

Contract # 32776

CBS (WSWG)



P.O. BOX 4009  
SALISBURY, MD 21803

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

<b>Agency</b>	WATERFRONT STRATEGIES (1201)	<b>CO-OP</b>	No
<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>	\$1,275.00
		<b>Net Total</b>	\$7,225.00
<b>Account Types</b>	National/Political	<b>Sales Tax</b>	
<b>Billing Type</b>	Standard		
<b>Comments</b>	Separation: 30		

Tracy Shorts

Oct. 2020	2	\$110.00
<b>Grand Total:</b>	<u>68</u>	<u>\$8,500.00</u>

Date Entered 10/19/20

WSWG

<b>Schedule Dates</b>	10/25/20-11/02/20	<b>Last Modified</b>	10/28/20
<b>Advertiser</b>	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	<b>Entered By</b>	
<b>Product</b>	Political (1040)	<b>External #</b>	10085137
<b>CPE</b>	163/173/9626		

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Nov. 2020	66	\$8,390.00

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	10/27/20-11/02/20	2	:30	6A- 7A (EST)		1	1		1	1			4	\$20.00	\$80.00	CBS (WSWG)	Daypart EM CBS Morning News	#####
2.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	1:30P- 2P (EST)		1	1		1	1			1	\$110.00	\$110.00	CBS (WSWG)	Daypart DT The Bold and the Beautiful	#####
2.0.1	Preempt	10/27/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
2.0.2	Preempt	10/29/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
2.0.3	Preempt	11/02/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
3.0	Revised Line / SPOT	10/27/20-11/02/20	1	:30	3P- 4P (EST)		1	1		1							CBS (WSWG)	Daypart EF Mel Robbins	#####
3.1	Normal Line / SPOT (live w/kelly)	10/27/20-11/02/20	1	:30	3P- 4P (EST)		1	1		1				4	\$30.00	\$120.00	CBS (WSWG)		#####
4.0	Normal Line / SPOT	10/27/20-11/02/20	1	:30	4P- 5P (EST)		1	1		1				4	\$20.00	\$80.00	CBS (WSWG)	Daypart EF The Dr. Oz Show	#####
5.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	5P- 5:30P (EST)		1	1		1	1			3	\$20.00	\$60.00	CBS (WSWG)	Daypart EF Jeopardy! 2	#####
5.0.1	Preempt	11/02/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	

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Tracy Shorts

Oct. 2020

2

\$110.00



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SALISBURY, MD 21803

**Agency** WATERFRONT STRATEGIES (1201)

**CO-OP** No

**Grand Total:**

68

\$8,500.00

**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** \$1,275.00

**Account Types** National/Political

**Net Total** \$7,225.00

**Billing Type** Standard

**Sales Tax**

**Comments** Separation: 30

**Date Entered** 10/19/20

WSWG

Schedule Dates 10/25/20-11/02/20 Last Modified 10/28/20 By Broadcast Month Spots Rate  
 Advertiser POLITICAL ISSUE GROUP/SENATE MAJORITY PAC Entered By Nov. 2020 66 \$8,390.00  
 Product Political (1040) External # 10085137  
 CPE 163/173/9626

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
6.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	5:30P- 6P (EST)	1	1		1	1				2	\$20.00	\$40.00	CBS (WSWG)	Daypart EF Extra	#####
6.0.1	Preempt	10/29/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
6.0.2	Preempt	11/02/20															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					4	\$30.00	\$120.00	CBS (WSWG)	Daypart EN South Georgia News @ 6	#####
8.0	Normal Line / NEWS	10/27/20-11/02/20	2	:30	6:30P- 7P (EST)	1	1	1		1				1	\$105.00	\$105.00	CBS (WSWG)	Daypart EN CBS Evening News with Jeff Glor	#####
8.0.1	Preempt	10/27/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
8.0.2	Preempt	10/30/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
8.0.3	Preempt	11/02/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
9.0	Normal Line / NEWS	10/31/20-11/01/20	2	:30	6:30P- 7P (EST)							1	1		\$105.00		CBS (WSWG)	Daypart EN CBS Evening News	#####

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CBS (WSWG)

Tracy Shorts

Oct. 2020 2 \$110.00



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Agency WATERFRONT STRATEGIES (1201)

CO-OP No

Grand Total: 68 \$8,500.00

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 \$1,275.00

Net Total \$7,225.00

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

<b>Schedule Dates</b>	10/25/20-11/02/20	<b>Last Modified</b>	10/28/20	<b>By Broadcast Month</b>	<b>Spots</b>	<b>Rate</b>
<b>Advertiser</b>	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	<b>Entered By</b>		Nov. 2020	66	\$8,390.00
<b>Product</b>	Political (1040)	<b>External #</b>	10085137			
<b>CPE</b>	163/173/9626					

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)	Schedule Change/Exception -	
9.0.2	Closed Preempt	11/01/20															CBS (WSWG)	Schedule Change/Exception -	
10.0	Normal Line / SPOT	10/27/20-11/02/20	1	:30	7P- 7:30P (EST)		1	1		1	1			4	\$225.00	\$900.00	CBS (WSWG)	Daypart PA Wheel of Fortune	#####
11.0	Normal Line / SPOT	10/27/20-11/02/20	1	:30	7:30P- 8P (EST)		1	1	1	1				3	\$225.00	\$675.00	CBS (WSWG)	Daypart PA Jeopardy!	#####
11.0.1	Preempt	10/29/20															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				2	\$20.00	\$40.00	CBS (WSWG)	Daypart EM CBS This Morning 1	#####
12.0.1	Preempt	10/30/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
12.0.2	Preempt	11/02/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
13.0	Normal Line / SPOT	10/31/20-10/31/20	2	:30	7P- 7:30P (EST)	1							X		\$60.00		CBS (WSWG)	Daypart PA Wheel of Fortune	#####

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<b>Agency</b>	WATERFRONT STRATEGIES (1201)	<b>CO-OP</b>	No
<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>	\$1,275.00
		<b>Net Total</b>	\$7,225.00
<b>Account Types</b>	National/Political	<b>Sales Tax</b>	
<b>Billing Type</b>	Standard		
<b>Comments</b>	Separation: 30		

Tracy Shorts

Oct. 2020	2	\$110.00
<b>Grand Total:</b>	<u>68</u>	<u>\$8,500.00</u>

**Date Entered** 10/19/20

WSWG

<b>Schedule Dates</b>	10/25/20-11/02/20	<b>Last Modified</b>	10/28/20
<b>Advertiser</b>	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	<b>Entered By</b>	
<b>Product</b>	Political (1040)	<b>External #</b>	10085137
<b>CPE</b>	163/173/9626		

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Nov. 2020	66	\$8,390.00

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	10/31/20-10/31/20	2	:30	7:30P- 8P (EST)	1						X		1	\$75.00	\$75.00	CBS (WSWG)	Daypart PA Jeopardy	#####
15.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	11P- 11:35P (EST)		1	1		1	1			4	\$30.00	\$120.00	CBS (WSWG)	Daypart LN South Georgia News @ 11	#####
16.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	11:35P- 12:37A (EST)		1	1		1				3	\$20.00	\$60.00	CBS (WSWG)	Daypart LF The Late Show with Stephen Colbert	#####
17.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	12:37A- 1:37A (EST)		1	1		1				3	\$20.00	\$60.00	CBS (WSWG)	Daypart LF The Late Late Show with James Corden	#####
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	#####
18.0.1	Preempt	11/02/20															CBS (WSWG)	Schedule Change/Exception - 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	#####
20.0	Revised Line / PRIME	10/28/20-10/28/20	2	:30	8P- 9P (EST)	1			X								CBS (WSWG)	Daypart PT Big Brother	#####
20.1	Normal Line / PRIME	10/28/20-10/28/20	2	:30	8P- 9P (EST)	1			X					1	\$600.00	\$600.00	CBS (WSWG)	AMAZING RACE	#####
21.0	Normal Line / PRIME	10/29/20-10/29/20	4	:30	8P- 9P (EST)	1				X					\$300.00		CBS (WSWG)	Daypart PT Big Brother	#####
21.0.1	Closed Preempt	10/29/20															CBS (WSWG)	Schedule Change/Spot -	

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**CO-OP** No

**Grand Total:**

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\$8,500.00

**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** \$1,275.00

**Net Total** \$7,225.00

**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

<b>Schedule Dates</b>	10/25/20-11/02/20	<b>Last Modified</b>	10/28/20	<b>By Broadcast Month</b>	<b>Spots</b>	<b>Rate</b>
<b>Advertiser</b>	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	<b>Entered By</b>		Nov. 2020	66	\$8,390.00
<b>Product</b>	Political (1040)	<b>External #</b>	10085137			
<b>CPE</b>	163/173/9626					

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	Normal Line / PRIME	10/29/20-10/29/20	2	:30	10P- 11P (EST)	1				X				1	\$345.00	\$345.00	CBS (WSWG)	Daypart PT Star Trek: Discovery	#####
23.0	Normal Line / NEWS	10/27/20-11/02/20	2	:30	8A- 9A (EST)		1	1		1	1			4	\$20.00	\$80.00	CBS (WSWG)	Daypart EM CBS This Morning 2	#####
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 Boss	#####
24.0.1	Preempt	10/30/20															CBS (WSWG)	Schedule Change/Exception - WILL BE CBS SPECIAL THE DECIDERS	
25.0	Revised Line / NFL	11/01/20-11/01/20	2	:30	4:30P- 7P (EST)	1							X				CBS (WSWG)	Daypart S NFL	#####
25.1	Normal Line / NFL	11/01/20-11/01/20	2	:30	1P- 5P (EST)	1							X	1	\$1,050.00	\$1,050.00	CBS (WSWG)	Daypart S NFL	#####
26.0	Normal Line / COLLEGE FBALL	10/31/20-10/31/20	2	:30	3:30P- 7P (EST)	1							X	1	\$1,650.00	\$1,650.00	CBS (WSWG)	Daypart S LSU @ AUBURN	#####
27.0	Normal Line / NEWS	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	#####
28.0	Normal Line / NEWS	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	#####
29.0	Normal Line / SPOT	10/27/20-11/02/20	2	:30	9A- 10A (EST)		1	1		1	1			4	\$30.00	\$120.00	CBS (WSWG)	Daypart DT Live with Kelly and Ryan	#####

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**CBS (WSWG)**

Tracy Shorts	Oct. 2020	2	\$110.00
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SALISBURY, MD 21803

**Agency** WATERFRONT STRATEGIES (1201)  
**Brand** POLITICAL ISSUE (1529)

**CO-OP** No  
**Demo**

<b>Grand Total:</b>		68	\$8,500.00
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WATERFRONT STRATEGIES  
 3050 K ST NW #100  
 WASHINGTON, DC 20007

<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>	\$1,275.00
		<b>Net Total</b>	\$7,225.00
<b>Account Types</b>	National/Political	<b>Sales Tax</b>	
<b>Billing Type</b>	Standard		
<b>Comments</b>	Separation: 30		

**Date Entered** 10/19/20

WSWG

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<b>Advertiser</b>	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	<b>Entered By</b>		Nov. 2020	66	\$8,390.00
<b>Product</b>	Political (1040)	<b>External #</b>	10085137			
<b>CPE</b>	163/173/9626					

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
30.0	Normal Line / SPOT	10/27/20-11/02/20	1	:30	10A- 11A (EST)	1	1	1	1					4	\$150.00	\$600.00	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	\$230.00	\$230.00	CBS (WSWG)	Daypart DT Price is Right	#####
31.0.1	Preempt	10/27/20															CBS (WSWG)	No Avail/Spot - SOLD OUT	
31.0.2	Preempt	10/29/20															CBS (WSWG)	No Avail/Exception - 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	2	\$110.00	\$220.00 CBS (WSWG)	Daypart DT The Young and the Restless #####
32.0.1	Preempt	10/30/20										CBS (WSWG)	No Avail/Exception - SOLD OUT
32.0.2	Preempt	11/02/20										CBS (WSWG)	No Avail/Exception - SOLD OUT
33.0	M/G For 9.0.2,21.0.1 / PRIME	10/29/20-10/29/20	3	:30	7:58P- YOUNG SHELDON				1	1	\$400.00	\$400.00 CBS (WSWG)	PRIME #####
34.0	M/G For 9.0.1 / NEWS	10/25/20-10/25/20	3	:30	10:30A- FACE THE NATION					2	\$55.00	\$110.00 CBS (WSWG)	FACE THE NATION #####

## 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: 03:19 PM on Tuesday, November 3 2020