

ORDER



Orders	Order / Rev:	1707015
	Alt Order #:	26191316
	Product Desc:	10/16-10/29 issue
	Estimate:	7250
	Flight Dates:	10/16/18 - 10/29/18
	Original Date / Rev:	10/30/18 / 10/30/18
	Order Type:	REG

	WVBT Norfolk
Primary AE:	Katz Washington
Sales Office:	K-WAS
Sales Region:	Nat

Agency	Name:	Waterfront Strategies
	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:	POL/Women Vote PAC
	Demographic:	A35+
	Product Codes:	PL6
	Priority:	P5
	Revenue Code 1:	AGY
	Revenue Code 2:	POL
	Revenue Code 3:	POL-ISS

New Business Thru:	
Order Separation:	00:15:00
Advertiser External ID:	
Agency External ID:	IN14921
Unit Code:	General

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
10/01/18	10/28/18	64	\$11,480.00	\$9,758.00
10/29/18	10/29/18	5	\$730.00	\$620.50

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
October 2018	64	\$11,480.00	\$9,758.00	0.00
November 2018	5	\$730.00	\$620.50	0.00
Totals	69	\$12,210.00	\$10,378.50	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Washington			Start Of Order - End Of Order	100%

Order Share

Order Share	Share	Total
WVBT Norfolk	6%	\$12,210.00
Market	100%	\$203,500.00

Competitive Share

Competitive Share	Share	Total
CABLE	0%	\$0.00
NFLWS	0%	\$0.00
UNKWN	31%	\$63,085.00
WAVY	34%	\$69,190.00
WGNT	3%	\$6,105.00
WHRO	0%	\$0.00
WPEN	0%	\$0.00
WPXV	0%	\$0.00
WTKR	23%	\$46,805.00
WTVZ	3%	\$6,105.00
WVEC	0%	\$0.00

[illegible]

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Advertiser: POL/Women Vote PAC
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Estimate: 7250

WVBT Norfolk

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/15/18	10/21/18	-----S			1		\$300.00	0.00					
2	WVBT	10/28/18	10/28/18	Fox NFL Pre Game (12-1p) Fox NFL Pre Game (12-1p)	CM	Fox NFL Pre Gam	-----S	:30	1	\$1,000.00	P2	0.00	NM	1	\$1,000.00
COMMENTS APPLY TO SUB LINES A THRU A NFL Sunday Pre-Game															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/22/18	10/28/18	-----S			1		\$1,000.00	0.00					
3	WVBT	10/18/18	10/18/18	NFL Thursday Night FB CM NFL Thursday Night Footba	CM	NFL Thursday Nigl	---T---	:30	1	\$3,700.00	P2	0.00	NM	1	\$3,700.00
COMMENTS APPLY TO SUB LINES A THRU A Thursday Night Football [Estimate is based on Oct'17-Dec'17 NFL Thursday Night Football on WTK R and WAVY.]															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/15/18	10/21/18	---T---			1		\$3,700.00	0.00					
4	WVBT	10/16/18	10/29/18	WAVY News 10 @7a onCM WAVY News 10 @7a on FOX43	CM	WAVY News 10 @M	MTWTF--	:30	2	\$135.00	P2	0.00	NM	4	\$540.00
WAVY News at 7am															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/16/18	10/22/18	MTWTF--			2		\$135.00	0.00					
Week:		10/23/18	10/29/18	MTWTF--			2		\$135.00	0.00					
5	WVBT	10/16/18	10/29/18	WAVY News 10 @8a onCM WAVY News 10 @8a on FOX43	CM	WAVY News 10 @M	MTWTF--	:30	2	\$125.00	P2	0.00	NM	4	\$500.00
WAVY News at 8am															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/16/18	10/22/18	MTWTF--			2		\$125.00	0.00					
Week:		10/23/18	10/29/18	MTWTF--			2		\$125.00	0.00					
6	WVBT	10/16/18	10/29/18	M-F 10-11a M-F 10-11a	CM	10-11a	MTWTF--	:30	1	\$50.00	P2	0.00	NM	2	\$100.00
Rachael Ray															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/16/18	10/22/18	MTWTF--			1		\$50.00	0.00					
Week:		10/23/18	10/29/18	MTWTF--			1		\$50.00	0.00					
7	WVBT	10/16/18	10/29/18	M-F 11a-12p M-F 11a-12p	CM	11a-12p	MTWTF--	:30	1	\$50.00	P2	0.00	NM	2	\$100.00
Pickler & Ben															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/16/18	10/22/18	MTWTF--			1		\$50.00	0.00					
Week:		10/23/18	10/29/18	MTWTF--			1		\$50.00	0.00					
8	WVBT	10/16/18	10/29/18	M-F 12-1p M-F 12-1p	CM	12-1p	MTWTF--	:30	1	\$50.00	P2	0.00	NM	2	\$100.00
The Doctors															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/16/18	10/22/18	MTWTF--			1		\$50.00	0.00					
Week:		10/23/18	10/29/18	MTWTF--			1		\$50.00	0.00					
9	WVBT	10/16/18	10/29/18	M-F 1-2p M-F 1-2p	CM	1-2p	MTWTF--	:30	1	\$50.00	P2	0.00	NM	2	\$100.00
Dr Oz															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/16/18	10/22/18	MTWTF--			1		\$50.00	0.00					
Week:		10/23/18	10/29/18	MTWTF--			1		\$50.00	0.00					
10	WVBT	10/16/18	10/29/18	Hampton Roads Show Hampton Roads Show	CM	2-3p	MTWTF--	:30	1	\$50.00	P2	0.00	NM	2	\$100.00
Hampton Roads Show															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/16/18	10/22/18	MTWTF--			1		\$50.00	0.00					
Week:		10/23/18	10/29/18	MTWTF--			1		\$50.00	0.00					
11	WVBT	10/16/18	10/29/18	M-F 3-4p M-F 3-4p	CM	3-4p	MTWTF--	:30	1	\$50.00	P2	0.00	NM	2	\$100.00
Millionaire x 2															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/16/18	10/22/18	MTWTF--			1		\$50.00	0.00					

WVBT Norfolk

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WVBT Norfolk

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N19	WVBT	10/16/18	10/29/18	M-F 11p-12a M-F 11p-12a	CM	M-F 11p-12a	MTWTF--	:30	1	\$65.00	P3	0.00	NM	1	\$65.00
ET/Extra															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:	10/16/18	10/22/18	MTWTF--		1	\$65.00	0.00								
Week:	10/23/18	10/29/18	MTWTF--		1	\$65.00	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>		
2	WVBT	10/23/18-10/29/18	M-F 11p-12a		M-F 11p-12a		MTWThF----	:30		(\$65.00)		0.00	NM		
Credited [No MG needed]															
20	WVBT	10/16/18	10/29/18	M-F 12-1a M-F 12-1a	CM	12-1a	MTWTF--	:30	1	\$50.00	P3	0.00	NM	2	\$100.00
TMZ Live															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:	10/16/18	10/22/18	MTWTF--		1	\$50.00	0.00								
Week:	10/23/18	10/29/18	MTWTF--		1	\$50.00	0.00								
21	WVBT	10/16/18	10/29/18	M-F 1-2a M-F 1-2a	CM	1-2a	MTWTF--	:30	1	\$25.00	P3	0.00	NM	2	\$50.00
Dish Nation/The Game															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:	10/16/18	10/22/18	MTWTF--		1	\$25.00	0.00								
Week:	10/23/18	10/29/18	MTWTF--		1	\$25.00	0.00								
22	WVBT	10/20/18	10/27/18	Sat 11p-12a Sat 11p-12a	CM	11p-12a	-----S-	:30	1	\$50.00	P3	0.00	NM	2	\$100.00
Fox Sat Late Fringe															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:	10/15/18	10/21/18	-----S-		1	\$50.00	0.00								
Week:	10/22/18	10/28/18	-----S-		1	\$50.00	0.00								
23	WVBT	10/20/18	10/27/18	Sa 12-1x Sa 12-1x	CM	12-1am	-----S-	:30	1	\$35.00	P3	0.00	NM	2	\$70.00
Extra Weekend															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:	10/15/18	10/21/18	-----S-		1	\$35.00	0.00								
Week:	10/22/18	10/28/18	-----S-		1	\$35.00	0.00								
N24	WVBT	10/20/18	10/27/18	Sa 1-2a Sa 1-2a	CM	1-2a	-----S-	:30	1	\$25.00	P2	0.00	NM	1	\$25.00
TMZ Weekend															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:	10/15/18	10/21/18	-----S-		1	\$25.00	0.00								
Week:	10/22/18	10/28/18	-----S-		1	\$25.00	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>		
2	WVBT	10/22/18-10/28/18	Sa 1-2a		1-2a		-----Sa--	:30		(\$25.00)		0.00	NM		
Credited [No MG needed]															
25	WVBT	10/21/18	10/28/18	Su 5-530a Su 5-530a	CM	5-530a	-----S	:30	1	\$15.00	P2	0.00	NM	2	\$30.00
American Latino															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:	10/15/18	10/21/18	-----S		1	\$15.00	0.00								
Week:	10/22/18	10/28/18	-----S		1	\$15.00	0.00								
26	WVBT	10/21/18	10/28/18	Su 530-6a Su 530-6a	CM	530-6a	-----S	:30	1	\$15.00	P2	0.00	NM	2	\$30.00
Latination															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:	10/15/18	10/21/18	-----S		1	\$15.00	0.00								
Week:	10/22/18	10/28/18	-----S		1	\$15.00	0.00								
27	WVBT	10/21/18	10/28/18	PP Su 630-7a PP Su 630-7a	CM	630-7a	-----S	:30	1	\$15.00	P2	0.00	NM	2	\$30.00
Raw Travel															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:	10/15/18	10/21/18	-----S		1	\$15.00	0.00								
Week:	10/22/18	10/28/18	-----S		1	\$15.00	0.00								

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WVBT Norfolk

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/22/18	10/28/18	-----S			1		\$15.00	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>		
2	WVBT	10/22/18-10/28/18		Su 6-7am		6-7a	(6:30 AM-7:00 AM)-----Su	:30		\$15.00		0.00	NM		
28	WVBT	10/21/18	10/28/18	FOX News Sunday	CM	Fox News Sunday	-----S	:30	1	\$60.00	P2	0.00	NM	2	\$120.00
				Fox News Sunday											
				FOX News Sunday											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/15/18	10/21/18	-----S			1		\$60.00	0.00					
Week:		10/22/18	10/28/18	-----S			1		\$60.00	0.00					
29	WVBT	10/21/18	10/28/18	Su 1045-11p	CM	1045-11p	-----S	:30	1	\$265.00	P1	0.00	NM	2	\$530.00
				Su 1045-11p											
				Sports Wrap											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/15/18	10/21/18	-----S			1		\$265.00	0.00					
Week:		10/22/18	10/28/18	-----S			1		\$265.00	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>		
2	WVBT	10/22/18-10/28/18		Su 1045-11p		1045-11p	-----Su	:30		(\$265.00)		0.00	NM		
				See MG 29.3											
				[Program Change]											
3	WVBT	10/22/18-10/28/18		Late News (After Sports)		Late News (after 5	---Th----	:30		\$265.00		0.00	NM		
				Ⓜ MG for 29.2 10/28											
				[Makegood]											
30	WVBT	10/21/18	10/28/18	Su 11p-12a	CM	11p-12a	-----S	:30	1	\$100.00	P3	0.00	NM	2	\$200.00
				Su 11p-12a											
				(11:00 PM-11:30 PM)											
				Outdoorsman											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/15/18	10/21/18	-----S			1		\$100.00	0.00					
Week:		10/22/18	10/28/18	-----S			1		\$100.00	0.00					
31	WVBT	10/21/18	10/28/18	FOX NFL Sunday Wrap-up	CM	FOX NFL Sunday	-----S	:30	1	\$100.00	P3	0.00	NM	2	\$200.00
				FOX NFL Sunday Wrap-up											
				NFL Wrap											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/15/18	10/21/18	-----S			1		\$100.00	0.00					
Week:		10/22/18	10/28/18	-----S			1		\$100.00	0.00					
32	WVBT	10/21/18	10/28/18	Su 1230-130a	CM	1230-130a	-----S	:30	1	\$50.00	P3	0.00	NM	2	\$100.00
				Su 1230-130a											
				Am Ninja											
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>	<u>Rating</u>					
Week:		10/15/18	10/21/18	-----S			1		\$50.00	0.00					
Week:		10/22/18	10/28/18	-----S			1		\$50.00	0.00					
													Totals	69	\$12,210.00