

Contract # 32847

CBS (WSWG)

WSWG



WATERFRONT STRATEGIES
3050 K ST NW #100
WASHINGTON, DC 20007

Advertiser Political Issue/FF PAC (3643)

Entered By Tracy Shorts

Nov. 2020

59

\$7,525.00

Product Political (1040)
Brand POLITICAL ISSUE (1529)
Salesperson HOUSE/NAT, HOUSE/NAT (1074)
Sales Office WSST
Buyer Name
Phone/Fax /

External # 10125060
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$1,128.75
Net Total \$6,396.25

Account Types National/Political
Billing Type Standard
Comments Separation: 30

Sales Tax

Date Entered 10/28/20

P.O. BOX 4009
SALISBURY, MD 21803

Schedule Dates 10/29/20-11/03/20

Last Modified 10/29/20
No

By Broadcast Month	Spots	Rate
Grand Total:	59	\$7,525.00

Agency WATERFRONT STRATEGIES (1201)

CO-OP

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / NEWS	10/30/20-11/03/20	2	:30	6A- 7A (EST)	1	1				1			3	\$20.00	\$60.00	CBS (WSWG)	Daypart EM CBS Morning News	#####
2.0	Normal Line / SPOT	10/29/20-11/03/20	2	:30	1:30P- 2P (EST)	1	1		1	1				1	\$110.00	\$110.00	CBS (WSWG)	Daypart DT The Bold and the Beautiful	#####
2.0.1	Closed Preempt	10/29/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
2.0.2	Closed Preempt	10/30/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
2.0.3	Closed Preempt	11/02/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
3.0	Normal Line / SPOT	10/29/20-11/03/20	1	:30	3P- 4P (EST)	1	1		1	1				2	\$30.00	\$60.00	CBS (WSWG)	Daypart EF Mel Robbins	#####
3.0.1	Closed Preempt	11/02/20															CBS (WSWG)	Schedule Change/Spot - WILL BE LIVE WITH KELLY	
3.0.2	Closed Preempt	11/03/20															CBS (WSWG)	Schedule Change/Spot - WILL BE LIVE WITH KELLY	
4.0	Normal Line / SPOT	10/29/20-11/03/20	1	:30	4P- 5P (EST)	1	1		1	1				4	\$20.00	\$80.00	CBS (WSWG)	Daypart EF The Dr. Oz Show	#####
5.0	Normal Line / SPOT	10/29/20-11/02/20	2	:30	5P- 5:30P (EST)	1			1	1				3	\$20.00	\$60.00	CBS (WSWG)	Daypart EF Jeopardy! 2	#####

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WATERFRONT STRATEGIES
3050 K ST NW #100
WASHINGTON, DC 20007

Advertiser	Political Issue/FF PAC (3643)	Entered By	Tracy Shorts	Station	Nov. 2020	Spots	59	Rate	\$7,525.00
Product	Political (1040)	External #	10125060	Brand		Demo		Order Type	Normal
Brand	POLITICAL ISSUE (1529)	Package Deal		Salesperson	HOUSE/NAT, HOUSE/NAT (1074)	Commission %	15.00	Commission	\$1,128.75
Sales Office	WSST	Net Total	\$6,396.25	Buyer Name		Sales Tax		Account Types	National/Political
Phone/Fax	/	Billing Type	Standard	Comments	Separation: 30	Date Entered	10/28/20		

P.O. BOX 4009
SALISBURY, MD 21803

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Last Modified 10/29/20
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Agency WATERFRONT STRATEGIES (1201)
CPE 541/577/9720

CO-OP

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
6.0	Normal Line / SPOT	10/29/20-11/02/20	2	:30	5:30P- 6P (EST)	1				1	1			3	\$20.00	\$60.00	CBS (WSWG)	Daypart EF Extra	#####
7.0	Normal Line / SPOT	10/29/20-11/02/20	2	:30	6P- 6:30P (EST)	1				1	1			3	\$30.00	\$90.00	CBS (WSWG)	Daypart EN South Georgia News @ 6	#####
8.0	Normal Line / SPOT	10/29/20-11/02/20	2	:30	6:30P- 7P (EST)	1				1	1			1	\$105.00	\$105.00	CBS (WSWG)	Daypart EN CBS Evening News with Jeff Glor	#####
8.0.1	Closed Preempt	10/29/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
8.0.2	Closed Preempt	10/30/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
9.0	Normal Line / SPOT	10/31/20-11/01/20	2	:30	6:30P- 7P (EST)	1						X	X		\$105.00		CBS (WSWG)	Daypart EN CBS Evening News	#####
9.0.1	Closed Preempt	10/31/20															CBS (WSWG)	Pre-Empt/Exception - NO NEWS SAT / SOLD OUT SUN	
10.0	Normal Line / SPOT	10/29/20-11/02/20	1	:30	7P- 7:30P (EST)	1				1	1			3	\$225.00	\$675.00	CBS (WSWG)	Daypart PA Wheel of Fortune	#####
11.0	Normal Line / SPOT	10/29/20-11/02/20	1	:30	7:30P- 8P (EST)	1				1	1			3	\$225.00	\$675.00	CBS (WSWG)	Daypart PA Jeopardy!	#####

Contract # 32847

CBS (WSWG)

WSWG

Advertiser Political Issue/FF PAC (3643)

Entered By

Tracy Shorts

Nov. 2020

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\$7,525.00





WATERFRONT STRATEGIES
 3050 K ST NW #100
 WASHINGTON, DC 20007

Product	Political (1040)	External #	10125060
Brand	POLITICAL ISSUE (1529)	Demo	
Salesperson	HOUSE/NAT, HOUSE/NAT (1074)	Order Type	Normal
Sales Office	WSST	Package Deal	
Buyer Name		Commission %	15.00
Phone/Fax	/	Commission	\$1,128.75
		Net Total	\$6,396.25
		Sales Tax	
Account Types	National/Political		
Billing Type	Standard		
Comments	Separation: 30		

Date Entered 10/28/20

P.O. BOX 4009
 SALISBURY, MD 21803

Schedule Dates 10/29/20-11/03/20

Last Modified 10/29/20
 No

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Grand Total:	59	\$7,525.00

Agency WATERFRONT STRATEGIES (1201)
CPE 541/577/9720

CO-OP

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
12.0	Normal Line / NEWS	10/29/20-11/03/20	2	:30	7A- 8A (EST)	1	1			1				1	\$20.00	\$20.00	CBS (WSWG)	Daypart EM CBS This	#####

12.0.1 Closed Preempt

10/29/20

CBS (WSWG)

Morning 1

No Avail/Exception - SOLD OUT

12.0.2 Closed Preempt

11/03/20

CBS (WSWG)

No Avail/Exception - SOLD OUT

13.0	Normal Line / SPOT	10/31/20-10/31/20	2	:30	7P- 7:30P (EST)	1		X	1	\$60.00	\$60.00	CBS (WSWG)	Daypart PA Wheel of Fortune	#####
14.0	Normal Line / SPOT	10/31/20-10/31/20	2	:30	7:30P- 8P (EST)	1		X	1	\$75.00	\$75.00	CBS (WSWG)	Daypart PA Jeopardy	#####
15.0	Normal Line / SPOT	10/29/20-11/02/20	2	:30	11P- 11:35P (EST)	1	1	1	3	\$30.00	\$90.00	CBS (WSWG)	Daypart LN South Georgia News @ 11	#####
16.0	Normal Line / SPOT	10/29/20-11/02/20	2	:30	11:35P- 12:37A (EST)	1	1	1	3	\$20.00	\$60.00	CBS (WSWG)	Daypart LF The Late Show with Stephen Colbert	#####
17.0	Normal Line / SPOT	10/29/20-11/02/20	2	:30	12:37A- 1:37A (EST)	1	1	1	3	\$20.00	\$60.00	CBS (WSWG)	Daypart LF The Late Late Show with James Corden	#####
18.0	Normal Line / PRIME	11/02/20-11/02/20	2	:30	10P- 11P (EST)	1		X	1	\$375.00	\$375.00	CBS (WSWG)	Daypart PT Bull	#####
19.0	Normal Line / PRIME	10/30/20-10/30/20	2	:30	9P- 10P (EST)	1		X	1	\$225.00	\$225.00	CBS (WSWG)	Daypart PT CBS SPECIAL	#####

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Product	Political (1040)	External #	10125060			
Brand	POLITICAL ISSUE (1529)	Demo				
Salesperson	HOUSE/NAT, HOUSE/NAT (1074)	Order Type	Normal			
Sales Office	WSST	Package Deal				
Buyer Name		Commission %	15.00			
Phone/Fax	/	Commission	\$1,128.75			
		Net Total	\$6,396.25			
Account Types	National/Political	Sales Tax				
Billing Type	Standard					
Comments	Separation: 30					

Date Entered 10/28/20

P.O. BOX 4009
SALISBURY, MD 21803

Schedule Dates 10/29/20-11/03/20

Last Modified 10/29/20
No

By Broadcast Month Spots Rate
Grand Total: 59 \$7,525.00

Agency WATERFRONT STRATEGIES (1201)
CPE 541/577/9720

CO-OP

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
20.0	Normal Line / NFL	11/01/20-11/01/20	2	:30	1:30P- 5P (EST)	1							X	1	\$1,050.00	\$1,050.00	CBS (WSWG)	Daypart S NFL	#####
21.0	Normal Line / COLLEGE FBALL	10/31/20-10/31/20	2	:30	3:30P- 7P (EST)	1						X		1	\$1,650.00	\$1,650.00	CBS (WSWG)	Daypart S LSU @ AUBURN	#####
22.0	Normal Line / NEWS	10/29/20-11/03/20	2	:30	8A- 9A (EST)		1	1		1				3	\$20.00	\$60.00	CBS (WSWG)	Daypart EM CBS This Morning 2	#####
23.0	Normal Line / NEWS	10/31/20-10/31/20	2	:30	8A- 10A (EST)	1							X	1	\$30.00	\$30.00	CBS (WSWG)	Daypart EM CBS This Morning: Saturday	#####
24.0	Normal Line / NEWS	11/01/20-11/01/20	2	:30	9A- 10:30A (EST)	1							X	1	\$45.00	\$45.00	CBS (WSWG)	Daypart EM CBS News Sunday Morning	#####
25.0	Normal Line / SPOT	10/29/20-11/03/20	2	:30	9A- 10A (EST)		1	1		1	1			4	\$30.00	\$120.00	CBS (WSWG)	Daypart DT Live with Kelly and Ryan	#####
26.0	Normal Line / SPOT	10/29/20-11/03/20	2	:30	10A- 11A (EST)		1	1		1	1			3	\$150.00	\$450.00	CBS (WSWG)	Daypart DT Let's Make a Deal	#####
26.0.1	Closed Preempt	10/30/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
27.0	Normal Line / SPOT	10/29/20-11/03/20	2	:30	11A- 12P (EST)		1	1		1	1				\$230.00		CBS (WSWG)	Daypart DT Price is Right	#####
27.0.1	Closed Preempt	10/29/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	

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CBS (WSWG)

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Product Political (1040)
Brand POLITICAL ISSUE (1529)
Salesperson HOUSE/NAT, HOUSE/NAT (1074)
Sales Office WSST
Buyer Name
Phone/Fax /
Account Types National/Political

External # 10125060
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$1,128.75
Net Total \$6,396.25
Sales Tax

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3050 K ST NW #100
WASHINGTON, DC 20007

Billing Type Standard
Comments Separation: 30

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CPE 541/577/9720

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27.0.2	Closed Preempt	10/30/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
27.0.3	Closed Preempt	11/02/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
27.0.4	Closed Preempt	11/03/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
28.0	Normal Line / SPOT	10/29/20-11/03/20	2	:30	12:30P- 1:30P (EST)	1	1		1	1				1	\$110.00	\$110.00	CBS (WSWG)	Daypart DT The Young and the Restless	#####
28.0.1	Closed Preempt	10/29/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
28.0.2	Closed Preempt	10/30/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	

28.0.3 Closed Preempt

11/02/20

CBS (WSWG)

No Avail/Exception - SOLD OUT

29.0 M/G For 26.0.1,27.0.2,27.0.1 / PRIME 11/01/20-11/01/20
 30.0 M/G For 2.0.2,2.0.1,12.0.1 / PRIME 10/31/20-10/31/20
 31.0 M/G For 28.0.2 / SPOT 11/01/20-11/01/20

1 :30 8P- 11P (EST)
 2 :30 10P- 11P (EST)
 1 :30 12P- 1P (EST)

1 1 \$600.00
 1 1 \$240.00
 1 1 \$150.00

\$600.00 CBS (WSWG)
 \$240.00 CBS (WSWG)
 \$150.00 CBS (WSWG)

CBS SUN MOVIE #####
 48 HOURS #####
 NFL TODAY #####

Contract # 32847

CBS (WSWG)



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Nov. 2020

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\$7,525.00

Product Political (1040)
Brand POLITICAL ISSUE (1529)
Salesperson HOUSE/NAT, HOUSE/NAT (1074)
Sales Office WSST
Buyer Name
Phone/Fax /
Account Types National/Political
Billing Type Standard
Comments Separation: 30

External # 10125060
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$1,128.75
Net Total \$6,396.25
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Agency WATERFRONT STRATEGIES (1201) CO-OP
CPE 541/577/9720

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
32.0	M/G For 28.0.1 / SPOT	10/31/20-10/31/20	4	:30	2:30P- 3P (EST)							1		1	\$80.00	\$80.00	CBS (WSWG)	COLL FTBALL TODAY	#####

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

WSWG-DT CBS certify that our advertising sales agreements do not discriminate on the basis of race or ethnicity and that all such agreements will contain nondiscrimination clauses. This includes the placement, scheduling, and compl