## CONTRACT



(336)721-9944

www.wxii12.com

And:

Great American Media **Attention: Blakeney Summerhays** 3050 K St NW Washington, DC 20007

	Contract / Re	vision		Alt Order #			
	4013358		WOC1465	142			
Advertiser		Original Date / Revision					
America Works USA			0	5/23/24	/ 05/31/24		
Contract Dates	Estimate #						
05/28/24 - 06/03/24	13323						
Product							
тv							
	Billing Cycle	Billing	Billing Calendar Broadcast		Cash/Trade		
	EOM/EOC	Broado			Cash		
	Property	Account Executive		xecutive	Sales Office		
	WXII	WXII/V	II/WCWG NATION WXII/WC				
	Special Hand	Handling					
	Demographic	_					
	Households						
	Agy Code	Advert	vertiser Code		Product 1/2		
	9913721	655			694		
	Agency Ref		Advertiser		<sup>.</sup> Ref		
	-						

	Start/End	Spots/			
*Line Ch Start Date End Date Description		Days Length Week Rate	Type S	Spots	Amount
N 1 WXII 05/28/24 06/03/24 M-F	6-7am	:30	NM	3	\$4,500.00
Class of Time - Immediately Pre-emptible without notice					
Start Date         End Date         Weekdays         Spots/Week           Week:         05/28/24         06/03/24         MTWTF         3	Rate				
	\$1,500.00	22			<b>*</b> ••••••
N 2 WXII 05/28/24 06/03/24 NBC	7-9am	:30	NM	4	\$6,000.00
Class of Time - Immediately Pre-emptible without notice					
Start Date         End Date         Weekdays         Spots/Week           Week:         05/28/24         06/03/24         MTWTF         4	<u>Rate</u> \$1,500.00				
N 3 WXII 05/28/24 06/01/24 WXII	5:30-6am	:30	NM	1	\$400.00
Class of Time - Immediately Pre-emptible without notice					
Start Date End Date Weekdays Spots/Week	Rate				
Week: 05/27/24 06/02/24S- 1	\$400.00				
N 4 WXII 05/28/24 06/01/24 WXII	6-8am	:30	NM	1	\$800.00
Class of Time - Immediately Pre-emptible without notice					
Start DateEnd DateWeekdaysSpots/WeekWeek:05/27/2406/02/24S-1	<u>Rate</u> \$800.00				
N 5 WXII 05/28/24 06/02/24 WXII	6-8am	:30	NM	1	\$700.00
Class of Time - Immediately Pre-emptible without notice					
Start Date End Date Weekdays Spots/Week	Rate				
Week: 05/27/24 06/02/24S 1	\$700.00				
N 6 WXII 05/28/24 06/02/24 NBC	8-9am	:30	NM	1	\$1,200.00
Class of Time - Immediately Pre-emptible without notice					
Start Date End Date Weekdays Spots/Week	Rate				
Week: 05/27/24 06/02/24S 1	\$1,200.00				
N 7 WXII 05/28/24 06/03/24 LIVE	9-10AM	:30	NM	1	\$600.00
Class of Time - Immediately Pre-emptible without notice					

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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 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, on contracts, inser orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

Station, and its parent company, 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. Advertiser hereby represents warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race ethnicity.

EFFECTIVE JULY 1, 2024, HEARST TELEVISION WILL BEGIN CHARGING A 1.5% ADMINISTRATIVE FEE FOR ALL CREDIT CARD TRANSACTIONS PROCESSED BY HEARST TELEVISION STATIONS EXCEPT WHERE PROHIBITED BY LAW. WE NO LONGER ACCEPT DEBIT CARDS.

WXII 700 Coliseum Drive Winston Solom NC 27106			ntract / Revision 013358 /	Alt Order # WOC14659142		
Winston-Salem, NC 27106 (336)721-9944		Advertiser America Works USA		Original Date / Revision 05/23/24 / 05/31/24		
www.wxii12.com		Contract Dates         Pro           05/28/24 - 06/03/24         TV	oduct	Estimate # 13323		
*Line Ch Start Date End Date Description	Start/End	Spo Days Length Wee		Type Spots	Amount	
Start Date         End Date         Weekdays         Spots/Week           Week:         05/28/24         06/03/24         MTWTF         1	<u>Rate</u> \$600.00					
N 8 WXII 05/28/24 06/03/24 NBC	10A-11A	:30		NM 1	\$600.00	
Class of Time - Immediately Pre-emptible without notice <u>Start Date</u> End Date Weekdays Week: 05/28/24 06/03/24 MTWTF <u>Spots/Week</u> 1	<u>Rate</u> \$600.00					
N 9 WXII 05/28/24 06/03/24 M-F	12-1pm	:30		NM 1	\$650.00	
Class of Time - Immediately Pre-emptible without notice           Start Date         End Date         Weekdays         Spots/Week           Week:         05/28/24         06/03/24         MTWTF         1	<u>Rate</u> \$650.00					
N 10 WXII 05/28/24 06/03/24 Insid	7-730pm	:30		NM 2	\$3,000.00	
Class of Time - Immediately Pre-emptible without notice           Start Date         End Date         Weekdays         Spots/Week           Week:         05/28/24         06/03/24         MTWTF         2	<u>Rate</u> \$1,500.00					
N 11 WXII 05/28/24 06/03/24 Ente	730-8pm	:30		NM 1	\$1,500.00	
Class of Time - Immediately Pre-emptible without notice <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Week:</u> 05/28/24 06/03/24 <u>MTWTF</u> 1	<u>Rate</u> \$1,500.00					
N 12 WXII 05/28/24 06/03/24 M-F	4-5pm	:30		NM 5	\$4,500.00	
Class of Time - Immediately Pre-emptible without notice <u>Start Date</u> End Date Weekdays Week: 05/28/24 06/03/24 MIWIF <u>Spots/Week</u> 5	<u>Rate</u> \$900.00					
N 13 WXII 05/28/24 06/03/24 M-F	5-6pm	:30		NM 5	\$6,000.00	
Class of Time - Immediately Pre-emptible without notice <u>Start Date</u> End Date Weekdays Week: 05/28/24 06/03/24 MTWTF 5	<u>Rate</u> \$1,200.00					
Spot Ch Date Range Description 5 WXII 05/28/24-06/03/24 M-F WXII 12 News @ 5 pm See MG 13.6	<u>Start/End T</u> 5-6pm	ime <u>Weekdays</u> Length MTuWThF :30		Гуре NM		
6 WXII 06/03/24-06/03/24 M-F WXII 12 News @ 5 pm MG for 13.5 05/30	5-6pm	M :30	\$1,200.00	NM		
N 14 WXII 05/28/24 06/03/24 M-F	6-630pm	:30		NM 2	\$8,000.00	
Class of Time - Immediately Pre-emptible without notice <u>Start Date</u> End Date Weekdays Week: 05/28/24 06/03/24 MTWTF- 2	<u>Rate</u> \$4,000.00					
N 15 WXII 05/28/24 06/02/24 Su V	6-630P	:30		NM 1	\$1,200.00	
Class of Time - Immediately Pre-emptible without notice <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 05/27/24 06/02/24S 1	<u>Rate</u> \$1,200.00					
Spot         Ch         Date Range         Description           1         WXII         05/27/24-06/02/24         Su WXII 12 News @ 6 pm	Start/End T 6-630P	ime <u>Weekdays</u> <u>Length</u>		Гуре NM		
See MG 15.2 2 WXII 05/27/24-06/02/24 Sa WXII 12 News @ 6 pm MG for 15.1 06/02	6-630P	Sa :30	\$1,200.00	NM		

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Station, and its parent company, 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. Advertiser hereby represents warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race ethnicity.

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WXII 700 Coliseum Drive Wington Salam NC 27106				ontract / Revision 4013358 /	-	r <u>der #</u> 1465914	12
Winston-Salem, NC 27106 (336)721-9944		Advertiser America Works	USA		Original 05/23/2		<u>evision</u> 05/31/24
www.wxii12.com		Contract Dates 05/28/24 - 06/03		roduct /	<u>Estim</u> 1332		
*Line Ch Start Date End Date Description	Start/End	Days	Spo Length We		TypeS	pots	Amount
N 16 WXII 05/28/24 06/03/24 M-St	11-1135pm	, .	:30		NM	5	\$5,500.00
Start Date       End Date       Weekdays       Spots/Week         Week:       05/28/24       06/03/24       MIWTFSS       5	<u>Rate</u> \$1,100.00					-	
N 17 WXII 05/28/24 06/03/24 NBC Class of Time - Immediately Pre-emptible without notice Start Date End Date Weekdays Week: 05/28/24 06/03/24 MTWTF Spots/Week	1135pm-123 <u>Rate</u> \$700.00	7am	:30		NM	2	\$1,400.00
N 18 WXII 05/28/24 06/01/24 NBC	1130pm-1am	1	:30		NM	1	\$750.00
Class of Time - Immediately Pre-emptible without notice <u>Start Date</u> End Date Weekdays Week: 05/27/24 06/02/24S- <u>Spots/Week</u>	<u>Rate</u> \$750.00						
N 19 WXII 05/28/24 06/02/24 MAG	9-10pm		:30		NM	1	\$900.00
Class of Time - Immediately Pre-emptible without notice <u>Start Date</u> End Date Weekdays Spots/Week Week: 05/27/24 Date Range Description 1 WXII 05/27/24-06/02/24 Description See MG 19.2 2 WXII 05/27/24-06/02/24 Sun NBC AGT W MG for 19.1 06/02	<u>Rate</u> \$900.00 <u>Start/End Ti</u> 9-10pm 9-11p	me Weekdays	- Su :30	<u>Rate</u> <i>\$900.00</i> \$900.00	<u>Type</u> <i>NM</i> NM		
N 20 WXII 05/28/24 06/02/24 Sa V	6-630P		:30		NM	1	\$1,200.00
Start Date         End Date         Weekdays         Spots/Week           Week:         05/27/24         06/02/24        S-         1           Spot         Ch         Date Range         Description           1         WXII         05/27/24-06/02/24         Sa WXII 12 News @ 6 pm           See MG 20.2         2         WXII         05/27/24-06/02/24         NBC Sunday Today           1         MG for 20.1 06/01         06/01         106/01         106/01	<u>Rate</u> \$1,200.00 <u>Start/End Ti</u> 6-630P 8-9am	me <u>Weekdays</u> S	5a :30	<u>Rate</u> <del>\$1,200.00</del> \$1,200.00	<u>Type</u> <i>NM</i> NM		
		Totals				40	\$49,400.00
•	gency Comm	. Net Amo					
05/27/24 -06/03/24 40 \$49,400.00	(\$7,410.00)						
Totals 40 \$49,400.00	(\$7,410.00)	\$41,990	.00				

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

Date:

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#### STANDARD TERMS AND CONDITIONS FOR PURCHASE OF BROADCAST ADVERTISING

The person, firm or other business entity contracting to purchase Advertising on its own behalf ("Advertiser"), or on behalf of the advertiser named on the face of the advertising purchase contract or media order ("Agency"), (collectively known as "Purchaser") and the station accepting this contract ("Station") hereby agree that the advertising purchase contract, or media order, shall be governed by the conditions and terms set forth below. Advertising shall encompass the purchase of advertising time, sponsorships, program content and/or other services ("Ads") distributed by Station through either a broadcast signal or the retransmission or other distribution of a broadcast signal ("collectively known as "Distribution"). Digital

Advertising will be governed by the Digital Terms and Conditions which can be found at https://www.hearst.com/-/hearst-television-

#### broadcast-terms-conditions

### and incorporated here.

#### 1. BILLING AND PAYMENTS

(a) Station will, from time to time at intervals follow ing Distribution hereunder, bill Purchaser at the address listed on the purchase contact or media order. Payment shall be made in advance of Distribution unless credit arrangements acceptable to Station have previously been made in writing, in which event payment shall be made no later than 30 days after receipt by Purchaser of Station invoice. Station reserves the right to cancel credit arrangements at any time

with or without notice for whatever reason. Purchaser agrees to notify Advertiser of the terms and conditions herein immediately.

(b) Purchaser is acting as agent for a disclosed principal (i.e., the Advertiser named on the purchase contract or media order) and Purchaser (unless otherw ise specified in writing) will act as agent for making payment on all invoiced amounts hereunder. This stipulation cannot be amended without prior written authorization from the station. Purchaser and Advertiser shall be jointly liable for the payment of sums due hereunder, but Station agrees to look initially to Purchaser for the payment of sums due hereunder, unless Purchaser fails to timely remit payment or becomes insolvent. Advertiser shall be liable to Station and not to Purchaser on all unpaid billings for services rendered including all applicable taxes by Station hereunder (excluding advertising agency commissions). If Station has not received payment from Purchaser within 60 days from the due date of the invoice, Station may consider the invoice to be delinquent and may invoice or contact the Advertiser directly for payment after notifying the Purchaser of its intention. Nothing herein contained relating to the

# payment of invoiced amounts by Agency shall be construed so as to relieve Advertiser of, or diminish Advertiser's liability for breach of its obligations hereunder. If the purchase contract or media order is with a media buying service, all references herein to Purchaser shall apply to the media buying service.

#### 2. TERMINATION

(a) Unless otherw ise specified in writing, either party may terminate a purchase contract or media order, without cause, upon giving the other party at least 28

days prior notice provided that, if notice is given by Purchaser, termination shall not be effective until after two (2) weeks of Distribution hereunder. If Purchaser so terminates this contract, it shall pay Station at the earned rate for all Ads pursuant to the purchase contract or media order through the effective

#### date of termination.

(b) Station may, upon notice to Purchaser, terminate the purchase contract or media order at any time; (i) upon material breach by Purchaser; (ii) if Station fails to receive timely payment on billing; or (iii) if Advertiser's or Purchaser's credit is, in Station's reasonable opinion, impaired. Upon such termination, all unpaid accrued charges hereunder shall immediately become due and payable. The Purchaser's only liability shall be to pay for telecasts completed hereunder prior to cancellation by Station.

(c) Purchaser may, upon notice to Station, terminate the purchase contract or media order at any time upon material breach by Station. Upon such termination, the Station's only liability shall be to pay as liquidated damages a sum equal to the lesser of the follow ing: (i) the actual non-cancellable out-ofpocket

costs necessarily incurred by Purchaser in performance of this contract through date of such termination, or (ii) the total which would be due to Station hereunder if, on the date on which Purchaser gives notice of cancellation, Station had given notice of termination pursuant to Paragraph 2(a) effective at the

earliest date permitted thereunder.

(d) Neither party shall have any liability to the other upon termination pursuant to this Paragraph 2, except as provided in this Paragraph 2 and Paragraph 7. **3. OMISSION OF DISTRIBUTION** 

If, as a result of an act of God, force majeure, public emergency, labor dispute, restriction imposed by law or governmental order, mechanical breakdow n, or

w here necessary to enable the Station to comply with the Communications Act of 1934, as amended, to satisfy the "reasonable access" and/or "equal opportunity" requirements for certain political candidates, or any other similar or dissimilar cause beyond the Station's reasonable control, Station fails to distribute any or all of the Ads, announcement(s) or programs to be distributed hereunder, Station shall not be in breach hereof, but Purchaser shall be entitled

to an adjustment as follow s: (i) if no part of a scheduled Distribution is made, a later Distribution shall be made at a reasonably satisfactory substitute date and

time, and if no such time is available, the time charges allocable to the omitted Distribution shall be waived; (ii) if a material part, but not all, of a scheduled is omitted, a later Distribution shall be made at a reasonable substitute date and time. The foregoing shall not deprive Purchaser of the benefit of any discounts which it would have earned hereunder if the Distribution had been made in its entirety.

#### 4. PREEM PTIONS

Station shall have the right to cancel any Ads or portion thereof covered by the purchase contract or media order in order to distribute any program or event

which, in the Station's sole discretion, it deems to be of greater public interest or significance. Station may also recapture time previously sold when necessary

to comply with its obligations to make available "reasonable access" and/or "equal opportunities" to certain political candidates under the Communications Act

of 1934, as amended. Station will notify Purchaser of such cancellation as promptly as reasonably possible, if the parties cannot agree upon a satisfactory substitute date and time, the Distribution so preempted shall be deemed canceled without affecting the rate, discounts or rights provided under this contract, except that Purchaser will not have to pay Station any charges allocable to the canceled Distribution.

#### 5. FIXED RATE PURCHASES

Notw ithstanding the provisions of Paragraphs 3 and 4 above, unless the omitted or preempted announcement was purchased as a single buy or at a fixed

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(i.e., not a pre-emptible) rate, and it is so indicated on the face of the contract or media order, Station may preempt at its sole discretion for any reason, provided that for purposes of clarification, notw ithstanding anything to the contrary herein, fixed rate time may be preempted to comply with the Communications Act. In the event of preemption or omission, Purchaser shall be accorded another Distribution at a reasonably satisfactory substitute date and time, at no additional charge therefor.

#### 6. PURCHASER MATERIAL

All commercial materials (if so specified on the face of the purchase contract or media order, all program materials, including talent) shall be furnished by Purchaser and delivered to Station at Purchaser's sole cost and expense. Purchaser shall deliver all materials not less than 48 hours (exclusive of Saturdays,

Sundays and holidays) in advance of Distribution. All materials furnished by Purchaser (i) shall not be contrary to the public interest, (ii) shall conform to the Station's then existing program and operating policies and quality standards, and (iii) are subject to Station's prior approval and continuing right to reject or to cause Purchaser to edit such materials. Station will not be liable for loss or damage to Purchaser's material or, even if accepted by Station, for communications from others.

If Purchaser requests within 30 days of last Distribution hereunder, Station will, at Purchaser's expense, return Purchaser material to Purchaser. If Purchaser

does not so request, Station has the right to dispose of all Purchaser material any time after 60 days following the last Distribution hereunder. Purchaser and/or Advertiser, represent that the commercial materials provided shall (i) not infringe the copyright, ow nership or authorship of any third party; (ii)

be free and clear for Distribution without obtaining any further consents or approvals; and (iii) not be defamatory, libelous, pornographic, obscene or otherwise

unlaw ful. In addition, Advertiser shall represent it has a reasonable basis for all claims made within the Ads, possesses appropriate documentation to substantiate such claims, and it has sole right, title, interest or permission to make use of the names, logos and/or trademarks used in the Ads. Advertiser and Agency, jointly and severally, represent, w arrant, and covenant that the advertising supplied to Station, including any music contained therein, is

rights-cleared for exhibition, distribution, performance, and/or retransmission by broadcast television, including on a mobile DTV (ATSC WH or successor standard) basis, and by any multichannel video programming distributor or any other video delivery system, including, but not limited to, streaming over the Internet or distribution on a TV-Everyw here-type and/or OTT basis, w hether on a linear, video-on-demand, start-over, or look-back basis.

#### 7. INDEM NIFICATION

Purchaser hereby represents and w arrants to Station that Station and its licensees have the right to distribute the Ads and all commercial materials w ithout infringing or violating the rights of any party or violation of any law, rule or regulation. Purchaser agrees, at its or their own expense, to indemnify, defend and

hold harmless Station, its licensees, and its and their parent companies, employees, officers, directors, representatives, agents and affiliates, from and against any and all claims (including but not limited to, claims of trademark or copyright infringement, libel, defamation, false, deceptive or misleading advertising or sales practices), demands, suits, actions, proceedings, damages, losses, costs and expenses (including reasonable attorneys' fees and costs)

and other liabilities of any kind w hatsoever arising out of or related to (a) the Distribution of any advertisement hereunder, (b) the commercial materials or any

matter or thing contained in any Ad, and/or (c) any material of Purchaser in which viewers or users can link through any Ad. Advertiser and Purchaser shall be

jointly and severally liable and responsible for fulfilling indemnification obligations hereunder. Purchaser represents and w arrants that it has the authority, as agent, to bind Advertiser to these Terms and Conditions and the purchase contract or media order. The provisions of this Paragraph 7 shall survive the expiration or termination of these Terms and Conditions and any purchase contract or media order.

#### 8. CONSEQUENTIAL DAMAGES

STATION SHALL NOT BE LIABLE TO THE ADVERTISER, ITS PURCHASER OR ANY THIRD PARTY UNDER OR IN RELATION TO THESE TERMS OR ANY PURCHASE CONTRACT OR MEDIA ORDER FOR ANY CONSEQUENTIAL, INCIDENTAL, SPECIAL OR INDIRECT DAMAGES OF ANY KIND OR NATURE, UNDER POSSIBILITY OF SUCH DAMAGES. IN NO EVENT WILL STATION'S LIABILITY UNDER OR IN RELATION TO THESE ANY THEORY OF LAW OR EQUITY, AND WHETHER OR NOT STATION HAS BEEN ADVISED OF THE TERMS OR ANY INSERTION ORDER EXCEED THE FEES ACTUALLY PAID TO STATION FOR THE ADVERTISEMENT GIVING RISE TO SUCH LIABILITY.

#### 9. GENERAL

(a) Station will distribute the Ads, announcements and programs covered by the purchase contract or media order on the dates and at the approximate Distribution periods provided on the face hereof.

(b) The Station shall exercise normal precautions in handling of property and mail, but assumes no liability for loss or damage to program or commercial materials and other property furnished by the Agency in connection with Distributions hereunder. The Station will not accept or process mail, correspondence,

or telephone calls in connection with Distribution except after its prior approval.

(c) Interest charges and reasonable collection fees may be applied to past due amounts at the rate of 1.5 percent per month (or less, the maximum law ful interest rate) beginning on the 61st day.

(d) Purchaser shall not assign this contract. Advertiser may, upon notice to Station, change its agency and only the successor agency shall be entitled to commissions, if any, on billings for Distributions thereafter. Station is not required to distribute hereunder for the benefit of any person other than Advertiser, or

for a product or service other than that named on the face hereof.

(e) The purchase contract or media order contains the entire understanding betw een the parties, cannot be changed or terminated orally, and shall be construed in accordance with the laws of the State of New York, and with the Communications Act of 1934, as amended, and with the rules and regulations of

the FCC issued pursuant thereto. If there is any inconsistency between these standard conditions and a provision on the face hereof, the latter shall govern.

Failure of either party to enforce any of the provisions hereof shall not be construed as a general relinquishment or waiver of that or any other provision. For information relating to political advertising, Agency and Advertiser are encouraged to request Station's current political advertising disclosure statement.