

CONTRACT



KOAT
3801 Carlisle Blvd. NE
Albuquerque, NM 87107
(505)884-7777

www.koat.com

And:

Hopkins and Sachs
Attention: Michele Certo
1322 G Street SE
Washington, DC 20003

<u>Contract / Revision</u> 1751228 /		<u>Alt Order #</u> 09083128
<u>Product</u> Candidate		
<u>Contract Dates</u> 05/16/18 - 05/22/18		<u>Estimate #</u> 5251 JOE FOR NEW M
<u>Advertiser</u> Cervantes/D/Governor		<u>Original Date / Revision</u> 05/17/18 / 05/17/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> KOAT	<u>Account Executive</u> Mary Tricoli	<u>Sales Office</u> HRP-Philadelph
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Code</u>	<u>Advertiser Code</u> 869	<u>Product 1/2</u> 901
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 4	KOAT	05/19/18	05/19/18	5-6a	5-6a		:30			P-6		NM	0	\$0.00
Class of Time - Immediately Pre-emptible No Makegood Required														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	-----1-				1	\$40.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/14/18-05/20/18		5-6a	5-6a	-----Sa--	:30		\$40.00			NM		
Credited														
N 8	KOAT	05/20/18	05/20/18	This Week	9-10a		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	-----1				1	\$300.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/14/18-05/20/18		This Week	9-10a	-----Su	:30		\$300.00			NM		
Credited														
N 10	KOAT	05/16/18	05/16/18	Live with Kelly & Ryan	9-10a		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	--1----				1	\$175.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/14/18-05/20/18		Live with Kelly & Ryan	9-10a	---W-----	:30		\$175.00			NM		
Credited														
N 17	KOAT	05/16/18	05/16/18	DR OZ DAY	11A-12P		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	--1----				1	\$80.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/14/18-05/20/18		DR OZ DAY	11A-12P	---W-----	:30		\$80.00			NM		
Credited														
N 20	KOAT	05/21/18	05/21/18	General Hospital	1-2p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														

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<u>Advertiser</u> Cervantes/D/Governor	<u>Original Date / Revision</u> 05/17/18 / 05/17/18
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 21	KOAT	05/16/18	05/16/18	General Hospital	1-2p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	--1----				1	\$125.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/21/18-05/27/18		General Hospital	1-2p	M-----	:30		\$125.00			NM		
Credited														
N 22	KOAT	05/16/18	05/16/18	STEVE HARVEY DAY2-3P			:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	--1----				1	\$125.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/14/18-05/20/18		General Hospital	1-2p	---W-----	:30		\$125.00			NM		
Credited														
N 28	KOAT	05/16/18	05/16/18	M-F A7N @ 4p	4-5p		:30			P-6		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	--1----				1	\$150.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/14/18-05/20/18		M-F A7N @ 4p	4-5p	---W-----	:30		\$150.00			NM		
Credited														
N 33	KOAT	05/16/18	05/16/18	Action 7 News @ 6p	6-630p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	--1----				1	\$450.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/14/18-05/20/18		Action 7 News @ 6p	6-630p	---W-----	:30		\$450.00			NM		
Credited														
N 34	KOAT	05/16/18	05/16/18	6a A7N More In The A6-7a			:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	--1----				1	\$425.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/14/18-05/20/18		6a A7N More In The AM	6-7a	---W-----	:30		\$425.00			NM		
Credited														
N 38	KOAT	05/20/18	05/20/18	Action 7 News @ 5p	S5-530p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	-----1				1	\$275.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/14/18-05/20/18		Action 7 News @ 5p Sun	5-530p	-----S-	:30		\$275.00			NM		
Credited														

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<u>Advertiser</u> Cervantes/D/Governor	<u>Original Date / Revision</u> 05/17/18 / 05/17/18
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 44	KOAT	05/16/18	05/16/18	Action 7 News @ 10p	10-1030p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	--1----				1	\$575.00					
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>			<u>Type</u>		
1	KOAT	05/14/18-05/20/18		Action 7 News @ 10p M-F	10-1030p	---W-----	:30		\$575.00			NM		
Credited														
N 50	KOAT	05/16/18	05/16/18	Action 7 News @ 1030	1030-11p		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
Week:		05/14/18	05/20/18	--1----				1	\$300.00					
1	KOAT	05/14/18-05/20/18		Action 7 News @ 1030p	1030-11p	---W-----	:30		\$300.00			NM		
Credited														
N 54	KOAT	05/20/18	05/20/18	Action 7 News @ 10p	10-1030p		:30			P-6		NM	0	\$0.00
Class of Time - Immediately Pre-emptible No Makegood Required														
Week:		05/14/18	05/20/18	-----1				1	\$300.00					
1	KOAT	05/14/18-05/20/18		Action 7 News @ 10p Sun	10-1030p	-----S-	:30		\$300.00			NM		
Credited														
N 57	KOAT	05/16/18	05/16/18	Kimmel	Jimmy Kimmel		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
Week:		05/14/18	05/20/18	--1----				1	\$175.00					
1	KOAT	05/14/18-05/20/18		Kimmel	Jimmy Kimmel	---W-----	:30		\$175.00			NM		
Credited														
N 61	KOAT	05/16/18	05/16/18	Good Morning America	7-9a		:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
Week:		05/14/18	05/20/18	--1----				1	\$375.00					
1	KOAT	05/14/18-05/20/18		Good Morning America	7-9a	---W-----	:30		\$375.00			NM		
Credited														
N 62	KOAT	05/21/18	05/21/18	DWTS FINALE	7-8p		:30			P-5		NM	1	\$1,300.00
Class of Time - Pre-emptible with notice														
Week:		05/21/18	05/27/18	M-----				1	\$1,300.00					
N 63	KOAT	05/21/18	05/21/18	AMERICAN IDOL	7-10p		:30			P-5		NM	1	\$2,500.00
Class of Time - Pre-emptible with notice														
Week:		05/21/18	05/27/18	M-----				1	\$2,500.00					
N 64	KOAT	05/22/18	05/22/18	ROSEANNE	7-8p		:30			P-1		NM	1	\$850.00
Class of Time - Fixed Non Pre-emptible														
Week:		05/21/18	05/27/18	-T-----				1	\$850.00					

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N 65	KOAT	05/22/18	05/22/18	MIDDLE	Prime Other		:30			P-1		NM	1	\$850.00
Class of Time - Fixed Non Pre-emptible														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/21/18	05/27/18	-T-----				1	\$850.00					
N 66	KOAT	05/22/18	05/22/18	SPLITTING UP	8-9p		:30			P-1		NM	1	\$850.00
Class of Time - Fixed Non Pre-emptible														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/21/18	05/27/18	-T-----				1	\$850.00					
N 67	KOAT	05/20/18	05/20/18	Su 6a A7N More in the 6-9a			:30			P-5		NM	1	\$275.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	-----S				1	\$275.00					
N 68	KOAT	05/20/18	05/20/18	AMERICA THIS MORNING 4-430AM			:30			P-5		NM	1	\$15.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/14/18	05/20/18	-----S				1	\$15.00					
Totals											0.00		52	\$21,855.00

*Tax 1 Note: New Mexico Tax Rate 7.5%.

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount	*Tax 1	Total
04/30/18 - 05/22/18	52	\$21,855.00	(\$3,278.25)	\$18,576.75	\$1,393.26	\$19,970.01
Totals	52	\$21,855.00	(\$3,278.25)	\$18,576.75	\$1,393.26	\$19,970.01

Signature: _____ Date: _____

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REP HEADLINE# 9083128 TRF# 17512228 REP: TEL# 610-293-4100 FAX# 610-225-1191
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !! MAY17/18 13.07
 ORDER WORKSHEET HARRIS REPORT FROM REP *** CHANGES *** ** KOAT-TV ***

ADV # _____ ADV. NAME POLI/J CERVANTES/D/GOV/NM REP.# _____ OFF.# _____ SALESMAN # _____
 AGY # _____ AGY. NAME HOPKINS & SACHS BUYER NAME MICHELE CERTO

1322 G ST SE SALES PRSN PH- MARY TRICOLI
 WASHINGTON, DC 20003

ORDER # _____ CONTRACT # 9083128 CLASS: NATL. LOCAL REGIONAL

PRDCT JOE FOR NEW MEXICO EST#5251 COMMENTS: (LINE, ORDER, INVOICE)
 FLIGHT DATES MAY16/18 MAY22/18 WK-1
 CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE MAY17/18 13.07

REP: M1 APPLIED - MKGD ON LNS 62-68
 REVISED TOTAL IS \$21,855
 PLEASE CONFIRM
 THANKS EMILY

STA: ***** THIS IS A CASH IN ADVANCE SCHEDULE *****
 CON CM *****

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
4	S		500A-600A	30		\$40.00	5/19	5/19	0		SAT	0
AGENCY ADVERTISER CODE = 869 AGENCY EST# = 5251 AGENCY PRODUCT CODE = 901												
8	S		900A-1000A	30		\$300.00	5/20	5/20	0		SUN	0
PROGRAM : GMA WEEKEND SAT CON COM1 : GMA WEEKEND SAT PROGRAM : THIS WEEK CON COM1 : THIS WEEK												

REP HEADLINE# 9083128 TRF# 1751228
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191
 CREDIT ADVISORY: AGENCY CREDIT RISK !!
 ORDER WORKSHEET HARRIS REPORT FROM REP
 CHANGES *** KOAT-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
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10	S		900A-1000A	30		\$175.00	5/16	5/16	0		WED	0
PROGRAM : LIVE WITH KELLY												
CON COM1 : LIVE WITH KELLY												

17	S		1100A-1200N	30		\$80.00	5/16	5/16	0		WED	0
PROGRAM : DR. OZ												
CON COM1 : DR. OZ												

20	S		100P-200P	30		\$125.00	5/21	5/21	0		MON	0
PROGRAM : GENERAL HOSPITAL												
CON COM1 : GENERAL HOSPITAL												

62	A		700P-800P	30		\$1,300.00	5/21	5/21	1		MON	1
PROGRAM : DWTS												
ORD COM1 : THESE SPOTS WERE PRE'D DUE TO NO COPY/PROG CHG/OVERSELL. AM USING THIS												
ORD COM2 : \$ ALONG WITH \$1115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT												

63	A		800P-1000P	30		\$2,500.00	5/21	5/21	1		MON	1
PROGRAM : AMERICAN IDOL												
ORD COM1 : THESE SPOTS WERE PRE'D DUE TO NO COPY/PROG CHG/OVERSELL. AM USING THIS												
ORD COM2 : \$ ALONG WITH \$1115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT												
PART OF A MAKEGOOD MADE UP OF LINES 62-68												

REP HEADLINE# 9083128 TRF# 1751228
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191
 CREDIT ADVISORY: AGENCY CREDIT RISK !!
 ORDER WORKSHEET HARRIS REPORT FROM REP
 CHANGES *** KOAT-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
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64	A		700P-730P	30		\$850.00	5/22	5/22	1		TUE	1
PROGRAM : ROSEANNE												
ORD COM1 : THESE SPOTS WERE PRE'D DUE TO NO COPY/PROG CHG/OVERSELL. AM USING THIS												
ORD COM2 : \$ ALONG WITH \$115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT												
PART OF A MAKEGOOD MADE UP OF LINES 62-68												

65	A		730P-830P	30		\$850.00	5/22	5/22	1		TUE	1
PROGRAM : MIDDLE												
ORD COM1 : THESE SPOTS WERE PRE'D DUE TO NO COPY/PROG CHG/OVERSELL. AM USING THIS												
ORD COM2 : \$ ALONG WITH \$115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT												
PART OF A MAKEGOOD MADE UP OF LINES 62-68												

66	A		830P-900P	30		\$850.00	5/22	5/22	1		TUE	1
PROGRAM : SPLITTING UP												
ORD COM1 : THESE SPOTS WERE PRE'D DUE TO NO COPY/PROG CHG/OVERSELL. AM USING THIS												
ORD COM2 : \$ ALONG WITH \$115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT												
PART OF A MAKEGOOD MADE UP OF LINES 62-68												

67	A		600A-900A	30		\$275.00	5/20	5/20	1		SUN	1
PROGRAM : NEWS												
ORD COM1 : THESE SPOTS WERE PRE'D DUE TO NO COPY/PROG CHG/OVERSELL. AM USING THIS												
ORD COM2 : \$ ALONG WITH \$115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT												
PART OF A MAKEGOOD MADE UP OF LINES 62-68												

68	A		400A-430A	30		\$15.00	5/20	5/20	1		SUN	1
PROGRAM : AMERICA THIS MORNING												
ORD COM1 : THESE SPOTS WERE PRE'D DUE TO NO COPY/PROG CHG/OVERSELL. AM USING THIS												
ORD COM2 : \$ ALONG WITH \$115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT												
PART OF A MAKEGOOD MADE UP OF LINES 62-68												

21	S		100P-200P	30		\$125.00	5/16	5/16	0		WED	0
PROGRAM : GENERAL HOSPITAL												
CON COM1 : GENERAL HOSPITAL												

22	S		200P-300P	30		\$80.00	5/16	5/16	0		WED	0
PROGRAM : STEVE HARVEY												
CON COM1 : STEVE HARVEY												

REP HEADLINE# 9083128 TRF# 17512228
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP
 CHANGES *** KOAT-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
28	S		400P-500P	30		\$150.00	5/16	5/16	0		WED	0
PROGRAM : ACTION 7 NEWS AT 4P CON COM1 : ACTION 7 NEWS AT 4P												
33	S		600P-630P	30		\$450.00	5/16	5/16	0		WED	0
PROGRAM : ACTION 7 NEWS AT 6P CON COM1 : ACTION 7 NEWS AT 6P												
34	S		600A-700A	30		\$425.00	5/16	5/16	0		WED	0
PROGRAM : ACTION 7 NEWS - 6A CON COM1 : ACTION 7 NEWS - 6A												
38	S		500P-530P	30		\$275.00	5/20	5/20	0		SUN	0
PROGRAM : ACTION 7 NEWS LIVE AT 5 CON COM1 : ACTION 7 NEWS LIVE AT 5												
44	S		1000P-1030P	30		\$575.00	5/16	5/16	0		WED	0
PROGRAM : ACTION 7 NEWS AT 10P CON COM1 : ACTION 7 NEWS AT 10P												
50	S		1030P-1100P	30		\$300.00	5/16	5/16	0		WED	0
PROGRAM : ACTION 7 NEWS AT 1030P CON COM1 : ACTION 7 NEWS AT 1030P												
54	S		1000P-1030P	30		\$300.00	5/20	5/20	0		SUN	0
PROGRAM : ACTION 7 NEWS AT 10P CON COM1 : ACTION 7 NEWS AT 10P												
57	S		1100P-1200M	30		\$175.00	5/16	5/16	0		WED	0
PROGRAM : JIMMY KIMMEL LIVE CON COM1 : JIMMY KIMMEL LIVE												
61	S		700A-900A	30		\$375.00	5/16	5/16	0		WED	0
PROGRAM : GOOD MORNING AMERICA CON COM1 : GOOD MORNING AMERICA												

REP HEADLINE# 9083128 TRF# 1751228 REP: TEL# 610-293-4100 FAX# 610-225-1191
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !! MAY17/18 13.07
 ORDER WORKSHEET HARRIS REPORT FROM REP *** CHANGES *** ** KOAT-TV ***

LINE#:REP : CD : TIME PERIOD : LGTH : SEC : RATE : START : END : SPTS : WEEK : DAYS : TOTL :
 : LINE#: : : : : : : DATE : DATE : /WK : INVT : : SPTS:

STATION MAKEGOOD OFFERS:
 M1 OK'D BUY#20 MISSED: MON/100P-200P MAY21 30S \$125.00 (MAY17/18)
 BUY#4 SAT/500A-600A MAY19 30S \$40.00
 BUY#8 SUN/900A-1000A MAY20 30S \$300.00
 BUY#21 WED/100P-200P MAY16 30S \$125.00
 BUY#28 WED/400P-500P MAY16 30S \$150.00
 BUY#44 WED/1000P-1030P MAY16 30S \$575.00
 BUY#22 WED/200P-300P MAY16 30S \$80.00
 BUY#34 WED/600A-700A MAY16 30S \$425.00
 BUY#33 WED/600P-630P MAY16 30S \$450.00
 BUY#17 WED/1100A-1200N MAY16 30S \$80.00
 BUY#61 WED/700A-900A MAY16 30S \$375.00
 BUY#10 WED/900A-1000A MAY16 30S \$175.00
 BUY#57 WED/1100P-1200M MAY16 30S \$175.00
 BUY#50 WED/1030P-1100P MAY16 30S \$300.00
 BUY#38 SUN/500P-530P MAY20 30S \$275.00
 BUY#54 SUN/1000P-1030P MAY20 30S \$300.00

OFFER: MON/700P-800P MAY21 30S \$1,300.00 PLS ADVISE.
 & MON/800P-1000P MAY21 30S \$2,500.00
 & TUE/700P-730P MAY22 30S \$850.00
 & TUE/730P-830P MAY22 30S \$850.00
 & TUE/830P-900P MAY22 30S \$850.00
 & SUN/600A-900A MAY20 30S \$275.00
 & SUN/400A-430A MAY20 30S \$15.00
 CMT: THESE SPOTS WERE PRE'D DUE TO NO COPY/PROG CHG/OVERSELL. AM USING THIS
 CMT: \$ ALONG WITH \$115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT

MAY/18 21855.00 CONTRACT TOTAL 21855.00
 TOTAL SPOTS 52

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI BOOKS- MAY/17
 DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
 P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

REP HEADLINE# 9083128 TRF# 1751228 REP: TEL# 610-293-4100 FAX# 610-225-1191
 \$\$\$ MOD# 0: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !! MAY17/18 11.55
 ORDER WORKSHEET HARRIS REPORT FROM STATION *** KOAT-TV ***

ADV # _____ ADV. NAME POLI/J CERVANTES/D/GOV/NM REP. # _____ OFF. # _____ SALESMAN # _____
 AGY # _____ AGY. NAME HOPKINS & SACHS BUYER NAME MICHELE CERTO

1322 G ST SE SALES PRSN PH- MARY TRICOLI
 WASHINGTON, DC 20003

ORDER # _____ CONTRACT # 9083128 CLASS: NATL. LOCAL REGIONAL

PRDCT JOE FOR NEW MEXICO EST#5251 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES MAY16/18 MAY22/18 WK-1

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE MAY17/18 11.55

STA: _____
 CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

STATION MAKEGOOD OFFERS:
 M1 UNRESL BUY#20 MISSED: MON/100P-200P MAY21 30S \$125.00 (MAY17/18)
 BUY#4 SAT/500A-600A MAY19 30S \$40.00
 BUY#8 SUN/900A-1000A MAY20 30S \$300.00
 BUY#21 WED/100P-200P MAY16 30S \$125.00
 BUY#28 WED/400P-500P MAY16 30S \$150.00
 BUY#44 WED/1000P-1030P MAY16 30S \$575.00
 BUY#22 WED/200P-300P MAY16 30S \$80.00
 BUY#34 WED/600A-700A MAY16 30S \$425.00
 BUY#33 WED/600P-630P MAY16 30S \$450.00
 BUY#17 WED/1100A-1200N MAY16 30S \$80.00
 BUY#61 WED/900A-1000A MAY16 30S \$375.00
 BUY#57 WED/1100P-1200M MAY16 30S \$175.00
 BUY#50 WED/1030P-1100P MAY16 30S \$175.00
 BUY#38 SUN/500P-530P MAY16 30S \$300.00
 BUY#54 SUN/1000P-1030P MAY20 30S \$275.00

OFFER: MON/700P-800P MAY21 30S \$300.00
 & MON/800P-1000P MAY21 30S \$1,300.00
 & TUE/700P-730P MAY21 30S \$2,500.00
 & TUE/730P-830P MAY22 30S \$850.00
 & TUE/830P-900P MAY22 30S \$850.00
 & SUN/600A-900A MAY20 30S \$850.00
 & SUN/400A-430A MAY20 30S \$275.00
 & SUN/400A-430A MAY20 30S \$15.00

CMT: THESE SPOTS WERE PRE'D DUE TO NO COPY/PROG CHG/OVERSELL. AM USING THIS
 CMT: \$ ALONG WITH \$1115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT

REP HEADLINE# 9083128 TRF# 1751228
\$\$\$ MOD# 0: APPROVED REV #0 \$\$\$

REP: TEL# 610-293-4100
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION

FAX# 610-225-1191

MAY17/18 11.55
*** KOAT-TV ***

CONTRACT TOTAL 19165.00
TOTAL SPOTS 61