



KATZ TELEVISION GROUP

125 West 55th St
New York, NY 10019

Contract # 26107839

Changes as of: 7/16/2018 at 3:24 PM

Version: Current State Version 1

CPE: POLITICAL/VOTE/956

Flight: 10/1/18 - 10/7/18

Station: WJHL

Con Type: POLITICAL/VOTE

Agency: BLUE WEST MEDIA

Advertiser: Kaine for Virginia 2018

Market: Johnson City-Kingsport
Bristol

Total: \$5,445.00

5130 E 18TH AVE
DENVER, CO 80220

Product: Kaine for Virginia 2018
Agency Order #:

Office: WASHINGTON
Service: Nielsen

Buyer: MARY WITTEMYER

Primary Demo: Adults 35+

Total Spots: 36
Total CPE: \$0.00
Total GRP:

Salesperson: ERIN SCHUMACHER
212-424-6620

Assistant: ERIN SCHUMACHER
212-424-6620

Separation:

#	Day/Time	DP	Program	Rate	A35P Rating	Len	10/1 - 10/7							Total Spots	Total \$	CPE*	GRP*
							10/1	10/2	10/3	10/4	10/5	10/6	10/7				
1	Tu, Th 6a-7a	EM	NEWS	\$120.00	0.0	30	0	1	0	1	0	0	0	2	\$240.00	\$0.00	0.0
2	M, W, F 7a-8a	EM	CBS THIS MORNING	\$70.00	0.0	30	1	0	1	1	1	0	0	4	\$280.00	\$0.00	0.0
3	Tu-W, F 8a-9a	EM	NEWS	\$60.00	0.0	30	0	1	1	0	1	0	0	3	\$180.00	\$0.00	0.0
4	Su 9a-10:30a	EM	CBS SUN MORNING	\$130.00	0.0	30	0	0	0	0	0	0	1	1	\$130.00	\$0.00	0.0
5	M 9a-10a	DY	DR OZ	\$25.00	0.0	30	1	0	0	0	0	0	0	1	\$25.00	\$0.00	0.0
6	F 11a-12n	DY	PRICE IS RIGHT	\$100.00	0.0	30	0	0	0	0	1	0	0	1	\$100.00	\$0.00	0.0
7	Tu, Th 4p-5p	EF	DR PHIL	\$100.00	0.0	30	0	1	0	1	0	0	0	2	\$200.00	\$0.00	0.0
8	W 5p-5:30p	EN	NEWS	\$130.00	0.0	30	0	0	1	0	0	0	0	1	\$130.00	\$0.00	0.0
9	M, W, F 5:30p-6p	EN	NEWS	\$140.00	0.0	30	1	0	1	0	1	0	0	3	\$420.00	\$0.00	0.0
10	Tu, Th 6p-6:30p	EN	NEWS	\$240.00	0.0	30	0	1	0	1	0	0	0	2	\$480.00	\$0.00	0.0
11	M, F 6:30p-7p	EN	CBS EVENING NEWS	\$300.00	0.0	30	1	0	0	0	1	0	0	2	\$600.00	\$0.00	0.0
12	W 7p-7:30p	EN	NEWS	\$100.00	0.0	30	0	0	1	0	0	0	0	1	\$100.00	\$0.00	0.0
13	M, Th 11:35p-12:35a	LF	COLBERT	\$35.00	0.0	30	1	0	0	1	0	0	0	2	\$70.00	\$0.00	0.0
14	M, F 11p-11:35p	LN	NEWS	\$220.00	0.0	30	1	1	1	1	1	0	0	5	\$1,100.00	\$0.00	0.0
15	Sa 11p-11:35p	LN	NEWS	\$150.00	0.0	30	0	0	0	0	0	1	0	1	\$150.00	\$0.00	0.0
16	Su 11p-11:35p	LN	NEWS	\$175.00	0.0	30	0	0	0	0	0	0	1	1	\$175.00	\$0.00	0.0
17	Tu, Th 7:30p-8p	PA	FAMILY FEUD	\$120.00	0.0	30	0	1	0	1	0	0	0	2	\$240.00	\$0.00	0.0
18	W 10p-11p	PR	CRIMINAL MINDS	\$375.00	0.0	30	0	0	1	0	0	0	0	1	\$375.00	\$0.00	0.0
19	F 10p-11p	PR	BLUE BLOODS	\$450.00	0.0	30	0	0	0	0	1	0	0	1	\$450.00	\$0.00	0.0
TOTALS:							6	6	7	7	7	1	2	36	\$5,445.00	\$0.00	0.0



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125 West 55th St
New York, NY 10019

Contract # 26107839	Changes as of: 7/16/2018 at 3:24 PM	Version: Current State Version 1
CPE: POLITICAL/VOTE/956	Flight: 10/1/18 - 10/7/18	Station: WJHL
Agency: BLUE WEST MEDIA	Advertiser: Kaine for Virginia 2018	Market: Johnsn City-Kingspt-Brstl
5130 E 18TH AVE DENVER, CO 80220	Product: Kaine for Virginia 2018	Office: WASHINGTON
Agency Order #:	Buyer: MARY WITTEMYER	Service: Nielsen
Salesperson: ERIN SCHUMACHER	Primary Demo: Adults 35+	Total Spots: 36
Separation:	Assistant: ERIN SCHUMACHER	Total CPP: \$0.00
		Total GRP:

Special
Instructions

Competitive Information	
Market Budget:	\$23,674
WJHL Share:	23%
Comment:	Competitive Unknown

Daypart Summary					
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
EM	15%	10	\$830.00	N/A	0.0
DY	2%	2	\$125.00	N/A	0.0
EF	4%	2	\$200.00	N/A	0.0
EN	32%	9	\$1,730.00	N/A	0.0
LF	1%	2	\$70.00	N/A	0.0
LN	26%	7	\$1,425.00	N/A	0.0
PA	4%	2	\$240.00	N/A	0.0
PR	15%	2	\$825.00	N/A	0.0
Total	100%	36	\$5,445.00	N/A	0.0

Monthly Summary		
Month	Spots	Dollars
2018-Oct	36	\$5,445.00
Total	36	\$5,445.00

Transaction History					
Trans	Created/Received	Created by	Status	Spot+	Spot-
Queued for Electronic Contracting	7/17/18 1:38 PM				
New	7/16/18 3:24 PM	Nicole Grunet	New	36	

Transaction History					
			\$ Chg	Contract \$	Comment
			\$0	\$0	
			\$5,445.00	\$5,445.00	

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



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

And:

Blue West Media
5130 East 18th Avenue
Denver, CO 80220

<u>Contract / Revision</u> 26107839 /		<u>Alt Order #</u> 26107839
<u>Product</u> Kaine for Virginia 2		
<u>Contract Dates</u> 10/01/18 - 10/07/18		<u>Estimate #</u> 956
<u>Advertiser</u> POL/Tim Kaine/US Senate/VA/Dem		<u>Original Date / Revision</u> 07/17/18 / 07/17/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WJHL	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Code</u> 9917137	<u>Advertiser Code</u> POLITICA	<u>Product 1/2</u> VOTE
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WJHL	10/02/18	10/02/18	Local News @ 6a	6a-7a		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	-T-----				1	\$120.00				
N 2	WJHL	10/04/18	10/04/18	Local News @ 6a	6a-7a		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	---T---				1	\$120.00				
N 3	WJHL	10/01/18	10/01/18	CBS This Morning 7a	7a-8a		:30				NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	M-----				1	\$70.00				
N 4	WJHL	10/03/18	10/03/18	CBS This Morning 7a	7a-8a		:30				NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	--W----				1	\$70.00				
N 5	WJHL	10/04/18	10/04/18	CBS This Morning 7a	7a-8a		:30				NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	---T---				1	\$70.00				
N 6	WJHL	10/05/18	10/05/18	CBS This Morning 7a	7a-8a		:30				NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	----F--				1	\$70.00				
N 7	WJHL	10/02/18	10/02/18	CBS This Morning 8a	8a-9a		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	-T-----				1	\$60.00				
N 8	WJHL	10/03/18	10/03/18	CBS This Morning 8a	8a-9a		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	--W----				1	\$60.00				
N 9	WJHL	10/05/18	10/05/18	CBS This Morning 8a	8a-9a		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	----F--				1	\$60.00				
N 10	WJHL	10/07/18	10/07/18	CBS This Morning Sun	857a-1030a		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	-----S				1	\$130.00				
N 11	WJHL	10/01/18	10/01/18	Dr Oz	9a-10a		:30				NM	1	\$25.00

(* 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.



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

<u>Contract / Revision</u> 26107839 /		<u>Alt Order #</u> 26107839
<u>Contract Dates</u> 10/01/18 - 10/07/18	<u>Product</u> Kaine for Virginia 2	<u>Estimate #</u> 956
<u>Advertiser</u> POL/Tim Kaine/US Senat		<u>Original Date / Revision</u> 07/17/18 / 07/17/18

*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:		10/01/18	10/07/18	M-----				1	\$25.00				
N 12	WJHL	10/05/18	10/05/18	Price is Right	11a-12p		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	----F--				1	\$100.00				
N 13	WJHL	10/02/18	10/02/18	Dr Phil	4p-5p		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	-T-----				1	\$100.00				
N 14	WJHL	10/04/18	10/04/18	Dr Phil	4p-5p		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	---T---				1	\$100.00				
N 15	WJHL	10/03/18	10/03/18	Local News 5p-6p	5p-6p		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	--W----				1	\$130.00				
N 16	WJHL	10/01/18	10/01/18	Local News @ 530p	530p-6p		:30				NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	M-----				1	\$140.00				
N 17	WJHL	10/03/18	10/03/18	Local News @ 530p	530p-6p		:30				NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	--W----				1	\$140.00				
N 18	WJHL	10/05/18	10/05/18	Local News @ 530p	530p-6p		:30				NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	----F--				1	\$140.00				
N 19	WJHL	10/02/18	10/02/18	Local News @ 6p	6p-630p		:30				NM	1	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	-T-----				1	\$240.00				
N 20	WJHL	10/04/18	10/04/18	Local News @ 6p	6p-630p		:30				NM	1	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	---T---				1	\$240.00				
N 21	WJHL	10/01/18	10/01/18	CBS Evening News	630p-7p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	M-----				1	\$300.00				
N 22	WJHL	10/05/18	10/05/18	CBS Evening News	630p-7p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	----F--				1	\$300.00				
N 23	WJHL	10/03/18	10/03/18	M-F 7p Local news	7p-730p		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	--W----				1	\$100.00				
N 24	WJHL	10/01/18	10/01/18	M-F 1135p-1237a	1135p-1237a		:30				NM	1	\$35.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	M-----				1	\$35.00				
N 25	WJHL	10/04/18	10/04/18	M-F 1135p-1237a	1135p-1237a		:30				NM	1	\$35.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	---T---				1	\$35.00				
N 26	WJHL	10/01/18	10/01/18	Local News @ 11p	11p-1135p		:30				NM	1	\$220.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	M-----				1	\$220.00				
N 27	WJHL	10/02/18	10/02/18	Local News @ 11p	11p-1135p		:30				NM	1	\$220.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				

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

<u>Contract / Revision</u>	<u>Alt Order #</u>
26107839 /	26107839

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/01/18 - 10/07/18	Kaine for Virginia 2	956

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Tim Kaine/US Senat	07/17/18 / 07/17/18

*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:		10/01/18	10/07/18	-T-----				1	\$220.00				
N 28	WJHL	10/03/18	10/03/18	Local News @ 11p	11p-1135p		:30				NM	1	\$220.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	--W----				1	\$220.00				
N 29	WJHL	10/04/18	10/04/18	Local News @ 11p	11p-1135p		:30				NM	1	\$220.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	---T---				1	\$220.00				
N 30	WJHL	10/05/18	10/05/18	Local News @ 11p	11p-1135p		:30				NM	1	\$220.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	----F--				1	\$220.00				
N 31	WJHL	10/06/18	10/06/18	11p News Sat	11p-1130p		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	-----S-				1	\$150.00				
N 32	WJHL	10/07/18	10/07/18	11p News Sun	11p-1135p		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	-----S				1	\$175.00				
N 33	WJHL	10/02/18	10/02/18	M-F 730p-8p	730p-8p		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	-T-----				1	\$120.00				
N 34	WJHL	10/04/18	10/04/18	M-F 730p-8p	730p-8p		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	---T---				1	\$120.00				
N 35	WJHL	10/03/18	10/03/18	CRIMINAL MINDS	10p-11p		:30				NM	1	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	--W----				1	\$375.00				
N 36	WJHL	10/05/18	10/05/18	BLUE BLOODS	10p-11p		:30				NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/01/18	10/07/18	----F--				1	\$450.00				
Totals								0.00				36	\$5,445.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/01/18 - 10/07/18	36	\$5,445.00	(\$816.75)	\$4,628.25
Totals	36	\$5,445.00	(\$816.75)	\$4,628.25

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.