

CONTRACT

WABI
35 Hildreth Street
Bangor, ME 044101
(207) 947-8321

Contract / Revision 940503 /		Alt Order #
Product TV - vote vets SKED A 10/30-11/5		
Contract Dates 10/30/18 - 11/05/18		Estimate #
Advertiser Vote Vets		Original Date / Revision 10/22/18 / 10/22/18
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property WABI	Account Executive Bangor House	Sales Office Bangor National
Special Handling		
Demographic Households		
		Total Ratings 354.31
Agg Code 9914573	Advertiser Code	Product 1/2 86
Agency Ref 5337		Advertiser Ref 68774

And:

Waterfront Strategies
3050 K Street NW
Washington, DC 20007

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WABI	10/30/18	11/05/18	TV 5 News @ 6a	6:00 AM-7:00 AM		:30				NM	3	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				3	\$1,000.00	6.92			
N 2	WABI	10/30/18	11/05/18	CBS This Morning	7:00 AM-9:00 AM		:30				NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$500.00	3.52			
N 3	WABI	10/30/18	11/05/18	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$250.00	1.56			
N 4	WABI	10/30/18	11/05/18	M-F 10a-11a	10:00 AM-11:00 AM		:30				NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$250.00	1.41			
N 5	WABI	10/30/18	11/05/18	Price Is Right	11:00 AM-12:00 PM		:30				NM	3	\$1,650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				3	\$550.00	4.11			
N 6	WABI	10/30/18	11/05/18	TV 5 News @ 12p	12:00 PM-12:30 PM		:30				NM	2	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$550.00	5.71			
N 7	WABI	10/30/18	11/05/18	Soap Rotator	12:30 PM-2:00 PM		:30				NM	2	\$1,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$550.00	3.26			
N 8	WABI	10/30/18	11/05/18	The Talk	2:00 PM-3:00 PM		:30				NM	3	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				3	\$400.00	2.61			
N 9	WABI	10/30/18	11/05/18	Let's Make A Deal	3:00 PM-4:00 PM		:30				NM	2	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$400.00	3.36			
N 10	WABI	10/30/18	11/05/18	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				3	\$500.00	4.88			
N 11	WABI	10/30/18	11/05/18	TV 5 News @ 5p	5:00 PM-5:30 PM		:30				NM	2	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$1,500.00	11.34			
N 12	WABI	10/30/18	11/05/18	TV 5 News @ 530p	5:30 PM-6:00 PM		:30				NM	3	\$4,500.00

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

This Agreement is subject to the Standard Terms and Conditions available at www.gray.tv/advertising

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(207) 947-8321

Contract / Revision	Alt Order #
940503 /	

Contract Dates	Product	Estimate #
10/30/18 - 11/05/18	TV - vote vets SKED A 1	

Advertiser	Original Date / Revision
Vote Vets	10/22/18 / 10/22/18

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				3	\$1,500.00	12.01			
N 13	WABI	10/30/18	11/05/18	TV 5 News @ 6p	6:00 PM-6:30 PM		:30				NM	2	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$2,000.00	18.31			
N 14	WABI	10/30/18	11/05/18	Early News Rotator M-F	6:00 PM-7:00 PM		:30				NM	3	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				3	\$2,000.00	17.69			
N 15	WABI	10/30/18	11/05/18	M-F 7p-730p	7:00 PM-7:30 PM		:30				NM	2	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$1,000.00	9.75			
N 16	WABI	10/30/18	11/05/18	M-F 730p-8p	7:30 PM-8:00 PM		:30				NM	3	\$2,850.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				3	\$950.00	5.87			
N 17	WABI	10/30/18	11/05/18	TV 5 News @ 11p	11:00 PM-11:35 PM		:30				NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$500.00	3.47			
N 18	WABI	10/30/18	11/05/18	Late Show	11:30 PM-12:30 AM		:30				NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				3	\$250.00	1.48			
N 19	WABI	10/30/18	11/05/18	Late Late Show	12:30 AM-1:30 AM		:30				NM	2	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				2	\$125.00	0.24			
N 20	WABI	10/30/18	11/05/18	TV 5 News 430a-6a	430a-6a		:30				NM	3	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/30/18	11/05/18	MTWTF--				3	\$600.00	3.09			
D 21	WABI	10/30/18	11/05/18	Monday Prime Hr 1	8:00 PM-9:00 PM		:30				NM	0	\$0.00
N 22	WABI	10/30/18	10/30/18	Tuesday Prime Hr 1	8:00 PM-9:00 PM		:30				NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/29/18	11/04/18	-T-----				1	\$3,000.00	11.50			
N 23	WABI	10/30/18	11/01/18	Thursday Prime Hr 1	8:00 PM-9:00 PM		:30				NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/29/18	11/04/18	---T---				1	\$3,000.00	11.70			
D 24	WABI	10/30/18	11/02/18	Friday Prime Hr 2	9:00 PM-10:00 PM		:30				NM	0	\$0.00
D 25	WABI	10/30/18	11/03/18	Saturday Prime Hr 3	10:00 PM-11:00 PM		:30				NM	0	\$0.00
D 26	WABI	10/30/18	11/03/18	TV 5 News Sa @ 11p	11:00 PM-11:30 PM		:30				NM	0	\$0.00
N 27	WABI	10/30/18	11/04/18	Early News Rotator Sa-Su	6:00 PM-6:30 PM		:30				NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/29/18	11/04/18	-----SS				1	\$1,000.00	8.11			
D 28	WABI	10/30/18	11/04/18	Early News Rotator Sa-Su	6:00 PM-7:00 PM		:30				NM	0	\$0.00
N 29	WABI	10/30/18	11/04/18	Late News Rotator M-Su	11:00 PM-11:30 PM		:30				NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/29/18	11/04/18	-----SS				1	\$500.00	5.16			
N 30	WABI	10/30/18	11/04/18	NFL Regular Season	1:00 PM-7:00 PM		:30				NM	1	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/29/18	11/04/18	-----S				1	\$5,000.00	13.70			
D 31	WABI	10/30/18	11/04/18	TV 5 News Su @ 6p	6:00 PM-6:30 PM		:30				NM	0	\$0.00
D 32	WABI	10/30/18	11/04/18	TV 5 News Su @ 6p	6:00 PM-7:00 PM		:30				NM	0	\$0.00
D 33	WABI	10/30/18	11/04/18	Sunday Prime Hr 1	7:00 PM-8:00 PM		:30				NM	0	\$0.00
D 34	WABI	10/30/18	11/04/18	Sunday Prime Hr 3	9:00 PM-10:00 PM		:30				NM	0	\$0.00

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Advertiser	Original Date / Revision
Vote Vets	10/22/18 / 10/22/18

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 35	WABI	10/30/18	11/04/18	Sunday Prime Hr 4	10:00 PM-11:00 PM		:30				NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/29/18	11/04/18	-----S				1	\$1,500.00	4.30			
D 36	WABI	10/30/18	11/04/18	TV 5 News Su @ 11p	11:00 PM-11:30 PM		:30				NM	0	\$0.00
N 37	WABI	10/30/18	11/05/18	TV 5 News Su @ 6p	6p-630p		:30				NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/29/18	11/04/18	-----1				1	\$1,000.00	0.00			
Week:		11/05/18	11/11/18	-----				0	\$1,000.00	0.00			
N 38	WABI	11/03/18	11/03/18	SEC Football Prime Game	8p-11p		:30				NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/29/18	11/04/18	-----1-				1	\$750.00	0.00			
Totals								354.31				57	\$54,250.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/29/18 - 11/05/18	57	\$54,250.00	(\$8,137.50)	\$46,112.50
Totals	57	\$54,250.00	(\$8,137.50)	\$46,112.50

Signature: _____ **Date:** _____

Kim Lee

From: Chiusano, Dawn <dawn.chiusano@gmmb.com>
Sent: Monday, October 22, 2018 9:11 AM
To: Kim Lee
Subject: RE: urgent! PMU Vote Vets Split

They are going to have to be 😊
Thanks!

Dawn Chiusano Senior Media Buyer
dawn.chiusano@gmmb.com
202.813.4971 | direct
+gmmb cause the effect

From: Kim Lee [mailto:KLee@wabi.tv]
Sent: Monday, October 22, 2018 9:08 AM
To: Chiusano, Dawn <dawn.chiusano@gmmb.com>
Subject: RE: urgent! PMU Vote Vets Split

Ok...and do the below amounts look ok?

Thanks,
Kim

Kim Lee
VP/General Manager/GSM
WABI TV
klee@wabi.tv
(O) 207-974-3700
(C) 207-944-2920



All advertising, production services, consulting services, and digital management services sold or offered by Gray Television Group, Inc. ("Gray") are subject to Gray's Standard Terms and Conditions available at www.gray.tv/advertising

From: Chiusano, Dawn <dawn.chiusano@gmmb.com>
Sent: Monday, October 22, 2018 8:53 AM
To: Kim Lee <KLee@wabi.tv>
Subject: RE: urgent! PMU Vote Vets Split

Still Waterford Strategies.

Dawn Chiusano Senior Media Buyer
dawn.chiusano@gmmb.com
202.813.4971 | direct
+gmmb cause the effect

From: Kim Lee [<mailto:KLee@wabi.tv>]
Sent: Monday, October 22, 2018 8:47 AM
To: Chiusano, Dawn <dawn.chiusano@gmmb.com>
Subject: urgent! PMU Vote Vets Split
Importance: High

Hi Dawn,
I'm working on the split for PMU and Vote Vets.

It is not possible to get to the exact split on these orders due the different rates and the number of spots. Below is the split I could work out. Please confirm that these are ok and I will proceed. Also, what is the agency for Vote Vets?

10/23-10/29

PMU

WABI \$54,400

EABi \$660

Vote Vets

WABI \$54,025

EABi \$740

10/30-11/5

PMU

WABI \$54,175

EABi \$740

Vote Vets

WABI \$54,250

EABi \$660

Thanks,

Kim

Kim Lee

VP/General Manager/GSM

WABI TV

klee@wabi.tv

(O) 207-974-3700

(C) 207-944-2920



AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location: WABI-TV Bangor, Me	Date: 10/22/18
--	--

I, LAURA BASSETT

do hereby request station time concerning the following issue:

VOTE VETS PAC

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED					

This broadcast time will be used by: VOTE VETS PAC

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"
☒ Yes ☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

VARIOUS HOUSE DISTRICTS - 11/6 GE

I represent that the payment for the above described broadcast time has been furnished by (name and address):

VOTE VETS PAC. 2201 WISCONSIN AVE NW #320 WASHINGTON, DC 20007

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

PETER MELLMAN- TREASURER
JON SOLTZ- CHAIRMAN

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

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

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least 1 day before the time of the scheduled broadcasts.

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

9/17/18 [Signature] (202) 813-4787
Date Signature Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☒ Accepted ☐ Accepted in Part ☐ Rejected

[Signature] Kim Lee GM/GSM
Signature Printed Name Title

AGREED UPON SCHEDULE

For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
	A	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 time the rate for spots "communicating a political matter of national importance" air, 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 and rates for specific spots aired. 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.