

# CONTRACT



**WRIC**  
 301 Arboretum Place  
 Richmond, VA 23236  
 (804) 330-8888

<u>Contract / Revision</u> 1203160 /		<u>Alt Order #</u> 25706750
<u>Product</u> ORDR		
<u>Contract Dates</u> 09/21/17 - 09/27/17		<u>Estimate #</u> 921927
<u>Advertiser</u> POL/Americans for Prosperity		<u>Original Date / Revision</u> 09/07/17 / 09/07/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WRIC	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agy Code</u> 9915589	<u>Advertiser Code</u> AFPDC	<u>Product 1/2</u> ORDR
<u>Agency Ref</u>		<u>Advertiser Ref</u> IN15077/IN15162/SP935f

And:

**Del Cielo Media**  
 1427 Leslie Avenue  
 Suite 102  
 Alexandria, VA 23201  
 USA

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WRIC	09/21/17	09/21/17	Good Morning Richmond	430430-5a		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/18/17	09/24/17	---T---				1	\$50.00				
N 2	WRIC	09/22/17	09/22/17	Good Morning Richmond	430430-5a		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/18/17	09/24/17	----F--				1	\$50.00				
N 3	WRIC	09/25/17	09/25/17	Good Morning Richmond	430430-5a		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/25/17	10/01/17	M-----				1	\$50.00				
N 4	WRIC	09/26/17	09/26/17	Good Morning Richmond	430430-5a		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/25/17	10/01/17	-T-----				1	\$50.00				
N 5	WRIC	09/27/17	09/27/17	Good Morning Richmond	430430-5a		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/25/17	10/01/17	--W----				1	\$50.00				
N 6	WRIC	09/21/17	09/21/17	ABC News Nightline	1237-10630a		:30				NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/18/17	09/24/17	---T---				2	\$100.00				
N 7	WRIC	09/22/17	09/22/17	ABC News Nightline	1237-10630a		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/18/17	09/24/17	----F--				1	\$100.00				
N 8	WRIC	09/25/17	09/25/17	ABC News Nightline	1237-10630a		:30				NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/25/17	10/01/17	M-----				2	\$100.00				
N 9	WRIC	09/26/17	09/26/17	ABC News Nightline	1237-10630a		:30				NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/25/17	10/01/17	-T-----				2	\$100.00				
N 10	WRIC	09/27/17	09/27/17	ABC News Nightline	1237-10630a		:30				NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/25/17	10/01/17	--W----				2	\$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. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



**WRIC**  
**301 Arboretum Place**  
**Richmond, VA 23236**  
**(804) 330-8888**

<u>Contract / Revision</u>	<u>Alt Order #</u>
1203160 /	25706750

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/21/17 - 09/27/17	ORDR	921927

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Americans for Prosp	09/07/17 / 09/07/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 11	WRIC	09/23/17	09/23/17	M-Su 4a-4x	M-Su 4a-4x		:30				NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/18/17	09/24/17	-----S-				2	\$75.00				
N 12	WRIC	09/23/17	09/23/17	M-Su 4a-4x	M-Su 4a-4x		:30				NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/18/17	09/24/17	-----S-				2	\$100.00				
N 13	WRIC	09/25/17	09/25/17	Mon 8-10p	8-10p		:30				NM	2	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/25/17	10/01/17	M-----				2	\$2,500.00				
N 14	WRIC	09/25/17	09/25/17	Mon 10-11p	10-11p		:30				NM	2	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/25/17	10/01/17	M-----				2	\$800.00				
N 15	WRIC	09/26/17	09/26/17	Tue 8-9p	8-9p		:30				NM	1	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/25/17	10/01/17	-T-----				1	\$1,400.00				
N 16	WRIC	09/22/17	09/22/17	Fri 9-10p	9-10p		:30				NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/18/17	09/24/17	----F--				1	\$1,000.00				
D 17	WRIC	09/24/17	09/24/17	Su 7-8p	7-8p		:30				NM	0	\$0.00
<b>Totals</b>								0.00				24	\$10,500.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/28/17 - 09/24/17	10	\$1,750.00	(\$262.50)	\$1,487.50
09/25/17 - 09/27/17	14	\$8,750.00	(\$1,312.50)	\$7,437.50
<b>Totals</b>	24	\$10,500.00	(\$1,575.00)	\$8,925.00

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

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125 West 55th St  
New York, NY 10019

<b>Contract #</b> 25706750	<b>Changes as of:</b> 9/6/2017 at 11:17 AM	<b>Version:</b> Original Order
<b>CPE:</b> AFPDC/ORDR/921927	<b>Flight:</b> 9/21/17 - 9/27/17	<b>Station:</b> WRIC
<b>Agency:</b> DEL CIELO MEDIA	<b>Advertiser:</b> AMERICANS FOR PROSPERITY	<b>Market:</b> Richmond
1427 LESLIE AVENUE	<b>Product:</b> ORDIN	<b>Office:</b> WASHINGTON
SUITE 102	<b>Agency Order #:</b> 30051168	<b>Primary Demo:</b> Adults 35+
ALEXANDRIA, VA	<b>Buyer:</b> GOOD, CAROLYN	<b>Con Type:</b> POLITICAL/VO
22301	<b>Salesperson:</b> ALEXANDRA BRADLEY	<b>Assistant:</b> ALEXANDRA B
	202-955-5342	202-955-5342

Comments: sending for Rande - please confirm

#	Day/Time	DP	Program	Rate	A35P Rating	Len	9/21 - 9/27						
							9/21	9/22	9/23	9/24	9/25	9/26	9/27
1	M-F 4:30a-4:59a	2	GOOD MORNING RICHMON	\$50.00	1.0	30	1	1	0	0	1	1	1
2	M-F 12:35a-1:05a	2	NIGHTLINE	\$100.00	1.3	30	2	1	0	0	2	2	2
3	Sa 12:35a-1:35a	3	CASTLE	\$75.00	1.0	30	0	0	2	0	0	0	0
4	Sa 11:35p-12:35a	3	THE GOOD WIFE	\$100.00	2.0	30	0	0	2	0	0	0	0
5	M 8p-10p	2	DANCING WITH THE STA	\$2,500.00	8.0	30	0	0	0	0	2	0	0
6	M 10p-11p	3	SOMEWHERE BETWEEN-AB	\$800.00	3.5	30	0	0	0	0	2	0	0
7	Tu 8p-9p	3	THE MIDDLE/FRESH OFF	\$1,400.00	3.5	30	0	0	0	0	0	1	0
8	F 9p-10p	3	WHAT WOULD YOU DO?-A	\$1,000.00	3.3	30	0	1	0	0	0	0	0
9	Su 7p-8p	NA	AMERICAS FUNNIEST H	\$0.00	2.0	30	0	0	0	2	0	0	0
<b>TOTALS:</b>							<b>3</b>	<b>3</b>	<b>4</b>	<b>2</b>	<b>7</b>	<b>4</b>	<b>3</b>



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New York, NY 10019

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	202-955-5342	202-955-5342

**Special Instructions**

**Order Level Comments**

Date/Time	Added by	Comment
09/06/17 11:17 AM	ALEXANDRA BRADLEY	sending for Rande - please confirm

**Competitive Information**

<b>Market Budget:</b>	\$96,429
<b>WRIC Share:</b>	14%
<b>Comment:</b>	
<b>WTVR:</b>	36%
<b>WWBT:</b>	50%

**Daypart Summary**

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	26	\$10,500.00	\$185.84	56.5
<b>Total</b>	<b>100%</b>	<b>26</b>	<b>\$10,500.00</b>	<b>\$185.84</b>	<b>56.5</b>

**Transaction History**

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
New	9/6/17 11:17 AM	ALEXANDRA BRADLEY	New	26		\$10,500.00	\$10,500.00	

**Non-Discrimination Policy**

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

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b> WRIC-TV8 Richmond, VA	<b>Date:</b> 9-7-17
---	------------------------

I, Del Cielo Media

do hereby request station time concerning the following issue:

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

This broadcast time will be used by: Americans for Prosperity

**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):

Ralph Northam  
Virginia Governor  
November 7, 2017

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

Americans for Prosperity  
1310 N Courthouse Rd  
Arlington, VA 22201

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):

Luke Hilgeman, CEO  
Robert Heaton, Treasurer

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):

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):

**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.**

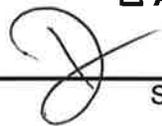
The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or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

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

9/6/17                                            (703) 518-4747  
Date    Signature    Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

**Accepted**                       **Accepted in Part**                       **Rejected**

                      D W E E M S                      GSM  
Signature    Printed Name    Title

## AGREED UPON SCHEDULE

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

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

**Attach proposed schedule with charges (if available):**

### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note: Because the FCC requires that the political file contain the actual time the rate for spots “communicating a political matter of national importance” air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC’s online political files include a folder for “Terms and Disclosures.” NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.**