



125 West 55th St.  
New York, NY 10019

# KATZ TELEVISION GROUP

Contract # 26016630 Changes as of: 5/18/2018 at 3:40 PM Version: Current State Version 1  
CPE: 1006/1022/6098 Flight: 5/22/18 - 5/28/18 Station: WJHL  
Agency: BUYING TIME, LLC Advertiser: DEAN, KARL Market: Johnson City-Kingsport-Bristol  
650 Massachusetts Ave NW Office: WASHINGTON  
Suite 210 Product: Political  
Washington, DC 20001 Agency Order #: 7360765 Service: Nielsen  
Buyer: Welsh, Kathryn Primary Demo: ERIN SCHUMACHER  
Salesperson: 212-424-6620 Assistant: 212-424-6620  
Total Spots: 36  
Total CPP: \$0.00  
Total GRP: \$0.00

Comments: Separation: 30

#	Day/Time	DP	Program	Len	Rate	5/22 - 5/28							Total Spots	Total \$	CPP*	GRP*
						5/22	5/23	5/24	5/25	5/26	5/27	5/28				
1	Tu-F, M 1 6a-7a		WJHL Local News	30	\$150.00	1	1	0	1	0	0	0	3	\$450.00	\$0.00	0.0
2	Tu-F, M 2 7a-9a		CBS This Morning	30	\$100.00	1	0	1	1	0	0	0	3	\$300.00	\$0.00	0.0
3	Tu-F, M 3 12n-12:30p		WJHL News Channel 11 At Noon	30	\$130.00	0	1	0	1	0	0	1	3	\$390.00	\$0.00	0.0
4	Tu-F, M 4 5p-5:30p		WJHL News Channel 11 At 5	30	\$150.00	1	0	1	1	0	0	1	4	\$600.00	\$0.00	0.0
5	Tu-F, M 5 6:30p-6p		WJHL News Channel 11 At 5:30	30	\$200.00	1	1	1	0	0	0	1	4	\$800.00	\$0.00	0.0
6	Tu-F, M 6 6p-6:30p		WJHL News Channel 11 At Six	30	\$300.00	0	1	1	1	0	0	1	4	\$1,200.00	\$0.00	0.0
7	Tu-F, M 7 6:30p-7p		CBS Evening News	30	\$300.00	1	0	0	1	0	0	0	2	\$600.00	\$0.00	0.0
8	Tu-F, M 8 7p-7:30p		WJHL News Channel 11 At Seven	30	\$120.00	1	1	1	0	0	0	1	4	\$480.00	\$0.00	0.0
9	Tu-F, M 9 11p-11:35p		WJHL News Channel 11 At 11p	30	\$240.00	0	1	1	0	0	0	1	3	\$720.00	\$0.00	0.0
10	Sa 10 8a-10a		CBS This Morning	30	\$40.00	0	0	0	0	1	0	0	1	\$40.00	\$0.00	0.0
11	Sa 11 1p-11:35p		WJHL 11p Local News	30	\$180.00	0	0	0	0	1	0	0	1	\$180.00	\$0.00	0.0
12	Su 12 9a-10:30a		CBS Sunday Morning	30	\$120.00	0	0	0	0	0	1	0	1	\$120.00	\$0.00	0.0
13	Su 13 10:30a-11:30a		Face the Nation	30	\$65.00	0	0	0	0	0	1	0	1	\$65.00	\$0.00	0.0
14	Su 14 6p-6:30p		WJHL 6p Local News	30	\$65.00	0	0	0	0	0	1	0	1	\$65.00	\$0.00	0.0
15	Su 15 11p-11:35p		WJHL 11p Local News	30	\$180.00	0	0	0	0	0	1	0	1	\$180.00	\$0.00	0.0
TOTALS:						6	6	6	6	6	2	4	36	\$6,190.00	\$0.00	0.0



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CPE: 1006/1022/6098 Flight: 5/22/18 - 5/28/18 Station: WJHL  
Agency: BUYING TIME, LLC Advertiser: DEAN, KARL Market: Johnson City-Kingsport-Bristol  
650 Massachusetts Ave NW Product: Political Office: WASHINGTON  
Suite 210 Agency Order #: 7360765 Service: Nielsen  
Washington, DC 20001 Buyer: Welsh, Kathryn Primary Demo:  
Salesperson: ERIN SCHUMACHER Assistant: ERIN SCHUMACHER  
212-424-6620  
Separation:

Con Type: POLITICAL/VOTE  
Total \$: \$6,190.00  
Total Spots: 36  
Total CPP: \$0.00  
Total GRP:

#### Special Instructions

#### Order Level Comments

Date/Time	Added by	Comment
05/18/18 3:40 PM	ERIN SCHUMACHER	Separation: 30

#### Competitive Information

Market Budget:	\$9,523
WJHL Share:	65%
Comment:	
EJHL:	2%
WCYB:	30%
WEMT:	3%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
Total	100%	36	\$6,190.00	0.0
	100%	36	\$6,190.00	0.0

Monthly Summary		
Month	Spots	Dollars
2018-May	30	\$5,050.00
2018-Jun	6	\$1,140.00
Total	36	\$6,190.00

#### Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
New	5/18/18 3:40 PM	ERIN SCHUMACHER	New	36		\$6,190.00	\$6,190.00	

**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.

## CONTRACT



**WJHL**  
338 E. Main Street  
Johnson City, TN 37601  
(423) 926-2151

<b>Contract / Revision</b> 26016630 /		<b>Alt Order #</b> 26016630
<b>Product</b> Political		
<b>Contract Dates</b> 05/22/18 - 05/28/18		<b>Estimate #</b> 6098
<b>Advertiser</b> POL/Karl Dean/Governor/TN/Dem		<b>Original Date / Revision</b> 05/18/18 / 05/18/18
<b>Billing Cycle</b> EOM/EOC	<b>Billing Calendar</b> Broadcast	<b>Cash/Trade</b> Cash
<b>Property</b> WJHL	<b>Account Executive</b> Katz Washington	<b>Sales Office</b> Katz/Washingto
<b>Special Handling</b>		
<b>Demographic</b> Adults 18+		
<b>Agv Code</b> 9915780	<b>Advertiser Code</b> 1006	<b>Product 1/2</b> 1022
<b>Agency Ref</b> IN5252/SP2893/TO824		<b>Advertiser Ref</b>

And:

**Buying Time**  
650 Massachusetts Avenue NW  
Suite 210  
Washington, DC 20001-3796

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WJHL	05/22/18	05/22/18	Local News @ 6a	6a-7a		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-T-----				1	\$150.00				
N 2	WJHL	05/23/18	05/23/18	Local News @ 6a	6a-7a		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	--W----				1	\$150.00				
N 3	WJHL	05/25/18	05/25/18	Local News @ 6a	6a-7a		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	----F--				1	\$150.00				
N 4	WJHL	05/22/18	05/22/18	CBS This Morning	7a-9a		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-T-----				1	\$100.00				
N 5	WJHL	05/24/18	05/24/18	CBS This Morning	7a-9a		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	---T---				1	\$100.00				
N 6	WJHL	05/25/18	05/25/18	CBS This Morning	7a-9a		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	----F--				1	\$100.00				
N 7	WJHL	05/23/18	05/23/18	Local News @ 12p	12p-1230p		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	--W----				1	\$130.00				
N 8	WJHL	05/25/18	05/25/18	Local News @ 12p	12p-1230p		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	----F--				1	\$130.00				
N 9	WJHL	05/28/18	05/28/18	Local News @ 12p	12p-1230p		:30				NM	1	\$130.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/28/18	06/03/18	M-----				1	\$130.00				
N 10	WJHL	05/22/18	05/22/18	Local News @ 5p	5p-530p		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-T-----				1	\$150.00				
N 11	WJHL	05/24/18	05/24/18	Local News @ 5p	5p-530p		:30				NM	1	\$150.00

(\* 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.

Nexstar Media Group 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 Nexstar Media Group 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.



**WJHL**  
**338 E. Main Street**  
**Johnson City, TN 37601**  
**(423) 926-2151**

<u>Contract / Revision</u> 26016630 /		<u>Alt Order #</u> 26016630
<u>Contract Dates</u> 05/22/18 - 05/28/18		<u>Product</u> Political
<u>Advertiser</u> POL/Karl Dean/Governor		<u>Estimate #</u> 6098
<u>Original Date / Revision</u> 05/18/18 / 05/18/18		

*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:		05/21/18	05/27/18	---T---				1	\$150.00				
N 12	WJHL	05/25/18	05/25/18	Local News @ 5p	5p-530p		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	----F--				1	\$150.00				
N 13	WJHL	05/28/18	05/28/18	Local News @ 5p	5p-530p		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/28/18	06/03/18	M-----				1	\$150.00				
N 14	WJHL	05/22/18	05/22/18	Local News @ 530p	530p-6p		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-T-----				1	\$200.00				
N 15	WJHL	05/23/18	05/23/18	Local News @ 530p	530p-6p		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	--W----				1	\$200.00				
N 16	WJHL	05/24/18	05/24/18	Local News @ 530p	530p-6p		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	---T---				1	\$200.00				
N 17	WJHL	05/28/18	05/28/18	Local News @ 530p	530p-6p		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/28/18	06/03/18	M-----				1	\$200.00				
N 18	WJHL	05/23/18	05/23/18	Local News @ 6p	6p-630p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	--W----				1	\$300.00				
N 19	WJHL	05/24/18	05/24/18	Local News @ 6p	6p-630p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	---T---				1	\$300.00				
N 20	WJHL	05/25/18	05/25/18	Local News @ 6p	6p-630p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	----F--				1	\$300.00				
N 21	WJHL	05/28/18	05/28/18	Local News @ 6p	6p-630p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/28/18	06/03/18	M-----				1	\$300.00				
N 22	WJHL	05/22/18	05/22/18	CBS Evening News	630p-7p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-T-----				1	\$300.00				
N 23	WJHL	05/25/18	05/25/18	CBS Evening News	630p-7p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	----F--				1	\$300.00				
N 24	WJHL	05/22/18	05/22/18	M-F 7p Local news	7p-730p		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-T-----				1	\$120.00				
N 25	WJHL	05/23/18	05/23/18	M-F 7p Local news	7p-730p		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	--W----				1	\$120.00				
N 26	WJHL	05/24/18	05/24/18	M-F 7p Local news	7p-730p		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	---T---				1	\$120.00				
N 27	WJHL	05/28/18	05/28/18	M-F 7p Local news	7p-730p		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				

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338 E. Main Street  
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(423) 926-2151

<u>Contract / Revision</u> 26016630 /		<u>Alt Order #</u> 26016630
<u>Contract Dates</u> 05/22/18 - 05/28/18		<u>Product</u> Political
<u>Estimate #</u> 6098		
<u>Advertiser</u> POL/Karl Dean/Governor/		<u>Original Date / Revision</u> 05/18/18 / 05/18/18

*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:		05/28/18	06/03/18	M-----				1	\$120.00				
N 28	WJHL	05/23/18	05/23/18	Local News @ 11p	11p-1135p		:30				NM	1	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	--W----				1	\$240.00				
N 29	WJHL	05/24/18	05/24/18	Local News @ 11p	11p-1135p		:30				NM	1	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	---T---				1	\$240.00				
N 30	WJHL	05/28/18	05/28/18	Local News @ 11p	11p-1135p		:30				NM	1	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/28/18	06/03/18	M-----				1	\$240.00				
N 31	WJHL	05/26/18	05/26/18	CBS This Morning Sat	8a-10a		:30				NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-----S-				1	\$40.00				
N 32	WJHL	05/26/18	05/26/18	11p News Sat	11p-1130p		:30				NM	1	\$180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-----S-				1	\$180.00				
N 33	WJHL	05/27/18	05/27/18	CBS This Morning Sun	857a-1030a		:30				NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-----S				1	\$120.00				
N 34	WJHL	05/27/18	05/27/18	Face the Nation	1030a-1130		:30				NM	1	\$65.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-----S				1	\$65.00				
N 35	WJHL	05/27/18	05/27/18	Sun 6p Local News	6p-630p		:30				NM	1	\$65.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-----S				1	\$65.00				
N 36	WJHL	05/27/18	05/27/18	11p News Sun	11p-1135p		:30				NM	1	\$180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		05/21/18	05/27/18	-----S				1	\$180.00				
<b>Totals</b>								0.00				36	\$6,190.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
04/30/18 - 05/27/18	30	\$5,050.00	(\$757.50)	\$4,292.50
05/28/18 - 05/28/18	6	\$1,140.00	(\$171.00)	\$969.00
<b>Totals</b>	36	\$6,190.00	(\$928.50)	\$5,261.50

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

(\* 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.

Nexstar Media Group 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 Nexstar Media Group 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.