



WVAH
1301 Piedmont Rd
Charleston, WV 25301

Waterfront Strategies
3060 K St NW
#100
Washington, DC 20007

Contract # 3327861

Schedule Dates 05/03/18-05/08/18
Advertiser Duty and Country (123984)
Agency Waterfront Strategies (7591)
Product POLITICAL ISSUE (ns) (1187)
Brand 381/405/6351 (1029467)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Julie Keane,
Phone/Fax /
CPE 381/405/6351
Account Types National/Political Issue Agency BRD
Billing Type Standard
Comments General
Credit SPH on election day 5.8.18 Separation: 15
MAXWELL ALFORD

Date Entered 05/02/18
Last Modified 05/02/18
Entered By Jason Baumgarten
CO-OP No
Headline # ECR26005171
Order Type Normal
Package Deal
Commission % 15.00
Commission \$956.25
Net Total \$5,418.75
Sales Tax

Charleston WV (WVAH)
By Broadcast Month
May, 2018
Spots 16
Rate \$6,375.00
Grand Total: 16 \$6,375.00

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 / News (1)	05/04/18-05/04/18	1	:30	7:30A- 8A (EST)	1					1			1	\$225.00	\$225.00	Charleston WV (WVAH)		5/2/18
2.0	Normal Line / SPOT (2)	05/04/18-05/04/18	1	:30	12P- 1P (EST)	1					1			1	\$150.00	\$150.00	Charleston WV (WVAH)		5/2/18
3.0	Normal Line / SPOT (3)	05/04/18-05/04/18	1	:30	5P- 5:30P (EST)	1					1			1	\$250.00	\$250.00	Charleston WV (WVAH)		5/2/18
4.0	Normal Line / SPOT (4)	05/04/18-05/04/18	1	:30	5:30P- 6P (EST)	1					1			1	\$250.00	\$250.00	Charleston WV (WVAH)		5/2/18
5.0	Normal Line / SPOT (5)	05/06/18-05/06/18	1	:30	12P- 1P (EST)	1							1	1	\$150.00	\$150.00	Charleston WV (WVAH)		5/2/18
6.0	Normal Line / SPOT (6)	05/04/18-05/04/18	1	:30	7:30P- 8P (EST)	1					1			1	\$1,125.00	\$1,125.00	Charleston WV (WVAH)		5/2/18
7.0	Normal Line / Prime (7)	05/07/18-05/07/18	1	:30	6P- FOX (after Monday)	1								1	\$1,350.00	\$1,350.00	Charleston WV (WVAH)		5/2/18
8.0	Normal Line / News (1)	05/07/18-05/08/18	1	:30	7:30A- 8A (EST)	1					1			2	\$225.00	\$450.00	Charleston WV (WVAH)		5/2/18
9.0	Normal Line / SPOT (2)	05/07/18-05/08/18	1	:30	12P- 1P (EST)	1					1			2	\$150.00	\$300.00	Charleston WV (WVAH)		5/2/18
10.0	Normal Line / SPOT (3)	05/07/18-05/08/18	1	:30	5P- 5:30P (EST)	1					1			1	\$250.00	\$250.00	Charleston WV (WVAH)		5/2/18
11.0	Normal Line / SPOT (3)	05/07/18-05/07/18	1	:30	5P- 5:30P (EST)	1								1	\$250.00	\$250.00	Charleston WV (WVAH)		5/2/18
12.0	Normal Line / SPOT (4)	05/03/18-05/03/18	1	:30	5:30P- 6P (EST)	1							1	1	\$250.00	\$250.00	Charleston WV (WVAH)		5/2/18
13.0	Normal Line / SPOT (4)	05/07/18-05/07/18	1	:30	5:30P- 6P (EST)	1								1	\$250.00	\$250.00	Charleston WV (WVAH)		5/2/18

CONFIRMATION CONTRACT

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at <http://ship.net/pe-1234> to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



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Cutoff 5PM on election day 5.8.18 Separation 15
MAXWELL ALFORD

Date Entered 05/02/18
Last Modified 05/02/18
Entered By Jason Baumgartner
CO-OP No
Headline # ECR26005171
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$956.25
Net Total \$5,418.75
Sales Tax

Charleston WV (WVAH)
By Broadcast Month Spots Rate
May, 2018 16 \$6,375.00
Grand Total: 16 \$6,375.00

CONFIRMATION CONTRACT

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 (6)	05/07/18-05/07/18	1	:30	7:30P- 8P (EST)	1								1	\$1,125.00	\$1,125.00	Charleston WV (WVAH)		5/2/18

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at: <http://baja.net/term112> to be part of their agreement, and the sale of advertising is expressly subject to said Terms



KATZ TELEVISION
GROUP

125 West 55th St.
New York, NY 10019

Contract # 26005171

Changes as of: 5/2/2018 at 2:51 PM

Version: Current State Version 1

CPE: 381/405/5351

Flight: 5/3/18 - 5/9/18

Station: WVAH

Con Type: POLITICAL/VOTE

Agency: WATERFRONT STRATEGIE

Advertiser: Duty and Country

Market: Charleston, WV

Total \$: \$6,375.00

3050 K ST NW #100

Product: General

Office: WASHINGTON

Total Spots: 16

Washington, DC 20007

Agency Order #: 7316313

Service: Nielsen

Total CPE: \$0.00

Buyer: Keane, Julie

Primary Demo:

Total GRP:

Salesperson: MAXWELL ALFORD

Assistant: MAXWELL ALFORD

Separation:

Comments: Cutoff 5 PM on election day 5.8.18; Separation: 15

#	DayTime	DP	Program	Rate	Len	5/3	5/3 - 5/3	Total Spots	Total \$	CPP*	GRP*
1	Th-F M-W 7:30a-8a		Eyewitness News @ 730A	\$225.00	30	3	1(1) 8(2)	3	\$675.00	\$0.00	0.0
2	Th-F M-W 12n-1p		Judge Mathis	\$150.00	30	3	2(1) 6(2)	3	\$450.00	\$0.00	0.0
3	Th-F M-W 5p-5:30p		Family Feud	\$250.00	30	3	3(1) 10(1)	3	\$750.00	\$0.00	0.0
4	Th-F M-W 5:30p-6p		Family Feud	\$250.00	30	3	1(1) 10(1) 13(1)	3	\$750.00	\$0.00	0.0
5	Su 6p-7p		Rizzoli & Isles	\$150.00	30	1	5(1) 14(1)	1	\$150.00	\$0.00	0.0
6	Th-F M-W 7:30p-8p		The Big Bang Theory	\$1,125.00	30	2	6(1) 14(1)	2	\$2,250.00	\$0.00	0.0
7	M 8p-9p		Lucifer-FOX	\$1,350.00	30	1	7	1	\$1,350.00	\$0.00	0.0
TOTALS: 16									\$6,375.00	\$0.00	0.0



125 West 65th St
New York, NY 10019

Contract # 26005171

Changes as of: 5/2/2018 at 2:51 PM

Version: Current State Version 1

CPE: 361/405/6351

Flight: 5/3/18 - 5/9/18

Station: WVAH

Con Type: POLITICAL/VOTE

Agency: WATERFRONT STRATEGIE

Advertiser: Duty and Country

Market: Charleston, WV

Total \$: \$6,375.00

3050 K ST NW #100

Product: General

Office: WASHINGTON

Total Spots: 16

Washington, DC 20007

Agency Order #: 7316313

Service: Nielsen

Total CPE: \$0.00

Buyer: Keane, Julie

Primary Demo: Assistant: MAXWELL ALFORD

Total GRP:

Salesperson: MAXWELL ALFORD

202-955-5342

Separation:

Special Instructions

Order Level Comments

Date/Time Added by Comment
05/02/18 2:51 PM MAXWELL ALFORD Cutoff 5PM on election day 5.8.18; Separation: 15

Competitive Information

Market Budget: \$106,250

WVAH Share: 6%

Comment: Shares are exact.

WCHS: 16%

WOWK: 17%

WSAZ: 61%

Daypart Summary

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
Total	100%	16	\$6,375.00	N/A	0.0

Monthly Summary

Month	Spots	Dollars
2018-May	16	\$6,375.00
Total	16	\$6,375.00

Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
New	5/2/18 2:47 PM	MAXWELL ALFORD	New	16		\$6,375.00	\$6,375.00	

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 NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location: WVAH Charleston WV	Date: 4/19/18
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I, Jesse Demastrie - authorized media buyer
do hereby request station time concerning the following issue:

Duty and Country

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: Duty and Country

**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):

Evan Jenkins - US Senate - 5/8/18 Primary
Patrick Morrissey - US Senate - 5/8/18 Primary

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

Duty and Country
700 13th St. NW Suite 600

Washington, DC 20005

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):

Booth Goodwin, Treasurer

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 _____ before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

4/18/18 [Signature] 262-338-8700
Date Signature Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☒ Accepted ☐ Accepted in Part ☐ Rejected

[Signature] Lisa Barron Business Manager
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
AS 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.