

# 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> 187733 /		<u>Alt Order #</u> 07907078
<u>Product</u> WAGNER 9/10		
<u>Contract Dates</u> 09/10/15 - 09/15/15		<u>Estimate #</u> 17/21/77
<u>Advertiser</u> Warner/RVA Senate		<u>Original Date / Revision</u> 09/10/15 / 09/10/15
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WTKR-TV	<u>Account Executive</u> Jamie Andrus	<u>Sales Office</u> NSO Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
		<u>Total Ratings</u> 34.90
<u>IDB#</u> 12521	<u>Advertiser Code</u> 17	<u>Product Code</u> 21
<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	09/11/15	09/11/15	M-F 11p-1135p	11:00 PM-11:35 PM		:30				NM	1	\$290.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/07/15	09/13/15	----1--				1	\$290.00	4.10			
N 2	3	09/11/15	09/11/15	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/07/15	09/13/15	----1--				1	\$125.00	2.10			
N 3	3	09/11/15	09/11/15	M-F 6p-630p	6:00 PM-6:30 PM		:30				NM	1	\$290.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/07/15	09/13/15	----1--				1	\$290.00	4.30			
N 4	3	09/11/15	09/11/15	M-F 6a-7a	6:00 AM-7:00 AM		:30				NM	1	\$170.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/07/15	09/13/15	----1--				1	\$170.00	3.10			
N 5	3	09/14/15	09/14/15	M-F 11p-1135p	11:00 PM-11:35 PM		:30				NM	1	\$290.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/14/15	09/20/15	1-----				1	\$290.00	4.10			
N 6	3	09/14/15	09/14/15	M-F 5a-6a	5:00 AM-6:00 AM		:30				NM	1	\$65.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/14/15	09/20/15	1-----				1	\$65.00	1.40			
N 7	3	09/14/15	09/14/15	M-F 6p-630p	6:00 PM-6:30 PM		:30				NM	1	\$290.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/14/15	09/20/15	1-----				1	\$290.00	4.30			
N 8	3	09/14/15	09/14/15	M-F 6a-7a	6:00 AM-7:00 AM		:30				NM	1	\$170.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/14/15	09/20/15	1-----				1	\$170.00	3.10			
N 10	3	09/15/15	09/15/15	M-F 11p-1135p	11:00 PM-11:35 PM		:30				NM	1	\$290.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/14/15	09/20/15	-1-----				1	\$290.00	4.10			
N 11	3	09/15/15	09/15/15	M-F 6p-630p	6:00 PM-6:30 PM		:30				NM	1	\$290.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/14/15	09/20/15	-1-----				1	\$290.00	4.30			
N 12	3	09/13/15	09/13/15	NFL Reg Ssn Post Gm	Various		:30				NM	1	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/07/15	09/13/15	-----S				1	\$1,750.00	0.00			
N 13	3	09/12/15	09/12/15	Redskins Chronicles	1135p-1235a		:30				NM	1	\$100.00

(\* 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.



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**Norfolk, VA 23510**  
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187733 /	07907078

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/10/15 - 09/15/15	WAGNER 9/10	17/21/77

<u>Advertiser</u>	<u>Original Date / Revision</u>
Warner/R/VA Senate	09/10/15 / 09/10/15

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/07/15	09/13/15	-----S-				1	\$100.00	0.00			
N 14	3	09/11/15	09/11/15	M-F 1135p-1235a	1135p-1235a		:30				NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/07/15	09/13/15	----F--				1	\$25.00	0.00			
Totals										34.90		13	\$4,145.00

Time Period	# of Spots	Gross Amount	Net Amount
08/31/15 - 09/15/15	13	\$4,145.00	\$3,523.25
<b>Totals</b>	<b>13</b>	<b>\$4,145.00</b>	<b>\$3,523.25</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ **FEDERAL CANDIDATE**

☐ **STATE/LOCAL CANDIDATE**

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

**Station and Location:**

**Date:**

I, Michelle Irvin

being/on behalf of: Frank Wagner for Senator (VA-SD07)

a legally qualified candidate of the Republican

political party for the office of: Senate (VA-SD07)

in the General

election to be held on: November 3, 2015

do hereby request station time as follows:

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

Attach proposed schedule with charges (if available) **SEE ORDER**

I represent that the payment for the above described broadcast time has been furnished by:

Frank Wagner for Senate

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Vicki Wilson

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

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

***To Be Signed By Candidate or Authorized Committee***

9.9.15

Date

Michelle Chen

Signature

***To Be Signed By Station Representative***

☐ Accepted

☐ Accepted in Part

☐ Rejected

Signature

Printed Name

Title

## FEDERAL CANDIDATE CERTIFICATION

**In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:**

I, **Michelle Irvin**

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☒ **does**

☐ **does not**

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☐ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☐ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.

*Michelle Irvin*

**signature of candidate or authorized committee**

**Michelle Irvin**

**printed name**

**9.9.15**

**date**