



WJLA-TV/DT WASHINGTON, DC

WJLA
1100 Wilson Blvd. 6th Floor
Arlington, VA 22209

Buying Time Media
650 Mass Ave NW
Suite 210
Washington, DC 20001

Contract # 231038

Schedule Dates 10/28/13-11/05/13
Advertiser Northam for Lt. Gov (VA) (17099)
Agency Buying Time Media (1235)
Product Political-Political (1088)
Brand LT GOV/DEM (83388)
Salesperson Petro, Susan (1110)
Sales Office WJLA - Core Team
Buyer Name Dome,Liz
Phone/Fax /
CPE NORTHAM/VA LT GOV 2013/2825 - 10/29-11/5
Account Types Local/Political Candidate Agency
Billing Type Standard
Comments

Date Entered 10/18/13
Last Modified 10/22/13
Entered By Susan Petro
CO-OP No
Headline #
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$19,785.00
Net Total \$112,115.00
Sales Tax

WJLA Arlington (WJLA)

| By Broadcast Month | Spots | Rate |
|---------------------|------------|---------------------|
| Nov. 2013 | 114 | \$131,900.00 |
| Grand Total: | 114 | \$131,900.00 |

| 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 | 10/29/13-10/30/13 | 3 | :30 | 4:58A- NEWS-GOOD MORNING WASHINGTON @5A | | | 1 | 1 | | | | | 2 | \$400.00 | \$800.00 | WJLA Arlington (WJLA) | | 10/18/13 |
| 2.0 | Normal Line / SPOT | 10/31/13-11/01/13 | 3 | :30 | 4:58A- NEWS-GOOD MORNING WASHINGTON @5A | | | | | 1 | 1 | | | 2 | \$400.00 | \$800.00 | WJLA Arlington (WJLA) | | 10/18/13 |
| 3.0 | Normal Line / SPOT | 10/29/13-10/29/13 | 3 | :30 | 6A- NEWS-GOOD MORNING WASHINGTON @6A | | | 1 | | | | | | 1 | \$800.00 | \$800.00 | WJLA Arlington (WJLA) | | 10/18/13 |
| 4.0 | Normal Line / SPOT | 10/31/13-11/01/13 | 3 | :30 | 6A- NEWS-GOOD MORNING WASHINGTON @6A | | | | | 1 | 1 | | | 2 | \$800.00 | \$1,600.00 | WJLA Arlington (WJLA) | | 10/18/13 |
| 5.0 | Normal Line / SPOT | 10/30/13-10/30/13 | 3 | :30 | 6A- NEWS-GOOD MORNING WASHINGTON @6A | | | | 1 | | | | | 1 | \$800.00 | \$800.00 | WJLA Arlington (WJLA) | | 10/18/13 |
| 6.0 | Normal Line / SPOT | 10/28/13-11/01/13 | 3 | :30 | 6:59A- ABC-GOOD MORNING AMERICA | | 1 | 2 | 2 | 2 | 2 | | | 9 | \$1,500.00 | \$13,500.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 7.0 | Normal Line / SPOT | 10/28/13-11/01/13 | 3 | :30 | 4:30A- NEWS-GOOD MORNING WASHINGTON @430A | | 1 | 1 | 1 | 1 | 1 | | | 5 | \$100.00 | \$500.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 8.0 | Normal Line / SPOT | 10/28/13-11/01/13 | 3 | :30 | 9A- LIVE! | | 1 | 1 | 1 | 2 | 2 | | | 7 | \$700.00 | \$4,900.00 | WJLA Arlington (WJLA) | | 10/22/13 |

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

We warrant that the information shown on this invoice was taken from the official program log. Terms & Conditions for ad sales and paid programming are reflected on our website at www.wjla.com and are incorporated by reference in their entirety.



WJLA
1100 Wilson Blvd. 6th Floor
Arlington, VA 22209

WJLA-TV/DT WASHINGTON, DC

Buying Time Media
650 Mass Ave NW
Suite 210
Washington, DC 20001

Contract # 231038

Schedule Dates 10/28/13-11/05/13
Advertiser Northam for Lt. Gov (VA) (17099)
Agency Buying Time Media (1235)
Product Political-Political (1088)
Brand LT GOV/DEM (83388)
Salesperson Petro, Susan (1110)
Sales Office WJLA - Core Team
Buyer Name Dome,Liz
Phone/Fax /
CPE NORTHAM/VA LT GOV 2013/2825 - 10/29-11/5
Account Types Local/Political Candidate Agency
Billing Type Standard
Comments

Date Entered 10/18/13
Last Modified 10/22/13
Entered By Susan Petro
CO-OP No
Headline #
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$19,785.00
Net Total \$112,115.00
Sales Tax

WJLA Arlington (WJLA)

| By Broadcast Month | Spots | Rate |
|---------------------|------------|---------------------|
| Nov. 2013 | 114 | \$131,900.00 |
| Grand Total: | 114 | \$131,900.00 |

| 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 |
|------|--------------------------------|-------------------|-----|--------|---|-----|----|----|----|----|----|----|----|-------|------------|-------------|-----------------------|----------|----------|
| 9.0 | Normal Line / SPOT | 10/28/13-11/01/13 | 3 | :30 | 10A- RACHAEL RAY | | 1 | | 1 | 2 | 2 | | | 6 | \$600.00 | \$3,600.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 10.0 | Normal Line / SPOT | 10/28/13-11/01/13 | 3 | :30 | 10:58A- ABC--THE VIEW | | 1 | 1 | 1 | 1 | 1 | | | 5 | \$800.00 | \$4,000.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 11.0 | Normal Line / SPOT | 10/28/13-11/01/13 | 3 | :30 | 11:59A- NEWS-ABC 7 NEWS @ NOON | | 1 | 1 | 1 | 1 | 1 | | | 5 | \$800.00 | \$4,000.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 12.0 | Normal Line / SPOT | 10/28/13-11/01/13 | 3 | :30 | 4:58P- NEWS-ABC 7 NEWS @ 5P | | 1 | 2 | 2 | 2 | 2 | | | 9 | \$1,200.00 | \$10,800.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 13.0 | Normal Line / SPOT | 10/28/13-11/01/13 | 3 | :30 | 5:59P- NEWS-ABC 7 NEWS @ 6P | | 1 | 1 | 1 | 1 | 1 | | | 5 | \$1,500.00 | \$7,500.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 14.0 | Normal Line / SPOT | 10/29/13-11/01/13 | 3 | :30 | 12:30P- WHO WANTS TO BE A MILLIONAIRE (R) | | | 1 | 1 | 2 | 2 | | | 6 | \$600.00 | \$3,600.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 15.0 | Normal Line / SPOT | 10/29/13-11/01/13 | 3 | :30 | 12:57P- ABC--THE CHEW | | | 1 | | 1 | 1 | | | 3 | \$600.00 | \$1,800.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 16.0 | Normal Line / SPOT | 10/29/13-11/01/13 | 3 | :30 | 2P- ABC--GENERAL HOSPITAL | | | 1 | | 1 | 1 | | | 3 | \$800.00 | \$2,400.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 17.0 | Normal Line / SPOT | 11/04/13-11/05/13 | 3 | :30 | 4:58A- NEWS-GOOD MORNING WASHINGTON @5A | | 1 | 1 | | | | | | 2 | \$400.00 | \$800.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 18.0 | Normal Line / SPOT | 11/04/13-11/05/13 | 3 | :30 | 6A- NEWS-GOOD MORNING WASHINGTON @6A | | 1 | 1 | | | | | | 2 | \$800.00 | \$1,600.00 | WJLA Arlington (WJLA) | | 10/22/13 |

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

We warrant that the information shown on this invoice was taken from the official program log. Terms & Conditions for ad sales and paid programming are reflected on our website at www.wjla.com and are incorporated by reference in their entirety.



WJLA
1100 Wilson Blvd. 6th Floor
Arlington, VA 22209

WJLA-TV/DT WASHINGTON, DC

Buying Time Media
650 Mass Ave NW
Suite 210
Washington, DC 20001

Contract # 231038

Schedule Dates 10/28/13-11/05/13
Advertiser Northam for Lt. Gov (VA) (17099)
Agency Buying Time Media (1235)
Product Political-Political (1088)
Brand LT GOV/DEM (83388)
Salesperson Petro, Susan (1110)
Sales Office WJLA - Core Team
Buyer Name Dome,Liz
Phone/Fax /
CPE NORTHAM/VA LT GOV 2013/2825 - 10/29-11/5
Account Types Local/Political Candidate Agency
Billing Type Standard
Comments

Date Entered 10/18/13
Last Modified 10/22/13
Entered By Susan Petro
CO-OP No
Headline #
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$19,785.00
Net Total \$112,115.00
Sales Tax

WJLA Arlington (WJLA)

| By Broadcast Month | Spots | Rate |
|---------------------|------------|---------------------|
| Nov. 2013 | 114 | \$131,900.00 |
| Grand Total: | 114 | \$131,900.00 |

| 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 |
|------|--------------------------------|-------------------|-----|--------|---|-----|----|----|----|----|----|----|----|-------|------------|------------|-----------------------|----------|----------|
| 19.0 | Normal Line / SPOT | 11/04/13-11/05/13 | 3 | :30 | 6:59A- ABC--GOOD MORNING AMERICA | | 2 | 2 | | | | | | 4 | \$1,500.00 | \$6,000.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 20.0 | Normal Line / SPOT | 11/04/13-11/05/13 | 3 | :30 | 4:30A- NEWS-GOOD MORNING WASHINGTON @430A | | 1 | 1 | | | | | | 2 | \$100.00 | \$200.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 21.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 9A- LIVE! | | 2 | | | | | | | 2 | \$700.00 | \$1,400.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 22.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 10A- RACHAEL RAY | | 2 | | | | | | | 2 | \$600.00 | \$1,200.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 23.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 10:58A- ABC--THE VIEW | | 1 | | | | | | | 1 | \$800.00 | \$800.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 24.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 11:59A- NEWS-ABC 7 NEWS @ NOON | | 1 | | | | | | | 1 | \$800.00 | \$800.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 25.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 12:30P- WHO WANTS TO BE A MILLIONAIRE (R) | | 2 | | | | | | | 2 | \$600.00 | \$1,200.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 26.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 12:57P- ABC--THE CHEW | | 1 | | | | | | | 1 | \$600.00 | \$600.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 27.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 2P- ABC--GENERAL HOSPITAL | | 1 | | | | | | | 1 | \$800.00 | \$800.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 28.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 4:58P- NEWS-ABC 7 NEWS @ 5P | | 2 | | | | | | | 2 | \$1,200.00 | \$2,400.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| | | | | | | | | | | | | | | | | | | | |

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

We warrant that the information shown on this invoice was taken from the official program log. Terms & Conditions for ad sales and paid programming are reflected on our website at www.wjla.com and are incorporated by reference in their entirety.



WJLA-TV/DT WASHINGTON, DC

WJLA
1100 Wilson Blvd. 6th Floor
Arlington, VA 22209

Buying Time Media
650 Mass Ave NW
Suite 210
Washington, DC 20001

Contract # 231038

Schedule Dates 10/28/13-11/05/13
Advertiser Northam for Lt. Gov (VA) (17099)
Agency Buying Time Media (1235)
Product Political-Political (1088)
Brand LT GOV/DEM (83388)
Salesperson Petro, Susan (1110)
Sales Office WJLA - Core Team
Buyer Name Dome,Liz
Phone/Fax /
CPE NORTHAM/VA LT GOV 2013/2825 - 10/29-11/5
Account Types Local/Political Candidate Agency
Billing Type Standard
Comments

Date Entered 10/18/13
Last Modified 10/22/13
Entered By Susan Petro
CO-OP No
Headline #
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$19,785.00
Net Total \$112,115.00
Sales Tax

WJLA Arlington (WJLA)

| By Broadcast Month | Spots | Rate |
|---------------------|------------|---------------------|
| Nov. 2013 | 114 | \$131,900.00 |
| Grand Total: | 114 | \$131,900.00 |

| 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 |
|------|--------------------------------|-------------------|-----|--------|--------------------------------------|-----|----|----|----|----|----|----|----|-------|-------------|-------------|-----------------------|----------|----------|
| 29.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 5:59P- NEWS-ABC 7 NEWS @ 6P | | 1 | | | | | | | 1 | \$1,500.00 | \$1,500.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 30.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 7:27P- JEOPARDY | | 1 | | | | | | | 1 | \$3,500.00 | \$3,500.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 31.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 7:57P- ABC--DANCING WITH THE STARS | | 1 | | | | | | | 1 | \$10,000.00 | \$10,000.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 32.0 | Normal Line / SPOT | 11/04/13-11/04/13 | 3 | :30 | 10:59P- NEWS-ABC 7 NEWS @ 11P | | 1 | | | | | | | 1 | \$2,400.00 | \$2,400.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 33.0 | Normal Line / SPOT | 11/03/13-11/03/13 | 3 | :30 | 5:58P- ABC--ABC WORLD NEWS TONIGHT | | | | | | | | 2 | 2 | \$800.00 | \$1,600.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 34.0 | Normal Line / SPOT | 11/03/13-11/03/13 | 3 | :30 | 6:30P- NEWS-ABC 7 NEWS @ 630P | | | | | | | | 1 | 1 | \$1,000.00 | \$1,000.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 35.0 | Normal Line / SPOT | 11/03/13-11/03/13 | 3 | :30 | 10:59P- NEWS-ABC 7 NEWS @ 11P | | | | | | | | 1 | 1 | \$1,200.00 | \$1,200.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 36.0 | Normal Line / SPOT | 11/02/13-11/02/13 | 3 | :30 | 6:58A- ABC--GOOD MORNING AMERICA SAT | | | | | | | 2 | | 2 | \$400.00 | \$800.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 37.0 | Normal Line / SPOT | 11/02/13-11/02/13 | 3 | :30 | 7:29P- JEOPARDY WEEKEND | | | | | | | 1 | | 1 | \$1,000.00 | \$1,000.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 38.0 | Normal Line / SPOT | 10/28/13-10/28/13 | 3 | :30 | 7:27P- JEOPARDY | | 1 | | | | | | | 1 | \$3,500.00 | \$3,500.00 | WJLA Arlington (WJLA) | | 10/22/13 |

CONFIRMATION CONTRACT

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

We warrant that the information shown on this invoice was taken from the official program log. Terms & Conditions for ad sales and paid programming are reflected on our website at www.wjla.com and are incorporated by reference in their entirety.



WJLA-TV/DT WASHINGTON, DC

WJLA
1100 Wilson Blvd. 6th Floor
Arlington, VA 22209

Buying Time Media
650 Mass Ave NW
Suite 210
Washington, DC 20001

Contract # 231038

Schedule Dates 10/28/13-11/05/13
Advertiser Northam for Lt. Gov (VA) (17099)
Agency Buying Time Media (1235)
Product Political-Political (1088)
Brand LT GOV/DEM (83388)
Salesperson Petro, Susan (1110)
Sales Office WJLA - Core Team
Buyer Name Dome,Liz
Phone/Fax /
CPE NORTHAM/VA LT GOV 2013/2825 - 10/29-11/5
Account Types Local/Political Candidate Agency
Billing Type Standard
Comments

Date Entered 10/18/13
Last Modified 10/22/13
Entered By Susan Petro
CO-OP No
Headline #
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$19,785.00
Net Total \$112,115.00
Sales Tax

WJLA Arlington (WJLA)

| By Broadcast Month | Spots | Rate |
|---------------------|------------|---------------------|
| Nov. 2013 | 114 | \$131,900.00 |
| Grand Total: | 114 | \$131,900.00 |

| 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 |
|------|--------------------------------|-------------------|-----|--------|-------------------------------|-----|----|----|----|----|----|----|----|-------|------------|------------|-----------------------|----------|----------|
| 39.0 | Normal Line / SPOT | 10/31/13-11/01/13 | 3 | :30 | 7:27P- JEOPARDY | | | | | 1 | 1 | | | 2 | \$3,500.00 | \$7,000.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 40.0 | Normal Line / SPOT | 10/28/13-10/28/13 | 3 | :30 | 6:58P- WHEEL OF FORTUNE | | 1 | | | | | | | 1 | \$3,000.00 | \$3,000.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 41.0 | Normal Line / SPOT | 10/30/13-11/01/13 | 3 | :30 | 6:58P- WHEEL OF FORTUNE | | | | 1 | 1 | 1 | | | 3 | \$3,000.00 | \$9,000.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 42.0 | Normal Line / SPOT | 10/29/13-10/29/13 | 3 | :30 | 11P- NEWS-ABC 7 NEWS @ 11P | | | 1 | | | | | | 1 | \$2,400.00 | \$2,400.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 43.0 | Normal Line / SPOT | 10/28/13-10/28/13 | 3 | :30 | 11P- NEWS-ABC 7 NEWS @ 11P | | 1 | | | | | | | 1 | \$2,400.00 | \$2,400.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| 44.0 | Normal Line / SPOT | 10/31/13-10/31/13 | 3 | :30 | 10:59P- NEWS-ABC 7 NEWS @ 11P | | | | | 1 | | | | 1 | \$2,400.00 | \$2,400.00 | WJLA Arlington (WJLA) | | 10/22/13 |
| | | | | | | | | | | | | | | | | | | | |

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

We warrant that the information shown on this invoice was taken from the official program log. Terms & Conditions for ad sales and paid programming are reflected on our website at www.wjla.com and are incorporated by reference in their entirety.