

Contract # 32775

CBS (WSWG)



P.O. BOX 4009
SALISBURY, MD 21803

WATERFRONT STRATEGIES
3050 K ST NW #100
WASHINGTON, DC 20007

Agency	WATERFRONT STRATEGIES (1201)	CO-OP	No
Brand	POLITICAL ISSUE (1529)	Demo	
Salesperson	HOUSE/NAT, HOUSE/NAT (1074)	Order Type	Normal
Sales Office	WSST	Package Deal	
Buyer Name		Commission %	15.00
Phone/Fax	/	Commission	\$2,087.25
		Net Total	\$11,827.75
Account Types	National/Political	Sales Tax	
Billing Type	Standard		
Comments	Separation: 30		

Tracy Shorts

Oct. 2020	70	\$12,285.00
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Grand Total:	86	\$13,915.00
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Date Entered 10/19/20

WSWG

Schedule Dates	10/20/20-10/26/20	Last Modified	10/22/20
Advertiser	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	Entered By	
Product	Political (1040)	External #	10085114
CPE	163/173/9625		

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Nov. 2020	16	\$1,630.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / NEWS	10/20/20-10/26/20	2	:30	6A- 7A (EST)		1	1	1	1	1			5	\$20.00	\$100.00	CBS (WSWG)	Daypart EM CBS Morning News	#####
2.0	Normal Line / SPOT	10/20/20-10/26/20	2	:30	1:30P- 2P (EST)		1	1	1	1	1				\$110.00		CBS (WSWG)	Daypart DT The Bold and the Beautiful	#####
2.0.1	Closed Preempt	10/20/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION / ALREADY IN ONLY BREAK	
2.0.2	Closed Preempt	10/21/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION / ALREADY IN ONLY BREAK	
2.0.3	Closed Preempt	10/22/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION / ALREADY IN ONLY BREAK	
2.0.4	Closed Preempt	10/23/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION / ALREADY IN ONLY BREAK	
2.0.5	Closed Preempt	10/26/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
3.0	Revised Line / SPOT	10/20/20-10/26/20	1	:30	3P- 4P (EST)		1	1	1	1	1						CBS (WSWG)	Daypart EF Mel Robbins	#####

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Oct. 2020

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Agency WATERFRONT STRATEGIES (1201)

CO-OP No

Grand Total:

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Brand POLITICAL ISSUE (1529)

Demo

Salesperson HOUSE/NAT, HOUSE/NAT (1074)

Order Type Normal

Sales Office WSST

Package Deal

WATERFRONT STRATEGIES
3050 K ST NW #100
WASHINGTON, DC 20007

Buyer Name

Commission % 15.00

Phone/Fax /

Commission \$2,087.25

Account Types National/Political

Net Total \$11,827.75

Billing Type Standard

Sales Tax

Comments Separation: 30

Date Entered 10/19/20

WSWG

Schedule Dates 10/20/20-10/26/20 Last Modified 10/22/20 By Broadcast Month Nov. 2020 Spots 16 Rate \$1,630.00
 Advertiser POLITICAL ISSUE GROUP/SENATE MAJORITY PAC Entered By
 Product Political (1040) External # 10085114
 CPE 163/173/9625

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
3.1	Normal Line / SPOT	10/20/20-10/26/20	1	:30	3P- 4P (EST)	1	1	1	1	1				5	\$30.00	\$150.00	CBS (WSWG)	LIVE W/KELLY	#####
4.0	Normal Line / SPOT	10/20/20-10/26/20	1	:30	4P- 5P (EST)	1	1	1	1	1				5	\$20.00	\$100.00	CBS (WSWG)	Daypart EF The Dr. Oz Show	#####
5.0	Normal Line / SPOT	10/20/20-10/26/20	2	:30	5P- 5:30P (EST)	1	1	1	1	1				5	\$20.00	\$100.00	CBS (WSWG)	Daypart EF Jeopardy! 2	#####
6.0	Normal Line / NEWS	10/20/20-10/26/20	2	:30	6:30P- 7P (EST)	1	1	1	1	1				1	\$105.00	\$105.00	CBS (WSWG)	Daypart EN CBS Evening News with Jeff Glor	#####
6.0.1	Closed Preempt	10/21/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
6.0.2	Closed Preempt	10/23/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
6.0.3	Closed Preempt	10/20/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
6.0.4	Closed Preempt	10/22/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
7.0	Normal Line / NEWS	10/24/20-10/25/20	2	:30	6:30P- 7P (EST)							1	1		\$105.00		CBS (WSWG)	Daypart EN CBS Evening News	#####
7.0.1	Closed Preempt	10/24/20															CBS (WSWG)	Schedule Change/Exception	

Contract # 32775

CBS (WSWG)

Tracy Shorts Oct. 2020 70 \$12,285.00



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Agency WATERFRONT STRATEGIES (1201) CO-OP No
 Brand POLITICAL ISSUE (1529) Demo
 Salesperson HOUSE/NAT, HOUSE/NAT (1074) Order Type Normal

Grand Total: 86 \$13,915.00

WATERFRONT STRATEGIES
 3050 K ST NW #100
 WASHINGTON, DC 20007

Sales Office WSST Package Deal
 Buyer Name Commission % 15.00
 Phone/Fax / Commission \$2,087.25
 Net Total \$11,827.75
 Account Types National/Political Sales Tax
 Billing Type Standard
 Comments Separation: 30

Date Entered 10/19/20

WSWG

Schedule Dates	10/20/20-10/26/20	Last Modified	10/22/20	By Broadcast Month	Spots	Rate
Advertiser	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	Entered By		Nov. 2020	16	\$1,630.00
Product	Political (1040)	External #	10085114			
CPE	163/173/9625					

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
7.0.2	Closed Preempt	10/25/20															CBS (WSWG)	Schedule Change/Exception -	
8.0	Normal Line / SPOT	10/20/20-10/26/20	1	:30	7P- 7:30P (EST)		1	1	1	1	1			4	\$225.00	\$900.00	CBS (WSWG)	Daypart PA Wheel of Fortune	#####
8.0.1	Closed Preempt	10/23/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
9.0	Normal Line / SPOT	10/20/20-10/26/20	1	:30	7:30P- 8P (EST)		1	1	1	1	1			4	\$225.00	\$900.00	CBS (WSWG)	Daypart PA Jeopardy!	#####
9.0.1	Closed Preempt	10/21/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
10.0	Normal Line / SPOT	10/24/20-10/24/20	2	:30	7P- 7:30P (EST)								1		\$60.00		CBS (WSWG)	Daypart PA Wheel of Fortune	#####
10.0.1	Closed Preempt	10/24/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
11.0	Normal Line / SPOT	10/24/20-10/24/20	2	:30	7:30P- 8P (EST)	1							X	1	\$75.00	\$75.00	CBS (WSWG)	Daypart PA Jeopardy	#####
12.0	Normal Line / NEWS	10/20/20-10/26/20	2	:30	7A- 8A (EST)		1	1	1	1	1			5	\$20.00	\$100.00	CBS (WSWG)	Daypart EM CBS This Morning 1	#####
13.0	Normal Line / NEWS	10/20/20-10/26/20	2	:30	11P- 11:35P (EST)		1	1	1	1	1			5	\$30.00	\$150.00	CBS (WSWG)	Daypart LN South Georgia	#####



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Brand POLITICAL ISSUE (1529) **Demo**
Salesperson HOUSE/NAT, HOUSE/NAT (1074) **Order Type** Normal
Sales Office WSST **Package Deal**
Buyer Name **Commission %** 15.00
Phone/Fax / **Commission** \$2,087.25
Account Types National/Political **Net Total** \$11,827.75
Billing Type Standard **Sales Tax**
Comments Separation: 30

Date Entered 10/19/20

CBS (WSWG)

News @ 11

Oct. 2020	70	\$12,285.00
Grand Total:	86	\$13,915.00

WSWG

Schedule Dates 10/20/20-10/26/20 **Last Modified** 10/22/20
Advertiser POLITICAL ISSUE GROUP/SENATE MAJORITY PAC **Entered By**
Product Political (1040) **External #** 10085114
CPE 163/173/9625

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Nov. 2020	16	\$1,630.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
14.0	Normal Line / SPOT	10/20/20-10/26/20	2	:30	11:35P- 12:37A (EST)		1	1	1	1	1			5	\$20.00	\$100.00	CBS (WSWG)	Daypart LF The Late Show with Stephen Colbert	#####
15.0	Revised Line / PRIME	10/26/20-10/26/20	2	:30	10P- 11P (EST)		1										CBS (WSWG)	Daypart PT Manhunt: Deadly Games	#####
15.1	Normal Line / PRIME	10/26/20-10/26/20	2	:30	10P- ONE DAY AT A TIME		1							1	\$375.00	\$375.00	CBS (WSWG)	PRIME	#####
16.0	Normal Line / PRIME	10/20/20-10/20/20	2	:30	10P- 11P (EST)			1						1	\$375.00	\$375.00	CBS (WSWG)	Daypart PT FBI Declassified	#####
17.0	Normal Line / PRIME	10/21/20-10/21/20	2	:30	8P- 9P (EST)				1					1	\$600.00	\$600.00	CBS (WSWG)	Daypart PT Big Brother	#####
18.0	Revised Line / PRIME	10/22/20-10/22/20	4	:30	8P- 9P (EST)					1							CBS (WSWG)	Daypart PT Big Brother	#####
18.1	Normal Line / PRIME	10/22/20-10/22/20	2	:30	8P- 9P (EST)					1				1	\$300.00	\$300.00	CBS (WSWG)	Daypart PT Big Brother	#####
19.0	Normal Line / PRIME	10/22/20-10/22/20	2	:30	10P- 11P (EST)					1					\$345.00		CBS (WSWG)	Daypart PT Star Trek: Discovery	#####
19.0.1	Closed Preempt	10/22/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
20.0	Normal Line / PRIME	10/23/20-10/23/20	2	:30	9P- 10P (EST)						1			1	\$225.00	\$225.00	CBS (WSWG)	Daypart PT Undercover Boss	#####
21.0	Normal Line / PRIME	10/23/20-10/23/20	2	:30	10P- 11P (EST)					1				1	\$375.00	\$375.00	CBS (WSWG)	Daypart PT Blue Bloods	#####

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CO-OP No

Grand Total:

86

\$13,915.00

Brand POLITICAL ISSUE (1529)

Demo

Salesperson HOUSE/NAT, HOUSE/NAT (1074)

Order Type Normal

Sales Office WSST

Package Deal

Buyer Name

Commission % 15.00

Phone/Fax /

Commission \$2,087.25

Net Total \$11,827.75

Account Types National/Political

Sales Tax

Billing Type Standard

Comments Separation: 30

WATERFRONT STRATEGIES
3050 K ST NW #100
WASHINGTON, DC 20007

Date Entered 10/19/20

WSWG

Schedule Dates 10/20/20-10/26/20 Last Modified 10/22/20 By Broadcast Month Nov. 2020 Spots 16 Rate \$1,630.00
 Advertiser POLITICAL ISSUE GROUP/SENATE MAJORITY PAC Entered By
 Product Political (1040) External # 10085114
 CPE 163/173/9625

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
22.0	Revised Line / PRIME	10/25/20-10/25/20	3	:30	7P- 8P (EST)	1							X				CBS (WSWG)	Daypart PT 60 Minutes	#####
22.1	Normal Line / PRIME	10/25/20-10/25/20	4	:30	7:30P- 8:30P (EST)	1							X		\$100.00		CBS (WSWG)	Daypart PT 60 Minutes	#####
22.1.1	Closed Preempt	10/25/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
23.0	Normal Line / NEWS	10/20/20-10/26/20	2	:30	8A- 9A (EST)		1	1	1	1	1			5	\$20.00	\$100.00	CBS (WSWG)	Daypart EM CBS This Morning 2	#####
24.0	Normal Line / NFL	10/25/20-10/25/20	2	:30	1P- 4:30P (EST)								2	2	\$750.00	\$1,500.00	CBS (WSWG)	Daypart S NFL	#####
25.0	Normal Line / NFL	10/25/20-10/25/20	2	:30	4:30P- 7P (EST)								2	1	\$1,050.00	\$1,050.00	CBS (WSWG)	Daypart S NFL	#####
25.0.1	Closed Preempt	10/25/20															CBS (WSWG)	Pre-Empt/Spot - ALREADY IN EVERY BREAK IN THIS TIME FRAME - GAME CONTINUES UNTIL	
26.0	Normal Line / PRIME	10/22/20-10/22/20	2	:30	9P- 11P (EST)					1				1	\$375.00	\$375.00	CBS (WSWG)	Daypart S 3RD PRESIDENTIAL DEBATE	#####
27.0	Normal Line / NEWS	10/24/20-10/24/20	2	:30	8A- 10A (EST)							1		1	\$30.00	\$30.00	CBS (WSWG)	Daypart EM CBS This Morning: Saturday	#####
28.0	Normal Line / NEWS	10/25/20-10/25/20	2	:30	9A- 10:30A (EST)								1	1	\$45.00	\$45.00	CBS (WSWG)	Daypart EM CBS News Sunday Morning	#####

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CBS (WSWG)

Tracy Shorts Oct. 2020 70 \$12,285.00



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Agency WATERFRONT STRATEGIES (1201)
 Brand POLITICAL ISSUE (1529)
 Salesperson HOUSE/NAT, HOUSE/NAT (1074)

CO-OP No
 Demo
 Order Type Normal

Grand Total: 86 \$13,915.00

WATERFRONT STRATEGIES
 3050 K ST NW #100
 WASHINGTON, DC 20007

Sales Office WSST
 Buyer Name
 Phone/Fax /
 Account Types National/Political
 Billing Type Standard
 Comments Separation: 30

Package Deal
 Commission % 15.00
 Commission \$2,087.25
 Net Total \$11,827.75
 Sales Tax

Date Entered 10/19/20

WSWG

Schedule Dates	10/20/20-10/26/20	Last Modified	10/22/20	By Broadcast Month	Spots	Rate
Advertiser	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	Entered By		Nov. 2020	16	\$1,630.00
Product	Political (1040)	External #	10085114			
CPE	163/173/9625					

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
29.0	Normal Line / SPOT	10/20/20-10/26/20	2	:30	9A- 10A (EST)	1	1		1	1	1			5	\$30.00	\$150.00	CBS (WSWG)	Daypart DT Live with Kelly and Ryan	#####
30.0	Normal Line / SPOT	10/20/20-10/26/20	1	:30	10A- 11A (EST)	1	1		1	1	1			5	\$150.00	\$750.00	CBS (WSWG)	Daypart DT Let's Make a Deal	#####
31.0	Normal Line / SPOT	10/20/20-10/26/20	2	:30	11A- 12P (EST)	1	1		1	1	1			4	\$230.00	\$920.00	CBS (WSWG)	Daypart DT Price is Right	#####
31.0.1	Closed Preempt	10/20/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
32.0	Normal Line / SPOT	10/20/20-10/26/20	2	:30	12:30P- 1:30P (EST)	1	1		1	1	1			4	\$110.00	\$440.00	CBS (WSWG)	Daypart DT The Young and the Restless	#####
32.0.1	Closed Preempt	10/21/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
33.0	M/G For 7.0.1,7.0.2 / SPOT	10/25/20-10/25/20	2	:30	12P- 1P (EST)								1	1	\$210.00	\$210.00	CBS (WSWG)	THE NFL TODAY	#####
34.0	M/G For 25.0.1 / NFL	10/25/20-10/25/20	2	:30	4:30P- 7:30P (EST)								1	1	\$1,050.00	\$1,050.00	CBS (WSWG)	Daypart S NFL	#####
35.0	M/G For 31.0.1,2.0.1,2.0.2,2.0.3 / PRIME	10/25/20-10/25/20	10	:30	7:30P- 8:30P (EST)								1	1	\$600.00	\$600.00	CBS (WSWG)	60 MIN	#####
36.0	M/G For 2.0.4,2.0.5,6.0.3,6.0.1,6.0.4,32.0.1,6.0	10/25/20-10/25/20	2	:30	1P- 4:25P (EST)								2	2	\$750.00	\$1,500.00	CBS (WSWG)	NFL ON CBS	#####

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Advertiser	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC (2074)	Entered By	
Product	Political (1040)	External #	10085114
CPE	163/173/9625		

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
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Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	M	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
37.0	M/G For 10.0.1,22.1.1 / PRIME	10/24/20-10/24/20	2	:30	10P- 11P (EST)							1		1	\$165.00	\$165.00	CBS (WSWG)	48 HOURS	#####

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

WSWG-DT CBS certify that our advertising sales agreements do not discriminate on the basis of race or ethnicity and that all such agreements will contain nondiscrimination clauses. This includes the placement, scheduling, and compl

B/E Bookend P/B Piggy Back

Printed At: 03:07 PM on Tuesday, November 3 2020