

**CONTRACT**

**KOAT**  
**3801 Carlisle Blvd. NE**  
**Albuquerque, NM 87107**  
**(505)884-7777**

[www.koat.com](http://www.koat.com)

And:

**McKenna Media Group**  
**Attention: Michele Certo**  
**1322 G STREET, SE**  
**WASHINGTON, DC 20003**

<u>Contract / Revision</u> 1799930 /		<u>Alt Order #</u> 09278093
<u>Product</u> Candidate		
<u>Contract Dates</u> 10/05/18 - 10/15/18		<u>Estimate #</u> 6065 DEB HAALAND C
<u>Advertiser</u> Haaland/D/Congress		<u>Original Date / Revision</u> 10/12/18 / 10/12/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> KOAT	<u>Account Executive</u> Mary Tricoli	<u>Sales Office</u> HRP-Philadelph
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Code</u>	<u>Advertiser Code</u> 882	<u>Product 1/2</u> 915
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 24	KOAT	10/10/18	10/10/18	DR OZ DAY	11A-12P		:30			P-5		NM	2	\$80.00
Class of Time - Pre-emptible with notice														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		10/08/18	10/14/18	--1----				1	\$80.00					
<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>Type</u>		
1	KOAT	10/08/18-10/14/18		DR OZ DAY	11A-12P	---W-----	:30		<del>\$80.00</del>			NM		
See MG 24.2, 24.3														
2	KOAT	10/14/18-10/14/18		CASTLE SAT LF	SU 1130-1230a	-----Su	:30		\$50.00			NM		
(M) MG for 24.1 10/10														
3	KOAT	10/14/18-10/14/18		CASTLE SUN LF	Sun 1230-130xm	-----Su	:30		\$30.00			NM		
(M) MG for 24.1 10/10														
Totals									0.00				83	\$22,215.00

\*Tax 1 Note: New Mexico Tax Rate 7.875%.

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount	*Tax 1	Total
10/01/18 - 10/15/18	83	\$22,215.00	(\$3,332.25)	\$18,882.75	\$1,487.02	\$20,369.77
<b>Totals</b>	83	\$22,215.00	(\$3,332.25)	\$18,882.75	\$1,487.02	\$20,369.77

**Signature: \_\_\_\_\_ Date: \_\_\_\_\_**

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

This contract is subject to the Standard Terms and Conditions for Purchase of Broadcast Advertising, which can be reviewed at the following URL: [www.hearst.com/newsroom/hearst-television-advertising-sales](http://www.hearst.com/newsroom/hearst-television-advertising-sales)

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, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

Station, and its parent company, 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. Advertiser hereby represents and warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.

REP HEADLINE# 9278093 TRF# 1799930  
\$\$\$ MOD# 4: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100  
CREDIT ADVISORY: AGENCY  
ORDER WORKSHEET

FAX# 610-225-1191  
CREDIT RISK !!!  
HARRIS REPORT FROM REP  
OCT12/18 11.42  
\*\*\*CHANGES\*\*\* \*\* KOAT-TV \*\*\*

ADV # ADV. NAME POLI/D HAALAND/D/CON/NM  
AGY # AGY. NAME MCKENNA MEDIA  
1322 G ST. SE  
WASHINGTON, DC 20003

REP. # OFF. # SALESMAN #  
BUYER NAME MICHELLE CERTO  
SALES PRSN PH- MARY TRICOLI

ORDER # CONTRACT # 9278093 CLASS: NATL. LOCAL REGIONAL

PRDCT DEB HAALAND CONGRESS EST#6065 COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES OCT5/18 OCT15/18 WK-2

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE OCT12/18 11.42

REP: MS APPLIED - MKGD ON LN 91-92  
TOTAL IS \$22,215  
PLEASE CONFIRM  
THANKS EMILY

STA:

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
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AGENCY ADVERTISER CODE = 882 AGENCY EST# = 6065  
AGENCY PRODUCT CODE = 915

24	S		1100A-1200N	30		\$80.00	10/10	10/10	0		WED	0
PROGRAM : DR. OZ<												
CON COM1: DR. OZ<												
91	A		1130P-1230A	30		\$50.00	10/14	10/14	1		SUN	1
PROGRAM : CASTLE												
ORD COM1: SPOT WAS PRE'D DUE TO SPEC REPORT. PLS RESOLVE ASAP												
THIS IS A MAKE-GOOD FOR OCT10 ON LINE-24 FOR 1 SPOT/WK												

REP HEADLINE# 9278093 TRF# 1799930  
\$\$\$ MOD# 4: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100 FAX# 610-225-1191  
CREDIT ADVISORY: AGENCY CREDIT RISK !!  
ORDER WORKSHEET HARRIS REPORT FROM REP

OCT12/18 11.42  
\*\*\* CHANGES \*\*\* \*\* KOAT-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
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92	A		1230A-130A	30		\$30.00	10/14	10/14	1		SUN	1
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PROGRAM : CASTLE

ORD COM1: SPOT WAS PRE'D DUE TO SPEC REPORT. PLS RESOLVE ASAP  
PART OF A MAKEGOOD MADE UP OF LINES 91-92

STATION MAKEGOOD OFFERS:

M5	OK'D	BUY#24	MISSED:WED/1100A-1200N	OCT10	30S	\$80.00						(OCT12/18)
			OFFER:SUN/1130P-1230A	OCT14	30S	\$50.00						PLS ADVISE.
			& SUN/1230A-130A	OCT14	30S	\$30.00						

CMT:SPOT WAS PRE'D DUE TO SPEC REPORT. PLS RESOLVE ASAP

OCT/18 22215.00

CONTRACT TOTAL 22215.00  
TOTAL SPOTS 83

MARKET TOTALS \$71,661 KOAT 31% KRQE 37% KOB 23% KWBQ 0% KASA 9% KASY 0% CABL 0%

SVC- NSI  
DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
P-CLASS,PLAN,SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE

REP HEADLINE# 9278093 TRF# 1799930 REP: TEL# 610-293-4100 FAX# 610-225-1191  
\$\$\$ MOD# 4: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!  
ORDER WORKSHEET HARRIS REPORT FROM STATION OCT12/18 09.14  
\*\*\* KOAT-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/D HAALAND/D/CON/NM REP. # \_\_\_\_\_ OFF. # \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
AGY # \_\_\_\_\_ AGY. NAME MCKENNA MEDIA BUYER NAME MICHELE CERTO

1322 G ST. SE SALES PRSN PH- MARY TRICOLI  
WASHINGTON, DC 20003

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FLIGHT DATES OCT5/18 OCT15/18 WK-2

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE OCT12/18 09.14

STA: \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

STATION MAKEGOOD OFFERS:

M5 UNRESL BUY#24	MISSED:WED/1100A-1200N	OCT10	30S	\$80.00	(OCT12/18)
	OFFER:SUN/1130P-1230A	OCT14	30S	\$50.00	PLS ADVISE.
	& SUN/1230A-130A	OCT14	30S	\$30.00	
	CMT:SPOT WAS PRE'D DUE TO SPEC REPORT. PLS RESOLVE ASAP				

CONTRACT TOTAL 22215.00  
TOTAL SPOTS 82