



KATZ TELEVISION GROUP

125 West 55th St
New York, NY 10019

Contract # 26035112 Changes as of: 6/15/2018 at 2:33 PM Version: Current State Version 2

CPE: /2957
Agency: Low + Tritt
123 Center Park Dr
Suite 225
Knoxville, TN 37922

Flight: 6/25/18 - 7/1/18
Advertiser: Beth Harwell for TN Governor
Product: Harwell / Gov
Agency Order #:
Buyer: Geoff Blanton
Salesperson: ERIN SCHUMACHER
212-424-6620

Station: WJHL
Market: Johnson City-Kingsport-Bristol
Office: WASHINGTON
Service: Nielsen
Primary Demo: Adults 35+
Assistant: ERIN SCHUMACHER
212-424-6620

Con Type: POLITICAL/VOTE
Total Spots: 67
Total CPP: \$0.00
Total GRP: \$18,470.00

Separation:

#	Day/Time	DP	Program	Rate	A35P Rating	Len	6/25 - 6/25		Total Spots	Total \$	CPP*	GRP*	
							6/25	6/25					
REV-9	M-F 11p-11:35p		LATE NEWS	\$650.00	0.0	15	10	5	5	\$3,250.00	\$0.00	0.0	
<small>**Via 9 revised to :15 spot/duration; rate \$650 (65% of \$1000) Changes: Rate from :30 to 650; Len from :30 to :15</small>										67	\$18,470.00	\$0.00	0.0

TOTALS: 67



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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	CPP	GRP
Total	100%	67	\$18,470.00	N/A	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	Contract \$	Comment
Revision	6/15/18 2:33 PM	ERIN SCHUMACHER	Revised		5	\$0	\$0	Changes: Total Spots from 72 to 67. 1 buyline added or modified.
Makegood 1	6/15/18 12:46 PM	Linda DeSpain	Confirmed			\$0	\$0	
Queued for Electronic Contracting	6/15/18 11:56 AM					\$0	\$0	
New	6/15/18 11:11 AM	ERIN SCHUMACHER	Confirmed	72		\$18,470.00	\$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.

CONTRACT



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

<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 Code</u>	<u>Advertiser Code</u>	<u>Product 1/2</u>
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

And:

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

*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.



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26035112 /	26035112

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

<u>Advertiser</u>	<u>Original Date / Revision</u>
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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