

CONTRACT



WNEM-TV5
 107 N. Franklin Street - 48607
 Saginaw, MI 48607
 (989)755-8191

www.wnem.com

And:

Strategic Media Services
 1911 North Ft. Myer Drive, Suite 400
 Arlington, VA 22209
 USA

<u>Contract / Revision</u> 838427 /		<u>Alt Order #</u> 08847142
<u>Product</u> OPPURTUNITY FOR MI		
<u>Contract Dates</u> 10/28/17 - 11/07/17	<u>Estimate #</u> 3268	
<u>Advertiser</u> Opportunity For Michigan		<u>Original Date / Revision</u> 10/27/17 / 10/27/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WNEM	<u>Account Executive</u> Matthew Wurm	<u>Sales Office</u> TELEREP-WAS
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agy Code</u> TV12521	<u>Advertiser Code</u> 297	<u>Product 1/2</u> 378
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 1	WNEM	11/03/17	11/03/17	TV5 News at 11pm (M11-1135p			:30			IMP		NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	----1--				1	\$500.00					
N 2	WNEM	11/03/17	11/03/17	Wheel of Fortune	730-8pm		:30			IMP		NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	----1--				1	\$700.00					
N 3	WNEM	10/30/17	10/30/17	TV5 Noon News	12n-1230p.		:30			IMP		NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	1-----				1	\$350.00					
N 4	WNEM	11/06/17	11/06/17	Jeopardy	7-730pm		:30			IMP		NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		11/06/17	11/12/17	1-----				1	\$700.00					
N 5	WNEM	11/06/17	11/06/17	CBS This Morning	7-9am		:30			IMP		NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		11/06/17	11/12/17	1-----				1	\$200.00					
N 6	WNEM	11/04/17	11/04/17	TV-5 News at 11pm (S11-1135p			:30			IMP		NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	-----1-				1	\$325.00					
N 7	WNEM	11/04/17	11/04/17	CBS Sat AM 9a-11am	9a-11a		:30			IMP		NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	-----1-				1	\$175.00					
N 8	WNEM	10/29/17	11/05/17	Face The Nation	1030a-1130a		:30			HPT		NM	2	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/23/17	10/29/17	-----1				1	\$150.00					
Week:		10/30/17	11/05/17	-----1				1	\$150.00					
N 9	WNEM	11/05/17	11/05/17	60 Minutes	7-8pm		:30			IMP		NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	-----1				1	\$700.00					
N 10	WNEM	11/05/17	11/05/17	CBS Sun AM 9a-1030	9-1030am		:30			PMT		NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	-----1				1	\$350.00					

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

Meredith Broadcasting does not accept advertising sales agreements that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising sales agreement with Meredith Broadcasting, whether verbal or written.



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Saginaw, MI 48607
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<u>Contract / Revision</u>	<u>Alt Order #</u>
838427 /	08847142

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/28/17 - 11/07/17	OPPURTUNITY FOR MI	3268

<u>Advertiser</u>	<u>Original Date / Revision</u>
Opportunity For Michigar	10/27/17 / 10/27/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 11	WNEM	11/02/17	11/02/17	TV-5 News at 5pm	5-530pm		:30			IMP		NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	---1---				1	\$400.00					
N 12	WNEM	11/02/17	11/02/17	Jeopardy	7-730pm		:30			IMP		NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	---1---				1	\$700.00					
N 13	WNEM	11/02/17	11/02/17	CBS This Morning	7-9am		:30			IMP		NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	---1---				1	\$200.00					
N 14	WNEM	11/07/17	11/07/17	TV5 News at 11pm (M11-1135p			:30			IMP		NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		11/06/17	11/12/17	-1-----				1	\$500.00					
N 15	WNEM	11/07/17	11/07/17	TV-5 News at 6pm	6-630pm		:30			PMT		NM	1	\$850.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		11/06/17	11/12/17	-1-----				1	\$850.00					
N 16	WNEM	10/31/17	10/31/17	CBS Evening News (M630-7pm			:30			PMT		NM	1	\$850.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	-1-----				1	\$850.00					
N 17	WNEM	10/31/17	10/31/17	CBS This Morning	7-9am		:30			IMP		NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	-1-----				1	\$200.00					
N 18	WNEM	11/01/17	11/01/17	TV5 News at 11pm (M11-1135p			:30			IMP		NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	--1----				1	\$500.00					
N 19	WNEM	11/01/17	11/01/17	TV5 Noon News	12n-1230p		:30			IMP		NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	--1----				1	\$350.00					
N 20	WNEM	10/30/17	11/03/17	Dr. Phil	4-5pm		:30			IMP		NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	MTWTF--				1	\$225.00					
N 21	WNEM	10/30/17	11/03/17	THE DOCTORS	M-F 3-4pm		:30			IMP		NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/30/17	11/05/17	MTWTF--				1	\$100.00					
Totals													22	\$9,175.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/25/17 - 10/29/17	1	\$150.00	(\$22.50)	\$127.50
10/30/17 - 11/07/17	21	\$9,025.00	(\$1,353.75)	\$7,671.25
Totals	22	\$9,175.00	(\$1,376.25)	\$7,798.75

Signature: _____ Date: _____

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AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location: <i>Wnem TV5</i>	Date: <i>10/27/17</i>
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I, Neil Williams

do hereby request station time concerning the following issue:

<i>Michigan</i>

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
<i>See attached</i>					

This broadcast time will be used by: Opportunity for Michigan

**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):

Michigan

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

Opportunity for Michigan - 503 Mall Court #245; Lansing, MI 48912

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):

Treasurer - Robert Patrick Armiak III

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

REP HEADLINE# 8847142 TRF# 838427 REP: TEL# 703-528-9382 FAX# 703-516-9680
 \$\$\$ UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!! OCT27/17 13.22
 ORDER WORKSHEET HARRIS REPORT FROM REP *** CHANGES *** ** WNNM-TV ***

ADV # 1204 ADV. NAME ISS/OPPORTUNITY 4 MICHIGAN REP. # OFF. # SALESMAN #
 AGY # 1204 AGY. NAME STRATEGIC MEDIA SERVICES BUYER NAME BEN RHEAULT

1911 NORTH FT. MYER DRIVE #400 SALES PRSN WA- MATTHEW WURM (H)
 ARLINGTON, VA 22209

ORDER # _____ CONTRACT # 8847142 CLASS: NATL. LOCAL REGIONAL
 PRDCT OPPORTUNITY FOR MI EST#3268 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES OCT28/17 NOV7/17 WK-2
 CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE OCT27/17 13.22

REP: REVISED ORDER
 M1 OKD AS LINES 20-21
 TTL SAME, \$9,175
 PLS CONFIRM
 THANKS JASMINE FOR MATTT

STA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
 CON CM ELECTRONIC INVOICING IS PREFERRED
 FOR TV AND RADIO INVOICES - IDB# 9912521
 FOR MARKETRON: E1141074

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
6	ES		1100P-1135P	30		\$325.00	10/28	10/28	0		SAT	0
6	ES		1100P-1135P	30		\$325.00	11/4	11/4	1		SAT	1

AGENCY ADVERTISER CODE = 297 AGENCY EST# = 3268
 AGENCY PRODUCT CODE = 378

PROGRAM : TV 5 NEWS AT 11P
 CON COM1 : TV 5 NEWS AT 11P

REP HEADLINE# 8847142 TRF# 838427 REP: TEL# 703-528-9382 FAX# 703-516-9680
 \$\$\$ UNAPPROVED REV #1 \$\$\$ ORDER WORKSHEET AGENCY CREDIT RISK !! OCT27/17 13.22
 HARRIS REPORT FROM REP *** CHANGES *** ** WNNM-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
-------	-----	----	-------------	------	-----	------	------------	----------	----------	-----------	------	-----------

20	A		400P-500P	30		\$225.00	10/30	11/3	1		M-F	1
----	---	--	-----------	----	--	----------	-------	------	---	--	-----	---

PROGRAM : DR PHIL
 ORD COM1 : SPOT NA DUE TO LOG DEADLINES. PLEASE ADVISE ON MAKE GOOD OFFER. THANKS
 THIS IS A MAKE-GOOD FOR OCT28 ON LINE-6 FOR 1 SPOT/WK

21	A		300P-400P	30		\$100.00	10/30	11/3	1		M-F	1
----	---	--	-----------	----	--	----------	-------	------	---	--	-----	---

PROGRAM : THE DOCTORS
 ORD COM1 : SPOT NA DUE TO LOG DEADLINES. PLEASE ADVISE ON MAKE GOOD OFFER. THANKS
 PART OF A MAKEGOOD MADE UP OF LINES 20-21

STATION MAKEGOOD OFFERS:
 M1 OK'D BUY#6 MISSED: SAT/1100P-1135P OCT28 30S \$325.00 (OCT27/17)
 OFFER: M-F/400P-500P OCT30 30S \$225.00 PLS ADVISE.
 & M-F/300P-400P OCT30 30S \$100.00
 CMT: SPOT NA DUE TO LOG DEADLINES. PLEASE ADVISE ON MAKE GOOD OFFER. THANKS

OCT/17 \$150.00 NOV/17 \$9,025.00 CONTRACT TOTAL \$9,175.00
 TOTAL SPOTS 22

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# 8847142
 *** ORIGINAL REV#0 ***

REP: TEL# 703-528-9382 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP
 OCT27/17 12.12
 *** WNNM-TV ***

838427

ADV # 1204 ADV. NAME ISS/OPPORTUNITY 4 MICHIGAN REP. # OFF. # SALESMAN #

AGY # 1204 AGY. NAME STRATEGIC MEDIA SERVICES BUYER NAME BEN RHEAULT

1911 NORTH FT. MYER DRIVE #400 SALES PRSN WA- MATTHEW WURM (H)

ARLINGTON, VA 22209

ORDER # CONTRACT # 8847142 CLASS: NATL. LOCAL REGIONAL

PRDCT OPPORTUNITY FOR MI EST#3268 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES OCT28/17 NOV7/17 WK-2

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE OCT27/17 12.12

REP: NEW ORDER
 TTL \$9,175 @ 21X
 PLS CONFIRM
 THANKS JASMINE FOR MATT

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
 ELECTRONIC INVOICING IS PREFERRED
 FOR TV AND RADIO INVOICES - IDB# 9912521
 FOR MARKETRON: E1141074

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
1			1100P-1135P	30		\$500.00	11/3	11/3	1		FRI	1
AGENCY ADVERTISER CODE = 297 AGENCY PRODUCT CODE = 378 AGENCY EST# = 3268 PROGRAM : TV 5 NEWS AT 11P CON COM1 : TV 5 NEWS AT 11P												
2			730P-800P	30		\$700.00	11/3	11/3	1		FRI	1
PROGRAM : WHEEL OF FORTUNE CON COM1 : WHEEL OF FORTUNE												

REP HEADLINE# 8847142
 *** ORIGINAL REV#0 ***

REP: TEL# 703-528-9382 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP
 OCT27/17 12.12
 *** WNNM-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
3			1200N-1230P	30	3	\$350.00	10/30	10/30	1		MON	1
PROGRAM : TV 5 NEWS @ NOON CON COM1 : TV 5 NEWS @ NOON												
4			700P-730P	30	3	\$700.00	11/6	11/6	1		MON	1
PROGRAM : JEOPARDY CON COM1 : JEOPARDY												
5			700A-900A	30	3	\$200.00	11/6	11/6	1		MON	1
PROGRAM : CBS THIS MORNING CON COM1 : CBS THIS MORNING												
6			1100P-1135P	30	3	\$325.00	10/28	11/4	1		SAT	2
PROGRAM : TV 5 NEWS AT 11P CON COM1 : TV 5 NEWS AT 11P												
7			900A-1100A	30	3	\$175.00	11/4	11/4	1		SAT	1
PROGRAM : CBS THIS MORNING SAT CON COM1 : CBS THIS MORNING SAT												
8			1030A-1130A	30	4	\$150.00	10/29	11/5	1		SUN	2
PROGRAM : FACE THE NATION CON COM1 : FACE THE NATION												
9			700P-800P	30	3	\$700.00	11/5	11/5	1		SUN	1
PROGRAM : 60 MINUTES CON COM1 : 60 MINUTES												
10			900A-1030A	30	2	\$350.00	11/5	11/5	1		SUN	1
PROGRAM : CBS SUNDAY MORNING CON COM1 : CBS SUNDAY MORNING												
11			500P-530P	30	3	\$400.00	11/2	11/2	1		THU	1
PROGRAM : TV 5 NEWS @ 5P CON COM1 : TV 5 NEWS @ 5P												

REP HEADLINE# 8847142
 *** ORIGINAL REV#0 ***

REP: TEL# 703-528-9382 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP
 OCT27/17 12.12
 *** WINEM-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
12			700P-730P PROGRAM : JEOPARDY CON COM1 : JEOPARDY	30	3	\$700.00	11/2	11/2	1		THU	1
13			700A-900A PROGRAM : CBS THIS MORNING CON COM1 : CBS THIS MORNING	30	3	\$200.00	11/2	11/2	1		THU	1
14			1100P-1135P PROGRAM : TV 5 NEWS AT 11P CON COM1 : TV 5 NEWS AT 11P	30	3	\$500.00	11/7	11/7	1		TUE	1
15			600P-630P PROGRAM : TV 5 NEWS @ 6P CON COM1 : TV 5 NEWS @ 6P	30	2	\$850.00	11/7	11/7	1		TUE	1
16			630P-700P PROGRAM : CBS EVENING NEWS CON COM1 : CBS EVENING NEWS	30	2	\$850.00	10/31	10/31	1		TUE	1
17			700A-900A PROGRAM : CBS THIS MORNING CON COM1 : CBS THIS MORNING	30	3	\$200.00	10/31	10/31	1		TUE	1
18			1100P-1135P PROGRAM : TV 5 NEWS AT 11P CON COM1 : TV 5 NEWS AT 11P	30	3	\$500.00	11/1	11/1	1		WED	1
19			1200N-1230P PROGRAM : TV 5 NEWS @ NOON CON COM1 : TV 5 NEWS @ NOON	30	3	\$350.00	11/1	11/1	1		WED	1
OCT/17 \$475.00 NOV/17 \$8,700.00												
CONTRACT TOTAL \$9,175.00											TOTAL SPOTS	21

COMPETITIVE INFORMATION NOT YET AVAILABLE.
 SVC- NSI
 DEMOS- RA35+*