

CONTRACT



Univision Receivables Co LLC
12451 Network Blvd
Suite 140
San Antonio, TX 78249
(210) 227-4141

And:

Screen Strategies Media
15409 WHITECHAPEL COURT
CENTREVILLE, VA 20120

<u>Contract / Revision</u> 54966 /		<u>Alt Order #</u> 09300115	
<u>Product</u> BETO FOR TEXAS			
<u>Contract Dates</u> 10/31/18 - 11/06/18		<u>Estimate #</u> 4975	
<u>Advertiser</u> Beto for Texas		<u>Original Date / Revision</u> 10/30/18 / 10/30/18	
<u>Order Brand</u> Various	<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> KNIC	<u>Account Executive</u> Mary Tricoli	<u>Sales Office</u> COX National-P	
<u>Special Handling</u>			
<u>Demographic</u> Households			
<u>Agy Code</u>	<u>Advertiser Code</u>	<u>Product 1/2</u>	
<u>Agency Ref</u> 5365	<u>Advertiser Ref</u>		

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	KNIC	10/31/18	10/31/18	Morning Rotator	7:00 AM-8:00 AM		:30			NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/29/18	11/04/18	---1----	1			\$20.00				
N 2	KNIC	11/01/18	11/01/18	Morning Rotator	7:00 AM-8:00 AM		:30			NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/29/18	11/04/18	---1---	1			\$20.00				
N 3	KNIC	11/02/18	11/02/18	Morning Rotator	7:00 AM-8:00 AM		:30			NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/29/18	11/04/18	----1--	1			\$20.00				
N 4	KNIC	11/05/18	11/05/18	Morning Rotator	7:00 AM-8:00 AM		:30			NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		11/05/18	11/11/18	1-----	1			\$20.00				
N 5	KNIC	11/06/18	11/06/18	Morning Rotator	7:00 AM-8:00 AM		:30			NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		11/05/18	11/11/18	-1-----	1			\$20.00				
N 6	KNIC	10/31/18	10/31/18	M-F 8a-9a	8:00 AM-9:00 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:		10/29/18	11/04/18	--1----	1			\$30.00				
N 7	KNIC	11/01/18	11/01/18	M-F 8a-9a	8:00 AM-9:00 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:		10/29/18	11/04/18	---1---	1			\$30.00				
N 8	KNIC	11/02/18	11/02/18	M-F 8a-9a	8:00 AM-9:00 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:		10/29/18	11/04/18	----1--	1			\$30.00				
N 9	KNIC	11/05/18	11/05/18	M-F 8a-9a	8:00 AM-9:00 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:		11/05/18	11/11/18	1-----	1			\$30.00				
N 10	KNIC	11/06/18	11/06/18	M-F 8a-9a	8:00 AM-9:00 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:		11/05/18	11/11/18	-1-----	1			\$30.00				
N 11	KNIC	11/01/18	11/01/18	Morning Rotator	9:00 AM-10:00 AM		:30			NM	1	\$55.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/29/18	11/04/18	---1---	1			\$55.00				
N 12	KNIC	10/31/18	10/31/18	M-F 10a-11a	10:00 AM-11:00 AM		:30			NM	1	\$60.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Univision and its stations do not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made part of a particular contract, is hereby rejected.



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Contract / Revision	Alt Order #
54966 /	09300115

Contract Dates	Product	Estimate #
10/31/18 - 11/06/18	BETO FOR TEXAS	4975

Advertiser	Original Date / Revision
Beto for Texas	10/30/18 / 10/30/18

*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:		10/29/18	11/04/18	--1----				1	\$60.00			
N 13	KNIC	11/02/18	11/02/18	M-F 10a-11a	10:00 AM-11:00 AM		:30			NM	1	\$60.00
Week:		10/29/18	11/04/18	----1--				1	\$60.00			
N 14	KNIC	11/06/18	11/06/18	M-F 10a-11a	10:00 AM-11:00 AM		:30			NM	1	\$60.00
Week:		11/05/18	11/11/18	-1-----				1	\$60.00			
N 15	KNIC	10/31/18	10/31/18	M-F 11a-12p	11:00 AM-12:00 PM		:30			NM	1	\$60.00
Week:		10/29/18	11/04/18	--1----				1	\$60.00			
N 16	KNIC	11/01/18	11/01/18	M-F 11a-12p	11:00 AM-12:00 PM		:30			NM	1	\$60.00
Week:		10/29/18	11/04/18	---1---				1	\$60.00			
N 17	KNIC	11/05/18	11/05/18	M-F 11a-12p	11:00 AM-12:00 PM		:30			NM	1	\$60.00
Week:		11/05/18	11/11/18	1-----				1	\$60.00			
N 18	KNIC	10/31/18	10/31/18	M-F 12p-1p	12:00 PM-1:00 PM		:30			NM	1	\$90.00
Week:		10/29/18	11/04/18	--1----				1	\$90.00			
N 19	KNIC	11/02/18	11/02/18	M-F 12p-1p	12:00 PM-1:00 PM		:30			NM	1	\$90.00
Week:		10/29/18	11/04/18	----1--				1	\$90.00			
N 20	KNIC	11/05/18	11/05/18	M-F 12p-1p	12:00 PM-1:00 PM		:30			NM	1	\$90.00
Week:		11/05/18	11/11/18	1-----				1	\$90.00			
N 21	KNIC	11/01/18	11/01/18	M-F 1p-2p	1:00 PM-2:00 PM		:30			NM	1	\$90.00
Week:		10/29/18	11/04/18	---1---				1	\$90.00			
N 22	KNIC	11/02/18	11/02/18	M-F 1p-2p	1:00 PM-2:00 PM		:30			NM	1	\$90.00
Week:		10/29/18	11/04/18	----1--				1	\$90.00			
N 23	KNIC	11/05/18	11/05/18	M-F 1p-2p	1:00 PM-2:00 PM		:30			NM	1	\$90.00
Week:		11/05/18	11/11/18	1-----				1	\$90.00			
N 24	KNIC	10/31/18	10/31/18	M-F 6p-7p	6:00 PM-7:00 PM		:30			NM	1	\$150.00
Week:		10/29/18	11/04/18	--1----				1	\$150.00			
N 25	KNIC	11/01/18	11/01/18	M-F 6p-7p	6:00 PM-7:00 PM		:30			NM	1	\$150.00
Week:		10/29/18	11/04/18	---1---				1	\$150.00			
N 26	KNIC	11/02/18	11/02/18	M-F 6p-7p	6:00 PM-7:00 PM		:30			NM	1	\$150.00
Week:		10/29/18	11/04/18	----1--				1	\$150.00			
N 27	KNIC	11/05/18	11/05/18	M-F 6p-7p	6:00 PM-7:00 PM		:30			NM	1	\$150.00
Week:		11/05/18	11/11/18	1-----				1	\$150.00			
N 28	KNIC	11/05/18	11/05/18	M-F 8p-9p	8:00 PM-9:00 PM		:30			NM	1	\$120.00
Week:		11/05/18	11/11/18	1-----				1	\$120.00			
N 29	KNIC	10/31/18	10/31/18	M-F 7p-8p	7:00 PM-8:00 PM		:30			NM	1	\$120.00

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Advertiser	Original Date / Revision
Beto for Texas	10/30/18 / 10/30/18

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	--1----				1	\$120.00			
N 30	KNIC	11/01/18	11/01/18	M-F 9p-10p	9:00 PM-10:00 PM		:30			NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	---1---				1	\$125.00			
N 31	KNIC	11/02/18	11/02/18	M-F 7p-8p	7:00 PM-8:00 PM		:30			NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	----1--				1	\$120.00			
N 32	KNIC	11/04/18	11/04/18	Wknd Prime Rotator	8:00 PM-10:00 PM		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	-----1				1	\$115.00			
N 33	KNIC	10/31/18	10/31/18	Prime/Overnigt ROS	12:00 XM-2:00 XM		:30			NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	--1----				1	\$15.00			
N 34	KNIC	11/01/18	11/01/18	Prime/Overnigt ROS	12:00 XM-2:00 XM		:30			NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	---1---				1	\$15.00			
N 35	KNIC	11/02/18	11/02/18	Prime/Overnigt ROS	12:00 XM-2:00 XM		:30			NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/18	11/04/18	----1--				1	\$15.00			
N 36	KNIC	11/05/18	11/05/18	Prime/Overnigt ROS	12:00 XM-2:00 XM		:30			NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/18	11/11/18	1-----				1	\$15.00			
Totals											36	\$2,465.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/29/18 - 11/06/18	36	\$2,465.00	(\$369.75)	\$2,095.25
Totals	36	\$2,465.00	(\$369.75)	\$2,095.25

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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: KNIC-TV	Date: 10/29/2018
---	-------------------------

I, Screen Strategies Media,

being/on behalf of: Beto O'Rourke,

a legally qualified candidate of the Democratic

political party for the office of: U.S. Senate

in the General

election to be held on: 11/6/2018

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): \$2,095.25

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

Beto for Texas

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:

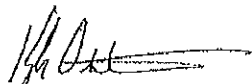
Gwendolyn Pulido

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

10/29/2018



Date

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, Beto for Texas

(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

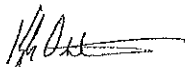
☒ does not

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.



signature of candidate or authorized committee

Kyle Osterhout

printed name

10/1/2018

date

Beto for Texas-SP



Station	KNIC-TV	Buyer	Caroline Bahng
Market	San Antonio	Email	caroline@screenstrategies.com
Flight Dates	10/31/2018 - 11/6/2018 (Est. 4975)	Phone	703-272-7300

Program Name	DP	Days Length	Rate	Wed 10/31	Thu 11/1	Fri 11/2	Sat 11/3	Sun 11/4	Mon 11/5	Tue 11/6	Total
Mujer Casos 7:00 AM - 8:00 AM	EM	M-F 30	\$20.00 \$100.00	✓ 1	✓ 1	✓ 1			✓ 1	✓ 1	5
Sold Out: Lowest Rate to Clear per KNIC				✓	✓	✓			✓	✓	
Mujer Casos 8:00 AM - 9:00 AM	EM	M-F 30	\$30.00 \$150.00	1	1	1			1	1	5
Sold Out: Lowest Rate to Clear per KNIC					✓						
Tierra Prometida 9:00 AM - 10:00 AM	DT	M-F 30	\$55.00 \$55.00		1						1
Jose de Egipto 10:00 AM - 11:00 AM	DT	M-F 30	\$60.00 \$180.00	✓ 1		✓ 1				✓ 1	3
Sold Out: Lowest Rate to Clear per KNIC				✓	✓				✓		
Hoy 11:00 AM - 12:00 PM	DT	M-F 30	\$60.00 \$180.00	1	1				1		3
Sold Out: Lowest Rate to Clear per KNIC				✓		✓			✓		
Lo Imperdonable 12:00 PM - 1:00 PM	DT	M-F 30	\$90.00 \$270.00	1		1			1		3
Sold Out: Lowest Rate to Clear per KNIC					✓	✓			✓		
Lo Imperdonable 1:00 PM - 2:00 PM	DT	M-F 30	\$90.00 \$270.00		1	1			1		3
Sold Out: Lowest Rate to Clear per KNIC				✓	✓	✓			✓		
Reto 4 Elementos 6:00 PM - 7:00 PM	PA	M-F 30	\$150.00 \$600.00	1	1	1			1		4
Sold Out: Lowest Rate to Clear per KNIC									✓		
La Leyeda 8:00 PM - 9:00 PM	PT	M 30	\$120.00 \$120.00						1		1
Reto 4 Elementos 7:00 PM - 8:00 PM	PT	W 30	\$120.00 \$120.00	✓ 1							1

Beto for Texas-SP



Station KNIC-TV
Market San Antonio
Flight Dates 10/31/2018 - 11/6/2018 (Est. 4975)

Buyer Caroline Bahng
Email caroline@screenstrategies.com
Phone 703-272-7300

Program Name	DP	Days Length	Rate	Wed 10/31	Thu 11/1	Fri 11/2	Sat 11/3	Sun 11/4	Mon 11/5	Tue 11/6	Total
Velvet 9:00 PM - 10:00 PM	PT	Th 30	\$125.00 \$125.00		✓ 1						1
Reto 4 Elementos 7:00 PM - 8:00 PM	PT	F 30	\$120.00 \$120.00			✓ 1					1
Cine de Estrellas 8:00 PM - 10:00 PM	PT	Su 30	\$115.00 \$115.00					✓ 1			1
Novela 12:00 AM - 2:00 AM	LF	M-F 30	\$15.00 \$60.00	✓ 1	✓ 1	✓ 1			✓ 1		4
Station Totals			\$2,465.00	8	8	8	0	1	8	3	36