



WDEF  
3300 Broad Street  
Chattanooga, TN 37408

American Media & Advocacy Group  
815 Slaters Lane  
Alexandria, VA 22314

## Contract # 184455

### Schedule Dates

02/23/18-03/01/18

### Advertiser

Pol - Diane Black for TN Governor (15361)

### Agency

American Media & Advocacy Group (3208)

### Product

Political (1176)

### Brand

25897980 (55804)

### Salesperson

Millennium-Philadelphia, - (1034)

### Sales Office

Millennium - Philadelphia

### Buyer Name

Media Assistant,,

### Phone/Fax

/

### CPE

575/1072/575/1072/9057

### Account Types

National/Political

### Billing Type

Standard

### Comments

Diane Black for Gove

Separation: 30

Date Entered 02/22/18

Last Modified 02/22/18

Entered By Kalle Bodnar

CO-OP No

Headline # ECR25897980

Demo

Order Type Normal

Package Deal

Commission % 15.00

Commission \$595.50

Net Total \$3,374.50

Sales Tax

### WDEF (WDEF)

By Broadcast Month

Feb. 2018 15 \$1,095.00

Mar. 2018 20 \$2,875.00

Grand Total: 35 \$3,970.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	02/23/18-02/23/18	4	:30	5P- 6P (EST)	1					X			1	\$50.00	\$50.00	WDEF (WDEF)	Judge Judy 2x	2/22/18
2.0	Normal Line / SPOT	02/26/18-02/26/18	4	:30	5P- 6P (EST)	1	X							1	\$50.00	\$50.00	WDEF (WDEF)	Judge Judy 2x	2/22/18
3.0	Normal Line / SPOT	02/27/18-02/27/18	4	:30	5P- 6P (EST)	1		X						1	\$50.00	\$50.00	WDEF (WDEF)	Judge Judy 2x	2/22/18
4.0	Normal Line / SPOT	02/28/18-02/28/18	4	:30	5P- 6P (EST)	1			X					1	\$50.00	\$50.00	WDEF (WDEF)	Judge Judy 2x	2/22/18
5.0	Normal Line / SPOT	03/01/18-03/01/18	4	:30	5P- 6P (EST)	1				X				1	\$50.00	\$50.00	WDEF (WDEF)	Judge Judy 2x	2/22/18
6.0	Normal Line / SPOT	02/25/18-02/25/18	4	:30	10:30A- FACE THE NATION	1						X		1	\$40.00	\$40.00	WDEF (WDEF)	Face The Nation	2/22/18
7.0	Normal Line / SPOT	02/25/18-02/25/18	3	:30	8:58-42A- CBS SUNDAY MORNING	1						X		1	\$95.00	\$95.00	WDEF (WDEF)	CBS Sunday Morning	2/22/18
8.0	Normal Line / SPOT	02/23/18-02/23/18	3	:30	8A- CBS THIS MORNING	1					X			1	\$30.00	\$30.00	WDEF (WDEF)	CBS Early Show	2/22/18
9.0	Normal Line / SPOT	02/26/18-02/26/18	3	:30	8A- CBS THIS MORNING	1	X							1	\$30.00	\$30.00	WDEF (WDEF)	CBS Early Show	2/22/18
10.0	Normal Line / SPOT	02/27/18-02/27/18	3	:30	8A- CBS THIS MORNING	1		X						1	\$30.00	\$30.00	WDEF (WDEF)	CBS Early Show	2/22/18
11.0	Normal Line / SPOT	02/28/18-02/28/18	3	:30	8A- CBS THIS MORNING	1			X					1	\$30.00	\$30.00	WDEF (WDEF)	CBS Early Show	2/22/18
12.0	Normal Line / SPOT	03/01/18-03/01/18	3	:30	8A- CBS THIS MORNING	1				X				1	\$30.00	\$30.00	WDEF (WDEF)	CBS Early Show	2/22/18

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

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### Salesperson

Millenium-Philadelphia, - (1034)

### Sales Office

Millenium - Philadelphia

### Buyer Name

MediaAssistant,,

### Phone/Fax

/

### CPE

575/1072/575/1072/9057

### Account Types

National/Political

### Billing Type

Standard

### Comments

Diane Black for Gove

Separation: 30

02/22/18

02/22/18

Kalee Bodnar

No

ECR25897980

### Demo

Normal

### Order Type

Normal

### Package Deal

15.00

### Commission %

\$595.50

### Commission

\$3,374.50

### Net Total

\$3,374.50

### Sales Tax

### WDEF (WDEF)

#### By Broadcast Month

Feb. 2018 15 \$1,095.00

Mar. 2018 20 \$2,875.00

Grand Total: 35 \$3,970.00

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13.0	Normal Line / SPOT	02/24/18-02/24/18	3	:30	9A- CBS THIS MORNING: SATURDAY	1						X		1	\$65.00	\$65.00	WDEF (WDEF)	Saturday Early Show	2/22/18
14.0	Normal Line / SPOT	02/23/18-02/23/18	4	:30	6:59-01P- PRIME NEWS @ 7	1					X			1	\$60.00	\$60.00	WDEF (WDEF)	Prime News @7	2/22/18
15.0	Normal Line / SPOT	02/26/18-02/26/18	4	:30	6:59-01P- PRIME NEWS @ 7	1	X							1	\$60.00	\$60.00	WDEF (WDEF)	Prime News @7	2/22/18
16.0	Normal Line / SPOT	02/27/18-02/27/18	4	:30	6:59-01P- PRIME NEWS @ 7	1		X						1	\$60.00	\$60.00	WDEF (WDEF)	Prime News @7	2/22/18
17.0	Normal Line / SPOT	02/28/18-02/28/18	4	:30	6:59-01P- PRIME NEWS @ 7	1			X					1	\$60.00	\$60.00	WDEF (WDEF)	Prime News @7	2/22/18
18.0	Normal Line / SPOT	03/01/18-03/01/18	4	:30	6:59-01P- PRIME NEWS @ 7	1				X				1	\$60.00	\$60.00	WDEF (WDEF)	Prime News @7	2/22/18
19.0	Normal Line / SPOT	02/23/18-02/23/18	4	:30	11P- NEWS 12 NIGHTSIDE	1					X			1	\$60.00	\$60.00	WDEF (WDEF)	News 12 Nightside	2/22/18
20.0	Normal Line / SPOT	02/26/18-02/26/18	4	:30	11P- NEWS 12 NIGHTSIDE	1	X							1	\$60.00	\$60.00	WDEF (WDEF)	News 12 Nightside	2/22/18
21.0	Normal Line / SPOT	02/27/18-02/27/18	4	:30	11P- NEWS 12 NIGHTSIDE	1		X						1	\$60.00	\$60.00	WDEF (WDEF)	News 12 Nightside	2/22/18
22.0	Normal Line / SPOT	02/28/18-02/28/18	4	:30	11:00-51P- NEWS 12 NIGHTSIDE	1			X					1	\$60.00	\$60.00	WDEF (WDEF)	News 12 Nightside	2/22/18
23.0	Normal Line / SPOT	03/01/18-03/01/18	4	:30	11P- NEWS 12 NIGHTSIDE	1				X				1	\$60.00	\$60.00	WDEF (WDEF)	News 12 Nightside	2/22/18
24.0	Normal Line / SPOT	02/25/18-02/25/18	4	:30	11P- NEWS 12 NIGHTSIDE	1							X	1	\$50.00	\$50.00	WDEF (WDEF)	News 12 Now Saturday/Sunday	2/22/18

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### Comments

Diane Black for Gove

Separation: 30

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02/22/18

### Last Modified

02/22/18

### Entered By

Kailee Bodnar

### CO-OP

No

### Headline #

ECR25897980

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Normal

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### Commission

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Grand Total: 35 \$3,970.00

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25.0	Normal Line / SPOT	02/23/18-02/23/18	4	:30	8P- BIG BROTHER FRI 8P	1					X			1	\$250.00	\$250.00	WDEF (WDEF)	Big Brother Celebrity Fri-CBS	2/22/18
26.0	Normal Line / SPOT	02/27/18-02/27/18	3	:30	7:57P- NCIS	1		X						1	\$575.00	\$575.00	WDEF (WDEF)	NCIS-CBS	2/22/18
27.0	Normal Line / SPOT	02/27/18-02/27/18	3	:30	9P- BULL	1		X						1	\$600.00	\$600.00	WDEF (WDEF)	Bull-CBS	2/22/18
28.0	Normal Line / SPOT	02/27/18-02/27/18	3	:30	10P- NCIS NEW ORLEANS	1		X						1	\$575.00	\$575.00	WDEF (WDEF)	NCIS: New Orleans-CBS	2/22/18
29.0	Normal Line / SPOT	02/26/18-02/26/18	4	:30	10P- SCORPION	1	X							1	\$325.00	\$325.00	WDEF (WDEF)	Scorpion-CBS	2/22/18
30.0	Normal Line / B/Ball	02/24/18-02/24/18	3	:30	1P- NCAA BASKETBALL	2						X		2	\$40.00	\$80.00	WDEF (WDEF)	NCAA Basketball: Louisville at Virginia Tech	2/22/18
31.0	Normal Line / B/Ball	02/25/18-02/25/18	3	:30	1P- NCAA BASKETBALL	2							X	2	\$40.00	\$80.00	WDEF (WDEF)	NCAA Basketball: Michigan State at Wisconsin	2/22/18
32.0	Normal Line / Golf	02/24/18-02/24/18	1	:30	3P- PGA TOURNAMENT	1						X		1	\$85.00	\$85.00	WDEF (WDEF)	PGA The Honda Classic Golf	2/22/18
33.0	Normal Line / Golf	02/25/18-02/25/18	1	:30	3P- PGA TOURNAMENT	1							X	1	\$150.00	\$150.00	WDEF (WDEF)	PGA The Honda Classic Golf	2/22/18

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Date:

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125 West 55th St  
New York, NY 10019

KATZ TELEVISION  
GROUP

Contract # 25897980		Changes as of: 2/22/2018 at 5:10 PM		Version: Current State Version 2	
CPE: 575/1072/9057		Flight: 2/23/18 - 3/1/18		Station: WDEF	
Agency: AMER MEDIA & ADVOCACY GROUP		Advertiser: Black - Gov		Market: Chattanooga	
815 SLATERS LANE		Product: Diane Black for Governor		Office: PHILADELPHIA	
ALEXANDRIA, VA 22314		Agency Order #: 7081502		Primary Demo: Adults 35+	
		Buyer: MediaAssistant, AMAG		Con Type: POLITICAL/NOTE	
		Salesperson: FRAN BROWN 215-563-5400		Assistant: FRAN BROWN 215-563-5400	
				Separation:	

Total \$: \$3,970.00  
Total Spots: 35  
Total CPP: \$51.42  
Total GRP: 77.2

Comments: revised shares

#	Day/Time	DP	Program	Rate	A35P Rating	Len	2/23 - 3/1							Total Spots	Total \$	CPP*	GRP*
							2/23	2/24	2/25	2/26	2/27	2/28	3/1				
1	F,M-Th 5p-6p		Judge Judy 2x	\$50.00	1.8	30	1	0	0	1	1	1	1	5	\$250.00	\$27.78	9.0
Changes: A35P Rating from 1.82 to 1.8																	
2	Su 10:30a-11:30a		Face The Nation	\$40.00	2.3	30	0	0	1	0	0	0	0	1	\$40.00	\$17.39	2.3
Changes: A35P Rating from 2.27 to 2.3																	
3	9a-10:30a		CBS Sunday Morning	\$95.00	4.5	30	0	0	1	0	0	0	0	1	\$95.00	\$21.11	4.5
Changes: A35P Rating from 4.54 to 4.5																	
4	F,M-Th 8a-9a		CBS Early Show	\$30.00	1.0	30	1	0	0	1	1	1	1	5	\$150.00	\$30.00	5.0
Changes: A35P Rating from 1.07 to 1																	
5	Sa 9a-10a		Saturday Early Show	\$65.00	1.2	30	0	1	0	0	0	0	0	1	\$65.00	\$54.17	1.2
Changes: A35P Rating from 1.27 to 1.2																	
7	F,M-Th 11p-11:35p		News 12 Nightside	\$60.00	1.1	30	1	0	0	1	1	1	1	5	\$300.00	\$54.55	5.5
Changes: A35P Rating from 1.13 to 1.1																	
9	8p-10p		Big Brother Celebrity Fri-CBS	\$250.00	4.9	30	1	0	0	0	0	0	0	1	\$250.00	\$51.02	4.9
Changes: A35P Rating from 4.97 to 4.9																	
10	Tu 8p-9p		NCIS-CBS	\$575.00	10.6	30	0	0	0	0	1	0	0	1	\$575.00	\$54.25	10.6
Changes: A35P Rating from 10.65 to 10.6																	
11	Tu 9p-10p		Bull-CBS	\$600.00	8.9	30	0	0	0	0	1	0	0	1	\$600.00	\$67.42	8.9
Changes: A35P Rating from 8.91 to 8.9																	
12	Tu 10p-11p		NCIS: New Orleans-CBS	\$575.00	7.8	30	0	0	0	0	1	0	0	1	\$575.00	\$73.72	7.8
Changes: A35P Rating from 7.84 to 7.8																	
TOTALS:							5	4	6	5	7	4	4	35	\$3,970.00	\$51.42	77.2



125 West 55th St  
New York, NY 10019

KATZ TELEVISION  
GROUP

Contract # 25897980      Changes as of: 2/22/2018 at 5:10 PM      Version: Current State Version 2  
CPE: 575/1072/9057      Flight: 2/23/18 - 3/1/18      Station: WDEF      Total \$: \$3,970.00  
Agency: AMER MEDIA & ADVOCACY GROUP      Advertiser: Black - Gov      Market: Chattanooga      Total Spots: 35  
815 SLATERS LANE      Product: Diane Black for Governor      Office: PHILADELPHIA      Total CPP: \$51.42  
ALEXANDRIA, VA      Agency Order #: 7081502      Primary Demo: Adults 35+      Total GRP: 77.2  
22314  
Buyer: MediaAssistant, AMAG      Con Type: POLITICAL/VOTE  
Salesperson: FRAN BROWN      Assistant: FRAN BROWN      Separation:  
215-563-5400      215-563-5400

Special Instructions

Order Level Comments		
Date/Time	Added by	Comment
02/22/18 5:10 PM	FRAN BROWN	revised shares
02/22/18 5:02 PM	System	Notice Received.
02/22/18 3:20 PM	FRAN BROWN	Separation: 30

Competitive Information	
Market Budget:	\$36,091
WDEF Share:	11%
Comment:	
ETVC:	5%
WFLI:	1%
WRCB:	60%
WTVC:	23%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
Total	100%	35	\$3,970.00	77.2

Monthly Summary		
Month	Spots	Dollars
2018-Feb	15	\$1,095.00
2018-Mar	20	\$2,875.00
Total	35	\$3,970.00

Transaction History								
Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
Revision	2/22/18 5:10 PM	FRAN BROWN	Revised			\$0	\$3,970.00	Changes: Competitive Market Budget from \$28,357 to \$36,091, Origuser Entered Dollars to \$0.00, User Entered \$ from \$0.00 to \$3,970.00, Comments from Separation: 30 to revised shares, Total GRPs from 77.8 to 77.2, Total CPP from \$51.06 to \$51.42.
Queued for Electronic Contracting	2/22/18 3:22 PM					\$0	\$0	10 buylines added or modified.
New	2/22/18 3:20 PM	FRAN BROWN	Confirmed	35		\$3,970.00	\$3,970.00	

**Non-Discrimination Policy** 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

<b>Station and Location:</b> <u>WDEF Chattanooga</u>	<b>Date:</b> <u>2-22-18</u>
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I, American Media & Advocacy Group,

being/on behalf of: Diane Black for Governor,

a legally qualified candidate of the Republican

political party for the office of: Governor of Tennessee

in the Republican Primary

election to be held on: August 2, 2018

do hereby request station time as follows:

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

Attach proposed schedule with charges (if available):



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

American Media & Advocacy Group

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:

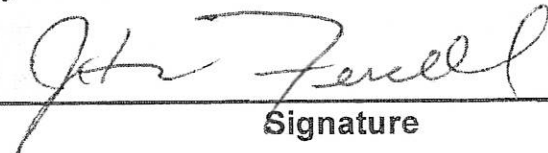
Tommy Whittaker

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***

\_\_\_\_\_  
Date

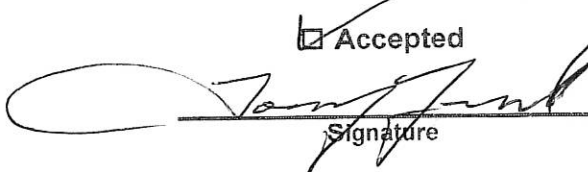
  
Signature

***To Be Signed By Station Representative***

☒ Accepted

☐ Accepted in Part

☐ Rejected

  
Signature

Tommy Youngblood  
Printed Name

GSN  
Title

### 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 Schedule	See Schedule	See Schedule	See Schedule	See Schedule	See Schedule

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.



THE AMERICAN MEDIA ADVOCACY GROUP

WDEFTV - WDEF-TV

19629

19629  
2/22/2018

Inv Date	Invoice #	Description	Balance Due	Discount	Net Amount
2/22/2018	CIA-S-17449	DBFG/DBFG/DBFG:9057	930.75	0.00	930.75
2/22/2018	CIA-S-17450	DBFG/DBFG/DBFG:9057	2,443.75	0.00	2,443.75

Check Total: \$3,374.50

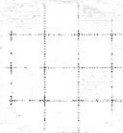
Safeguard LITHO USA

TO REORDER, CALL YOUR LOCAL SAFEGUARD DISTRIBUTOR AT 800-222-0842

5/15 W135F002535M

DOCUMENT INCLUDES VISIBLE FIBERS, CHEMICAL REACTIVE PROPERTIES AND FEATURES A FOIL HOLOGRAM

THE AMERICAN MEDIA ADVOCACY GROUP  
815 SLATERS LANE  
ALEXANDRIA, VA 22314



**BB&T**  
Branch Banking and Trust Company  
VIRGINIA  
68-426/514

19629

19629

NUMBER

PAY EXACTLY\*\*\*\*\*3,374\*DOLLARS\*AND\*50\*CENTS

DATE

AMOUNT

2/22/2018

\$3,374.50

PAY  
TO THE  
ORDER  
OF

WDEF-TV  
3300 Broad St  
Chattanooga, TN 37408

*Jonathan Ferrell*  
MP

TRUE WATERMARK PAPER - HOLD TO LIGHT TO VIEW

HEAT SENSITIVE RED IMAGE DISAPPEARS WITH HEAT