

FR: WA - ANDREW SOLANO (H) REP: TEL# 703-516-9399 FAX# 703-516-9680  
 TO: WAPK-TV REP HEADLINE# 7221386 ORDER WORKSHEET HARRIS REPORT FROM REP JUN19/14 14.23  
 \*\*\* ORIGINAL REV#0 \*\*\* \*\* WAPK-TV \*\*\*

*Handwritten initials/signature*

ADV # \_\_\_\_\_ ADV. NAME POLI/W WARNER/D/SEN/VA REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
 AGY # \_\_\_\_\_ AGY. NAME GREER, MARGOLIS, MITCHELL BUYER NAME MIKE FURMAN  
 3050 K ST NW, SALES PRSN WA- ANDREW SOLANO (H)  
 WASHINGTON, DC 20007  
 ORDER # \_\_\_\_\_ CONTRACT # 7221386 CLASS: NATL. LOCAL REGIONAL  
 PRDCT WARNER FOR SENATE EST#2820 COMMENTS: (LINE, ORDER, INVOICE)  
 FLIGHT DATES SEP30/14 OCT6/14 WK-1  
 CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE JUN19/14 14.23

REP: NEW ORDER  
 TTL \$310 @10X  
 PLEASE CONFIRM  
 THANKS SHOSHANA FOR ANDREW  
 CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

ALL INVOICES ARE TO BE SENT TO:  
 GREER MARGOLIS  
 ACCOUNTING  
 1010 WISCONSIN AVENUE NW  
 SUITE 800  
 WASHINGTON, DC 20007  
 FRIENDS OF MARK WARNER

| LINE#   | REP | CD | TIME PERIOD | LGTH | SEC | RATE    | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|---|-----|----|-------------|------|-----|---------|------------|----------|----------|-----------|------|-----------|
| 1   |     |    | 1000P-1030P | 30   |     | \$50.00 | 9/30       | 10/3     | 1        |           | TU-F | 1         |
| AGENCY ADVERTISER CODE = 198 AGENCY EST# = 2820<br>AGENCY PRODUCT CODE = 213<br>PROGRAM : <del>TWO AND A HALF MEN</del><br>CON COM1 : <del>TWO AND A HALF MEN</del> |     |    |             |      |     |         |            |          |          |           |      |           |

*Handwritten signature: The News*

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|--|-----|----|--|------|-----|---------|------------|----------|----------|-----------|----------|-----------|
| 2  |     |    | 400P-500P<br>PROGRAM : JUDGE ALEX / DIVORCE COURT<br>CON COM1: JUDGE ALEX / DIVORCE COURT                | 30   |     | \$10.00 | 9/30       | 10/3     | 2        |           | TU-F     | 2         |
| 3  |     |    | 500P-600P<br>PROGRAM : JUDGE MATHIS<br>CON COM1: JUDGE MATHIS  | 30   |     | \$15.00 | 9/30       | 10/3     | 2        |           | TU-F     | 2         |
| 4  |     |    | 800P-900P<br>PROGRAM : MONK<br>CON COM1: MONK  | 30   |     | \$40.00 | 10/3       | 10/3     | 1        |           | FRI      | 1         |
| 5  |     |    | 900P-1000P<br>PROGRAM : MONK<br>CON COM1: MONK   | 30   |     | \$40.00 | 10/3       | 10/3     | 1        |           | FRI      | 1         |
| 6  |     |    | 800P-900P<br>PROGRAM : LAW & ORDER: SPECIAL VICTIMS UNIT<br>CON COM1: LAW & ORDER: SPECIAL VICTIMS UNIT  | 30   |     | \$40.00 | 10/6       | 10/6     | 1        |           | MON      | 1         |
| 7  |     |    | 900P-1000P<br>PROGRAM : LAW & ORDER: SPECIAL VICTIMS UNIT<br>CON COM1: LAW & ORDER: SPECIAL VICTIMS UNIT | 30   |     | \$40.00 | 10/6       | 10/6     | 1        |           | MON      | 1         |
| 8  |     |    | 800P-900P<br>PROGRAM : HOUSE<br>CON COM1: HOUSE  | 30   |     | \$50.00 | 9/30       | 9/30     | 1        |           | TUE      | 1         |
| OCT/14 \$310.00  |     |    |  |      |     |         |            |          |          |           |          |           |
| MARKET TOTALS \$15,500 WAPK 2% WJHL 19% WCYB 67% WKPT 3% WEMT 9% CYBW 0% CABL 0% |     |    |  |      |     |         |            |          |          |           |          |           |
| SHARES ACCURATE  |     |    |  |      |     |         |            |          |          |           |          |           |
| SVC- NONE BOOKS- OCT/PJ  |     |    |  |      |     |         |            |          |          |           |          |           |
| DEMOS- RA35+*  |     |    |  |      |     |         |            |          |          |           |          |           |
| CONTRACT TOTAL   |     |    |  |      |     |         |            |          |          |           | \$310.00 |           |
| TOTAL SPOTS  |     |    |  |      |     |         |            |          |          |           | 10       |           |



# CONTRACT

**WAPK-TV**  
**222 Commerce St**  
**Kingsport, TN 37660**  
**(423) 246-9578**

|  |  |  |
|--|--|--|
| <u>Contract / Revision</u><br>9959 /         |  | <u>Alt Order #</u><br>7221386                          |
| <u>Product</u><br>Warner for Senate          |  |  |
| <u>Contract Dates</u><br>09/30/14 - 10/06/14 |  | <u>Estimate #</u><br>2820                              |
| <u>Advertiser</u><br>M Warner / D / SEN / VA |  | <u>Original Date / Revision</u><br>06/20/14 / 06/20/14 |
| <u>Billing Cycle</u><br>EOM/EOC              | <u>Billing Calendar</u><br>Broadcast     | <u>Cash/Trade</u><br>Cash                              |
| <u>Station</u><br>WAPK-TV                    | <u>Account Executive</u><br>HRP Virginia | <u>Sales Office</u><br>HRP-Virginia                    |
| <u>Special Handling</u>                      |  |  |
| <u>Demographic</u><br>Adults 25-54           |  |  |
| <u>IDB#</u>                                  | <u>Advertiser Code</u>                   | <u>Product Code</u>                                    |
| <u>Agency Ref</u>                            | <u>Advertiser Ref</u>                    |  |

And:

**Greer, Margolis, Mitchell**  
**1010 Wisconsin Ave, Ste 800**  
**Washington, DC 20007**

| *Line         | Ch   | Start Date        | End Date        | Description         | Start/End Time | Days | Length | Spots/Week        | Rate        | Type | Spots     | Amount          |
|---------------|------|-------------------|-----------------|---------------------|----------------|------|--------|-------------------|-------------|------|-----------|-----------------|
| N 1           | WAPK | 09/30/14          | 10/03/14        | M-F 10-1030p        | 10-1030p       |      | :30    |                   |             | NM   | 1         | \$50.00         |
|               |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |                |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |      | 09/29/14          | 10/05/14        | -TWTF--             |                |      |        | 1                 | \$50.00     |      |           |                 |
| N 2           | WAPK | 09/30/14          | 10/03/14        | Paternity / Divorce | 4p-5p          |      | :30    |                   |             | NM   | 2         | \$20.00         |
|               |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |                |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |      | 09/29/14          | 10/05/14        | -TWTF--             |                |      |        | 2                 | \$10.00     |      |           |                 |
| N 3           | WAPK | 09/30/14          | 10/03/14        | Judge Mathis P      | 5p-6p          |      | :30    |                   |             | NM   | 2         | \$30.00         |
|               |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |                |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |      | 09/29/14          | 10/05/14        | -TWTF--             |                |      |        | 2                 | \$15.00     |      |           |                 |
| N 4           | WAPK | 10/03/14          | 10/03/14        | Monk                | 8p-9p          |      | :30    |                   |             | NM   | 1         | \$40.00         |
|               |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |                |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |      | 09/29/14          | 10/05/14        | ----1--             |                |      |        | 1                 | \$40.00     |      |           |                 |
| N 5           | WAPK | 10/03/14          | 10/03/14        | Monk                | 9p-10p         |      | :30    |                   |             | NM   | 1         | \$40.00         |
|               |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |                |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |      | 09/29/14          | 10/05/14        | ----1--             |                |      |        | 1                 | \$40.00     |      |           |                 |
| N 6           | WAPK | 10/06/14          | 10/06/14        | Law & Order         | 8p-9p          |      | :30    |                   |             | NM   | 1         | \$40.00         |
|               |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |                |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |      | 10/06/14          | 10/12/14        | 1-----              |                |      |        | 1                 | \$40.00     |      |           |                 |
| N 7           | WAPK | 10/06/14          | 10/06/14        | Law & Order         | 9p-10p         |      | :30    |                   |             | NM   | 1         | \$40.00         |
|               |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |                |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |      | 10/06/14          | 10/12/14        | 1-----              |                |      |        | 1                 | \$40.00     |      |           |                 |
| N 8           | WAPK | 09/30/14          | 09/30/14        | House               | 8p-9p          |      | :30    |                   |             | NM   | 1         | \$50.00         |
|               |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>     |                |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |      | 09/29/14          | 10/05/14        | -1-----             |                |      |        | 1                 | \$50.00     |      |           |                 |
| <b>Totals</b> |      |                   |                 |                     |                |      |        |                   |             |      | <b>10</b> | <b>\$310.00</b> |

| Time Period         | # of Spots | Gross Amount    | Agency Comm.     | Net Amount      |
|---------------------|------------|-----------------|------------------|-----------------|
| 09/29/14 - 10/06/14 | 10         | \$310.00        | (\$46.50)        | \$263.50        |
| <b>Totals</b>       | <b>10</b>  | <b>\$310.00</b> | <b>(\$46.50)</b> | <b>\$263.50</b> |

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

Nondiscrimination Policy: Holston Valley Broadcasting Corporation and WPKT-TV / WAPK-TV / WKPT-DT3 do not accept advertising that discriminates based on race or ethnicity. Any provision in any advertising agreement with intent to discriminate is deemed null and void as contrary to federal law.



**PAID POLITICAL  
BROADCAST AVAIL REQUEST**

|                            |                           |
|----------------------------|---------------------------|
| <b>TO:</b> Lamar Reid      | <b>STATION:</b> WKPT-WAPK |
| <b>FROM:</b> Andrew Solano | <b>HRP OFFICE:</b> DC     |

**REQUEST RECEIVED FROM**

**DATE:** 5/27/14

|   |
|---|
| <b>BUYER:</b> Mike Furman                               |
| <b>AGENCY:</b> GMMB                                     |
| <b>ADDRESS:</b> 3050 K St NW #100, Washington, DC 20007 |
| <b>PHONE #:</b> (202) 338-8700                          |
| <b>FAX #:</b>   |
| <b>OTHER:</b>   |

**AVAILS FOR**

|   |
|---|
| <b>COMMITTEE:</b> Friends of Mark Warner                                      |
| <b>CPMGN MGR.</b>   |
| <b>TREASURER:</b> Gerald McGowan  |
| <b>ADDRESS:</b> 2034 Eisenhower Ave, Ste. 232; Alexandria, VA 22314           |
| <b>PHONE #:</b> (202) 224-2023  |
| <b>FAX #:</b>   |
| <b>OTHER:</b> <a href="http://markwarnerva.com/">http://markwarnerva.com/</a> |

**FOR**

|                                   |
|-----------------------------------|
| <b>CANDIDATE:</b> Lamar Alexander |
| <b>OFFICE:</b> Senate             |
| <b>PARTY:</b> Republican          |

|                               |
|-------------------------------|
| <b>DAYPARTS:</b> All          |
| <b>SCHEDULE DATES:</b> TBD    |
| <b>COMMERICAL LENGTH:</b> :30 |
| <b>PROGRAMS:</b> All          |

**PLEASE ADVISE IF THERE ARE RESTRICTIONS ON ANY OF THE ABOVE**

## 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**

|                              |              |
|------------------------------|--------------|
| <b>Station and Location:</b> | <b>Date:</b> |
|------------------------------|--------------|

I, Mike Furman - authorized Media Buyer  
being/on behalf of: Mark Warner  
a legally qualified candidate of the Democratic  
political party for the office of: Senate of Virginia  
in the General  
election to be held on: November 4, 2014

do hereby request station time as follows:

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

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



### FEDERAL CANDIDATE CERTIFICATION

**In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:**

I, Friends of Mark Warner  
(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.

Mike Re — Authorized Media Buyer  
signature of candidate or authorized committee

Mike Furman 5/27/14  
printed name date

**AGREED UPON SCHEDULE**

**(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF CANDIDATE'S REQUEST)**

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

**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 times the spots air and the rates charged, 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 specific spots aired and the rates charged. 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.**