



KLAS
2175 West 1700 South
Salt Lake City, UT 84104

Waterfront Strategies
3050 K St. NW #100
Washington, DC 20007

Contract # 1355687

Schedule Dates 10/18/16-10/24/16
Advertiser Sierra Club (43869)
Agency Waterfront Strategies (10349)
Product Political - Issues / Propositions (1068)
Brand 163/173/4746 (530281)
Salesperson Continental - Washington, Washington DC (1438)
Sales Office Continental - Washington DC
Buyer Name
Phone/Fax /
CPE 163/173/4746A
Account Types National/Political
Billing Type Standard
Comments Issue
Separation: 30

Date Entered 05/20/16
Last Modified 10/12/16
Entered By Sharon Lee Kanaley
CO-OP No
Headline # ECR25170786
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$16,050.00
Net Total \$90,950.00
Sales Tax

Las Vegas (KLAS)

By Broadcast Month	Spots	Rate
Oct. 2016	35	\$107,000.00
Grand Total:	35	\$107,000.00

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	Revised Line / SPOT	10/18/16-10/24/16	3	:30	6:30P- 8 News Now at 630pm		1	1	1	1	1						Las Vegas (KLAS)	1-8 NEWS NOW @ 6:30P	5/20/16
1.1	Normal Line / SPOT	10/18/16-10/24/16	3	:30	6:30P- 8 News Now at 630pm		1	1						2	\$2,190.00	\$4,380.00	Las Vegas (KLAS)	1-8 NEWS NOW @ 6:30P	10/10/16
2.0	Revised Line / SPOT	10/23/16-10/23/16	3	:30	11:35P- Elementary	2							X				Las Vegas (KLAS)	2-Elementary	5/20/16
2.1	Normal Line / SPOT	10/23/16-10/23/16	3	:30	11:35P- Elementary	1							X	1	\$420.00	\$420.00	Las Vegas (KLAS)	2-Elementary	10/10/16
3.0	Revised Line / SPOT	10/22/16-10/22/16	3	:30	11:35P- Person of Interest	2						X					Las Vegas (KLAS)	3-Person Of Interest	5/20/16
3.1	Normal Line / SPOT	10/22/16-10/22/16	3	:30	11:35P- Person of Interest	1						X		1	\$340.00	\$340.00	Las Vegas (KLAS)	3-Person Of Interest	10/10/16
4.0	Revised Line / SPOT	10/22/16-10/22/16	2	:30	7:30P- Jeopardy 2	1						X					Las Vegas (KLAS)	4-Jeopardy II	5/20/16
5.0	Revised Line / SPOT	10/22/16-10/22/16	2	:30	5:58P- 8 News Now at 6pm Sat	1						X					Las Vegas (KLAS)	5-8 News Now At 6PM-Sat	5/20/16
7.0	Revised Line / SPOT	10/18/16-10/24/16	3	:30	11:58A- 8 News Now at Noon		1	1	1	1	1						Las Vegas (KLAS)	7-8 News Now At Noon	5/20/16
7.1	Normal Line / SPOT	10/18/16-10/24/16	3	:30	11:58A- 8 News Now at Noon		1	1		1				3	\$1,210.00	\$3,630.00	Las Vegas (KLAS)	7-8 News Now At Noon	10/10/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:



KLAS
2175 West 1700 South
Salt Lake City, UT 84104

Waterfront Strategies
3050 K St. NW #100
Washington, DC 20007

Contract # 1355687

Schedule Dates 10/18/16-10/24/16
Advertiser Sierra Club (43869)
Agency Waterfront Strategies (10349)
Product Political - Issues / Propositions (1068)
Brand 163/173/4746 (530281)
Salesperson Continental - Washington, Washington DC (1438)
Sales Office Continental - Washington DC
Buyer Name
Phone/Fax /
CPE 163/173/4746A
Account Types National/Political
Billing Type Standard
Comments Issue
Separation: 30

Date Entered 05/20/16
Last Modified 10/12/16
Entered By Sharon Lee Kanaley
CO-OP No
Headline # ECR25170786
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$16,050.00
Net Total \$90,950.00
Sales Tax

Las Vegas (KLAS)

By Broadcast Month	Spots	Rate
Oct. 2016	35	\$107,000.00
Grand Total:	35	\$107,000.00

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
8.0	Revised Line / SPOT	10/18/16-10/24/16	3	:30	4:57A- 8 News Now at 5-6am		1	1	1	1	1						Las Vegas (KLAS)	8-8 News Now At 5-6AM	5/20/16
8.1	Normal Line / SPOT	10/18/16-10/24/16	3	:30	4:57A- 8 News Now at 5-6am		1	1						2	\$630.00	\$1,260.00	Las Vegas (KLAS)	8-8 News Now At 5-6AM	10/10/16
9.0	Revised Line / SPOT	10/23/16-10/23/16	3	:30	6A- 8 News Now Sunday Morning I	1							X				Las Vegas (KLAS)	9-8 News Now Sunday Morning- #1	5/20/16
9.1	Normal Line / SPOT	10/23/16-10/23/16	4	:30	6A- 8 News Now Sunday Morning I	1							X	1	\$300.00	\$300.00	Las Vegas (KLAS)	9-8 News Now Sunday Morning- #1	10/10/16
10.0	Revised Line / SPOT	10/22/16-10/22/16	2	:30	6:30P- Jeopardy Weekend	1						X					Las Vegas (KLAS)	10-Jeopardy Weekend	5/20/16
11.0	Revised Line / NCAA Football	10/22/16-10/22/16	3	:30	5P- NCAA Football	2						X					Las Vegas (KLAS)	11-CBS SEC College Football Prime	5/20/16
11.1	Revised Line / NCAA Football	10/22/16-10/22/16	3	:30	12:30P- NCAA Football	2						X					Las Vegas (KLAS)	11-CBS SEC College Football Prime	6/29/16
11.2	Normal Line / NCAA Football	10/22/16-10/22/16	3	:30	12:30P- NCAA Football	1						X		1	\$2,000.00	\$2,000.00	Las Vegas (KLAS)	11-CBS SEC College Football Prime	10/10/16
12.0	Revised Line / SPOT	10/18/16-10/24/16	3	:30	3:59P- 8 News Now at 4-5pm		1	1	2		1						Las Vegas (KLAS)	12-8 News Now At 4PM	5/20/16
12.1	Normal Line / SPOT	10/18/16-10/24/16	3	:30	3:59P- 8 News Now at 4-5pm		1	1						2	\$1,320.00	\$2,640.00	Las Vegas (KLAS)	12-8 News Now At 4PM	10/10/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
-----------------------------	-------	-------------------	-------	-----------



KLAS
2175 West 1700 South
Salt Lake City, UT 84104

Waterfront Strategies
3050 K St. NW #100
Washington, DC 20007

Contract #**1355687****Schedule Dates**

10/18/16-10/24/16

Advertiser

Sierra Club (43869)

Agency

Waterfront Strategies (10349)

Product

Political - Issues / Propositions (1068)

Brand

163/173/4746 (530281)

Salesperson

Continental - Washington, Washington DC (1438)

Sales Office

Continental - Washington DC

Buyer Name**Phone/Fax**

/

CPE

163/173/4746A

Account Types

National/Political

Billing Type

Standard

CommentsIssue
Separation: 30**Date Entered**

05/20/16

Last Modified

10/12/16

Entered By

Sharon Lee Kanaley

CO-OP

No

Headline #

ECR25170786

Demo**Order Type**

Normal

Package Deal**Commission %**

15.00

Commission

\$16,050.00

Net Total

\$90,950.00

Sales Tax**Las Vegas (KLAS)****By Broadcast Month****Spots****Rate**

Oct. 2016	35	\$107,000.00
-----------	----	--------------

Grand Total:	35	\$107,000.00
--------------	----	--------------

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
13.0	Revised Line / SPOT	10/18/16-10/24/16	2	:30	8:58A- Live! With Kelly & Michael		1	1	1	1	1						Las Vegas (KLAS)	13-Live! With Kelly & Michael	5/20/16
13.1	Revised Line / SPOT	10/18/16-10/24/16	3	:30	8:58A- Live! With Kelly & Michael		1	1	1	1	1						Las Vegas (KLAS)	13-Live! With Kelly & Michael	6/29/16
13.2	Normal Line / SPOT	10/18/16-10/24/16	3	:30	8:58A- Live! With Kelly & Michael		1	1						2	\$1,070.00	\$2,140.00	Las Vegas (KLAS)	13-Live! With Kelly & Michael	10/10/16
14.0	Revised Line / SPOT	10/18/16-10/24/16	2	:30	7A- CBS This Morning @ 7AM		1	1	1	1	1						Las Vegas (KLAS)	14-CBS This Morning	5/20/16
14.1	Revised Line / SPOT	10/18/16-10/24/16	3	:30	7A- CBS This Morning @ 7AM		1	1	1	1	1						Las Vegas (KLAS)	14-CBS This Morning	6/29/16
14.2	Normal Line / SPOT	10/18/16-10/18/16	3	:30	7A- CBS This Morning @ 7AM			1						1	\$880.00	\$880.00	Las Vegas (KLAS)	14-CBS This Morning	10/10/16
15.0	Revised Line / SPOT	10/18/16-10/24/16	2	:30	9:58A- The Price is Right		1	1	1	1	1						Las Vegas (KLAS)	15-Price Is Right	5/20/16
15.1	Revised Line / SPOT	10/18/16-10/24/16	3	:30	9:58A- The Price is Right		1	1	1	1	1						Las Vegas (KLAS)	15-Price Is Right	6/29/16
15.2	Normal Line / SPOT	10/18/16-10/24/16	3	:30	9:58A- The Price is Right		1	1						2	\$1,650.00	\$3,300.00	Las Vegas (KLAS)	15-Price Is Right	10/10/16
16.0	Revised Line / SPOT	10/22/16-10/22/16	2	:30	5P- 8 News Now at 5pm Sat	1						X					Las Vegas (KLAS)	16-8 News Now At 5PM-Sat	5/20/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:



KLAS
2175 West 1700 South
Salt Lake City, UT 84104

Waterfront Strategies
3050 K St. NW #100
Washington, DC 20007

Contract

1355687

Schedule Dates

10/18/16-10/24/16

Advertiser

Sierra Club (43869)

Agency

Waterfront Strategies (10349)

Product

Political - Issues / Propositions (1068)

Brand

163/173/4746 (530281)

Salesperson

Continental - Washington, Washington DC (1438)

Sales Office

Continental - Washington DC

Buyer Name

Phone/Fax

/

CPE

163/173/4746A

Account Types

National/Political

Billing Type

Standard

Comments

Issue
Separation: 30

Date Entered

05/20/16

Last Modified

10/12/16

Entered By

Sharon Lee Kanaley

CO-OP

No

Headline

ECR25170786

Demo

Order Type

Normal

Package Deal

Commission %

15.00

Commission

\$16,050.00

Net Total

\$90,950.00

Sales Tax

Las Vegas (KLAS)

By Broadcast Month

	<u>Spots</u>	<u>Rate</u>
Oct. 2016	35	\$107,000.00
Grand Total:	35	\$107,000.00

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
17.0	Revised Line / SPOT	10/22/16-10/22/16	2	:30	7P- Wheel of Fortune Weekend	1						X					Las Vegas (KLAS)	17-Wheel Of Fortune Weekend	5/20/16
17.1	Normal Line / SPOT	10/22/16-10/22/16	2	:30	7P- Wheel of Fortune Weekend	1						X		1	\$5,280.00	\$5,280.00	Las Vegas (KLAS)	17-Wheel Of Fortune Weekend	6/29/16
18.0	Revised Line / SPOT	10/24/16-10/24/16	3	:30	9P- CBS Scorpion 9p	1	X										Las Vegas (KLAS)	18-Scorpion-CBS	5/20/16
18.1	Normal Line / SPOT	10/24/16-10/24/16	3	:30	9P- 10P (PST)	1	X							1	\$8,330.00	\$8,330.00	Las Vegas (KLAS)	18-2 Broke Girls/Odd Couple	6/29/16
20.0	Revised Line / SPOT	10/24/16-10/24/16	3	:30	10P- CBS NCIS: Los Angeles Mon @ 10PM	1	X										Las Vegas (KLAS)	20-NCIS: Los Angeles-CBS	5/20/16
20.1	Revised Line / SPOT	10/24/16-10/24/16	3	:30	8P- CBS NCIS: Los Angeles	1	X										Las Vegas (KLAS)	20-NCIS: Los Angeles-CBS	6/29/16
20.2	Normal Line / SPOT	10/23/16-10/23/16	3	:30	8P- CBS NCIS: Los Angeles	1							X	1	\$6,580.00	\$6,580.00	Las Vegas (KLAS)	20-NCIS: Los Angeles-CBS	8/26/16
21.0	Revised Line / SPOT	10/18/16-10/24/16	2	:30	6:30P- Jeopardy!		1	1	1		2						Las Vegas (KLAS)	21-JEOPARDY	5/20/16
21.1	Revised Line / SPOT	10/18/16-10/24/16	2	:30	6:30P- Jeopardy!		1	1	1		2						Las Vegas (KLAS)	21-JEOPARDY	6/29/16
21.2	Normal Line / SPOT	10/18/16-10/24/16	2	:30	6:57P- Jeopardy!		1	1						2	\$11,440.00	\$22,880.00	Las Vegas (KLAS)	21-JEOPARDY	10/10/16
22.0	Revised Line / SPOT	10/20/16-10/20/16	2	:30	9:30P- Post-Sports: Wheel of Fortune	1				X							Las Vegas (KLAS)	22-Jeopardy/Wheel Of Fortune Following NFL	5/20/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:



KLAS
2175 West 1700 South
Salt Lake City, UT 84104

Waterfront Strategies
3050 K St. NW #100
Washington, DC 20007

Contract

1355687

Schedule Dates

10/18/16-10/24/16

Advertiser

Sierra Club (43869)

Agency

Waterfront Strategies (10349)

Product

Political - Issues / Propositions (1068)

Brand

163/173/4746 (530281)

Salesperson

Continental - Washington, Washington DC (1438)

Sales Office

Continental - Washington DC

Buyer Name

Phone/Fax

/

CPE

163/173/4746A

Account Types

National/Political

Billing Type

Standard

Comments

Issue
Separation: 30

Date Entered

05/20/16

Last Modified

10/12/16

Entered By

Sharon Lee Kanaley

CO-OP

No

Headline

ECR25170786

Demo

Order Type

Normal

Package Deal

Commission %

15.00

Commission

\$16,050.00

Net Total

\$90,950.00

Sales Tax

Las Vegas (KLAS)

By Broadcast Month

	<u>Spots</u>	<u>Rate</u>
Oct. 2016	35	\$107,000.00
Grand Total:	35	\$107,000.00

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
24.0	Revised Line / SPOT	10/18/16-10/18/16	3	:30	9P- CBS NCIS: New Orleans 9p	1		X									Las Vegas (KLAS)	24-NCIS: New Orleans-CBS	5/20/16
25.0	Revised Line / SPOT	10/18/16-10/24/16	2	:30	4:58P- 8 News Now at 5pm, M-F		1	2	1		1						Las Vegas (KLAS)	25-8 News Now At 5PM	5/20/16
25.1	Revised Line / SPOT	10/18/16-10/24/16	3	:30	4:58P- 8 News Now at 5pm, M-F		1	2	1		1						Las Vegas (KLAS)	25-8 News Now At 5PM	6/29/16
25.2	Normal Line / SPOT	10/18/16-10/24/16	3	:30	4:58P- 8 News Now at 5pm, M-F		1	1						2	\$1,750.00	\$3,500.00	Las Vegas (KLAS)	25-8 News Now At 5PM	10/10/16
26.0	Revised Line / SPOT	10/22/16-10/22/16	2	:30	10:59P- 8 News Now at 11pm Sat	1						X					Las Vegas (KLAS)	26-8 News Now At 11PM-Sat	5/20/16
26.1	Normal Line / SPOT	10/22/16-10/22/16	3	:30	10:59P- 8 News Now at 11pm Sat	1						X		1	\$1,210.00	\$1,210.00	Las Vegas (KLAS)	26-8 News Now At 11PM-Sat	6/29/16
27.0	Revised Line / SPOT	10/18/16-10/24/16	2	:30	5:58P- 8 News Now at 6pm, M-F		1	1	2		1						Las Vegas (KLAS)	27-8 News Now At 6PM	5/20/16
27.1	Revised Line / SPOT	10/18/16-10/24/16	3	:30	5:58P- 8 News Now at 6pm, M-F		1	1	2		1						Las Vegas (KLAS)	27-8 News Now At 6PM	6/29/16
27.2	Normal Line / SPOT	10/18/16-10/24/16	3	:30	5:58P- 8 News Now at 6pm, M-F		1	1						2	\$1,980.00	\$3,960.00	Las Vegas (KLAS)	27-8 News Now At 6PM	10/10/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:



KLAS
2175 West 1700 South
Salt Lake City, UT 84104

Waterfront Strategies
3050 K St. NW #100
Washington, DC 20007

Contract

1355687

Schedule Dates

10/18/16-10/24/16

Advertiser

Sierra Club (43869)

Agency

Waterfront Strategies (10349)

Product

Political - Issues / Propositions (1068)

Brand

163/173/4746 (530281)

Salesperson

Continental - Washington, Washington DC (1438)

Sales Office

Continental - Washington DC

Buyer Name

Phone/Fax

/

CPE

163/173/4746A

Account Types

National/Political

Billing Type

Standard

Comments

Issue
Separation: 30

Date Entered

05/20/16

Last Modified

10/12/16

Entered By

Sharon Lee Kanaley

CO-OP

No

Headline

ECR25170786

Demo

Order Type

Normal

Package Deal

Commission %

15.00

Commission

\$16,050.00

Net Total

\$90,950.00

Sales Tax

Las Vegas (KLAS)

By Broadcast Month

Spots

Rate

By Broadcast Month	Spots	Rate
Oct. 2016	35	\$107,000.00
Grand Total:	35	\$107,000.00

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
28.0	Revised Line / SPOT	10/18/16-10/24/16	2	:30	10:59P- 8 News Now at 11pm M-F		1	1		1							Las Vegas (KLAS)	28-8 News Now At 11PM	5/20/16
28.1	Revised Line / SPOT	10/18/16-10/24/16	2	:30	10:59P- 8 News Now at 11pm M-F		1	1		1							Las Vegas (KLAS)	28-8 News Now At 11PM	6/29/16
28.2	Normal Line / SPOT	10/18/16-10/24/16	2	:30	10:59P- 8 News Now at 11pm M-F		1	1						2	\$6,600.00	\$13,200.00	Las Vegas (KLAS)	28-8 News Now At 11PM	10/10/16
29.0	Normal Line / SPOT	10/18/16-10/21/16	3	:30	4A- 8 News Now at 4-5am	1		X	X	X	X			1	\$180.00	\$180.00	Las Vegas (KLAS)	29-8 News Now @ 4a	6/29/16
30.0	Revised Line / SPOT	10/18/16-10/21/16	3	:30	12:37A- The Late Late Show with James Corden	1		X	X	X	X						Las Vegas (KLAS)	30-The Late Late Show	6/29/16
30.1	Normal Line / SPOT	10/18/16-10/21/16	3	:30	12:37A- The Late Late Show with James Corden	2		X	X	X	X			2	\$550.00	\$1,100.00	Las Vegas (KLAS)	30-The Late Late Show	10/10/16
32.0	Normal Line / SPOT	10/19/16-10/19/16	2	:30	10P- Post-Special: Jeopardy				1					1	\$11,440.00	\$11,440.00	Las Vegas (KLAS)	32-Post Special Jeopardy	10/10/16
33.0	Normal Line / NFL	10/20/16-10/20/16	4	:30	5:22P- NFL Thursday Night					1				1	\$8,050.00	\$8,050.00	Las Vegas (KLAS)	33-NFL Thur Football	10/10/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments: