

Contract # 32696

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	\$2,769.00
		Net Total	\$15,691.00
Account Types	Local/Political	Sales Tax	
Billing Type	Standard		
Comments	Separation: 30		

Tracy Shorts

Oct. 2020	53	\$8,425.00
Grand Total:	<u>75</u>	<u>\$18,460.00</u>

Date Entered 10/07/20

WSWG

Schedule Dates	10/20/20-11/03/20	Last Modified	10/23/20
Advertiser	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	Entered By	
Product	Political (1040)	External #	10045317
CPE	163/173/9468		

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Nov. 2020	22	\$10,035.00

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	10/7/2020
2.0	Normal Line / SPOT	10/20/20-10/26/20	2	:30	1:30P- 2P (EST)		1	1	1	1	1			5	\$110.00	\$550.00	CBS (WSWG)	Daypart DT The Bold and the Beautiful	10/7/2020
3.0	Normal Line / SPOT	10/20/20-10/23/20	1	:30	3P- 4P (EST)	2		X	X	X	X				\$30.00		CBS (WSWG)	Daypart EF Mel Robbins	10/7/2020
3.0.1	Closed Preempt	10/20/20															CBS (WSWG)	Schedule Change/Spot - WILL BE LIVE WITH KELLY	
3.0.2	Closed Preempt	10/21/20															CBS (WSWG)	Schedule Change/Spot - WILL BE LIVE WITH KELLY	
4.0	Normal Line / SPOT	10/20/20-10/23/20	1	:30	4P- 5P (EST)	2		X	X	X	X			2	\$20.00	\$40.00	CBS (WSWG)	Daypart EF The Dr. Oz Show	10/7/2020
5.0	Normal Line / SPOT	10/20/20-10/23/20	2	:30	5P- 5:30P (EST)	2		X	X	X	X			2	\$20.00	\$40.00	CBS (WSWG)	Daypart EF Jeopardy! 2	10/7/2020
6.0	Normal Line / NEWS	10/20/20-10/23/20	2	:30	6:30P- 7P (EST)	2		X	X	X	X			2	\$105.00	\$210.00	CBS (WSWG)	Daypart EN CBS Evening News with Jeff Glor	10/7/2020
7.0	Normal Line / SPOT	10/24/20-10/25/20	2	:30	6:30P- 7P (EST)	2							X	X	\$105.00		CBS (WSWG)	Daypart EN CBS Evening News	10/7/2020

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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:

75

\$18,460.00

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

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

Package Deal
Commission % 15.00
Commission \$2,769.00
Net Total \$15,691.00
Sales Tax

Date Entered 10/07/20

WSWG

Schedule Dates 10/20/20-11/03/20 Last Modified 10/23/20 By Broadcast Month Nov. 2020 Spots 22 Rate \$10,035.00
 Advertiser POLITICAL ISSUE GROUP/SENATE MAJORITY PAC Entered By
 Product Political (1040) External # 10045317
 CPE 163/173/9468

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
7.0.1	Closed Preempt	10/24/20															CBS (WSWG)	Schedule Change/Exception - WILL BE A DOUBLEHEADER DAY NO NEWS	
7.0.2	Closed Preempt	10/24/20															CBS (WSWG)	Schedule Change/Exception - WILL BE A DOUBLEHEADER DAY NO NEWS	
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	10/7/2020
8.0.1	Closed Preempt	10/20/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
9.0	Normal Line / SPOT	10/20/20-10/26/20	1	:30	7:30P- 8P (EST)		1	1	1	1	1			3	\$225.00	\$675.00	CBS (WSWG)	Daypart PA Jeopardy!	10/7/2020
9.0.1	Closed Preempt	10/22/20															CBS (WSWG)	Pre-Empt/Exception - SEPARATION	
9.0.2	Closed Preempt	10/26/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
10.0	Normal Line / SPOT	10/24/20-10/24/20	2	:30	7P- 7:30P (EST)	1							X	1	\$60.00	\$60.00	CBS (WSWG)	Daypart PA Wheel of Fortune	10/7/2020

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Oct. 2020 53 \$8,425.00



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CO-OP No

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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 \$2,769.00

Account Types Local/Political

Net Total \$15,691.00

Billing Type Standard

Comments Separation: 30

Sales Tax

Date Entered 10/07/20

WSWG

Schedule Dates	10/20/20-11/03/20	Last Modified	10/23/20	By Broadcast Month	Spots	Rate
Advertiser	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	Entered By		Nov. 2020	22	\$10,035.00
Product	Political (1040)	External #	10045317			
CPE	163/173/9468					

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
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	10/7/2020
12.0	Normal Line / NEWS	10/20/20-10/26/20	2	:30	7A- 8A (EST)		1	1	1	1	1			4	\$20.00	\$80.00	CBS (WSWG)	Daypart EM CBS This Morning 1	10/7/2020
12.0.1	Closed Preempt	10/21/20															CBS (WSWG)	Pre-Empt/Spot - SEPARATION	
13.0	Normal Line / NEWS	10/20/20-10/23/20	2	:30	11P- 11:35P (EST)	1		X	X	X	X			1	\$30.00	\$30.00	CBS (WSWG)	Daypart LN South Georgia News @ 11	10/7/2020
14.0	Normal Line / SPOT	10/20/20-10/23/20	2	:30	11:35P- 12:37A (EST)	3		X	X	X	X			3	\$20.00	\$60.00	CBS (WSWG)	Daypart LF The Late Show with Stephen Colbert	10/7/2020
15.0	Normal Line / PRIME	10/26/20-10/26/20	2	:30	10P- 11P (EST)	1	X							1	\$375.00	\$375.00	CBS (WSWG)	Daypart PT Manhunt: Deadly Games	10/7/2020
16.0	Normal Line / PRIME	10/20/20-10/20/20	2	:30	10P- 11P (EST)	1		X						1	\$375.00	\$375.00	CBS (WSWG)	Daypart PT FBI Declassified	10/7/2020
17.0	Normal Line / PRIME	10/21/20-10/21/20	2	:30	8P- 9P (EST)	1			X					1	\$600.00	\$600.00	CBS (WSWG)	Daypart PT Big Brother	10/7/2020
18.0	Normal Line / PRIME	10/22/20-10/22/20	2	:30	8P- 9P (EST)	1				X				1	\$300.00	\$300.00	CBS (WSWG)	Daypart PT Big Brother	10/7/2020
19.0	Normal Line / PRIME	10/22/20-10/22/20	2	:30	10P- 11P (EST)	1				X				1	\$345.00	\$345.00	CBS (WSWG)	Daypart PT Star Trek: Discovery	10/7/2020

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Salesperson	HOUSE/NAT, HOUSE/NAT (1074)	Order Type	Normal
Sales Office	WSST	Package Deal	
Buyer Name		Commission %	15.00
Phone/Fax	/	Commission	\$2,769.00
		Net Total	\$15,691.00
Account Types	Local/Political	Sales Tax	
Billing Type	Standard		
Comments	Separation: 30		

Tracy Shorts

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Advertiser	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	Entered By	
Product	Political (1040)	External #	10045317
CPE	163/173/9468		

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Nov. 2020	22	\$10,035.00

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
19.0.1	Closed Preempt	10/22/20															CBS (WSWG)	Schedule Change/Exception - WILL BE 3RD PRESIDENTIAL DEBATE	
20.0	Normal Line / PRIME	10/23/20-10/23/20	2	:30	9P- 10P (EST)	1					X			1	\$225.00	\$225.00	CBS (WSWG)	Daypart PT Undercover Boss	10/7/2020
21.0	Normal Line / NFL	10/25/20-10/25/20	2	:30	1P- 4:30P (EST)	1							X	1	\$750.00	\$750.00	CBS (WSWG)	Daypart S NFL	10/7/2020
22.0	Normal Line / NFL	10/25/20-10/25/20	2	:30	4:30P- 7P (EST)	2							X	2	\$1,050.00	\$2,100.00	CBS (WSWG)	Daypart S NFL	10/7/2020
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	10/7/2020
24.0	Normal Line / PRIME	10/22/20-10/22/20	2	:30	9P- 11P (EST)	1				X				1	\$375.00	\$375.00	CBS (WSWG)	Daypart S 3RD PRESIDENTIAL DEBATE	10/7/2020
25.0	Normal Line / NEWS	10/24/20-10/24/20	2	:30	8A- 10A (EST)	1							X	1	\$30.00	\$30.00	CBS (WSWG)	Daypart EM CBS This Morning: Saturday	10/7/2020
26.0	Normal Line / NEWS	10/25/20-10/25/20	2	:30	9A- 10:30A (EST)	1							X	1	\$45.00	\$45.00	CBS (WSWG)	Daypart EM CBS News Sunday Morning	10/7/2020
27.0	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	10/7/2020

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CO-OP No

Grand Total:

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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 \$2,769.00

Account Types Local/Political

Net Total \$15,691.00

Billing Type Standard

Sales Tax

Comments Separation: 30

Date Entered 10/07/20

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 Product Political (1040) External # 10045317
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28.0	Normal Line / SPOT	10/20/20-10/23/20	1	:30	10A- 11A (EST)			1			1			2	\$150.00	\$300.00	CBS (WSWG)	Daypart DT Let's Make a Deal	10/7/2020
29.0	Normal Line / SPOT	10/20/20-10/23/20	2	:30	11A- 12P (EST)	2		X	X	X	X			2	\$230.00	\$460.00	CBS (WSWG)	Daypart DT Price is Right	10/7/2020
30.0	Normal Line / SPOT	10/20/20-10/23/20	2	:30	12:30P- 1:30P (EST)	2		X	X	X	X			2	\$110.00	\$220.00	CBS (WSWG)	Daypart DT The Young and the Restless	10/7/2020
31.0	M/G For 3.0.1,3.0.2,7.0.2,7.0.1,9.0.2,12.0.1 / PRIME	11/02/20-11/02/20	1	:30	8P- 9P (EST)			1						1	\$600.00	\$600.00	CBS (WSWG)	PRICE IS RIGHT AT NIGHT	#####
32.0	M/G For 9.0.1 / PRIME	10/31/20-10/31/20	1	:30	8P- 9P (EST)								1	1	\$240.00	\$240.00	CBS (WSWG)	CBS ENCORE	#####
33.0	M/G For 8.0.1,19.0.1 / PRIME	11/02/20-11/02/20	1	:30	9P- 10P (EST)			1						1	\$600.00	\$600.00	CBS (WSWG)	ALL RISE	#####
34.0	Normal Line / COLLEGE FBALL	10/31/20-10/31/20	1	:30	3:30P- 7P (EST)								1	1	\$3,300.00	\$3,300.00	CBS (WSWG)	SEC COLLEGE LSU @ AUBURN	#####
35.0	Normal Line / NFL	11/01/20-11/01/20	1	:30	1P- 5P (EST)								2	2	\$1,500.00	\$3,000.00	CBS (WSWG)	NFL ON CBS	#####
36.0	Normal Line / PRIME	10/29/20-10/29/20	1	:30	10P- 11P (EST)					1				1	\$600.00	\$600.00	CBS (WSWG)	STAR TREK	#####
37.0	Normal Line / PRIME	10/31/20-10/31/20	1	:30	9P- 10P (EST)								1	1	\$240.00	\$240.00	CBS (WSWG)	CBS ENCORE	#####
38.0	Normal Line / PRIME	10/31/20-10/31/20	1	:30	10A- 11P (EST)								1	1	\$300.00	\$300.00	CBS (WSWG)	48 HOURS	#####

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CO-OP No

Grand Total:

75 \$18,460.00

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 \$2,769.00

Net Total \$15,691.00

Account Types Local/Political

Sales Tax

Billing Type Standard

Comments Separation: 30

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 WASHINGTON, DC 20007

Date Entered 10/07/20

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Advertiser	POLITICAL ISSUE GROUP/SENATE MAJORITY PAC	Entered By		Nov. 2020	22	\$10,035.00
Product	Political (1040)	External #	10045317			
CPE	163/173/9468					

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
39.0	Normal Line / SPOT	11/02/20-11/03/20	1	:30	10A- 11A (EST)		1	1							\$100.00		CBS (WSWG)	LETS MAKE A DEAL	#####
39.0.1	Preempt	11/02/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
39.0.2	Preempt	11/03/20															CBS (WSWG)	No Avail/Exception - SOLD OUT	
40.0	Normal Line / SPOT	11/02/20-11/03/20	1	:30	12:30P- 1:30P (EST)		1	1						2	\$120.00	\$240.00	CBS (WSWG)	YOUNG & RESTLESS	#####
41.0	Normal Line / SPOT	11/03/20-11/03/20	1	:30	2P- 3P (EST)			1						1	\$30.00	\$30.00	CBS (WSWG)	THE TALK	#####
42.0	Normal Line / SPOT	11/03/20-11/03/20	1	:30	3P- 4P (EST)			1						1	\$30.00	\$30.00	CBS (WSWG)	LIVE W/KELLY	#####
43.0	Normal Line / SPOT	11/02/20-11/02/20	1	:30	11:35P- 12:35A (EST)		1							1	\$30.00	\$30.00	CBS (WSWG)	LATE SHOW	#####
44.0	Normal Line / SPOT	11/02/20-11/02/20	1	:30	5P- 5:30P (EST)		1							1	\$25.00	\$25.00	CBS (WSWG)	JEOPARDY	#####

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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