Contract # 32696 CBS (WSWG)

Tracy Shorts

Oct. 2020

53

75

\$8,425.00

OWSWG44 P.O. BOX 4009 SALISBURY, MD 21803

WATERFRONT STRATEGIES

WASHINGTON, DC 20007

3050 K ST NW #100

WATERFRONT STRATEGIES (1201) Agency

CO-OP

Demo

No

Grand Total:

\$18,460.00

Brand Salesperson

POLITICAL ISSUE (1529) HOUSE/NAT, HOUSE/NAT (1074)

Order Type

Normal

WSST Sales Office

Phone/Fax

Buyer Name

Package Deal Commission % Commission

15.00

\$2,769.00 \$15,691.00

Net Total Sales Tax

Local/Political Account Types

Standard Billing Type Separation: 30 Comments

Date Entered

10/07/20

WSWG

Schedule Dates

Product

CPE

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 Political (1040)

External #

10045317

163/173/9468

Nov. 2020

22

\$10,035.00

Line Line Type / Break Type	(Ref #) Dates	Sec Ler	ngth Run Times	s 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	Х	Х	х х			\$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 KEL	LY
3.0.2 Closed Preempt	10/21/20										(CBS (WSWG)	Schedule Change/Spot - WILL BE LIVE WITH KEL	LY
4.0 Normal Line / SPOT	10/20/20-10/23/20	1	:30 4P- 5P (EST)	2	Х	Х	х х		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	Х	Χ	х х		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	Х	Х	х х		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				х х		\$105.00	(CBS (WSWG)	Daypart EN CBS Evening News	10/7/2020
		Conti	ract # 3269	96									CBS (WSWG)		
										Tracy	Shorts		Oct. 2020	53	\$8,425.00
OWSWG44	P.O. BOX 4009 SALISBURY, MD 21803		Agency	WATERFRON	T STRATI	EGIES	5 (1201)		o	O-OP	No		Grand Total:	75 \$	18,460.00
	CALIODOINI, IVID 21000		Brand	POLITICAL IS	SUE (15	29)			D	emo					
			Salesnerson	HOUSE/NAT	HOUSE/I	NAT (1074)		0	rder Tyne	Normal				

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

Comments

Separation: 30

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

Date Entered 10/07/20

WSWG	Schedule Dates Advertiser Product CPE	10/20/20-11/03/20 POLITICAL ISSUE GROUP/SENATE MAJOR: Political (1040) 163/173/9468	Last Modified 10/23/20 TY PAC Entered By External # 10045317	By Broadcast Month Spots Rate Nov. 2020 22 \$10,035.00
Line Line Type / Break Type (Ref #) Dates 7.0.1 Closed Preempt 10/24/20	Sec Length	Run Times SPW ^M Tu We Th Fr Sa S	ı Spots Rate Total CBS (V	Station Comments Entered WSWG) Schedule Change/Exception - WILL BE A DOUBLEHEADER DAY NO NEWS
7.0.2 Closed Preempt 10/24/20			CBS (V	
8.0 Normal Line / SPOT 10/20/20-10/26/20	1 :30 7P- 7:30	30P (EST) 1 1 1 1 1	4 \$225.00 \$900.00 CBS (V	VSWG) Daypart PA Wheel of 10/7/2020 Fortune
8.0.1 Closed Preempt 10/20/20			CBS (V	VSWG) Pre-Empt/Spot - SEPARATION
9.0 Normal Line / SPOT 10/20/20-10/26/20	1 :30 7:30P-8	8P (EST) 1 1 1 1 1	3 \$225.00 \$675.00 CBS (V	VSWG) Daypart PA Jeopardy! 10/7/2020
9.0.1 Closed Preempt 10/22/20			CBS (V	VSWG) Pre-Empt/Exception - SEPARATION
9.0.2 Closed Preempt 10/26/20			CBS (V	VSWG) Pre-Empt/Spot - SEPARATION
10.0 Normal Line / SPOT 10/24/20-10/24/20	2 :30 7P- 7:30	30P (EST) 1 X	1 \$60.00 \$60.00 CBS (V	VSWG) Daypart PA Wheel of 10/7/2020 Fortune
	Contract #	32696		CBS (WSWG)
			Tracy Shorts	Oct. 2020 53 \$8,425.00
OWSWG P.O. BOX 4009	Agency	WATERFRONT STRATEGIES (1201)	CO-OP No	Grand Total:
SALISBURY, MD 21803	Pd	DOLUTICAL ISSUE (1520)	P	7.5 \$2.57,100,100
	Brand Salespersor	POLITICAL ISSUE (1529) On HOUSE/NAT, HOUSE/NAT (1074)	Demo Order Type Normal	
	Sales Office	WSST	Package Deal	
WATERFRONT STRATEGIES	Buyer Name		Commission % 15.00	
3050 K ST NW #100 WASHINGTON, DC 20007	Phone/Fax	1	Commission \$2,769.00 Net Total \$15,691.00	
WAGIIINGTON, DO 20001	Account Types	Local/Political	Sales Tax	
	Billing Type	Standard		
	Comments	Separation: 30		

Date Entered 10/07/20

WSW	3	Schedule Dates Advertiser Product CPE	10/20/20-11/03/20 POLITICAL ISS Political (1040) 163/173/9468	Sue Grou	P/SENATE M	AJORITY	Last Modified PAC Entered External #	10/23/20 By 10045317		By Broadcast Mont Nov. 2020	_	<u>Rate</u> .035.00
Line Line Type / Break Type (Ref #)	Dates	Sec Length	Run Times SPW	M Tu	We Th Fr	Sa Su	Spots Ra	ate	Total	Station	Comments	Entered
11.0 Normal Line / SPOT	10/24/20-10/24/20	2 :30 7:30P-8	P (EST) 1			Χ	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	Χ	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-11F	P (EST) 1	Х			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- 11F	P (EST) 1	Х			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 (I	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 (I	EST) 1		Χ		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-11F	P (EST) 1		Х			\$345.00	CBS (WSWG		Daypart PT Star Trek: Discovery	10/7/2020

Contract # 32696 CBS (WSWG)

53

\$8,425.00

P.O. BOX 4009 SALISBURY, MD 21803 **OWSWG44**

Agency WATERFRONT STRATEGIES (1201) CO-OP

Tracy Shorts

Oct. 2020 Grand Total:

75 \$18,460.00

Brand Salesperson

Phone/Fax

POLITICAL ISSUE (1529) HOUSE/NAT, HOUSE/NAT (1074)

Demo Order Type

Normal

No

WSST Sales Office **Buyer Name**

Package Deal Commission %

15.00

Commission \$2,769.00 \$15,691.00 Net Total

Sales Tax

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

> Local/Political Account Types Standard Billing Type

Separation: 30 Comments

Date Entered

10/07/20

WSWG

10/20/20-11/03/20 Advertiser

Last Modified

10/23/20

By Broadcast Month

Spots

Political (1040) Product 163/173/9468 CPE

Schedule Dates

External #

10045317

Nov. 2020

22

\$10,035.00

Rate

Line Line Type / Break Type (Ref #) 19.0.1 Closed Preempt	Dates 10/22/20	Sec Length	Run Times	SPW	M _{Tu}	We Th Fr	Sa Su	Spots	Rate	Total	S CBS (WSWG)	tation	Comments Schedule Change/Exception - WILL BE 3RD	Entered
20.0 Normal Line / PRIME	10/23/20-10/23/20	2 :30	9P- 10P (EST)	1		х		1	\$225.00	\$225.00	CBS (WSWG)		PRESIDENTIAL DEBATE 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			Х	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			Х	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		Х		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			Χ	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			Х	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
		Contract	# 32696	5								CBS (WSWG)		
									Tracy	Shorts		Oct. 2020	53 \$8	,425.00
	BOX 4009 BURY, MD 21803	Aq	gency	WATERFRONT	STRATE	EGIES (1201)		00-1	OP	No		Grand Total:	75 \$18	,460.00
GALIO	DOINT, IND 21003	Br	rand	POLITICAL ISS	SUE (152	29)		Dem	10					
		Sa	alesperson	HOUSE/NAT, I	HOUSE/N	NAT (1074)		Orde	er Type	Normal				
		Sales Office	WSST					Package Deal	l					
WATERFRONT STRATEGIE	ΞS	Buyer Name						Commission 9	% 15.00					
3050 K ST NW #100		Phone/Fax	/					Commission	\$2,769					

Local/Political

Separation: 30

Standard

Account Types

Billing Type

Comments

WASHINGTON, DC 20007

Date Entered

Net Total

Sales Tax

10/07/20

\$15,691.00

WS	WG	Schedule Date Product CPE	Advertiser		. ,	SUE GROU	JP/SEN	ATE M	IAJORITY	Last Modified PAC Entere External #	10/23 ed By 10045		By Broadcast Mor Nov. 2020	_	Rate \$10,035.00
Line Line Type / Break Type (Ref #) Dates	Sec Length	n R	tun Times	SPW	M Tu	We Th	n Fr	Sa Su	Spots	Rate	Total	Station	Comments	Entered
28.0 Normal Line / SPOT	10/20/20-10/23/20	1 :30	0 10A- 11A ((EST)		1		1		2	\$150.00	\$300.00 CBS (WSW	G)	Daypart DT Let's Make Deal	a 10/7/2020
29.0 Normal Line / SPOT	10/20/20-10/23/20	2 :30) 11A- 12P (EST)	2	Х	х х	X		2	\$230.00	\$460.00 CBS (WSW	G)	Daypart DT Price is Rig	jht 10/7/2020
30.0 Normal Line / SPOT	10/20/20-10/23/20	2 :30) 12:30P- 1:	30P (EST)	2	Х	х х	X		2	\$110.00	\$220.00 CBS (WSW	5)	Daypart DT The Young the Restless	and 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.: PRIME	11/02/20-11/02/20 1 /	1 :30) 8P- 9P (ES	T)		1				1	\$600.00	\$600.00 CBS (WSW	G)	PRICE IS RIGHT AT N	GHT ######
32.0 M/G For 9.0.1 / PRIME	10/31/20-10/31/20	1 :30	8P- 9P (ES	T)					1	1	\$240.00	\$240.00 CBS (WSW	G)	CBS ENCORE	#####
33.0 M/G For 8.0.1,19.0.1 / PRIME	11/02/20-11/02/20	1 :30	9P- 10P (E	ST)		1				1	\$600.00	\$600.00 CBS (WSW	G)	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 (WSW	5)	SEC COLLEGE LSU @ AUBURN	#####
35.0 Normal Line / NFL	11/01/20-11/01/20	1 :30	1P- 5P (ES	T)					2	2	\$1,500.00	\$3,000.00 CBS (WSW	G)	NFL ON CBS	#####
36.0 Normal Line / PRIME	10/29/20-10/29/20	1 :30	0 10P- 11P (EST)			1			1	\$600.00	\$600.00 CBS (WSW	G)	STAR TREK	#####
37.0 Normal Line / PRIME	10/31/20-10/31/20	1 :30	9P- 10P (E	ST)					1	1	\$240.00	\$240.00 CBS (WSW	G)	CBS ENCORE	#####
38.0 Normal Line / PRIME	10/31/20-10/31/20		0 10A- 11P (EST)					1	1	\$300.00	\$300.00 CBS (WSW	•	48 HOURS	#####
		Contrac	t #	32696	5								CBS (WSWG)		
											Tracy	Shorts	Oct. 2020	53	\$8,425.00
	. BOX 4009 LISBURY, MD 21803		Agency	,	WATERFRONT	STRATE	GIES (1	.201)		CO-OI	•	No	Grand Total:	75	\$18,460.00
	,		Brand		POLITICAL ISS	SUE (1529	9)			Demo					
			Salesperson		HOUSE/NAT, H	HOUSE/NA	AT (107	74)		Order	Туре	Normal			
		Sales Office		WSST						Package Deal					
WATERFRONT STRATE	GIES	Buyer Name								Commission %	15.00				
3050 K ST NW #100		Phone/Fax		/						Commission	\$2,76				
WASHINGTON, DC 2000)7									Net Total	\$15,6	91.00			
		Account Type	s	Local/Pol	litical					Sales Tax					

Billing Type

Comments

Standard

Separation: 30

Date Entered 10/07/20

10/23/20

Last Modified

By Broadcast Month

Spots

Rate

WSWG				LITICAL IS	SUE GRO	OUP/SENATE I	MAJORITY	Nov. 2020	22	\$10,035.00			
		Product CPE	Political (104 163/173/946	10)				External #	100453	317			
Line Line Type / Break Type (Ref #)	Dates	Sec Length	n 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	0 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 - So OUT	OLD
39.0.2 Preempt	11/03/20										CBS (WSWG)	No Avail/Exception - Se OUT	OLD
40.0 Normal Line / SPOT	11/02/20-11/03/20	1 :30	0 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	0 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	0 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	0 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 :3	0 5P- 5:30P (EST)		1			1	\$25.00	\$25.00	CBS (WSWG)	JEOPARDY	#####

10/20/20-11/03/20

Schedule Dates

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: 02:51 PM on Tuesday, November 3 2020

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