

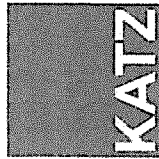
125 West 55th St  
New York, NY 10019

KATZ TELEVISION  
GROUP

Contract # 26212888 Changes as of: 10/4/2018 at 5:03 PM Version: Highlighting Revision 1  
CPE: 302/322/7376 Flight: 10/30/18 - 11/5/18 Station: EJHL Con Type: POLITICAL/VOTE  
Agency: WATERFRONT STRATEGIE Advertiser: Senate Majority PAC Market: Johnson City-Kingsport-  
Bristol Total Spots: 5  
3050 K ST NW #100 Product: ISSUE Office: WASHINGTON Total CPP: \$232.48  
Washington, DC 20007 Agency Order #: 7808114 Service: Nielsen Total GRP: 11.7  
Buyer: Chiusano, Dawn Primary Demo: Adults 35+  
Salesperson: ERIN SCHUMACHER Assistant: ERIN SCHUMACHER  
212-424-6620 212-424-6620

Separation:  
Comments: Buys to air 10.30-11.5; Separation: 30

#	Day/Time	DP	Program	Rate	A35P Rating	Len	10/30 - 10/30		Total Spots	Total \$	CPP*	GRP*
							10/30					
1	Tu-F 9a-10a		Good Morning Tri-Cities	\$160.00	1.0	30	1		1	\$160.00	\$160.00	1.0
2	Tu-F 11a-12n		The View	\$160.00	1.2	30	1		1	\$160.00	\$133.33	1.2
3	Su 6:30p-7p		ABC World News Sunday	\$240.00	1.8	30	1		1	\$240.00	\$133.33	1.8
4	Sa 7:30p-8p		Celebrity Name Game	\$160.00	1.2	30	1		1	\$160.00	\$133.33	1.2
5	Sa 7:30p-11p		ABC Saturday Night Big Ten College Football	\$2,000.00	6.5	30	1		1	\$2,000.00	\$307.69	6.5
TOTALS:									5	\$2,720.00	\$232.48	11.7



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### Special Instructions

### Order Level Comments

Date/Time	Added by	Comment
10/04/18 5:03 PM	ERIN SCHUMACHER	Buys to air 10.30-11.5; Separation: 30
10/02/18 11:50 AM	System	Notice Received.
10/02/18 11:38 AM	ERIN SCHUMACHER	Buys to air 10.30-11.5; Separation: 30

### Competitive Information

Market Budget: \$34,000
EJHL Share: 8%
Comment:
WCYB: 51%
WEMT: 7%
WJHL: 34%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
Total	100%	5	\$2,720.00	11.7

Monthly Summary		
Month	Spots	Dollars
2018-Nov	5	\$2,720.00
Total	5	\$2,720.00

### Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Revision	10/4/18 5:03 PM	ERIN SCHUMACHER	Revised			\$0	\$2,720.00	Changes: OrigAdvertiser Id to 10323, Advertiser from Majority Forward to Senate Majority PAC, Sales Activity Link Configuration from [object Object] to {salesActivityId:-1,isNewBusiness:true,splitDollars:null}.
Queued for Electronic Contracting	10/2/18 11:46 AM					\$0	\$0	
New	10/2/18 11:38 AM	ERIN SCHUMACHER	Confirmed	5		\$2,720.00	\$2,720.00	

### 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.

**CONTRACT**

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

And:

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

<u>Contract / Revision</u> 26212888 /		<u>Alt Order #</u> 26212888
<u>Product</u> ISSUE		
<u>Contract Dates</u> 10/30/18 - 11/05/18		<u>Estimate #</u> 7376
<u>Advertiser</u> POL/Senate Majority PAC		<u>Original Date / Revision</u> 10/05/18 / 10/05/18
<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 25-54		
<u>Agv Code</u> 9914573	<u>Advertiser Code</u>	<u>Product 1/2</u> 322
<u>Agency Ref</u> IN14921		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
1	EJHL	10/30/18	11/05/18	Local News @ 9a	9-10a		:30				NM	1	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/30/18	11/05/18	MTWTF--				1	\$160.00				
2	EJHL	10/30/18	11/05/18	The View	11a-12p		:30				NM	1	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/30/18	11/05/18	MTWTF--				1	\$160.00				
3	EJHL	11/04/18	11/04/18	World News Wknd	6-7p		:30				NM	1	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/18	11/04/18	-----S				1	\$240.00				
4	EJHL	11/03/18	11/03/18	Sat 730-8p	730-8p		:30				NM	1	\$160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/18	11/04/18	-----S-				1	\$160.00				
5	EJHL	11/03/18	11/03/18	College FB Prime Game	College FB Prime (		:30				NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/18	11/04/18	-----S-				1	\$2,000.00				
<b>Totals</b>								0.00				5	\$2,720.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/29/18 -11/05/18	5	\$2,720.00	(\$408.00)	\$2,312.00
<b>Totals</b>	5	\$2,720.00	(\$408.00)	\$2,312.00

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

(\* 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.