



WTKR-TV
720 Boush Street
Norfolk, VA 23510-1583
(757)446-1000

www.wtkr.com

CONTRACT

And:

Crossroads Media, LLC.
66 Canal Center Plaza
Suite 555
Alexandria, VA 22314

Contract / Revision 584895 /		Alt Order # 07914268
Product American Crossroads		
Contract Dates 10/24/12 - 10/30/12		Estimate # 11/27/1257
Advertiser American Crossroads		Original Date / Revision 10/19/12 / 10/19/12
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Station WTKR	Account Executive Jamie Andrus	Sales Office Washington, D.C.
Special Handling Do Not Mail		
Demographic Adults 35+		
IDB# 8433	Advertiser Code 11	Product Code 27
Agency Ref		Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
√ 1	3	10/24/12	10/26/12	Newschannel 3 News	6-7am		:30			NM	3	\$3,555.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	--WTF--				3	\$1,185.00			
√ 2	3	10/29/12	10/30/12	Newschannel 3 News	6-7am		:30			NM	2	\$2,370.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MT-----				2	\$1,185.00			
√ 3	3	10/28/12	10/28/12	CBS Sunday Morning	9-1030am		:30			NM	1	\$2,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S				1	\$2,010.00			
√ 4	3	10/28/12	10/28/12	Face the Nation	1030-11am		:30			NM	1	\$2,345.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	-----S				1	\$2,345.00			
√ 5	3	10/24/12	10/26/12	Let's Make A Deal 9am	9-10am		:30			NM	3	\$5,025.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	--WTF--				3	\$1,675.00			
√ 6	3	10/29/12	10/30/12	Let's Make A Deal 9am	9-10am		:30			NM	2	\$3,350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MT-----				2	\$1,675.00			
√ 7	3	10/24/12	10/26/12	Price Is Right	11am-12n		:30			NM	3	\$5,025.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	--WTF--				3	\$1,675.00			
√ 8	3	10/29/12	10/30/12	Price Is Right	11am-12n		:30			NM	2	\$3,350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MT-----				2	\$1,675.00			
√ 9	3	10/24/12	10/26/12	Newschannel 3 News	12n-1230pm		:30			NM	3	\$4,035.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	--WTF--				3	\$1,345.00			
√ 10	3	10/29/12	10/30/12	Newschannel 3 News	12n-1230pm		:30			NM	2	\$2,690.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MT-----				2	\$1,345.00			
√ 11	3	10/24/12	10/26/12	CBS Daytime	1228-3pm		:30			NM	3	\$4,035.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	--WTF--				3	\$1,345.00			

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

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Contract / Revision	Alt Order #
584895 /	07914268

Contract Dates	Product	Estimate #
10/24/12 - 10/30/12	American Crossroads	11/27/1257

Advertiser	Original Date / Revision
American Crossroads	10/19/12 / 10/19/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 12	3	10/29/12	10/30/12	CBS Daytime	1228-3pm		:30			NM	2	\$2,690.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	MT-----				2	\$1,345.00			
V 13	3	10/24/12	10/26/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	3	\$3,030.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	--WTF--				3	\$1,010.00			
V 14	3	10/29/12	10/30/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	2	\$2,020.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	MT-----				2	\$1,010.00			
V 15	3	10/24/12	10/26/12	Newschannel 3 News	5-530pm		:30			NM	3	\$4,035.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	--WTF--				3	\$1,345.00			
V 16	3	10/29/12	10/30/12	Newschannel 3 News	5-530pm		:30			NM	2	\$2,690.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	MT-----				2	\$1,345.00			
V 17	3	10/24/12	10/26/12	Newschannel 3 News	530-6pm		:30			NM	3	\$4,560.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	--WTF--				3	\$1,520.00			
V 18	3	10/29/12	10/30/12	Newschannel 3 News	530-6pm		:30			NM	2	\$3,040.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	MT-----				2	\$1,520.00			
V 19	3	10/28/12	10/28/12	Newschannel 3 News	630-7pm		:30			NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S				1	\$600.00			
V 20	3	10/24/12	10/26/12	The Insider	730p-8pm		:30			NM	3	\$6,030.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	--WTF--				3	\$2,010.00			
V 21	3	10/29/12	10/30/12	The Insider	730p-8pm		:30			NM	2	\$4,020.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	MT-----				2	\$2,010.00			
V 22	3	10/27/12	10/27/12	730-8pm	730-8pm		:30			NM	1	\$340.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S-				1	\$340.00			
V 23	3	10/25/12	10/25/12	Thursday Prime	10-11pm		:30			NM	1	\$6,035.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	---T---				1	\$6,035.00			
V 24	3	10/28/12	10/28/12	Sunday Prime	7-8pm		:30			NM	1	\$13,770.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S				1	\$13,770.00			
V 25	3	10/27/12	10/27/12	Late News (Sa-Su)	11-1135p		:30			NM	1	\$2,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	-----S-				1	\$2,050.00			
V 26	3	10/24/12	10/26/12	Late Night with David Letterman	1135pm-1237am		:30			NM	3	\$2,070.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/22/12	10/28/12	--WTF--				3	\$690.00			
V 27	3	10/29/12	10/30/12	Late Night with David Letterman	1135pm-1237am		:30			NM	2	\$1,380.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/29/12	11/04/12	MT-----				2	\$690.00			
V 28	3	10/24/12	10/26/12	Late Late Show w/Craig Ferg	1237-139am		:30			NM	3	\$660.00

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<u>Advertiser</u>	<u>Original Date / Revision</u>
American Crossroads	10/19/12 / 10/19/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals SpotsAmount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/22/12	10/28/12	--WTF--				3	\$220.00			
N 29 3		10/29/12	10/30/12	Late Late Show w/Craig Ferg	1237-139am		:30			NM	2	\$440.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	MT-----				2	\$220.00			
Totals											62	\$97,250.00

Time Period	# of Spots	Gross Amount	Net Amount
10/01/12 - 10/28/12	40	\$69,210.00	\$58,828.50
10/29/12 - 10/30/12	22	\$28,040.00	\$23,834.00
Totals	62	\$97,250.00	\$82,662.50

Signature: _____ **Date:** _____

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