

CONTRACT



www.koat.com

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

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>Agv Code</u>	<u>Advertiser Code</u> 869	<u>Product 1/2</u> 901
<u>Agency Ref</u>		<u>Advertiser Ref</u>

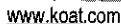
*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 4	KOAT	05/19/18	05/19/18	5-6a	5-6a		:30			P-6		NM	0	\$0.00
Class of Time- Immediately Pre-emptible No Makegood Required														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<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														

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

This contract is subject to the Standard Terms and Conditions for Purchase of Broadcast Advertising, which can be reviewed at the following URL: www.hearst.com/newsroom/hearst-television-advertising-sales

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

Station, and its parent company, does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Advertiser hereby represents and warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



<u>Contract / Revision</u>	<u>Alt Order #</u>
1751228 /	09083128
<u>Product</u>	<u>Estimate #</u>
Candidate	5251 JOE FOR NEW MEX
	<u>Original Date / Revision</u>
	05/17/18 / 05/17/18



www.koat.com

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

<u>Contract / Revision</u> 1751228 /		<u>Alt Order #</u> 09083128
<u>Contract Dates</u> 05/16/18 - 05/22/18	<u>Product</u> Candidate	<u>Estimate #</u> 5251 JOE FOR NEW MEX
<u>Advertiser</u> Cervantes/D/Governor		<u>Original Date / Revision</u> 05/17/18 / 05/17/18

*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 @ 103(1030-11p			: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		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														
		<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		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														
		<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		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														
		<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	\$375.00					
<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		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														
		<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	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														
		<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	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														
		<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					

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

This contract is subject to the Standard Terms and Conditions for Purchase of Broadcast Advertising, which can be reviewed at the following URL: www.hearst.com/newsroom/hearst-television-advertising-sales

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

Station, and its parent company, does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Advertiser hereby represents and warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



www.koat.com

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

<u>Contract / Revision</u> 1751228 /		<u>Alt Order #</u> 09083128
<u>Contract Dates</u> 05/16/18 - 05/22/18	<u>Product</u> Candidate	<u>Estimate #</u> 5251 JOE FOR NEW MEX
<u>Advertiser</u> Cervantes/D/Governor		<u>Original Date / Revision</u> 05/17/18 / 05/17/18

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 65	KOAT	05/22/18	05/22/18	MIDDLE	Prime Other		:30			P-1		NM	1	\$850.00
		<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
		<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
		<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
		<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: _____

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

This contract is subject to the Standard Terms and Conditions for Purchase of Broadcast Advertising, which can be reviewed at the following URL: www.hearst.com/newsroom/hearst-television-advertising-sales

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

Station, and its parent company, does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Advertiser hereby represents and warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.

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

REP: TEL# 610-293-4100
CREDIT ADVISORY: AGENCY CREDIT RISK !!
ORDER WORKSHEET

FAX# 610-225-1191
HARRIS REPORT FROM REP
MAY17/18 13.07
CHANGES *** KOAT-TV ***

ADV # ADV. NAME POLI/J CERVANTES/D/GOV/NM

AGY # AGY. NAME HOPKINS & SACHS

1322 G ST SE

WASHINGTON, DC 20003

REP.# OFF.# SALESMAN #

BUYER NAME MICHELE CERTO

SALES PRSN PH- MARY TRICOLI

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:

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

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

AGENCY ADVERTISER CODE = 869 AGENCY EST# = 5251
AGENCY PRODUCT CODE = 901

4	S		500A-600A	30		\$40.00	5/19	5/19	0		SAT	0
---	---	--	-----------	----	--	---------	------	------	---	--	-----	---

PROGRAM : GMA WEEKEND SAT
CON COM1: GMA WEEKEND SAT

8	S		900A-1000A	30		\$300.00	5/20	5/20	0		SUN	0
---	---	--	------------	----	--	----------	------	------	---	--	-----	---

PROGRAM : THIS WEEK
CON COM1: THIS WEEK

1
MAY17/18 13.07
*** KOAT-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
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 \$115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT												
THIS IS A MAKE-GOOD FOR MAY21 ON LINE-20 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY20 ON LINE-4 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY16 ON LINE-21 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY16 ON LINE-28 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY16 ON LINE-44 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY16 ON LINE-22 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY16 ON LINE-34 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY16 ON LINE-33 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY16 ON LINE-17 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY16 ON LINE-61 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY16 ON LINE-10 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY16 ON LINE-57 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY20 ON LINE-38 FOR 1 SPOT/WK												
THIS IS A MAKE-GOOD FOR MAY20 ON LINE-54 FOR 1 SPOT/WK												
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 \$115 FROM 1751593 & \$1550/REBATES W/O 5/7. HAVE \$5 LEFT												
PART OF A MAKEGOOD MADE UP OF LINES 62-68												

FROM REP MAY17/18 13.07
CHANGES *** KOAT-TV ***

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

```
# 610-225-1191
!
FROM REP      MAY17/18 13.07
**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 : ACTION7 NEWS LIVE AT 5												
CON COM1: ACTION7 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
\$\$\$ 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

MAY17/18 13.07
*** CHANGES *** ** KOAT-TV ***

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

STATION MAKEGOOD OFFERS:

M1	OK'D	BUY#20	MISSED: MON/100P-200P									
		BUY#4	SAT/500A-600A				MAY21		30S	\$125.00		(MAY17/18)
		BUY#8	SUN/900A-1000A				MAY19		30S	\$40.00		
		BUY#21	WED/100P-200P				MAY20		30S	\$300.00		
		BUY#28	WED/400P-500P				MAY16		30S	\$125.00		
		BUY#44	WED/1000P-1030P				MAY16		30S	\$150.00		
		BUY#22	WED/200P-300P				MAY16		30S	\$575.00		
		BUY#34	WED/600A-700A				MAY16		30S	\$80.00		
		BUY#33	WED/600P-630P				MAY16		30S	\$425.00		
		BUY#17	WED/1100A-1200N				MAY16		30S	\$450.00		
		BUY#61	WED/900A-1000A				MAY16		30S	\$80.00		
		BUY#10	WED/1100P-1200M				MAY16		30S	\$375.00		
		BUY#57	WED/1030P-1100P				MAY16		30S	\$175.00		
		BUY#50	SUN/500P-530P				MAY16		30S	\$175.00		
		BUY#38	SUN/1000P-1030P				MAY16		30S	\$300.00		
		BUY#54	OFFER: MON/700P-800P				MAY20		30S	\$275.00		
			& MON/800P-1000P				MAY21		30S	\$300.00		
			& TUE/700P-730P				MAY21		30S	\$1,300.00		PLS ADVISE.
			& TUE/730P-830P				MAY22		30S	\$2,500.00		
			& TUE/830P-900P				MAY22		30S	\$850.00		
			& SUN/600A-900A				MAY22		30S	\$850.00		
			& SUN/400A-430A				MAY20		30S	\$275.00		
			CMT: THESE SPOTS WERE PRE'D DUE TO NO COPY/PROG CHG/OVERSELL. AM USING THIS							\$15.00		
			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
\$\$\$ MOD# 0: APPROVED REV #0 \$\$\$

REP: TEL# 610-293-4100
CREDIT ADVISORY: AGENCY CREDIT RISK !!
ORDER WORKSHEET

FAX# 610-225-1191

MAY17/18 11.55
HARRIS REPORT FROM STATION *** KOAT-TV ***

ADV # ADV. NAME POLI/J CERVANTES/D/GOV/NM
AGY # AGY. NAME HOPKINS & SACHS

REP. # OFF. # SALESMAN #
BUYER NAME MICHELE CERTO
SALES PRSN PH- MARY TRICOLI

1322 G ST SE
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#10	WED/1100P-1200M	MAY16	30S	\$175.00	
BUY#57	WED/1030P-1100P	MAY16	30S	\$300.00	
BUY#50	SUN/500P-530P	MAY20	30S	\$275.00	
BUY#38	SUN/1000P-1030P	MAY20	30S	\$300.00	
BUY#54	OFFER: MON/700P-800P	MAY21	30S	\$1,300.00	PLS ADVISE.
	& MON/800P-1000P	MAY21	30S	\$2,500.00	
	& TUE/700P-730P	MAY21	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 \$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 FAX# 610-225-1191
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION

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

CONTRACT TOTAL 19165.00
TOTAL SPOTS 61