

CONTRACT

WKBN
WKBN 27 3930 Sunset Blvd
 Youngstown, OH 44512
 (330) 782-1144

<u>Contract / Revision</u> 915620 /		<u>Alt Order #</u> 25263307
<u>Product</u> TV		
<u>Contract Dates</u> 08/09/16 - 08/15/16		<u>Estimate #</u> 5169
<u>Advertiser</u> POL/AFSCME		<u>Original Date / Revision</u> 08/08/16 / 08/08/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WKBN	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agy Code</u> 9914573	<u>Advertiser Code</u> 121	<u>Product 1/2</u> 128
<u>Agency Ref</u> IN14921		<u>Advertiser Ref</u> IN11502

And:

Waterfront Strategies
 1010 Wisconsin Avenue
 Suite 800
 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	WKBN	08/09/16	08/15/16	1st News @ 5a M-F	1st News @ 5a M-I		:30				NM	5	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				5	\$350.00				
N 2	WKBN	08/09/16	08/15/16	1st News @ 6a M-F	1st News @ 6a M-I		:30				NM	5	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				5	\$500.00				
N 3	WKBN	08/09/16	08/15/16	CBS This Morning M-F	CBS This Morning		:30				NM	15	\$4,950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				15	\$330.00				
N 4	WKBN	08/09/16	08/15/16	M-F 9a-10a	M-F 9a-10a		:30				NM	2	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				2	\$150.00				
N 5	WKBN	08/09/16	08/15/16	CBS 10a-11a M-F	CBS 10a-11a M-F		:30				NM	2	\$680.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				2	\$340.00				
N 6	WKBN	08/09/16	08/15/16	CBS 11a-12p M-F	CBS 11a-12p M-F		:30				NM	5	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				5	\$600.00				
N 7	WKBN	08/09/16	08/15/16	1st News @ Noon M-F	1st News @ Noon		:30				NM	4	\$3,980.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				4	\$995.00				
N 8	WKBN	08/09/16	08/15/16	CBS Y&R M-F	CBS Y&R M-F		:30				NM	4	\$2,080.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				4	\$520.00				
N 9	WKBN	08/09/16	08/15/16	CBS The Talk M-F	CBS The Talk M-F		:30				NM	5	\$975.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				5	\$195.00				
N 10	WKBN	08/14/16	08/14/16	CBS Sunday Morning	CBS Sunday Morni		:30				NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/08/16	08/14/16	-----S				1	\$700.00				
N 11	WKBN	08/09/16	08/15/16	M-F 3p-4p	M-F 3p-4p		:30				NM	1	\$105.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				1	\$105.00				

(* 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.

LIN Television Corporation 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 LIN Television Corporation 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 Dates</u> 08/09/16 - 08/15/16	<u>Product</u> TV	<u>Estimate #</u> 5169
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<u>Advertiser</u> POL/AFSCME	<u>Original Date / Revision</u> 08/08/16 / 08/08/16
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				1	\$105.00				
N 12	WKBN	08/09/16	08/15/16	M-F 4p-5p	M-F 4p-5p		:30				NM	5	\$675.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				5	\$135.00				
N 13	WKBN	08/09/16	08/15/16	1st News @ 5p M-F	1st News @ 5p M-F		:30				NM	5	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				5	\$900.00				
N 14	WKBN	08/09/16	08/15/16	1st News @ 530p M-F	1st News @ 530p M-F		:30				NM	5	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				5	\$900.00				
N 15	WKBN	08/09/16	08/15/16	1st News @ 6p M-F	1st News @ 6p M-F		:30				NM	5	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				5	\$1,200.00				
N 16	WKBN	08/13/16	08/13/16	1st News @ 6p Sa	1st News @ 6p Sa		:30				NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/08/16	08/14/16	-----S-				1	\$500.00				
N 17	WKBN	08/14/16	08/14/16	1st News @ 6p Su	1st News @ 6p Su		:30				NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/08/16	08/14/16	-----S				1	\$500.00				
N 18	WKBN	08/09/16	08/15/16	M-F 7p-730p	M-F 7p-730p		:30				NM	5	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				5	\$1,200.00				
N 19	WKBN	08/09/16	08/15/16	M-F 730p-8p	M-F 730p-8p		:30				NM	5	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				5	\$1,200.00				
N 20	WKBN	08/13/16	08/13/16	Sa 7p-730p	Sa 7p-730p		:30				NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/08/16	08/14/16	-----S-				1	\$500.00				
N 21	WKBN	08/10/16	08/10/16	Wed Hour 1 Prime 8p-9p	Wed Hour 1 Prime		:30				NM	1	\$1,450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/08/16	08/14/16	--W----				1	\$1,450.00				
N 22	WKBN	08/11/16	08/11/16	Thur Hour 2 Prime 9p-10p	Thur Hour 2 Prime		:30				NM	1	\$1,450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/08/16	08/14/16	---T---				1	\$1,450.00				
N 23	WKBN	08/14/16	08/14/16	Su Hour 2 Prime 8p-9p	Su Hour 2 Prime 8p-9p		:30				NM	1	\$1,450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/08/16	08/14/16	-----S				1	\$1,450.00				
N 24	WKBN	08/09/16	08/15/16	1st @ 11p M-F	1st @ 11p M-F		:30				NM	3	\$2,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				3	\$900.00				
N 25	WKBN	08/14/16	08/14/16	LN Su 11p-1135p	LN Su 11p-1135p		:30				NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/08/16	08/14/16	-----S				1	\$900.00				
N 26	WKBN	08/09/16	08/15/16	Late Show/Stephen Colbert	Late Show/Stephen		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				1	\$350.00				
N 27	WKBN	08/09/16	08/15/16	Late Late Show	Late Late Show		:30				NM	1	\$55.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/09/16	08/15/16	MTWTF--				1	\$55.00				

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Week:		08/09/16	08/15/16	MTWTF--				1	\$55.00				
N 28	WKBN	08/13/16	08/13/16	LF Sa 1135p-1235a	LF Sa 1135p-1235:		:30				NM	1	\$55.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/08/16	08/14/16	-----S-				1	\$55.00				
N 29	WKBN	08/14/16	08/14/16	LF Su 1135p-1235a	LF Su 1135p-1235:		:30				NM	1	\$55.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/08/16	08/14/16	-----S				1	\$55.00				
Totals								0.00				93	\$58,660.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/01/16 -08/15/16	93	\$58,660.00	(\$8,799.00)	\$49,861.00
Totals	93	\$58,660.00	(\$8,799.00)	\$49,861.00

Signature: _____ **Date:** _____

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