

Contract # 32700

CBS (WSWG)

WSWG



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

Advertiser POLITICAL ISSUE GROUP/SENATE MAJORITY PAC Entered By Tracy Shorts

Nov. 2020 97 \$17,610.00

Product	Political (1040)	External #	10045351
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	\$2,641.50
		Net Total	\$14,968.50
Account Types	National/Political	Sales Tax	
Billing Type	Standard		
Comments	Separation: 30		

Date Entered 10/07/20

P.O. BOX 4009  
SALISBURY, MD 21803

Schedule Dates	10/27/20-11/02/20	Last Modified	10/30/20
			No

By Broadcast Month	Spots	Rate
Grand Total:	97	\$17,610.00

Agency WATERFRONT STRATEGIES (1201) CO-OP

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	10/27/20-11/02/20	2	:30	6A- 7A (EST)	1	1		1	1	1			5	\$20.00	\$100.00	CBS (WSWG)	Daypart EM CBS Morning News	10/7/2020
2.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	1:30P- 2P (EST)	1	1		1	1	1				\$110.00		CBS (WSWG)	Daypart DT The Bold and the Beautiful	10/7/2020
2.0.1	Closed Preempt	10/29/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
2.0.2	Closed Preempt	10/30/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
2.0.3	Closed Preempt	10/27/20															CBS (WSWG)	No Avail/Spot - SOLD OUT	
2.0.4	Closed Preempt	10/28/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
2.0.5	Preempt	11/02/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
3.0	Normal Line / SPOT	10/27/20-11/02/20	1	:30	3P- 4P (EST)	1	1		1	1	1			4	\$30.00	\$120.00	CBS (WSWG)	Daypart EF Mel Robbins	10/7/2020
3.0.1	Preempt	11/02/20															CBS (WSWG)	Schedule Change/Spot - WILL BE LIVE WITH KELLY	
4.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	4P- 5P (EST)	1	1		1	1	1			5	\$20.00	\$100.00	CBS (WSWG)	Daypart EF The Dr. Oz Show	10/7/2020

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CBS (WSWG)



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3050 K ST NW #100  
WASHINGTON, DC 20007

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Product	Political (1040)	External #	10045351			
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	\$2,641.50			
		Net Total	\$14,968.50			
Account Types	National/Political	Sales Tax				
Billing Type	Standard					
Comments	Separation: 30					

Date Entered 10/07/20

P.O. BOX 4009  
SALISBURY, MD 21803

Schedule Dates 10/27/20-11/02/20

Last Modified 10/30/20  
No

By Broadcast Month	Spots	Rate
Grand Total:	97	\$17,610.00

Agency WATERFRONT STRATEGIES (1201)  
CPE 163/173/9469

CO-OP

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
5.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	5P- 5:30P (EST)	1	1		1	1	1			5	\$20.00	\$100.00	CBS (WSWG)	Daypart EF Jeopardy! 2	10/7/2020
6.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	5:30P- 6P (EST)	1	1		1	1	1			4	\$20.00	\$80.00	CBS (WSWG)	Daypart EF Extra	10/7/2020
6.0.1	Closed Preempt	10/27/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
7.0	Normal Line / NEWS	10/27/20-11/02/20	2	:30	6P- 6:30P (EST)	1	1		1	1	1			5	\$30.00	\$150.00	CBS (WSWG)	Daypart EN South Georgia News @ 6	10/7/2020
8.0	Normal Line / NEWS	10/27/20-11/02/20	2	:30	6:30P- 7P (EST)	1	1		1	1	1			2	\$105.00	\$210.00	CBS (WSWG)	Daypart EN CBS Evening News with Jeff Glor	10/7/2020
8.0.1	Closed Preempt	10/27/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
8.0.2	Closed Preempt	10/28/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
8.0.3	Closed Preempt	10/29/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
9.0	Normal Line / NEWS	10/31/20-11/01/20	2	:30	6:30P- 7P (EST)	2							X X		\$105.00		CBS (WSWG)	Daypart EN CBS Evening News	10/7/2020

Contract # 32700

CBS (WSWG)

WSWG

Advertiser POLITICAL ISSUE GROUP/SENATE MAJORITY PAC

Entered By

Tracy Shorts

Nov. 2020

97

\$17,610.00



Product Political (1040)

External # 10045351

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

**Brand** POLITICAL ISSUE (1529)  
**Salesperson** HOUSE/NAT, HOUSE/NAT (1074)  
**Sales Office** WSST  
**Buyer Name**  
**Phone/Fax** /  
  
**Account Types** National/Political  
**Billing Type** Standard  
**Comments** Separation: 30

**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$2,641.50  
**Net Total** \$14,968.50  
**Sales Tax**

**Date Entered** 10/07/20

P.O. BOX 4009  
 SALISBURY, MD 21803

**Schedule Dates** 10/27/20-11/02/20

**Last Modified** 10/30/20  
 No

By Broadcast Month	Spots	Rate
Grand Total:	97	\$17,610.00

**Agency** WATERFRONT STRATEGIES (1201)  
**CPE** 163/173/9469


**CO-OP**

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
9.0.1	Closed Preempt	10/31/20															CBS (WSWG)	Pre-Empt/Exception - NO NEWS SAT / SOLD OUT SUN	

9.0.2	Closed Preempt	10/31/20									CBS (WSWG)	Pre-Empt/Exception - NO NEWS SAT / SOLD OUT SUN				
10.0	Normal Line / SPOT	10/27/20-11/02/20	1	:30	7P- 7:30P (EST)	1	1	1	1	1	5	\$225.00	\$1,125.00	CBS (WSWG)	Daypart PA Wheel of Fortune	10/7/2020
11.0	Normal Line / SPOT	10/27/20-11/02/20	1	:30	7:30P- 8P (EST)	1	1	1	1	1	2	\$225.00	\$450.00	CBS (WSWG)	Daypart PA Jeopardy!	10/7/2020
11.0.1	Closed Preempt	10/27/20												CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
11.0.2	Closed Preempt	10/28/20												CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
11.0.3	Preempt	11/02/20												CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
12.0	Normal Line / NEWS	10/27/20-11/02/20	2	:30	7A- 8A (EST)	1	1	1	1	1	5	\$20.00	\$100.00	CBS (WSWG)	Daypart EM CBS This Morning 1	10/7/2020
13.0	Normal Line / SPOT	10/31/20-10/31/20	2	:30	7P- 7:30P (EST)	1						\$60.00		CBS (WSWG)	Daypart PA Wheel of Fortune	10/7/2020

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**CBS (WSWG)**

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

<b>Advertiser</b>	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	<b>Entered By</b>	Tracy Shorts	Nov. 2020	97	\$17,610.00
<b>Product</b>	Political (1040)	<b>External #</b>	10045351			
<b>Brand</b>	POLITICAL ISSUE (1529)	<b>Demo</b>				
<b>Salesperson</b>	HOUSE/NAT, HOUSE/NAT (1074)	<b>Order Type</b>	Normal			
<b>Sales Office</b>	WSST	<b>Package Deal</b>				
<b>Buyer Name</b>		<b>Commission %</b>	15.00			
<b>Phone/Fax</b>	/	<b>Commission</b>	\$2,641.50			
		<b>Net Total</b>	\$14,968.50			
<b>Account Types</b>	National/Political	<b>Sales Tax</b>				
<b>Billing Type</b>	Standard					
<b>Comments</b>	Separation: 30					
		<b>Date Entered</b>	10/07/20			

P.O. BOX 4009  
SALISBURY, MD 21803

Schedule Dates 10/27/20-11/02/20

Last Modified 10/30/20  
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By Broadcast Month Spots Rate  
Grand Total: 97 \$17,610.00

Agency WATERFRONT STRATEGIES (1201) CO-OP  
CPE 163/173/9469

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
13.0.1	Preempt	10/31/20															CBS (WSWG)	Sports/Exception - SEC GAME RAN LONG	
14.0	Revised Line / SPOT	10/31/20-10/31/20	3	:30	7:30P- 8P (EST)	1							X				CBS (WSWG)	Daypart PA Jeopardy	10/7/2020
14.1	Normal Line / SPOT	10/31/20-10/31/20	2	:30	7:30P- 8P (EST)	1							X	1	\$75.00	\$75.00	CBS (WSWG)	Daypart PA Jeopardy	#####
15.0	Normal Line / NEWS	10/27/20-11/02/20	2	:30	11P- 11:35P (EST)		1	1	1	1	1			5	\$30.00	\$150.00	CBS (WSWG)	Daypart LN South Georgia News @ 11	10/7/2020
16.0	Normal Line / SPOT	10/27/20-11/02/20	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	10/7/2020
17.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	12:37A- 1:37A (EST)		1	1	1	1	1			5	\$20.00	\$100.00	CBS (WSWG)	Daypart LF The Late Late Show with James Corden	10/7/2020
18.0	Normal Line / PRIME	11/02/20-11/02/20	2	:30	10P- 11P (EST)	1	X								\$375.00		CBS (WSWG)	Daypart PT Manhunt: Deadly Games	10/7/2020
18.0.1	Closed Preempt	11/02/20															CBS (WSWG)	Schedule Change/Spot - WILL BE BULL	
19.0	Normal Line / PRIME	10/27/20-10/27/20	2	:30	10P- 11P (EST)	1	X							1	\$375.00	\$375.00	CBS (WSWG)	Daypart PT FBI Declassified	10/7/2020
20.0	Normal Line / PRIME	10/28/20-10/28/20	2	:30	8P- 9P (EST)	1			X					1	\$600.00	\$600.00	CBS (WSWG)	Daypart PT Big Brother	10/7/2020
21.0	Normal Line / PRIME	10/29/20-10/29/20	2	:30	8P- 9P (EST)	1				X					\$300.00		CBS (WSWG)	Daypart PT Big Brother	10/7/2020

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CBS (WSWG)



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Product Political (1040) External # 10045351  
 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 \$2,641.50  
 Net Total \$14,968.50

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

Account Types National/Political Sales Tax  
 Billing Type Standard  
 Comments Separation: 30

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 CPE 163/173/9469

CO-OP

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
21.0.1	Closed Preempt	10/29/20															CBS (WSWG)	Schedule Change/Spot - WILL BE YOUNG SHELDON AND MOM	
22.0	Normal Line / PRIME	10/29/20-10/29/20	2	:30	10P- 11P (EST)	1				X					\$345.00		CBS (WSWG)	Daypart PT Star Trek: Discovery	10/7/2020
22.0.1	Closed Preempt	10/29/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
23.0	Normal Line / NEWS	10/27/20-11/02/20	2	:30	8A- 9A (EST)		1	1	1	1	1			5	\$20.00	\$100.00	CBS (WSWG)	Daypart EM CBS This Morning 2	10/7/2020
24.0	Normal Line / PRIME	10/30/20-10/30/20	2	:30	9P- 10P (EST)	1					X				\$225.00		CBS (WSWG)	Daypart PT Undercover	10/7/2020

24.0.1 Closed Preempt

10/30/20

CBS (WSWG)

Boss

Schedule Change/Exception  
- WILL BE CBS SPECIAL  
THE DECIDERS

25.0	Revised Line / NFL	11/01/20-11/01/20
25.1	Normal Line / NFL	11/01/20-11/01/20
26.0	Normal Line / COLLEGE FBALL	10/31/20-10/31/20

2	:30	4:30P- 7P (EST)	2		X				CBS (WSWG)
2	:30	1P- 5P (EST)	2		X	2	\$1,050.00	\$2,100.00	CBS (WSWG)
2	:30	3:30P- 7P (EST)	2		X	2	\$1,650.00	\$3,300.00	CBS (WSWG)

Daypart S NFL	10/7/2020
Daypart S NFL	#####
Daypart S LSU @ AUBURN	10/7/2020

**Contract # 32700**

**CBS (WSWG)**

WSWG

<b>Advertiser</b>	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	<b>Entered By</b>	Tracy Shorts	Nov. 2020	97	\$17,610.00
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<b>Product</b>	Political (1040)	<b>External #</b>	10045351
<b>Brand</b>	POLITICAL ISSUE (1529)	<b>Demo</b>	
<b>Salesperson</b>	HOUSE/NAT, HOUSE/NAT (1074)	<b>Order Type</b>	Normal
<b>Sales Office</b>	WSST	<b>Package Deal</b>	
<b>Buyer Name</b>		<b>Commission %</b>	15.00
<b>Phone/Fax</b>	/	<b>Commission</b>	\$2,641.50
		<b>Net Total</b>	\$14,968.50
<b>Account Types</b>	National/Political	<b>Sales Tax</b>	
<b>Billing Type</b>	Standard		
<b>Comments</b>	Separation: 30		

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

**Date Entered** 10/07/20



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By Broadcast Month Spots Rate

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Agency WATERFRONT STRATEGIES (1201)  
CPE 163/173/9469

CO-OP

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
27.0	Normal Line / SPOT	10/31/20-10/31/20	2	:30	8A- 10A (EST)	1						X		1	\$30.00	\$30.00	CBS (WSWG)	Daypart EM CBS This Morning: Saturday	10/7/2020
28.0	Normal Line / SPOT	11/01/20-11/01/20	2	:30	9A- 10:30A (EST)	1							X	1	\$45.00	\$45.00	CBS (WSWG)	Daypart EM CBS News Sunday Morning	10/7/2020
29.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	9A- 10A (EST)		1	1	1	1	1			5	\$30.00	\$150.00	CBS (WSWG)	Daypart DT Live with Kelly and Ryan	10/7/2020
30.0	Revised Line / SPOT	10/27/20-10/30/20	3	:30	10A- 11A (EST)	3		X	X	X	X						CBS (WSWG)	Daypart DT Let's Make a Deal	10/7/2020
30.1	Normal Line / SPOT	10/27/20-10/30/20	1	:30	10A- 11A (EST)	3		X	X	X	X			3	\$150.00	\$450.00	CBS (WSWG)	Daypart DT Let's Make a Deal	#####
31.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	11A- 12P (EST)		1	1	1	1	1			2	\$230.00	\$460.00	CBS (WSWG)	Daypart DT Price is Right	10/7/2020
31.0.1	Closed Preempt	10/29/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
31.0.2	Closed Preempt	10/30/20															CBS (WSWG)	No Avail/Spot - SOLD OUT	
31.0.3	Preempt	11/02/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
32.0	Normal Line / SPOT	10/27/20-11/02/20	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	10/7/2020

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CBS (WSWG)

WSWG

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

Product Political (1040) External # 10045351  
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 \$2,641.50  
Net Total \$14,968.50  
Account Types National/Political Sales Tax  
Billing Type Standard  
Comments Separation: 30

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Schedule Dates 10/27/20-11/02/20

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No

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Agency WATERFRONT STRATEGIES (1201)  
CPE 163/173/9469 CO-OP

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
32.0.1	Preempt	11/02/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
33.0	M/G For 21.0.1 / PRIME	10/31/20-10/31/20	1	:30	10A- 11A (EST)								1	1	\$305.00		CBS (WSWG)	48 HOURS	#####
33.0.1	Closed Preempt	10/31/20															CBS (WSWG)	No Avail/Exception - 10 AM IS KIDS PROGRAMMING - NO BREAKS AVAIL	
34.0	M/G For 2.0.3,2.0.4,2.0.1,2.0.2,6.0.1,8.0.1,8.0.2,11.0.1,11.0.2,24.0.1 / PRIME	10/28/20-10/28/20	1	:30	9P- 11P (EST)				2					2	\$600.00	\$1,200.00	CBS (WSWG)	BIG BROTHER	#####
35.0	Normal Line / PRIME	10/29/20-10/29/20	2	:30	8:30P- 9P (EST)					1				1	\$600.00	\$600.00	CBS (WSWG)	MOM	#####
36.0	Normal Line / PRIME	10/29/20-10/29/20	1	:30	9P- 10P (EST)					1				1	\$600.00	\$600.00	CBS (WSWG)	CBS SPECIAL EVERY VOTE	#####
37.0	Normal Line / PRIME	10/30/20-10/30/20	2	:30	9P- 10P (EST)						1			1	\$600.00	\$600.00	CBS (WSWG)	CBS THE DECIDERS	#####
38.0	Normal Line / PRIME	10/30/20-10/30/20	2	:30	10P- 11P (EST)						1			1	\$600.00	\$600.00	CBS (WSWG)	BLUE BLOODS	#####
39.0	Normal Line / PRIME	11/01/20-11/01/20	1	:30	8P- 11P (EST)								2	2	\$600.00	\$1,200.00	CBS (WSWG)	CBS SUN MOVIE STAR TREK	#####
40.0	M/G For 33.0.1 / PRIME	10/31/20-10/31/20	1	:30	10P- 11P (EST)								1	1	\$305.00	\$305.00	CBS (WSWG)	48 HOURS	#####
41.0	M/G For 31.0.2,31.0.1,9.0.2 / SPOT	10/29/20-10/29/20	1	:30	8P- 8:30P (EST)				1					1	\$600.00	\$600.00	CBS (WSWG)	YOUNG SHELDON	#####

Contract # 32700

CBS (WSWG)

WSWG

Advertiser

POLITICAL ISSUE GROUP/SENATE MAJORITY PAC

Entered By

Tracy Shorts

Nov. 2020

97

\$17,610.00



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 3050 K ST NW #100  
 WASHINGTON, DC 20007

<b>Product</b>	Political (1040)	<b>External #</b>	10045351
<b>Brand</b>	POLITICAL ISSUE (1529)	<b>Demo</b>	
<b>Salesperson</b>	HOUSE/NAT, HOUSE/NAT (1074)	<b>Order Type</b>	Normal
<b>Sales Office</b>	WSST	<b>Package Deal</b>	
<b>Buyer Name</b>		<b>Commission %</b>	15.00
<b>Phone/Fax</b>	/	<b>Commission</b>	\$2,641.50
		<b>Net Total</b>	\$14,968.50
		<b>Sales Tax</b>	
<b>Account Types</b>	National/Political		
<b>Billing Type</b>	Standard		
<b>Comments</b>	Separation: 30		

**Date Entered** 10/07/20

P.O. BOX 4009  
 SALISBURY, MD 21803

**Schedule Dates** 10/27/20-11/02/20

**Last Modified** 10/30/20  
 No

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Grand Total:	97	\$17,610.00

**Agency** WATERFRONT STRATEGIES (1201)  
**CPE** 163/173/9469

**CO-OP**

42.0	M/G For 9.0.1,8.0.3,18.0.1 / PRIME	11/02/20-11/02/20	1	:30	10P- 11P (EST)	1		1	\$600.00	\$600.00	CBS (WSWG)	BULL	#####
42.1	M/G For 9.0.1,8.0.3,18.0.1 / PRIME	11/02/20-11/02/20	2	:30	10P- 11P (EST)	1		1	\$600.00	\$600.00	CBS (WSWG)	BULL	#####
43.0	M/G For 22.0.1 / PRIME	10/31/20-10/31/20	1	:30	8P- 9P (EST)		1	1	\$295.00	\$295.00	CBS (WSWG)	CBS ENCORE	#####

## 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

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