

125 West 55th St  
New York, NY 10019

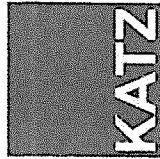
KATZ TELEVISION  
GROUP

Contract # 26118204 Changes as of: 7/31/2018 at 10:30 PM Version: Current State Version 1  
CPE: 163/173/6751 Flight: 8/17/18 - 8/23/18 Station: EJHL  
Agency: WATERFRONT STRATEGIE Advertiser: Senate Majority PAC Market: Johnsn City-Kngsprt-Brstl  
3050 K ST NW #100 Product: Issue Office: WASHINGTON  
Washington, DC 20007 Agency Order #: 7589684 Buyer: Chiusano, Dawn Service: Nielsen  
Salesperson: ERIN SCHUMACHER Primary Demo: Adults 35+  
212-424-6620 Assistant: ERIN SCHUMACHER  
Separation: 212-424-6620

Comments: FLIGHT TO AIR 8.17-8.23; Separation: 30

Con Type: POLITICAL/VOTE  
Total Spots: 17  
Total CPP: \$159.05  
Total GRP: 21.0  
Total \$: \$3,340.00

#	Day/Time	DP	Program	Rate	A35P Rating	Len	8/17 - 8/17		Total Spots	Total \$	CPP*	GRP*
							8/17					
1	F,M-Th 9a-10a		Good Morning Tri-Cities	\$50.00	0.5	30	5		5	\$250.00	\$100.00	2.5
2	Sa 6p-6:30p		WJHL News (Simulcast)	\$60.00	0.6	30	1		1	\$60.00	\$100.00	0.6
3	Su 6:30p-7p		ABC World News Sunday	\$210.00	2.5	30	1		1	\$210.00	\$84.00	2.5
4	F,M-Th 11p-11:35p		ABC Tri-Cities News	\$60.00	0.6	30	5		5	\$300.00	\$100.00	3.0
5	Su 11p-11:30p		ABC Tri-Cities News at 11	\$50.00	0.5	30	1		1	\$50.00	\$100.00	0.5
6	Tu 8p-10p		Bachelor in Paradise Tue-ABC	\$730.00	2.0	30	1		1	\$730.00	\$365.00	2.0
7	F 10p-11p		20/20-ABC	\$580.00	1.5	30	1		1	\$580.00	\$386.67	1.5
8	Sa 9p-11p		20/20 Saturday (2 hours)-ABC	\$580.00	4.2	30	2		2	\$1,160.00	\$138.10	8.4
TOTALS:									17	\$3,340.00	\$159.05	21.0



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**CPE:** 163/173/6751 **Flight:** 8/17/18 - 8/23/18 **Station:** EJHL **Con Type:** POLITICAL/VOTE  
**Agency:** WATERFRONT STRATEGIE **Advertiser:** Senate Majority PAC **Market:** Johnsn City-Kngsprt-Bristol **Total \$:** \$3,340.00  
**Product:** Issue **Office:** WASHINGTON **Total Spots:** 17  
**Agency Order #:** 7589684 **Service:** Nielsen **Total CPP:** \$159.05  
**Buyer:** Chiusano, Dawn **Primary Demo:** Adults 35+ **Total GRP:** 21.0  
**Salesperson:** ERIN SCHUMACHER **Assistant:** ERIN SCHUMACHER  
**212-424-6620**  
**Separation:**

Special Instructions	
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Order Level Comments		
Date/Time	Added by	Comment
07/31/18 10:30 PM	ERIN SCHUMACHER	FLIGHT TO AIR 8.17-8.23; Separation: 30

Competitive Information	
Market Budget:	\$37,111
EJHL Share:	9%
Comment:	
WCYB:	37%
WENT:	2%
WJHL:	52%

Daypart Summary				
Day/Time	% Distrib	Spots	CPP	GRP
	100%	17	\$159.05	21.0
Total	100%	17	\$159.05	21.0

Monthly Summary		
Month	Spots	Dollars
2018-Aug	17	\$3,340.00
Total	17	\$3,340.00

Transaction History					
Trans	Created/Received	Created by	Status	Spot+	Spot- \$ Chg
Queued for Electronic Contracting	8/1/18 8:46 AM				\$0
New	7/31/18 10:29 PM	ERIN SCHUMACHER	New	17	\$3,340.00

<b>Non-Discrimination Policy</b>	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.
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# CONTRACT



**EJHL**  
**338 E. Main Street**  
**Johnson City, TN 37601**  
**(423) 926-2151**

<u>Contract / Revision</u> 26118204 /		<u>Alt Order #</u> 26118204
<u>Product</u> Issue		
<u>Contract Dates</u> 08/17/18 - 08/23/18		<u>Estimate #</u> 6751
<u>Advertiser</u> POL/Senate Majority PAC		<u>Original Date / Revision</u> 08/02/18 / 08/02/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> EJHL	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agv Code</u> 9914573	<u>Advertiser Code</u> 163	<u>Product 1/2</u> 173
<u>Agency Ref</u> IN14921		<u>Advertiser Ref</u>

And:

**Waterfront Strategies**  
**3050 K Street Northwest**  
**Washington, DC 20007**  
**USA**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	EJHL	08/17/18	08/23/18	Local News @ 9a	9-10a		:30				NM	5	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
		Week: 08/17/18	08/23/18	MTWTF--				5	\$50.00				
N 2	EJHL	08/18/18	08/18/18	Sat Local News @ 6p	6-630p		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
		Week: 08/13/18	08/19/18	-----S-				1	\$60.00				
N 3	EJHL	08/19/18	08/19/18	World News Wknd	6-7p		:30				NM	1	\$210.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
		Week: 08/13/18	08/19/18	-----S				1	\$210.00				
N 4	EJHL	08/17/18	08/23/18	Local News @ 11p	11-1135p		:30				NM	5	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
		Week: 08/17/18	08/23/18	MTWTF--				5	\$60.00				
N 5	EJHL	08/19/18	08/19/18	11p News Sun	11-1130p		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
		Week: 08/13/18	08/19/18	-----S				1	\$50.00				
N 6	EJHL	08/21/18	08/21/18	Bachelor in Paradis	Tue 8-10p		:30				NM	1	\$730.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
		Week: 08/20/18	08/26/18	-T-----				1	\$730.00				
N 7	EJHL	08/17/18	08/17/18	20/20	10-11p		:30				NM	1	\$580.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
		Week: 08/13/18	08/19/18	----F--				1	\$580.00				
N 8	EJHL	08/18/18	08/18/18	20/20 Saturday	9-11p		:30				NM	2	\$1,160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
		Week: 08/13/18	08/19/18	-----S-				2	\$580.00				
Totals								0.00				17	\$3,340.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
07/30/18 - 08/23/18	17	\$3,340.00	(\$501.00)	\$2,839.00
Totals	17	\$3,340.00	(\$501.00)	\$2,839.00

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

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 contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

Nexstar Media Group 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. Any advertiser certifies that it is not buying broadcasting air time on Nexstar Media Group stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



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<u>Contract / Revision</u>	<u>Alt Order #</u>
26118204 /	26118204

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
08/17/18 - 08/23/18	Issue	6751

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Senate Majority PAC	08/02/18 / 08/02/18

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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