



WRIC
 301 Arboretum Place
 Richmond, VA 23236
 (804) 330-8888

CONTRACT

<u>Contract / Revision</u> 939214 /		<u>Alt Order #</u> 25311867
<u>Product</u> Berry 4 Mayor		
<u>Contract Dates</u> 09/22/16 - 09/28/16		<u>Estimate #</u> 922928
<u>Advertiser</u> POL/Berry for Mayor		<u>Original Date / Revision</u> 09/21/16 / 09/21/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WRIC	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agy Code</u> 9912891	<u>Advertiser Code</u> BERRY	<u>Product 1/2</u> ORDR
<u>Agency Ref</u> IN10086/SP6681/TO13		<u>Advertiser Ref</u>

And:

Smart Media Group
 814 King Street
 Suite 400
 Alexandria, VA 22314
 USA

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WRIC	09/22/16	09/22/16	TV8 News @ 5	5-530p		:30				NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	---T---				1	\$70.00				
N 2	WRIC	09/23/16	09/23/16	TV8 News @ 5	5-530p		:30				NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	----F--				1	\$70.00				
N 3	WRIC	09/26/16	09/26/16	TV8 News @ 5	5-530p		:30				NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/26/16	10/02/16	M-----				1	\$70.00				
N 4	WRIC	09/27/16	09/27/16	TV8 News @ 5	5-530p		:30				NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/26/16	10/02/16	-T-----				1	\$70.00				
N 5	WRIC	09/28/16	09/28/16	TV8 News @ 5	5-530p		:30				NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/26/16	10/02/16	--W----				1	\$70.00				
N 6	WRIC	09/22/16	09/22/16	TV8 News @530p	530-6p		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	---T---				1	\$100.00				
N 7	WRIC	09/23/16	09/23/16	TV8 News @530p	530-6p		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	----F--				1	\$100.00				
N 8	WRIC	09/26/16	09/26/16	TV8 News @530p	530-6p		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/26/16	10/02/16	M-----				1	\$100.00				
N 9	WRIC	09/28/16	09/28/16	TV8 News @530p	530-6p		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/26/16	10/02/16	--W----				1	\$100.00				
N 10	WRIC	09/23/16	09/23/16	M-Su 4a-4x	M-Su 4a-4x		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	----F--				1	\$150.00				
N 11	WRIC	09/26/16	09/26/16	M-Su 4a-4x	M-Su 4a-4x		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



WRIC
 301 Arboretum Place
 Richmond, VA 23236
 (804) 330-8888

<u>Contract / Revision</u>	<u>Alt Order #</u>
939214 /	25311867

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/22/16 - 09/28/16	Berry 4 Mayor	922928

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Berry for Mayor	09/21/16 / 09/21/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/26/16	10/02/16	M-----				1	\$150.00				
N 12	WRIC	09/27/16	09/27/16	M-Su 4a-4x	M-Su 4a-4x		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/26/16	10/02/16	-T-----				1	\$150.00				
N 13	WRIC	09/28/16	09/28/16	M-Su 4a-4x	M-Su 4a-4x		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/26/16	10/02/16	--W----				1	\$150.00				
N 14	WRIC	09/25/16	09/25/16	TV8 News Sat/Sun-ABC New6-7p			:30				NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	-----S				1	\$115.00				
Totals								0.00				14	\$1,465.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/29/16 -09/25/16	6	\$605.00	(\$90.75)	\$514.25
09/26/16 -09/28/16	8	\$860.00	(\$129.00)	\$731.00
Totals	14	\$1,465.00	(\$219.75)	\$1,245.25

Signature: _____ **Date:** _____

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939214



125 West 55th St
New York, NY 10019

Contract # 25311867
 CPE: BERRY/ORDR/922928
 Agency: Smart Media Group
 1427 LESLIE AVE
 SUITE #102
 ALEXANDRIA, VA 22301
 Flight: 9/22/16 - 9/28/16
 Advertiser: Berry for Richmond Mayor
 Product: Berry 4 Mayor
 Agency Order #: 30048636
 Buyer: Rubin, Nancy
 Salesperson: ALEXANDRA BRADLEY
 202-955-5342
 Version: Highlighting Revision 1
 Station: WRIC
 Market: Richmond
 Office: WASHINGTON
 Primary Demo: Adults 35+
 Con Type: POLITICAL/VOTE
 Assistant: ALEXANDRA BRADLEY
 202-955-5342
 Total \$: \$1,465.00
 Total Spots: 14
 Total CPP: \$33.83
 Total GRP: 43.3
 Separation:

Comments: NEW ORDER FOR BERRY 4 MAYOR. PLS CNF

#	Day/Time	DP	Program	Rate	A35P Rating	Len	9/22 - 9/28							Total Spots	Total \$	CPP	GRP
							9/22	9/23	9/24	9/25	9/26	9/27	9/28				
1	M-F 5p-5:30p	Y	WRIC 5PM NEWS	\$70.00	1.9	30	1	1	0	0	1	1	1	5	\$350.00	\$36.84	9.5
2	M-F 5:30p-6p	Y	WRIC 6PM NEWS	\$100.00	2.4	30	1	1	0	0	1	0	1	4	\$400.00	\$41.67	9.6
3	M-F 6p-7p	Y	WRIC 6PM NEWS	\$150.00	5.1	30	0	1	0	0	1	1	1	4	\$600.00	\$29.41	20.4
4	Su 6p-7p	Y	WRIC SU 6PM NEWS	\$115.00	3.8	30	0	0	0	1	0	0	0	1	\$115.00	\$30.26	3.8
TOTALS:							2	3	0	1	3	2	3	14	\$1,465.00	\$33.83	43.3

(1245.25)

9/21



125 West 55th St
New York, NY 10019

Contract # 25311867
 CPE: BERRY/ORDR/922928
 Agency: Smart Media Group
 1427 LESLIE AVE
 SUITE #102
 ALEXANDRIA, VA 22301
 Product: Berry 4 Mayor
 Agency Order #: 30048636
 Buyer: Rubin, Nancy
 Salesperson: ALEXANDRA BRADLEY
 202-955-5342
 Version: Highlighting Revision 1
 Station: WRIC
 Market: Richmond
 Office: WASHINGTON
 Primary Demo: Adults 35+
 Con Type: POLITICAL/VOTE
 Assistant: ALEXANDRA BRADLEY
 202-955-5342
 Separation:
 Total \$: \$1,465.00
 Total Spots: 14
 Total CPP: \$33.83
 Total GRP: 43.3

Special Instructions

Order Level Comments
 Date/Time Added by Comment
 09/21/16 10:24 AM ALEXANDRA BRADLEY NEW ORDER FOR BERRY 4 MAYOR. PLS CNF
 09/21/16 10:24 AM ALEXANDRA BRADLEY NEW ORDER FOR BERRY 4 MAYOR. PLS CNF

Competitive Information			
Market Budget:	\$8,813		
WRIC Share:	16%		
Comment:			
WRLLH:	11%		
WTVR:	15%		
WWBT:	58%		

Daypart Summary			
Day/Time	% Distrib	Spots	Dollars
	100%	14	\$1,465.00
Total	100%	14	\$1,465.00

Monthly Summary		
Month	Spots	Dollars
2016-Sep	6	\$605.00
2016-Oct	8	\$860.00
Total	14	\$1,465.00

Transaction History								
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Revision	9/21/16 10:24 AM	ALEXANDRA BRADLEY	Revised			\$0	\$1,465.00	Changes: Product from Order to Berry 4 Mayor. User Entered \$ from \$0.00 to
New	9/21/16 9:57 AM	ALEXANDRA BRADLEY	New	14		\$1,465.00	\$1,465.00	

PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

FEDERAL CANDIDATE

STATE/LOCAL CANDIDATE

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

Station and Location:	Date:
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I, Smart Media Group,
 being/on behalf of: Jack Berry for Richmond Mayor,
 a legally qualified candidate of the Independent
 political party for the office of: Richmond Mayor
 in the General
 election to be held on: 11/8/16

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
SEE ATTACHED					

Attach proposed schedule with charges (if available):

I represent that the payment for the above described broadcast time has been furnished by:

Jack Berry for Richmond Mayor

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Zarina Fazaldin & Jim Ukrop

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

9/6/16

Date



Signature

To Be Signed By Station Representative

Accepted

Accepted in Part

Rejected


Signature

D WEEMS

Printed Name

SM

Title

FEDERAL CANDIDATE CERTIFICATION

In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:

I, _____
(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

does

does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.



signature of candidate or authorized committee

Smart Media Group

printed name

date

AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
SEE ATTACHED					

Attach proposed schedule with charges (if available):

AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

Note: Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.