



125 West 55th St
New York, NY 10019

KATZ TELEVISION GROUP

Contract # 26104466 Changes as of: 7/11/2018 at 10:47 AM Version: Original Order
CPE: //2957 Flight: 7/16/18 - 7/22/18 Station: WJHL
Agency: Low + Tritt Advertiser: Beth Harwell for TN Governor Market: Johnson City-Kingsport-Bristol
123 Center Park Dr Product: Harwell / TN / Gov Office: WASHINGTON
Suite 225 Agency Order #: Service: Nielsen Total Spots: 102
Knoxville, TN 37922 Buyer: Geoff Blanton Primary Demo: Adults 50+ Total CPP: \$0.00
Salesperson: ERIN SCHUMACHER Assistant: ERIN SCHUMACHER Total GRP: \$26,645.00
212-424-6620 212-424-6620
Separation:

#	Day/Time	DP	Program	Rate	A50P Rating	Len	7/16 - 7/16	Total Spots	Total \$	CPP*	GRP*
1	M-F 5a-6a [BOOKENDS]		NEWS	\$112.50	0.0	15	10	10	\$1,125.00	\$0.00	0.0
2	M-F 7a-9a [BOOKENDS]		CBS THIS MORNING	\$100.00	0.0	15	10	10	\$1,000.00	\$0.00	0.0
3	Sa 8a-10a		CBS SAT MORNING	\$250.00	0.0	30	2	2	\$500.00	\$0.00	0.0
4	Su 9a-10:30a [BOOKENDS]		CBS THIS MORNING SUNDAY	\$230.00	0.0	15	4	4	\$920.00	\$0.00	0.0
5	M-F 12n-12:30p [BOOKENDS]		NOON NEWS	\$180.00	0.0	15	10	10	\$1,800.00	\$0.00	0.0
6	M-F 6p-6:30p [BOOKENDS]		NEWS	\$450.00	0.0	15	10	10	\$4,500.00	\$0.00	0.0
7	M-F 6:30p-7p [BOOKENDS]		CBS EVENING NEWS	\$450.00	0.0	15	6	6	\$2,700.00	\$0.00	0.0
8	Su 11p-11:35p		LATE NEWS	\$600.00	0.0	30	1	1	\$600.00	\$0.00	0.0
9	M-F 6a-7a [BOOKENDS]		NEWS	\$200.00	0.0	15	10	10	\$2,000.00	\$0.00	0.0
10	Su 6p-6:30p [BOOKENDS]		NEWS	\$200.00	0.0	15	2	2	\$400.00	\$0.00	0.0
11	M-F 11p-11:35p		LATE NEWS	\$1,000.00	0.0	30	5	5	\$5,000.00	\$0.00	0.0
12	M-F 4p-5p [BOOKENDS]		DR PHIL	\$125.00	0.0	15	10	10	\$1,250.00	\$0.00	0.0
13	M-F 5p-5:30p [BOOKENDS]		NEWS	\$225.00	0.0	15	10	10	\$2,250.00	\$0.00	0.0
14	M-F 5:30p-6p [BOOKENDS]		NEWS	\$240.00	0.0	15	10	10	\$2,400.00	\$0.00	0.0

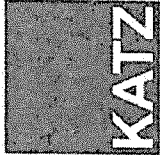


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CPE: //2957		Flight: 7/16/18 - 7/22/18		Station: WJHL	
Agency: Low + Tritt		Advertiser: Beth Harwell for TN Governor		Market: Johnson City-Kingsport-Bristol	
123 Center Park Dr Suite 225 Knoxville, TN 37922		Product: Harwell / TN / Gov		Office: WASHINGTON	
		Agency Order #:		Service: Nielsen	
		Buyer: Geoff Blanton		Primary Demo: Adults 50+	
		Salesperson: ERIN SCHUMACHER 212-424-6620		Assistant: ERIN SCHUMACHER 212-424-6620	
		Separation:			
		TOTALS: 102		Total Spots: 102 Total CPP: \$0.00 Total GRP:	

#	Day/Time	DP	Program	Rate	A50P Rating	Len	7/16	Total Spots	Total \$	CPP*	GRP*
15	Su 10:30a-11:30a		FACE THE NATION	\$100.00	0.0	15	2	2	\$200.00	\$0.00	0.0
[BOOKENDS]								102	\$26,645.00	\$0.00	0.0



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Suite 225 Agency Order #: Buyer: Geoff Blanton Service: Nielsen
Knoxville, TN 37922 Salesperson: ERIN SCHUMACHER Primary Demo: Adults 50+
212-424-6620 Assistant: ERIN SCHUMACHER
Separation:

Con Type: POLITICAL/VOTE
Total \$: \$26,645.00
Total Spots: 102
Total CPP: \$0.00
Total GRP:

Special Instructions

Competitive Information

Market Budget:	\$44,408
WJHL Share:	60%
Comment:	
Unknown:	40%

Daypart Summary

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
Total	100%	102	\$26,645.00	N/A	0.0

Monthly Summary

Month	Spots	Dollars
2018-Jul	102	\$26,645.00
Total	102	\$26,645.00

Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
New	7/11/18 10:47 AM	ERIN SCHUMACHER	New	102		\$26,645.00	\$26,645.00	

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> 26104466 /		<u>Alt Order #</u> 26104466
<u>Product</u> Harwell / TN / Gov		
<u>Contract Dates</u> 07/16/18 - 07/22/18		<u>Estimate #</u> 2957
<u>Advertiser</u> POL/Beth Harwell/Governor/TN/Rep		<u>Original Date / Revision</u> 07/11/18 / 07/11/18
<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 50+		
<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	07/16/18	07/20/18	Local News 5-6a	5a-6a		:15/:15				BK	5	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
	Week:	07/16/18	07/22/18	MTWTF--	5			\$225.00					
N 2	WJHL	07/16/18	07/20/18	CBS This Morning	7a-9a		:15/:15				BK	5	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
	Week:	07/16/18	07/22/18	MTWTF--	5			\$200.00					
N 3	WJHL	07/21/18	07/21/18	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:	07/16/18	07/22/18	-----S-	2			\$250.00					
N 4	WJHL	07/22/18	07/22/18	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:	07/16/18	07/22/18	-----S	2			\$460.00					
N 5	WJHL	07/16/18	07/20/18	Local News @ 12p	12p-1230p		:15/:15				BK	5	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
	Week:	07/16/18	07/22/18	MTWTF--	5			\$360.00					
N 6	WJHL	07/16/18	07/20/18	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:	07/16/18	07/22/18	MTWTF--	5			\$900.00					
N 7	WJHL	07/16/18	07/20/18	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:	07/16/18	07/22/18	MTWTF--	3			\$900.00					
N 8	WJHL	07/22/18	07/22/18	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:	07/16/18	07/22/18	-----S	1			\$600.00					
N 9	WJHL	07/16/18	07/20/18	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:	07/16/18	07/22/18	MTWTF--	5			\$400.00					
N 10	WJHL	07/22/18	07/22/18	Sun 6p Local News	6p-630p		:15/:15				BK	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
	Week:	07/16/18	07/22/18	-----S	1			\$400.00					
N 11	WJHL	07/16/18	07/20/18	Local News @ 11p	11p-1135p		:30				NM	5	\$5,000.00

(* 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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<u>Advertiser</u> POL/Beth Harwell/Goverr		<u>Original Date / Revision</u> 07/11/18 / 07/11/18

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/16/18	07/22/18	MTWTF--				5	\$1,000.00				
N 12	WJHL	07/16/18	07/20/18	Dr Phil	4p-5p		:15/:15				BK	5	\$1,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/16/18	07/22/18	MTWTF--				5	\$250.00				
N 13	WJHL	07/16/18	07/20/18	Local News @ 5p	5p-530p		:15/:15				BK	5	\$2,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/16/18	07/22/18	MTWTF--				5	\$450.00				
N 14	WJHL	07/16/18	07/20/18	Local News @ 530p	530p-6p		:15/:15				BK	5	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/16/18	07/22/18	MTWTF--				5	\$480.00				
N 15	WJHL	07/22/18	07/22/18	Face the Nation	1030a-1130		:15/:15				BK	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/16/18	07/22/18	-----S				1	\$200.00				
Totals								0.00				55	\$26,645.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
06/25/18 -07/22/18	55	\$26,645.00	(\$3,996.75)	\$22,648.25
Totals	55	\$26,645.00	(\$3,996.75)	\$22,648.25

Signature: _____ **Date:** _____

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