



WTVZ Norfolk
900 Granby St
Norfolk, VA 23510

Strategic Media Services
1911 N Ft Myer Dr
Ste 400
Arlington, VA 22209

Contract # 3079678

Schedule Dates 10/27/17-11/02/17
Advertiser Heather Cordasco for VA-R (119993)
Agency Strategic Media Services (8287)
Product POLITICAL CANDIDATE (ns) (1186)
Brand 296/380/3259 (971995)
Salesperson Millennium/DC, Washington DC (1108)
Sales Office Millennium Washington DC
Buyer Name Ben, Rheault,
Phone/Fax /
CPE 296/380/3259
Account Types National/Political Candidate Agency BRD
Billing Type Weekly/Irregular
Comments Candidate

Date Entered 10/26/17
Last Modified 10/31/17
Entered By Leslie Erb
CO-OP No
Headline # ECR25776721
Demo
Order Type Normal
Package Deal
Commission % 15.00
Commission \$519.75
Net Total \$2,945.25
Sales Tax

Norfolk (WTVZ)

By Broadcast Month
Oct. 2017 6
Nov. 2017 23
Grand Total: 29
Spots
Rate
\$465.00
\$3,000.00
\$3,465.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT (1)	10/27/17-10/27/17	4	:30	4P- 5P (EST)	1					1			1	\$40.00	\$40.00	Norfolk (WTVZ)	Various	10/26/17
2.0	Normal Line / SPOT (1)	10/30/17-11/01/17	4	:30	4P- 5P (EST)	1	1	1	1					3	\$40.00	\$120.00	Norfolk (WTVZ)	Various	10/26/17
3.0	Normal Line / SPOT (2)	10/27/17-10/27/17	4	:30	6P- 6:30P (EST)	1					1			1	\$150.00	\$150.00	Norfolk (WTVZ)	Big Bang Theory	10/26/17
4.0	Normal Line / SPOT (2)	10/30/17-11/01/17	4	:30	6P- 6:30P (EST)	1	1	1	1					3	\$150.00	\$450.00	Norfolk (WTVZ)	Big Bang Theory	10/26/17
5.0	Normal Line / SPOT (3)	10/27/17-10/27/17	4	:30	6:30P- 7P (EST)	1					1			1	\$150.00	\$150.00	Norfolk (WTVZ)	Big Bang Theory	10/26/17
6.0	Normal Line / SPOT (3)	10/30/17-10/31/17	4	:30	6:30P- 7P (EST)	1	1	1						2	\$150.00	\$300.00	Norfolk (WTVZ)	Big Bang Theory	10/26/17
7.0	Normal Line / SPOT (4)	10/30/17-11/01/17	3	:30	7P- 7:30P (EST)	1	1	1	1					3	\$275.00	\$825.00	Norfolk (WTVZ)	Family Feud	10/26/17
8.0	Normal Line / SPOT (5)	10/30/17-11/01/17	3	:30	7:30P- 8P (EST)	1	1	1	1					3	\$275.00	\$825.00	Norfolk (WTVZ)	Family Feud	10/26/17
9.0	Normal Line / SPOT (6)	10/27/17-10/27/17	3	:30	11P- 11:30P (EST)	1					1			1	\$65.00	\$65.00	Norfolk (WTVZ)	Mike & Molly	10/26/17
10.1	End Dated Line / SPOT (6)	10/30/17-10/31/17	3	:30	11P- 11:30P (EST)	1	1	1						2	\$65.00	\$130.00	Norfolk (WTVZ)	Mike & Molly	10/31/17
11.0	Normal Line / SPOT (7)	10/30/17-11/01/17	3	:30	11:30P- 12A (EST)	1	1	1	1					3	\$65.00	\$195.00	Norfolk (WTVZ)	Mike & Molly	10/26/17
12.0	Normal Line / SPOT (8)	10/27/17-10/27/17	3	:30	12:30A- 1A (EST)	1					1			1	\$30.00	\$30.00	Norfolk (WTVZ)	Modern Family	10/26/17
13.0	Normal Line / SPOT (9)	10/28/17-10/28/17	4	:30	5:30P- 6P (EST)	1						1		1	\$30.00	\$30.00	Norfolk (WTVZ)	Two & Half Men	10/26/17

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



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Strategic Media Services (8287)

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POLITICAL CANDIDATE (ns) (1186)

Brand

296/380/3259 (971995)

Salesperson

Millennium/DC, Washington DC (1108)

Sales Office

Millennium Washington DC

Buyer Name

Ben, Rheault,

Phone/Fax

/

CPE

296/380/3259

Account Types

National/Political Candidate Agency BRD

Billing Type

Weekly/Irregular

Comments

Candidate

10/26/17

Date Entered

10/31/17

Last Modified

Leslie Erb

Entered By

No

CO-OP

ECR25776721

Headline

Demo

Order Type

Normal

Package Deal

Commission %

Commission

\$519.75

Net Total

\$2,945.25

Sales Tax

Norfolk (WTVZ)

By Broadcast Month

By Broadcast Month	Spots	Rate
Oct. 2017	6	\$465.00
Nov. 2017	23	\$3,000.00
Grand Total:	29	\$3,465.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
14.1	End Dated Line / SPOT (8)	10/30/17-10/31/17	3	:30	12:30A- 1A (EST)	1	1							2	\$30.00	\$60.00	Norfolk (WTVZ)	Modern Family	10/31/17
15.0	Normal Line / SPOT (6)	11/02/17-11/02/17	3	:30	11P- 11:30P (EST)				1	1				1	\$65.00	\$65.00	Norfolk (WTVZ)	Mike & Molly	10/31/17
16.0	Normal Line / SPOT (8)	11/02/17-11/02/17	3	:30	12:30A- 1A (EST)				1	1				1	\$30.00	\$30.00	Norfolk (WTVZ)	Modern Family	10/31/17

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125 West 55th St
New York, NY 10019

KATZ TELEVISION
GROUP

Contract # 25776721 Changes as of: 10/31/2017 at 1:40 PM Version: Highlighting Revision 2
CPE: 296/380/3259 Flight: 10/27/17 - 11/2/17 Station: WTVZ Total \$: \$3,465.00
Agency: STRATEGIC MEDIA Advertiser: Cordasco VA HD-93 Market: Norfolk-Virginia Beach Total Spots: 29
1911 NORTH FT MYER Product: Candidate Office: WASHINGTON Total CPP: \$0.00
DRIVE Agency Order #: 6669665 Primary Demo: Adults 35+
SUITE 400 Buyer: Rheault, Ben Con Type: POLITICAL/VOTE Total GRP:
ARLINGTON, VA 20009 Salesperson: KELLY JOHNS 202-872-5880 Traffic #: 3079678
Separation:

#	Day/Time	DP	Program	Rate	A35P Rating	Len	10/27 - 11/2							Total Spots	Total \$	CPP	GRP							
							10/27	10/28	10/29	10/30	10/31	11/1	11/2											
REV- 1	F,M-Th 4p-5p		VARIOUS	\$40.00	0	30	1	0	0	1	1	1	0	0	4	\$160.00	\$0.00	0.0						
Target 200118 Index: 98 Nielsen: 1.0																								
REV- 2	F,M-Th 6p-6:30p		BIG BNG THEORY<	\$150.00	0	30	1	0	0	1	1	1	0	0	4	\$600.00	\$0.00	0.0						
Target 200118 Index: 113 Nielsen: 1.9																								
REV- 3	F,M-Th 6:30p-7p		BG BNG THRY B<	\$150.00	0	30	1	0	0	1	1	0	0	0	3	\$450.00	\$0.00	0.0						
Target 200118 Index: 111 Nielsen: 1.7																								
REV- 4	F,M-Th 7p-7:30p		FAMILY FEUD<	\$275.00	0	30	0	0	0	1	1	1	0	0	3	\$825.00	\$0.00	0.0						
Target 200118 Index: 99 Nielsen: 1.9																								
REV- 5	F,M-Th 7:30p-8p		FAMILY FEUD B<	\$275.00	0	30	0	0	0	1	1	1	0	0	3	\$825.00	\$0.00	0.0						
Target 200118 Index: 99 Nielsen: 2.0																								
REV 6	F,M-Th 11p-11:30p		MIKE AND MOLLY<	\$65.00	0	30	1	0	0	1	1	1	0	0	4	\$260.00	\$0.00	0.0						
Target 200118 Index: 123 Nielsen: 0.7																								
REV- 7	F,M-Th 11:30p-12m		MIKE&MOLLY B<	\$65.00	0	30	0	0	0	1	1	1	0	0	3	\$195.00	\$0.00	0.0						
Target 200118 Index: 108 Nielsen: 0.7																								
REV 8	F,M-Th 12:30a-1a		MODERN FAMILY<	\$30.00	0	30	1	0	0	1	1	1	0	0	4	\$120.00	\$0.00	0.0						
Target 200118 Index: 108 Nielsen: 0.7																								
REV- 9	Sa 5:30p-6p		TWO&HF MN WK B	\$30.00	0	30	0	1	0	0	0	0	0	0	1	\$30.00	\$0.00	0.0						
Target 200118 Index: 115 Nielsen: 0.2																								
REV- 10	Sa 6p-6:30p		BG BNG THRY W	\$75.00	0	30	0	0	0	0	0	0	0	0	0	\$0.00	\$0.00	0.0						
Target 200118 Index: 136 Nielsen: 0.7																								
TOTALS:													5	1	0	0	8	8	5	2	29	\$3,465.00	\$0.00	0.0



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Separation:

Special Instructions	
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Competitive Information	
Market Budget:	\$115,500
WTVZ Share:	3%
Comment:	
WAVY:	33%
WGNT:	4%
WTKR:	24%
WVBT:	9%
WVEC:	27%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
Total	100%	29	\$3,465.00	0.0

Monthly Summary		
Month	Spots	Dollars
2017-Oct	6	\$465.00
2017-Nov	23	\$3,000.00
Total	29	\$3,465.00

Transaction History					
Trans	Created/Received	Created by	Status	Spot+	Spot-
Revision	10/31/17 1:40 PM	KELLY JOHNS	Revised		
Queued for Electronic Contracting	10/26/17 12:08 PM				
Revision	10/26/17 12:07 PM	KELLY JOHNS	Confirmed		
New	10/26/17 12:04 PM	KELLY JOHNS	New	34	5

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.
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