



125 West 55th St
New York, NY 10019

KATZ TELEVISION GROUP

Contract # 26035112			Changes as of: 6/15/2018 at 2:33 PM			Version: Current State Version 2		
CPE: //2957			Flight: 6/25/18 - 7/1/18			Station: WJHL		
Agency: Low + Tritt			Advertiser: Beth Harwell for TN Governor			Market: Johnson City-Kingsport-Bristol		
123 Center Park Dr Suite 225 Knoxville, TN 37922			Product: Harwell / Gov			Office: WASHINGTON		
			Agency Order #:			Service: Nielsen		
			Buyer: Geoff Blanton			Primary Demo: Adults 35+		
			Salesperson: ERIN SCHUMACHER 212-424-6620			Assistant: ERIN SCHUMACHER 212-424-6620		
			Separation:					
						Total Spots: 67		
						Total CPP: \$0.00		
						Total GRP:		
						Total \$: \$18,470.00		

#	Day/Time	DP	Program	Rate	A35P Rating	Len	6/25	6/25 - 6/25	Total Spots	Total \$	CPP*	GRP*
REV-9	11p-11:35p		LATE NEWS	\$650.00	0.0	15	10	5	5	\$3,250.00	\$0.00	0.0
**11a 9 revised to: 15 standard long rate \$650 (68% of \$1000) Changes: Rate from 325 to 650, Len from 15S to 15												
TOTALS: 67									67	\$18,470.00	\$0.00	0.0



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Contract # 26035112 **Changes as of:** 6/15/2018 at 2:33 PM **Version:** Current State Version 2
CPE: //2957 **Flight:** 6/25/18 - 7/1/18 **Station:** WJHL **Con Type:** POLITICAL/VOTE
Agency: Low + Tritt **Advertiser:** Beth Harwell for TN Governor **Market:** Johnson City-Kingsport-Bristol **Total \$:** \$18,470.00
Product: Harwell / Gov **Office:** WASHINGTON **Total Spots:** 67
Agency Order #: **Service:** Nielsen **Total CPP:** \$0.00
Buyer: Geoff Blanton **Primary Demo:** Adults 35+ **Total GRP:** **Assistant:** ERIN SCHUMACHER
Salesperson: 212-424-6620
Separation:

Special Instructions

Order Level Comments		
Date/Time	Added by	Comment
06/15/18 12:46 PM	Linda DeSpain	Line 9 section 2 rate for a :30 is \$1000 which should be \$500 each :25. Section 3 is \$600 and \$300 per :15 you have \$325 per :15 which is between the sections. please advise

Competitive Information				
Market Budget:	\$36,940			
WJHL Share:	50%			
Comment:				
Unknown:	50%			

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
Total	100%	67	\$18,470.00	0.0

Monthly Summary			
Month	Spots	Dollars	
2018-Jul	67	\$18,470.00	
Total	67	\$18,470.00	

Transaction History						
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg
Revision	6/15/18 2:33 PM	ERIN SCHUMACHER	Revised		5	\$0
Makegood 1	6/15/18 12:46 PM	Linda DeSpain	Confirmed			\$0
Queued for Electronic Contracting	6/15/18 11:56 AM					\$0
New	6/15/18 11:11 AM	ERIN SCHUMACHER	Confirmed	72		\$18,470.00

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



WJHL
338 E. Main Street
Johnson City, TN 37601
(423) 926-2151

And:

Low & Tritt
123 Center Park Dr Ste 225
Knoxville, TN 37922

<u>Contract / Revision</u> 26035112 /		<u>Alt Order #</u> 26035112
<u>Product</u> Harwell/Gov		
<u>Contract Dates</u> 06/25/18 - 07/01/18	<u>Estimate #</u> 2957	
<u>Advertiser</u> POL/Beth Harwell/Governor/TN/Rep		<u>Original Date / Revision</u> 06/15/18 / 06/15/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WJHL	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<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	Rtn	Type	Spots	Amount
N 1	WJHL	06/25/18	07/01/18	Local News @ 6a	6a-7a		:15/:15				BK	5	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/25/18	07/01/18	MTWTF--				5	\$400.00				
N 2	WJHL	06/25/18	07/01/18	CBS This Morning	7a-9a		:15/:15				BK	9	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/25/18	07/01/18	MTWTF--				9	\$200.00				
N 3	WJHL	06/25/18	07/01/18	CBS This Morning Sat	8a-10a		:30				NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/25/18	07/01/18	-----S-				2	\$250.00				
N 4	WJHL	06/25/18	07/01/18	CBS This Morning Sun	857a-1030a		:15/:15				BK	2	\$920.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/25/18	07/01/18	-----S				2	\$460.00				
N 5	WJHL	06/25/18	07/01/18	Local News @ 12p	12p-1230p		:30				NM	5	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/25/18	07/01/18	MTWTF--				5	\$360.00				
N 6	WJHL	06/25/18	07/01/18	Local News @ 6p	6p-630p		:15/:15				BK	5	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/25/18	07/01/18	MTWTF--				5	\$900.00				
N 7	WJHL	06/25/18	07/01/18	CBS Evening News	630p-7p		:15/:15				BK	3	\$2,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/25/18	07/01/18	MTWTF--				3	\$900.00				
N 8	WJHL	06/25/18	07/01/18	Sun 6p Local News	6p-630p		:30				NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/25/18	07/01/18	-----S				1	\$400.00				
N 9	WJHL	06/25/18	07/01/18	Local News @ 11p	11p-1135p		:15				NM	5	\$3,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/25/18	07/01/18	MTWTF--				5	\$650.00				
N 10	WJHL	06/25/18	07/01/18	11p News Sun	11p-1135p		:30				NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		06/25/18	07/01/18	-----S				1	\$600.00				
Totals								0.00				38	\$18,470.00

(* 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.

Nexstar Media Group 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 Nexstar Media Group 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.



WJHL
338 E. Main Street
Johnson City, TN 37601
(423) 926-2151

Contract / Revision	Alt Order #
26035112 /	26035112

Contract Dates	Product	Estimate #
06/25/18 - 07/01/18	Harwell/Gov	2957

Advertiser	Original Date / Revision
POL/Beth Harwell/Goverr	06/15/18 / 06/15/18

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
06/25/18 - 07/01/18	38	\$18,470.00	(\$2,770.50)	\$15,699.50
Totals	38	\$18,470.00	(\$2,770.50)	\$15,699.50

Signature: _____ **Date:** _____

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