

# ORDER



**Orders**  
**Order / Rev:** 1512031  
**Alt Order #:** 08233370  
**Product Desc:** DSCC IE  
**Estimate:** 4607  
**Flight Dates:** 11/01/16 - 11/07/16  
**Original Date / Rev:** 09/13/16 / 09/13/16  
**Order Type:** Political

**WOIO**  
**Primary AE:** Teresa Difuria  
**Sales Office:** T-PHI  
**Sales Region:** National

**Agency Name:** Great American Media  
**Buying Contact:**  
**Billing Contact:**  
 3050 K Street NW  
 Washington, DC 20007

**Billing Type:** Cash  
**Billing Calendar:** Broadcast  
**Billing Cycle:** EOM/EOC  
**Agency Commission:** 15%

**Advertiser Name:** ISS/DSCC IE  
**Demographic:** A35+  
**Product Codes:** PL20  
**Priority:** P 6  
**Revenue Codes:** Agency, Political, Pol-Issue

**New Business Thru:**  
**Order Separation:** 00:15:00  
**Advertiser External ID:**  
**Agency External ID:**  
**Unit Code:** General

**Bill Plan**

Start Date	End Date	# Spots	Gross Amount	Net Amount
10/31/16	11/07/16	72	\$162,350.00	\$137,997.50

**Totals**

Month	# Spots	Gross Amount	Net Amount	Rating
November 2016	72	\$162,350.00	\$137,997.50	0.00
<b>Totals</b>	<b>72</b>	<b>\$162,350.00</b>	<b>\$137,997.50</b>	<b>0.00</b>

**Account Executives**

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Teresa Difuria			Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
1	WOIO	11/01/16	11/07/16	Cleveland 19 News at 11p Cleveland 19 News at 11p	Comm	11-1135p	MTWTF--	:30	3	\$3,000.00	P 2	0.00	NM	3	\$9,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
Week:		11/01/16	11/07/16	MTWTF--		3		\$3,000.00		0.00					
2	WOIO	11/01/16	11/07/16	NET Price Is Right Price is Right	Comm	11a-12p	MTWTF--	:30	3	\$2,000.00	P 2	0.00	NM	3	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
Week:		11/01/16	11/07/16	MTWTF--		3		\$2,000.00		0.00					
3	WOIO	11/01/16	11/07/16	Noon News Noon News	Comm	12-1230p	MTWTF--	:30	3	\$2,000.00	P 2	0.00	NM	3	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
Week:		11/01/16	11/07/16	MTWTF--		3		\$2,000.00		0.00					
4	WOIO	11/01/16	11/07/16	Cleveland 19 News at 4p Cleveland 19 News at 4p	Comm	4-5p	MTWTF--	:30	1	\$1,000.00	P 2	0.00	NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
Week:		11/01/16	11/07/16	MTWTF--		1		\$1,000.00		0.00					
5	WOIO	11/01/16	11/07/16	Cleveland 19 News at 5a Cleveland 19 News at 5a	Comm	5-6a	MTWTF--	:30	5	\$200.00	P 2	0.00	NM	5	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
Week:		11/01/16	11/07/16	MTWTF--		5		\$200.00		0.00					
6	WOIO	11/01/16	11/07/16	Cleveland 19 News at 5p Cleveland 19 News at 5p	Comm	5-6p	MTWTF--	:30	4	\$1,200.00	P 2	0.00	NM	4	\$4,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>		<u>Rating</u>					
Week:		11/01/16	11/07/16	MTWTF--		4		\$1,200.00		0.00					

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 Product Desc: DSCC IE  
 Estimate: 4607  
**WOIO**

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
7	WOIO	11/01/16	11/07/16	Cleveland 19 News at 6p Cleveland 19 News at 6p	Comm	6-630p	MTWTF--	:30	1	\$2,500.00	P 2	0.00	NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--		1				\$2,500.00		0.00			
8	WOIO	11/01/16	11/07/16	Cleveland 19 News at 6a Cleveland 19 News at 6a	Comm	6-7a	MTWTF--	:30	5	\$250.00	P 2	0.00	NM	5	\$1,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--		5				\$250.00		0.00			
9	WOIO	11/01/16	11/07/16	SYN M-F 7-730p M-F 7-730p	Comm	7-730p	MTWTF--	:30	4	\$4,500.00	P 2	0.00	NM	4	\$18,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--		4				\$4,500.00		0.00			
10	WOIO	11/01/16	11/07/16	NET CBS AM Network News CBS This Morning	Comm	7-9a	MTWTF--	:30	6	\$300.00	P 2	0.00	NM	6	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--		6				\$300.00		0.00			
11	WOIO	11/01/16	11/07/16	SYN M-F 730-8p M-F 730-8p	Comm	730-8p	MTWTF--	:30	5	\$5,000.00	P 2	0.00	NM	5	\$25,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--		5				\$5,000.00		0.00			
12	WOIO	11/01/16	11/07/16	RI M-F 9-10A RI M-F 9-10A	Comm	9-10A	MTWTF--	:30	5	\$300.00	P 2	0.00	NM	5	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		11/01/16	11/07/16	MTWTF--		5				\$300.00		0.00			
13	WOIO	11/04/16	11/04/16	NET Fri Hour 1 Fri Hour 1	Comm	8-9p	----1--	:30	1	\$6,000.00	P 2	0.00	NM	1	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/31/16	11/06/16	----1--		1				\$6,000.00		0.00			
14	WOIO	11/07/16	11/07/16	NET Mon Hour 2 Mon Hour 2	Comm	9-10p	1-----	:30	1	\$8,500.00	P 2	0.00	NM	1	\$8,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		11/07/16	11/13/16	1-----		1				\$8,500.00		0.00			
15	WOIO	11/05/16	11/05/16	NET Sat Hour 3 Sat Hour 3	Comm	10-11p	-----1-	:30	1	\$2,500.00	P 4	0.00	NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/31/16	11/06/16	-----1-		1				\$2,500.00		0.00			
16	WOIO	11/05/16	11/05/16	Sa Cleve 19 News at 11p Sa Cleve 19 News at 11p	Comm	11p-1135p	-----1-	:30	1	\$1,500.00	P 2	0.00	NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/31/16	11/06/16	-----1-		1				\$1,500.00		0.00			
17	WOIO	11/05/16	11/05/16	Sat Cleve 19 News at 7p Sat Cleve 19 News at 7p	Comm	7-8p	-----2-	:30	2	\$1,000.00	P 2	0.00	NM	2	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/31/16	11/06/16	-----2-		2				\$1,000.00		0.00			
18	WOIO	11/05/16	11/05/16	The Early Show Sat Early Show	Comm	9-11a	-----4-	:30	4	\$375.00	P 2	0.00	NM	4	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/31/16	11/06/16	-----4-		4				\$375.00		0.00			
19	WOIO	11/06/16	11/06/16	Su Cleve 19 News at 11p Su Cleve 19 News at 11p	Comm	11p-1135p	-----1	:30	1	\$3,000.00	P 2	0.00	NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/31/16	11/06/16	-----1		1				\$3,000.00		0.00			
20	WOIO	11/06/16	11/06/16	Cleveland 19 Sports Zone Cleveland 19 Sports Zone	Comm	1135p-1205a	-----1	:30	1	\$750.00	P 2	0.00	NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/31/16	11/06/16	-----1		1				\$750.00		0.00			
21	WOIO	11/06/16	11/06/16	Extra Weekend Extra Weekend	Comm	1205a-1235a	-----1	:30	1	\$250.00	P 2	0.00	NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		11/06/16	11/06/16	-----1		1				\$250.00		0.00			

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**WOIO**

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
21	WOIO	11/06/16	11/06/16	Extra Weekend Extra Weekend	Comm	1205a-1235a	-----1	:30	1	\$250.00	P 2	0.00	NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
	Week:	10/31/16	11/06/16	-----1		1				\$250.00		0.00			
22	WOIO	11/06/16	11/06/16	NET NFL Today NFL Today	Comm	12-1p	-----1	:30	1	\$4,000.00	P 6	0.00	NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
	Week:	10/31/16	11/06/16	-----1		1				\$4,000.00		0.00			
N23	WOIO	11/06/16	11/06/16	Sun Cleve 19 News at 630 Sun Cleve 19 News at 630p	Comm	630-7p	-----1	:30	1	\$3,000.00	P 2	0.00	NM	3	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
	Week:	10/31/16	11/06/16	-----1		1				\$3,000.00		0.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>		<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Rtg</u>	<u>Type</u>		
	1	WOIO	10/31/16-11/06/16	Sun Cleve 19 News at 630p See MG 23.2,23.3,23.4 [NFL Football]		630-7p	-----Su	:30		<del>(\$3,000.00)</del>		0.00	NM		
	2	WOIO	11/06/16-11/06/16	Tailgate 19		11a-12p	-----Su	:30		\$1,250.00		0.00	NM		
				MG for 23.1 11/06											
	3	WOIO	11/05/16-11/05/16	Sa Cleve 19 News at 11p		11p-12a	-----Sa-	:30		\$1,500.00		0.00	NM		
				MG for 23.1 11/06											
	4	WOIO	11/01/16-11/04/16	Cleveland 19 News at 6a		6-7a	-TWThF----	:30		\$250.00		0.00	NM		
				MG for 23.1 11/06											
24	WOIO	11/06/16	11/06/16	Cleveland 19 News at 7a Cleveland 19 News at 7a	Comm	7-9a	-----2	:30	2	\$250.00	P 2	0.00	NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
	Week:	10/31/16	11/06/16	-----2		2				\$250.00		0.00			
25	WOIO	11/06/16	11/06/16	NET Sun Hour 2 Sun Hour 2	Comm	8-9p	-----1	:30	1	\$8,500.00	P 2	0.00	NM	1	\$8,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
	Week:	10/31/16	11/06/16	-----1		1				\$8,500.00		0.00			
26	WOIO	11/06/16	11/06/16	NET CBS Sunday Morn CBS Sunday Morning	Comm	9-1030a	-----3	:30	3	\$2,000.00	P 2	0.00	NM	3	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
	Week:	10/31/16	11/06/16	-----3		3				\$2,000.00		0.00			
27	WOIO	11/06/16	11/06/16	NET Sun Hour 3 Sun Hour 3	Comm	9-10p	-----1	:30	1	\$7,500.00	P 2	0.00	NM	1	\$7,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
	Week:	10/31/16	11/06/16	-----1		1				\$7,500.00		0.00			
28	WOIO	11/03/16	11/03/16	NET Thur Hour 1 Thur Hour 1	Comm	8-9P	---1---	:30	1	\$10,000.00	P 2	0.00	NM	1	\$10,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
	Week:	10/31/16	11/06/16	---1---		1				\$10,000.00		0.00			
29	WOIO	11/01/16	11/01/16	NET Tue Hour 1 Tue Hour 1	Comm	8-9P	-1-----	:30	1	\$12,000.00	P 2	0.00	NM	1	\$12,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
	Week:	10/31/16	11/06/16	-1-----		1				\$12,000.00		0.00			
30	WOIO	11/02/16	11/02/16	NET Wed Hour 1 Wed Hour 1	Comm	8-9p	--1----	:30	1	\$7,000.00	P 2	0.00	NM	1	\$7,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
	Week:	10/31/16	11/06/16	--1----		1				\$7,000.00		0.00			

Totals 72 \$162,350.00