

# CONTRACT



**KOAT**  
**3801 Carlisle Blvd. NE**  
**Albuquerque, NM 87107**  
**(505)884-7777**

www.koat.com

And:

**IB5K**  
**343 Carl**  
**San Francisco, CA 94117**

<u>Contract / Revision</u> 1684466 /		<u>Alt Order #</u> 08874263
<u>Product</u> Issue		
<u>Contract Dates</u> 12/06/17 - 12/22/17		<u>Estimate #</u> WESTERN VALUES
<u>Advertiser</u> Progress Now NM		<u>Original Date / Revision</u> 12/06/17 / 12/06/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> KOAT	<u>Account Executive</u> Mary Tricoli	<u>Sales Office</u> HRP -Washington
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>Agency Ref</u>	<u>Advertiser Ref</u>	<u>Product 1/2</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 1	KOAT	12/06/17	12/08/17	Action 7 News @ 5p	5-530p		:30			P-5		NM	3	\$1,050.00
		Class of Time - Pre-emptible with notice												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		12/04/17	12/10/17	--WTF--				3	\$350.00					
N 2	KOAT	12/11/17	12/22/17	Action 7 News @ 5p	5-530p		:30			P-5		NM	10	\$3,500.00
		Class of Time - Pre-emptible with notice												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		12/11/17	12/17/17	MTWTF--				5	\$350.00					
Week:		12/18/17	12/24/17	MTWTF--				5	\$350.00					
N 3	KOAT	12/06/17	12/08/17	Action 7 News @ 1030	1030-11p		:30			P-1		NM	3	\$1,350.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		12/04/17	12/10/17	--WTF--				3	\$450.00					
N 4	KOAT	12/11/17	12/22/17	Action 7 News @ 1030	1030-11p		:30			P-1		NM	10	\$4,500.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		12/11/17	12/17/17	MTWTF--				5	\$450.00					
Week:		12/18/17	12/24/17	MTWTF--				5	\$450.00					
N 5	KOAT	12/09/17	12/16/17	Sa A7N @ 6P	6-630p		:30			P-1		NM	2	\$850.00
		Class of Time - Fixed Non Pre-emptible												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		12/04/17	12/10/17	-----1-				1	\$425.00					
Week:		12/11/17	12/17/17	-----1-				1	\$425.00					
N 6	KOAT	12/18/17	12/22/17	6a A7N More In The A6-7a			:30			P-5		NM	5	\$2,250.00
		Class of Time - Pre-emptible with notice												
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		12/18/17	12/24/17	MTWTF--				5	\$450.00					
N 7	KOAT	12/10/17	12/17/17	This Week	9-10a		:30			P-5		NM	2	\$700.00
		Class of Time - Pre-emptible with notice												

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

This contract is subject to the Standard Terms and Conditions for Purchase of Broadcast Advertising, which can be reviewed at the following URL: www.hearst.com/newsroom/hearst-television-advertising-sales

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, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

Station, and its parent company, 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. Advertiser hereby represents and warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



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<u>Contract / Revision</u>	<u>Alt Order #</u>
1684466 /	08874263

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
12/06/17 - 12/22/17	Issue	WESTERN VALUES

<u>Advertiser</u>	<u>Original Date / Revision</u>
Progress Now NM	12/06/17 / 12/06/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		12/04/17	12/10/17	-----1				1	\$350.00					
Week:		12/11/17	12/17/17	-----1				1	\$350.00					
Totals									0.00				35	\$14,200.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
11/27/17 - 12/22/17	35	\$14,200.00	(\$2,130.00)	\$12,070.00
<b>Totals</b>	35	\$14,200.00	(\$2,130.00)	\$12,070.00

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

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

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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, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

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REP HEADLINE# 8874263 TRF# 1684466  
\$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100  
CREDIT ADVISORY: AGENCY  
ORDER WORKSHEET

FAX# 610-225-1191  
CREDIT RISK !!  
HARRIS REPORT FROM REP  
\*\*CHANGES\*\* \*\*\* KOAT-TV \*\*\*

ADV # ADV. NAME ISS/PROGRESS NOW NM  
AGY # AGY. NAME IB5K

611 BROADWAY  
NEW YORK, NY 10012

REP. # OFF. # SALESMAN #  
BUYER NAME DAN BECKMANN  
SALES PRSN WA- MARY TRICOLI

ORDER # CONTRACT # 8874263 CLASS: NATL. LOCAL REGIONAL  
PRDCT PROGRESS NOW NEW MEX EST# COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES DEC6/17 DEC22/17 WK-3  
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE DEC6/17 13.08

REP: REVISED ADV  
TOTAL \$14,200  
PLEASE CONFIRM THANKS  
SHAWN

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
PROGRESS NOW NEW MEXICO

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
:	LINE#	:	:	:	:	:	DATE	DATE	/WK	INVT	:	SPTS:
NO BUYS TO PRINT												
DEC/17			14200.00									
CONTRACT TOTAL											14200.00	
TOTAL SPOTS											35	

MARKET TOTALS \$28,400 KOAT 50% KRQE 50% KOB 0% KWBQ 0% KASA 0% KASY 0% CABL 0%  
SVC- NSI BOOKS- OCT/17  
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: TEL# 610-293-4100 FAX# 610-225-1191  
CREDIT ADVISORY: AGENCY CREDIT RISK !!  
ORDER WORKSHEET HARRIS REPORT FROM REP  
\*\*\*CHANGES\*\*\* \*\* KOAT-TV \*\*\*

REP HEADLINE# 8874263 TRF# 1684466  
\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

ADV # ADV. NAME ISS/WESTERN VALUES PROJECT  
AGY # AGY. NAME IB5K  
611 BROADWAY  
NEW YORK, NY 10012

ORDER # CONTRACT # 8874263 CLASS: NATL. LOCAL REGIONAL  
PRDCT WESTERN VALUES EST# COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES DEC6/17 DEC22/17 WK-3  
CITY TAX STATE TAX CO-OP BILLING NEEDED DATE DEC5/17 16.25

REP: ADDED IN AGENCY CODE.. THANKS MARY  
CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
\*\*\*AGENCY: IB5K\*\*\*

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

NO BUYS TO PRINT												
DEC/17						14200.00						
CONTRACT TOTAL 14200.00												
TOTAL SPOTS 35												

MARKET TOTALS \$28,400 KOAT 50% KRQE 50% KOB 0% KWBQ 0% KASA 0% KASY 0% CABL 0%

SVC- NSI BOOKS- OCT/17  
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# 8874263  
\*\*\* UNAPPROVED REV #1 \*\*\*

REP: TEL# 610-293-4100  
ORDER WORKSHEET

FAX# 610-225-1191  
HARRIS REPORT FROM REP  
\*\*CHANGES\*\*  
DEC5/17 14.39  
\*\*\* KOAT-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME \_\_\_\_\_ ISS/WESTERN VALUES PROJECT \_\_\_\_\_ REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
AGY # \_\_\_\_\_ AGY. NAME \_\_\_\_\_ TEST AGENCY \_\_\_\_\_ BUYER NAME DAN BECKMANN

X \_\_\_\_\_ SALES PRSN WA- MARY TRICOLI  
X \_\_\_\_\_

ORDER # \_\_\_\_\_ CONTRACT # 8874263 CLASS: NATL. \_\_\_\_\_ LOCAL \_\_\_\_\_ REGIONAL \_\_\_\_\_

PRDCT WESTERN VALUES EST# \_\_\_\_\_ COMMENTS: (LINE, ORDER, INVOICE) \_\_\_\_\_

FLIGHT DATES DEC6/17 DEC22/17 WK-3

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE DEC5/17 14.39

REP: NEW ORDER FOR WESTERN VALUES PROJECT  
\*\*\*AGENCY: IB5K\*\*\*  
TOTAL \$14,200  
PLEASE CONFIRM THANKS  
SHAWN

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
\*\*\*AGENCY: IB5K\*\*\*

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

NO BUYS TO PRINT  
DEC/17 14200.00

CONTRACT TOTAL 14200.00  
TOTAL SPOTS 35

MARKET TOTALS \$28,400 KOAT 50% KRQE 50% KOB 0% KWBQ 0% KASA 0% KASY 0% CABL 0%  
SVC- NSI BOOKS- OCT/17  
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

FAX# 610-225-1191  
HARRIS REPORT FROM REP  
DEC5/17 14.38  
\*\*\* KOAT-TV \*\*\*

BUYER NAME DAN BECKMANN

\_\_\_\_\_X

\_\_\_\_\_X

	CLASS:	NATL.	LOCAL	REGIONAL
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ICE)

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE DEC5/17 14.38

AGENCY: 120N  
TOTAL \$14,200  
PLEASE CONFIRM THANKS  
SHAWN

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
: LINE#	:	:	:	:	:	:	: DATE	: DATE	: /WK	: INVT	:	: SPTS
1			500P-530P	30		\$350.00	12/6	12/8	3		W-F	3
PROGRAM : NEWS												
2			500P-530P	30		\$350.00	12/11	12/15	5		M-F	5
2			500P-530P	30		\$350.00	12/18	12/22	5		M-F	5
PROGRAM : NEWS												
3			1030P-1100P	30		\$450.00	12/6	12/8	3		W-F	3
PROGRAM : NEWS												
4			1030P-1100P	30		\$450.00	12/11	12/15	5		M-F	5
4			1030P-1100P	30		\$450.00	12/18	12/22	5		M-F	5
PROGRAM : NEWS												

REP HEADLINE# 8874263  
 \*\*\* ORIGINAL REV#0 \*\*\*

REP: TEL# 610-293-4100  
 ORDER WORKSHEET

FAX# 610-225-1191  
 HARRIS REPORT FROM REP

DEC5/17 14.38  
 \*\*\* KOAT-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
5			600P-630P	30		\$425.00	12/9	12/9	1		SAT	1
5			600P-630P	30		\$425.00	12/16	12/16	1		SAT	1
PROGRAM : WKND END												
6			600A-700A	30		\$450.00	12/18	12/22	5		M-F	5
PROGRAM : EM NEWS												
7			900A-1000A	30		\$350.00	12/10	12/10	1		SUN	1
7			900A-1000A	30		\$350.00	12/17	12/17	1		SUN	1
PROGRAM : THIS WEEK												
DEC/17			14200.00									
CONTRACT TOTAL											14200.00	
TOTAL SPOTS											35	

MARKET TOTALS \$28,400 KOAT 50% KRQE 50% KOB 0% KWBQ 0% KASA 0% KASY 0% CABL 0%  
 SVC- NSI BOOKS- OCT/17  
 DEMOS- RA35+\*

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b> KOAT-TV Albuquerque, NM	<b>Date:</b> 12/5/17
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I, Daniel P. Beckmann

do hereby request station time concerning the following issue:

Advocates change to the process  
of how methane gas is refined

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
30s		See	S/len		

This broadcast time will be used by: 12/6-12/20/17



**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):

ISSUE: Methane Gas

Progress Now Now Mexico SOS-312-8509  
Gas - Silver Ave S.W. Albuquerque, NM

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

IB5k

343 Carl, San Francisco, CA 94117

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):

Daniel P Beckmann

Gabby Laborghetta

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

**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

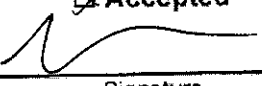
**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

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 1 day before the time of the scheduled broadcasts.

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

<u>12/5/17</u>	<u>Daniel P. Beckmann</u>	<u>415-912-6625</u>
Date	Signature	Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

<input checked="" type="checkbox"/> Accepted	<input type="checkbox"/> Accepted in Part	<input type="checkbox"/> Rejected
<u></u>	<u>Marcus Libardi</u>	<u>NSM</u>
Signature	Printed Name	Title

## AGREED UPON SCHEDULE

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

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

**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.