



WDEF
3300 Broad Street
Chattanooga, TN 37408

Buying Time, LLC
650 Massachusetts Ave, NW
Suite 210
Washington, DC 20001

Contract # 191750

Schedule Dates 07/17/18-07/23/18
Advertiser POL - Karl Dean for TN Governor (15606)
Agency Buying Time, LLC (3395)
Product Political (1176)
Brand 26105587 (58500)
Salesperson Millenium-Philadelphia, - (1034)
Sales Office Millenium - Philadelphia
Buyer Name Kathryn, Welsh,
Phone/Fax /
CPE 1006/1022/6369
Account Types National/Political
Billing Type Standard
Comments Political Separation: 30

Date Entered 07/13/18
Last Modified 07/13/18
Entered By Amy Fleming
CO-OP No
Headline # ECR26105587
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$655.50
Net Total \$3,714.50
Sales Tax

WDEF (WDEF)

By Broadcast Month
Jul. 2018 47
Grand Total: 47
Rate \$4,370.00
\$4,370.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	07/17/18-07/17/18	2	:30	7A- CBS THIS MORNING	1		X						1	\$35.00	\$35.00	WDEF (WDEF)	CBS Early Show	7/13/18
2.0	Normal Line / SPOT	07/18/18-07/18/18	2	:30	7A- CBS THIS MORNING	1			X					1	\$35.00	\$35.00	WDEF (WDEF)	CBS Early Show	7/13/18
3.0	Normal Line / SPOT	07/19/18-07/19/18	2	:30	7A- CBS THIS MORNING	1				X				1	\$35.00	\$35.00	WDEF (WDEF)	CBS Early Show	7/13/18
4.0	Normal Line / SPOT	07/23/18-07/23/18	2	:30	7A- CBS THIS MORNING	1	X							1	\$35.00	\$35.00	WDEF (WDEF)	CBS Early Show	7/13/18
5.0	Normal Line / SPOT	07/18/18-07/18/18	2	:30	8A- CBS THIS MORNING	1			X					1	\$35.00	\$35.00	WDEF (WDEF)	CBS Early Show	7/13/18
6.0	Normal Line / SPOT	07/20/18-07/20/18	2	:30	8A- CBS THIS MORNING	1					X			1	\$35.00	\$35.00	WDEF (WDEF)	CBS Early Show	7/13/18
7.0	Normal Line / SPOT	07/23/18-07/23/18	2	:30	8A- CBS THIS MORNING	1	X							1	\$35.00	\$35.00	WDEF (WDEF)	CBS Early Show	7/13/18
8.0	Normal Line / SPOT	07/17/18-07/17/18	3	:30	10:57:57A- PRICE IS RIGHT	1		X						1	\$115.00	\$115.00	WDEF (WDEF)	Price Is Right	7/13/18
9.0	Normal Line / SPOT	07/18/18-07/18/18	3	:30	10:57:57A- PRICE IS RIGHT	1			X					1	\$115.00	\$115.00	WDEF (WDEF)	Price Is Right	7/13/18
10.0	Normal Line / SPOT	07/19/18-07/19/18	3	:30	10:57:57A- PRICE IS RIGHT	1				X				1	\$115.00	\$115.00	WDEF (WDEF)	Price Is Right	7/13/18
11.0	Normal Line / SPOT	07/23/18-07/23/18	3	:30	10:57:57A- PRICE IS RIGHT	1	X							1	\$115.00	\$115.00	WDEF (WDEF)	Price Is Right	7/13/18
12.0	Normal Line / SPOT	07/17/18-07/17/18	3	:30	12P- NEWS 12 @ NOON	1							X	1	\$85.00	\$85.00	WDEF (WDEF)	News 12 Noon	7/13/18
13.0	Normal Line / SPOT	07/18/18-07/18/18	3	:30	12P- NEWS 12 @ NOON	1			X					1	\$85.00	\$85.00	WDEF (WDEF)	News 12 Noon	7/13/18

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

WDEF-TV, Inc. and its station[s] do not discriminate in advertising contracts on the basis of race or gender. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed, or otherwise made a part of a particular contract, is hereby rejected.



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07/17/18-07/23/18

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Buying Time, LLC (3395)

Product

Political (1176)

Brand

26105587 (58500)

Salesperson

Millennium-Philadelphia, - (1034)

Sales Office

Millennium - Philadelphia

Buyer Name

Kathryn, Welsh,

Phone/Fax

/

CPE

1006/1022/6369

Account Types

National/Political

Billing Type

Standard

Comments

Political
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Entered By Amy Fleming

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Demo

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Package Deal

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Commission \$655.50

Net Total \$3,714.50

Sales Tax

WDEF (WDEF)

By Broadcast Month

Spots

47

Rate

\$4,370.00

Jul. 2018

47

\$4,370.00

Grand Total:

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\$4,370.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
14.0	Normal Line / SPOT	07/20/18-07/20/18	3	:30	12P- NEWS 12 @ NOON	1						X		1	\$85.00	\$85.00	WDEF (WDEF)	News 12 Noon	7/13/18
15.0	Normal Line / SPOT	07/17/18-07/17/18	3	:30	12:30P- 2P (EST)	1		X						1	\$85.00	\$85.00	WDEF (WDEF)	CBS Soap Rotation	7/13/18
16.0	Normal Line / SPOT	07/18/18-07/18/18	3	:30	12:30P- 2P (EST)	1			X					1	\$85.00	\$85.00	WDEF (WDEF)	CBS Soap Rotation	7/13/18
17.0	Normal Line / SPOT	07/19/18-07/19/18	3	:30	12:30P- 2P (EST)	1				X				1	\$85.00	\$85.00	WDEF (WDEF)	CBS Soap Rotation	7/13/18
18.0	Normal Line / SPOT	07/20/18-07/20/18	3	:30	12:30P- 2P (EST)	1					X			1	\$85.00	\$85.00	WDEF (WDEF)	CBS Soap Rotation	7/13/18
19.0	Normal Line / SPOT	07/23/18-07/23/18	3	:30	12:30P- 2P (EST)	1	X							1	\$85.00	\$85.00	WDEF (WDEF)	CBS Soap Rotation	7/13/18
20.0	Normal Line / SPOT	07/17/18-07/17/18	3	:30	3P- LET'S MAKE A DEAL	1		X						1	\$85.00	\$85.00	WDEF (WDEF)	Let's Make A Deal	7/13/18
21.0	Normal Line / SPOT	07/19/18-07/19/18	3	:30	3P- LET'S MAKE A DEAL	1				X				1	\$85.00	\$85.00	WDEF (WDEF)	Let's Make A Deal	7/13/18
22.0	Normal Line / SPOT	07/23/18-07/23/18	3	:30	3P- LET'S MAKE A DEAL	1	X							1	\$85.00	\$85.00	WDEF (WDEF)	Let's Make A Deal	7/13/18
23.0	Normal Line / SPOT	07/18/18-07/18/18	3	:30	4P- 5P (EST)	1			X					1	\$75.00	\$75.00	WDEF (WDEF)	JUDGE JUDY	7/13/18
24.0	Normal Line / SPOT	07/20/18-07/20/18	3	:30	4P- 5P (EST)	1					X			1	\$75.00	\$75.00	WDEF (WDEF)	JUDGE JUDY	7/13/18
25.0	Normal Line / SPOT	07/23/18-07/23/18	3	:30	4P- 5P (EST)	1	X							1	\$75.00	\$75.00	WDEF (WDEF)	JUDGE JUDY	7/13/18
26.0	Normal Line / SPOT	07/17/18-07/17/18	3	:30	5P- 6P (EST)	1		X						1	\$75.00	\$75.00	WDEF (WDEF)	Judge Judy 2x	7/13/18
27.0	Normal Line / SPOT	07/19/18-07/19/18	3	:30	5P- 6P (EST)	1				X				1	\$75.00	\$75.00	WDEF (WDEF)	Judge Judy 2x	7/13/18

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Date:

Accepted-Station:

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Sales Office

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WDEF (WDEF)

By Broadcast Month

Jul. 2018 47 \$4,370.00

Grand Total: 47 \$4,370.00

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28.0	Normal Line / SPOT	07/23/18-07/23/18	3	:30	5P- 6P (EST)	1	X							1	\$75.00	\$75.00	WDEF (WDEF)	Judge Judy 2x	7/13/18
29.0	Normal Line / SPOT	07/18/18-07/18/18	3	:30	6P- NEWS 12 @ 6P	1			X					1	\$95.00	\$95.00	WDEF (WDEF)	News 12 At 6pm	7/13/18
30.0	Normal Line / SPOT	07/20/18-07/20/18	3	:30	6P- NEWS 12 @ 6P	1					X			1	\$95.00	\$95.00	WDEF (WDEF)	News 12 At 6pm	7/13/18
31.0	Normal Line / SPOT	07/23/18-07/23/18	3	:30	6P- NEWS 12 @ 6P	1	X							1	\$95.00	\$95.00	WDEF (WDEF)	News 12 At 6pm	7/13/18
32.0	Normal Line / SPOT	07/17/18-07/17/18	3	:30	6:30P- CBS EVENING NEWS	1		X						1	\$95.00	\$95.00	WDEF (WDEF)	CBS Evening News	7/13/18
33.0	Normal Line / SPOT	07/19/18-07/19/18	3	:30	6:30P- CBS EVENING NEWS	1				X				1	\$95.00	\$95.00	WDEF (WDEF)	CBS Evening News	7/13/18
34.0	Normal Line / SPOT	07/17/18-07/17/18	3	:30	7:30P- ANDY GRIFFITH	1		X						1	\$95.00	\$95.00	WDEF (WDEF)	Andy Griffith	7/13/18
35.0	Normal Line / SPOT	07/18/18-07/18/18	3	:30	7:30P- ANDY GRIFFITH	1			X					1	\$95.00	\$95.00	WDEF (WDEF)	Andy Griffith	7/13/18
36.0	Normal Line / SPOT	07/20/18-07/20/18	3	:30	7:30P- ANDY GRIFFITH	1					X			1	\$95.00	\$95.00	WDEF (WDEF)	Andy Griffith	7/13/18
37.0	Normal Line / SPOT	07/17/18-07/17/18	3	:30	11P- NEWS 12 NIGHTSIDE	1		X						1	\$95.00	\$95.00	WDEF (WDEF)	News 12 Nightside	7/13/18
38.0	Normal Line / SPOT	07/19/18-07/19/18	3	:30	11P- NEWS 12 NIGHTSIDE	1					X			1	\$95.00	\$95.00	WDEF (WDEF)	News 12 Nightside	7/13/18
39.0	Normal Line / SPOT	07/23/18-07/23/18	3	:30	11P- NEWS 12 NIGHTSIDE	1	X							1	\$95.00	\$95.00	WDEF (WDEF)	News 12 Nightside	7/13/18
40.0	Normal Line / SPOT	07/18/18-07/18/18	3	:30	11:35P- LATE SHOW WITH STEPHEN COLBERT	1				X				1	\$30.00	\$30.00	WDEF (WDEF)	The Late Show-CBS	7/13/18

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41.0	Normal Line / SPOT	07/20/18-07/20/18	3	:30	11:35P- LATE SHOW WITH STEPHEN COLBERT	1					X			1	\$30.00	\$30.00	WDEF (WDEF)	The Late Show-CBS	7/13/18
42.0	Normal Line / SPOT	07/23/18-07/23/18	3	:30	11:35P- LATE SHOW WITH STEPHEN COLBERT	1	X							1	\$30.00	\$30.00	WDEF (WDEF)	The Late Show-CBS	7/13/18
43.0	Normal Line / SPOT	07/17/18-07/17/18	4	:30	10P- NCIS NEW ORLEANS	1		X						1	\$350.00	\$350.00	WDEF (WDEF)	NCIS: New Orleans-CBS	7/13/18
44.0	Normal Line / SPOT	07/21/18-07/21/18	4	:30	8P- CRIMETIME SATURDAY	1						X		1	\$125.00	\$125.00	WDEF (WDEF)	Crimetime Saturday 8/7p-CBS	7/13/18
45.0	Normal Line / SPOT	07/22/18-07/22/18	3	:30	9A- CBS SUNDAY MORNING	1							X	1	\$95.00	\$95.00	WDEF (WDEF)	CBS Sunday Morning	7/13/18
46.0	Normal Line / SPOT	07/22/18-07/22/18	2	:30	10:30A- FACE THE NATION	1							X	1	\$100.00	\$100.00	WDEF (WDEF)	Face The Nation	7/13/18
47.0	Normal Line / SPOT	07/22/18-07/22/18	3	:30	6:58P- 60 MINUTES	1							X	1	\$475.00	\$475.00	WDEF (WDEF)	60 Minutes-CBS	7/13/18

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted Station:

Date:

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125 West 55th St
New York, NY 10019

Contract # 26105587
CPE: 1006/1022/6369
Agency: BUYING TIME, LLC
650 Massachusetts
AVE NW
Suite 210
Washington, DC 20001

Changes as of: 7/13/2018 at 8:48 AM
Flight: 7/17/18 - 7/23/18
Advertiser: DEAN, KARL
Product: Political
Agency Order #: 7536466
Buyer: Welsh, Kathryn
Salesperson: FRAN BROWN
215-563-5400

Version: Original Order
Station: WDEF
Market: Chattanooga
Office: PHILADELPHIA
Service: Nielsen
Primary Demo: FRAN BROWN
Assistant: 215-563-5400

Con Type: POLITICAL/VOTE
Total \$: \$4,370.00
Total Spots: 47
Total CPP: \$0.00
Total GRP:

Comments: Separation: 30

#	Day/Time	DP	Program	Rate	Len	7/17 - 7/23							Total Spots	Total \$	CPP*	GRP*
						7/17	7/18	7/19	7/20	7/21	7/22	7/23				
1	Tu-F,M 7a-8a		CBS Early Show	\$35.00	30	1	1	1	0	0	0	1	4	\$140.00	\$0.00	0.0
2	Tu-F,M 8a-9a		CBS Early Show	\$35.00	30	0	1	0	1	0	0	1	3	\$105.00	\$0.00	0.0
3	Tu-F,M 11a-12n		Price Is Right	\$115.00	30	1	1	1	0	0	0	1	4	\$460.00	\$0.00	0.0
4	Tu-F,M 12n-12:30p		News 12 Noon	\$85.00	30	1	1	0	1	0	0	0	3	\$255.00	\$0.00	0.0
5	Tu-F,M 12:30p-2p		CBS Soap Rotation	\$85.00	30	1	1	1	1	0	0	1	5	\$425.00	\$0.00	0.0
6	Tu-F,M 3p-4p		Let's Make A Deal	\$85.00	30	1	0	1	0	0	0	1	3	\$255.00	\$0.00	0.0
7	Tu-F,M 4p-5p		JUDGE JUDY	\$75.00	30	0	1	0	1	0	0	1	3	\$225.00	\$0.00	0.0
8	Tu-F,M 5p-6p		Judge Judy 2x	\$75.00	30	1	0	1	0	0	0	1	3	\$225.00	\$0.00	0.0
9	Tu-F,M 6p-6:30p		News 12 At 6pm	\$95.00	30	0	1	0	1	0	0	1	3	\$285.00	\$0.00	0.0
10	Tu-F,M 6:30p-7p		CBS Evening News	\$95.00	30	1	0	1	0	0	0	0	2	\$190.00	\$0.00	0.0
11	Tu-F,M 7:30p-8p		Andy Griffith	\$95.00	30	1	1	0	1	0	0	0	3	\$285.00	\$0.00	0.0
12	Tu-F,M 11p-11:35p		News 12 Nightside	\$95.00	30	1	0	1	0	0	0	1	3	\$285.00	\$0.00	0.0
13	Tu-F,M 11:35p-12:35a		The Late Show-CBS	\$30.00	30	0	1	0	1	0	0	1	3	\$90.00	\$0.00	0.0
14	Tu 10p-11p		NCIS: New Orleans-CBS	\$350.00	30	1	0	0	0	0	0	0	1	\$350.00	\$0.00	0.0
15	Sa 8p-9p		Crimetime Saturday 8/7p-CBS	\$125.00	30	0	0	0	0	1	0	0	1	\$125.00	\$0.00	0.0
16	Su 9a-10:30a		CBS Sunday Morning	\$95.00	30	0	0	0	0	0	1	0	1	\$95.00	\$0.00	0.0
17	Su 10:30a-11:30a		Face The Nation	\$100.00	30	0	0	0	0	0	1	0	1	\$100.00	\$0.00	0.0
18	Su 7p-8p		60 Minutes-CBS	\$475.00	30	0	0	0	0	0	1	0	1	\$475.00	\$0.00	0.0
TOTALS:						10	9	7	7	1	3	10	47	\$4,370.00	\$0.00	0.0



KATZ TELEVISION
GROUP

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New York, NY 10019

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Total Spots: 47

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Buyer: Welsh, Kathryn
Salesperson: FRAN BROWN
215-563-5400
Separation:

Service: Nielsen

Primary Demo: FRAN BROWN
Assistant: 215-563-5400

Total CPP: \$0.00
Total GRP:

Special Instructions

Order Level Comments

Date/Time	Added by	Comment
07/13/18 8:49 AM	FRAN BROWN	Separation: 30

Competitive Information

Market Budget: \$24,278
WDEF Share: 18%
Comment:
Unknown: 82%

Daypart Summary

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	47	\$4,370.00	N/A	0.0
Total	100%	47	\$4,370.00	N/A	0.0

Monthly Summary

Month	Spots	Dollars
2018-Jul	47	\$4,370.00
Total	47	\$4,370.00

Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Queued for Electronic Contracting	7/13/18 8:52 AM					\$0	\$0	
New	7/13/18 8:48 AM	FRAN BROWN	New	47		\$4,370.00	\$4,370.00	

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.

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

Station and Location:

Date: 5/9/2018

WDEF TV Chattanooga TN

I, Buying Time LLC

being/on behalf of: Karl Dean for Governor

a legally qualified candidate of the Democratic

political party for the office of: Tennessee Governor

in the Primary

election to be held on: Aug 2, 2018

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): \$

net

I represent that the payment for the above described broadcast time has been furnished by:

Karl Dean for Governor

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Calvin Anderson

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

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

To Be Signed By Candidate or Authorized Committee

5/9/2018

Date

[Signature]
Signature

To Be Signed By Station Representative

☒ Accepted

☐ Accepted in Part

☐ Rejected

[Signature]
Signature

Tommy Youngblood
Printed Name

CSM
Title

7/13/18