medford, OR 97501
(541) 779-5555

kobi5.com

Contract / Revision	Alt Order #
15626 /	25345540

Contract Dates	Product	Estimate #
11/03/16 - 11/04/16	avakian-d-sec of st	4665

Advertiser	Original Date / Revision
Elect Brad Avakian	11/02/16 / 11/02/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$45.00			
12	All	11/03/16	11/03/16	Entertainment Tonight	7:30 PM-8:00 PM		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$30.00			
13	All	11/03/16	11/03/16	Late 11p News M-F	11:00 PM-11:35 PM		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$60.00			
14	All	11/03/16	11/03/16	Tonight Show: Fallon	11:35 PM-12:35 AM		:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$45.00			
N 15	All	11/03/16	11/03/16	Chicago Med	9:00 PM-10:00 PM		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/31/16	11/06/16	---T---				1	\$175.00			
	<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	All	10/31/16-11/06/16	Chicago Med	9:00 PM-10:00 PM	----Th-----	:30		\$175.00	NM		
Credited												
Totals											16	\$801.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/31/16 - 11/03/16	16	\$801.00	(\$120.15)	\$680.85
Totals	16	\$801.00	(\$120.15)	\$680.85

Signature: _____ **Date:** _____

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125 West 55th St
New York, NY 10019

Contract # 25345540 **Changes as of:** 11/2/2016 at 12:39 PM **Version:** Highlighting Revision 2

CPE: 660/690/4665 **Flight:** 11/3/16 - 11/4/16 **Station:** KOBI **Total \$:** \$801.00

Agency: Hopkins + Sachs **Advertiser:** AVAKIAN, BRAD **Market:** Medford-Ashland **Total Spots:** 16

1322 G Street, SE **Product:** avakian-d-sec of st **Office:** PHILADELPHIA **Total CPP:** \$0.00

Washington, DC 20003 **Agency Order #:** 5535542 **Primary Demo:** Adults 35+ **Total GRP:**

Buyer: Lauren Richards **Con Type:** POLITICAL/VOTE **Traffic #:** 15626

Salesperson: SHEPARD RITZEN **Assistant:** SHEPARD RITZEN **Separation:**

Comments: chi med spot n/a @ \$175. was \$976, now 801

#	Day/Time	DP	Program	Rate	A35P Rating	Len	11/3 - 11/4			Total Spots	Total \$	CPP	GRP
							11/3	11/4					
REV-	15 9p-10p		CHICAGO MED	\$175.00	0	30	1	0	0	0	\$0.00	\$0.00	0.0
TOTALS:							16	0	0	16	\$801.00	\$0.00	0.0



125 West 55th St
New York, NY 10019

KATZ TELEVISION GROUP

Contract # 25345540 Changes as of: 11/2/2016 at 12:39 PM Version: Highlighting Revision 2

CPE: 660/690/4665 Flight: 11/3/16 - 11/4/16 Station: KOB
Agency: Hopkins + Sachs Advertiser: AVAKIAN, BRAD Market: Medford-Ashland
1322 G Street, SE Product: avakian-d-sec of st Office: PHILADELPHIA
Washington, DC 20003 Agency Order #: 5535542 Primary Demo: Adults 35+
Buyer: Lauren Richards Con Type: POLITICAL/VOTE
Salesperson: SHEPARD RITZEN Assistant: SHEPARD RITZEN
215-567-7950 Traffic #: 15626
Separation:

Total \$: \$801.00
Total Spots: 16
Total CPP: \$0.00
Total GRP:

Special Instructions	
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Order Level Comments		
Date/Time	Added by	Comment
11/02/16 12:39 PM	SHEPARD RITZEN	chi med spot n/a @ \$175. was \$976, now 801
11/01/16 6:09 AM	SHEPARD RITZEN	only one day: 11/3
11/01/16 6:09 AM	SHEPARD RITZEN	only one day: 11/3

Competitive Information	
Market Budget: \$4,216	
KOB Share: 19%	
Comment: updated	
KDRV: 46%	
KMVU: 11%	
KTVL: 24%	

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
	100%	16	\$801.00	N/A
Total	100%	16	\$801.00	N/A

Monthly Summary		
Month	Spots	Dollars
2016-Nov	16	\$801.00
Total	16	\$801.00

Transaction History						
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg
Revision	11/2/16 12:39 PM	SHEPARD RITZEN	Revised		1	\$-175.00
Queued for Electronic Contracting	11/1/16 9:56 AM					\$0
Queued for Electronic Contracting	11/1/16 9:01 AM					\$0
Revision	11/1/16 6:09 AM	SHEPARD RITZEN	Confirmed			\$976.00
New	11/1/16 5:47 AM	SHEPARD RITZEN	New	17		\$976.00

Changes: Comments from only one day: 11/3 to chi med spot n/a @ \$175. was \$976, now 801, User Entered \$ from \$976.00 to \$801.00, Total Spots from 17 to 16, Calculated Dollars from \$976.00 to \$801.00, Competitive Market Budget from \$5,137 to \$4,216, Total \$ from \$976.00 to \$801.00, 1 buyline added or modified.

Changes: Comments from Separation: 30 to only one day: 11/3, Competitive Market Budget from \$7,783 to \$5,137, Competitive Comment from est for WTVL to updated, Buyer from Placement, Media to Lauren Richards, Product from Candidate to avakian-d-sec of st, Demo Meta to [R16], User Entered \$ from \$0.00 to \$976.00, Flight End from 11/3/16 to 11/4/16, 15 buylines added or modified.

Non-Discrimination Policy	PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.
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