

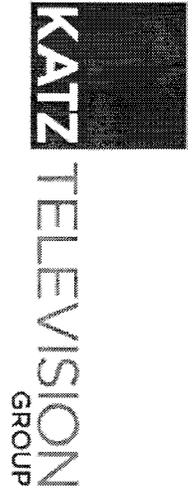


125 West 55th St  
New York, NY 10019

947134

**Contract #** 25320732      **Changes as of:** 9/29/2016 at 9:05 AM      **Version:** Original Order  
**CPE:** 271/305/3815      **Flight:** 10/11/16 - 10/17/16      **Station:** WSAV  
**Agency:** MENTZER MEDIA      **Advertiser:** Isakson - Senate - GA      **Market:** Savannah  
 210 W. Pennsylvania Avenue      **Product:** PISAK      **Office:** WASHINGTON  
 Suite 250      **Agency Order #:** 5431046      **Buyer:** Rambo, Ally      **Primary Demo:** Adults 18+  
 Towson, MD 21204      **Salesperson:** ERIN SCHUMACHER      212-424-6620      **Con Type:** POLITICAL/VOTE      **Assistant:** ERIN SCHUMACHER      212-424-6620  
**Total \$:** \$1,200.00      **Total Spots:** 11      **Total CPP:** \$26.91      **Total GRP:** 44.6  
**Separation:**

#	Day/Time	DP	Program	Rate	A18P Rating	Len	10/11 - 10/17							Total Spots	Total \$	CPP	GRP
							10/11	10/12	10/13	10/14	10/15	10/16	10/17				
1	TU-F, M 7a-9a		TODAY SHW	\$100.00	5.1	30	1	0	1	0	0	0	1	3	\$300.00	\$19.61	15.3
Target 113 Index: 108, Nielsen: 2.4																	
2	TU-F, M 12:35a-1:35a		S. MEYERS-NBC<	\$15.00	2.5	30	0	1	0	1	0	0	0	2	\$30.00	\$6.00	5.0
Target 113 Index: 101, Nielsen: 0.2																	
3	TU-F, M 6:30p-7p		NBC NITELY NWS	\$260.00	5.9	30	0	1	1	0	0	0	1	3	\$780.00	\$44.07	17.7
Target 113 Index: 96, Nielsen: 6.0																	
4	TU-F, M 11a-12n		DR. OZ	\$30.00	2.2	30	0	1	1	1	0	0	0	3	\$90.00	\$13.64	6.6
Target 113 Index: 102, Nielsen: 0.6																	
<b>TOTALS:</b>							<b>1</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>11</b>	<b>\$1,200.00</b>	<b>\$26.91</b>	<b>44.6</b>



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 Towson, MD 21204      **Salesperson:** ERIN SCHUMACHER      **Assistant:** ERIN SCHUMACHER      **Con Type:** POLITICAL/NOTE      **Separation:**

**Special Instructions**

**Competitive Information**

Market Budget:	\$14,125
WSAV Share:	24%
Comment:	
WJCL:	13%
WTGS:	6%
WTOG:	57%

**Daypart Summary**

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	11	\$1,200.00	\$26.91	44.6
<b>Total</b>	<b>100%</b>	<b>11</b>	<b>\$1,200.00</b>	<b>\$26.91</b>	<b>44.6</b>

**Monthly Summary**

Month	Spots	Dollars
2016-Oct	11	\$1,200.00
<b>Total</b>	<b>11</b>	<b>\$1,200.00</b>

**Transaction History**

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Queued for Electronic Contracting	9/29/16 9:16 AM					\$0	\$0	
New	9/29/16 9:05 AM	ERIN SCHUMACHER	New	11		\$1,200.00	\$1,200.00	

**Non-Discrimination Policy**  
 PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSIONS 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



**WSAV**  
 1430 East Victory Drive  
 Savannah, GA 31404  
 (912) 651-0300

<u>Contract / Revision</u> 947134 /		<u>Alt Order #</u> 25320732
<u>Product</u> PISAK		
<u>Contract Dates</u> 10/11/16 - 10/17/16		<u>Estimate #</u> 3815
<u>Advertiser</u> POL/Georgians for Isakson		<u>Original Date / Revision</u> 09/29/16 / 09/29/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSAV	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 18+		
		<u>Total Ratings</u> 44.60
<u>Agency Code</u> 9912736	<u>Advertiser Code</u> 271	<u>Product 1/2</u> 305
<u>Agency Ref</u> IN2570/SP271/TO132E		<u>Advertiser Ref</u>

And:

**Mentzer Media Services**  
 210 West Pennsylvania Avenue  
 Suite 250  
 Towson, MD 21204  
 USA

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WSAV	10/11/16	10/11/16	Today Show M-F	7-9a		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	-T-----				1	\$100.00	5.10			
N 2	WSAV	10/13/16	10/13/16	Today Show M-F	7-9a		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	---T---				1	\$100.00	5.10			
N 3	WSAV	10/17/16	10/17/16	Today Show M-F	7-9a		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	M-----				1	\$100.00	5.10			
N 4	WSAV	10/12/16	10/12/16	Olympic Late Night	Olympic Late Night		:30				NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	--W----				1	\$15.00	2.50			
N 5	WSAV	10/14/16	10/14/16	Olympic Late Night	Olympic Late Night		:30				NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	----F--				1	\$15.00	2.50			
N 6	WSAV	10/12/16	10/12/16	NBC Nightly News	NBC Nightly News		:30				NM	1	\$260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	--W----				1	\$260.00	5.90			
N 7	WSAV	10/13/16	10/13/16	NBC Nightly News	NBC Nightly News		:30				NM	1	\$260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	---T---				1	\$260.00	5.90			
N 8	WSAV	10/17/16	10/17/16	NBC Nightly News	NBC Nightly News		:30				NM	1	\$260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/17/16	10/23/16	M-----				1	\$260.00	5.90			
N 9	WSAV	10/12/16	10/12/16	M-F 11a-12p	11-12p		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	--W----				1	\$30.00	2.20			
N 10	WSAV	10/13/16	10/13/16	M-F 11a-12p	11-12p		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	---T---				1	\$30.00	2.20			
N 11	WSAV	10/14/16	10/14/16	M-F 11a-12p	11-12p		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/10/16	10/16/16	---T---				1	\$30.00	2.20			

(\* 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.



**WSAV**  
 1430 East Victory Drive  
 Savannah, GA 31404  
 (912) 651-0300

<u>Contract / Revision</u>	<u>Alt Order #</u>
947134 /	25320732

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/11/16 - 10/17/16	PISAK	3815

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Georgians for Isaks	09/29/16 / 09/29/16

*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>	<u>Rating</u>				
Week:		10/10/16	10/16/16	----F--				1	\$30.00	2.20				
<b>Totals</b>												44.60	11	\$1,200.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/26/16 - 10/17/16	11	\$1,200.00	(\$180.00)	\$1,020.00
<b>Totals</b>	11	\$1,200.00	(\$180.00)	\$1,020.00

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

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## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

**FEDERAL CANDIDATE**

**STATE/LOCAL CANDIDATE**

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b> <u>WSAV, Savannah, GA</u>	<b>Date:</b> <u>9/29/16</u>
---	--------------------------------

I, Katelyn Brawn,  
 being/on behalf of: Georgians for Isakson,  
 a legally qualified candidate of the Republican  
 political party for the office of: Senate  
 in the general  
 election to be held on: 11/8/16

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
	varies				

**Attach proposed schedule with charges (if available):** \_\_\_\_\_ **gross**

I represent that the payment for the above described broadcast time has been furnished by:

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Jon Anderson

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

**To Be Signed By Candidate or Authorized Committee**

5/5/16                      [Signature]  
Date                                      Signature

**To Be Signed By Station Representative**

Accepted                       Accepted In Part                       Rejected  
[Signature]                      Michelle West                      NSM  
Signature                                      Printed Name                                      Title

### FEDERAL CANDIDATE CERTIFICATION

**In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:**

I, MARTIN KILPATRICK  
(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

does  does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.

  
signature of candidate or authorized committee

MARTIN KILPATRICK, CAMPAIGN MANAGER 5/5/16  
printed name date



Political Client  
Information Request Form

Candidate Name: Johnny Isakson

Official Campaign Name: Georgians for Isakson

Address: PO Box 250116

City, State & Zip Code: Atlanta, GA 30325

Campaign Phone: 770.818.1493

Campaign Fax: 770.818.1609

Campaign Contact Person: Trey Kilpatrick

Campaign Treasurer: Jon Anderson