

# CONTRACT



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

www.wtkr.com

<u>Contract / Revision</u>	<u>Alt Order #</u>
559641 /	07888660

<u>Product</u>	
American Crossroads	
<u>Contract Dates</u>	<u>Estimate #</u>
10/02/12 - 10/08/12	11/27/692
<u>Advertiser</u>	
American Crossroads	
<u>Original Date / Revision</u>	
10/30/12 / 10/30/12	

And:

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

<u>Billing Cycle</u>	<u>Billing Calendar</u>	<u>Cash/Trade</u>
EOM/EOC	Broadcast	Cash
<u>Station</u>	<u>Account Executive</u>	<u>Sales Office</u>
WTKR	Jamie Andrus	Washington, D.C.
<u>Special Handling</u>		
Do Not Mail		
<u>Demographic</u>		
Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
8433	11	27
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	3	10/02/12	10/07/12	NewsChannel 3 News	5-6am		:30			NM	4	\$1,940.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-1111--				4	\$485.00			
2	3	10/08/12	10/08/12	NewsChannel 3 News	5-6am		:30			NM	1	\$485.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$485.00			
3	3	10/02/12	10/07/12	NewsChannel 3 News	6-7am		:30			NM	4	\$2,520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-1111--				4	\$630.00			
4	3	10/08/12	10/08/12	NewsChannel 3 News	6-7am		:30			NM	1	\$630.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$630.00			
5	3	10/02/12	10/07/12	CBS This Morning	7-9a		:30			NM	4	\$840.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-TWTF--				4	\$210.00			
6	3	10/08/12	10/08/12	CBS This Morning	7-9a		:30			NM	1	\$210.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$210.00			
7	3	10/06/12	10/06/12	Early Show Saturday	9-11am		:30			NM	1	\$155.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S-				1	\$155.00			
8	3	10/07/12	10/07/12	CBS Sunday Morning	9-1030am		:30			NM	1	\$1,035.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S				1	\$1,035.00			
E 9	3	10/07/12	10/07/12	Face the Nation	1030-11am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S				1	\$1,245.00			
	<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	3	10/01/12-10/07/12	Face the Nation	1030-11am	-----S	:30		\$1,245.00	NM		
	Credited											
E 10	3	10/02/12	10/07/12	Price Is Right	11am-12n		:30			NM	2	\$1,260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-1111--				4	\$630.00			

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

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10/02/12 - 10/08/12	American Crossroads	11/27/692

<u>Advertiser</u>	<u>Original Date / Revision</u>
American Crossroads	10/30/12 / 10/30/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
2	3	10/01/12-10/07/12		Price Is Right	11am-12n	-TuWThF----	:30		\$630.00	NM		
				Credited								
3	3	10/01/12-10/07/12		Price Is Right	11am-12n	-TuWThF----	:30		\$630.00	NM		
				Credited								
11	3	10/08/12	10/08/12	Price Is Right	11am-12n		:30			NM	1	\$630.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/08/12	10/14/12	M-----	1			\$630.00				
12	3	10/02/12	10/07/12	Newschannel 3 News	12n-1230pm		:30			NM	4	\$1,680.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/01/12	10/07/12	-1111--	4			\$420.00				
13	3	10/08/12	10/08/12	Newschannel 3 News	12n-1230pm		:30			NM	1	\$420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/08/12	10/14/12	M-----	1			\$420.00				
14	3	10/02/12	10/07/12	Ellen Degeneres 3pm	3-4pm		:30			NM	4	\$1,680.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/01/12	10/07/12	-1111--	4			\$420.00				
15	3	10/08/12	10/08/12	Ellen Degeneres 3pm	3-4pm		:30			NM	1	\$420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/08/12	10/14/12	M-----	1			\$420.00				
16	3	10/02/12	10/07/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	4	\$2,120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/01/12	10/07/12	-1111--	4			\$530.00				
17	3	10/08/12	10/08/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	1	\$530.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/08/12	10/14/12	M-----	1			\$530.00				
18	3	10/02/12	10/07/12	Newschannel 3 News	5-530pm		:30			NM	4	\$2,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/01/12	10/07/12	-1111--	4			\$550.00				
19	3	10/08/12	10/08/12	Newschannel 3 News	5-530pm		:30			NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/08/12	10/14/12	M-----	1			\$550.00				
20	3	10/02/12	10/07/12	Newschannel 3 News	530-6pm		:30			NM	4	\$2,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/01/12	10/07/12	-1111--	4			\$550.00				
21	3	10/08/12	10/08/12	Newschannel 3 News	530-6pm		:30			NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/08/12	10/14/12	M-----	1			\$550.00				
22	3	10/02/12	10/07/12	Newschannel 3 News	6-630pm		:30			NM	4	\$3,360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/01/12	10/07/12	-1111--	4			\$840.00				
23	3	10/08/12	10/08/12	Newschannel 3 News	6-630pm		:30			NM	1	\$840.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/08/12	10/14/12	M-----	1			\$840.00				
24	3	10/02/12	10/07/12	7-730pm	7-730pm		:30			NM	4	\$3,360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/01/12	10/07/12	-1111--	4			\$840.00				
25	3	10/08/12	10/08/12	7-730pm	7-730pm		:30			NM	1	\$840.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>				
Week:		10/08/12	10/14/12	M-----	1			\$840.00				

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American Crossroads	10/30/12 / 10/30/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
26	3	10/02/12	10/07/12	M-F 730-8pm	730p-8pm		:30			NM	4	\$3,360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-TWTF--				4	\$840.00			
27	3	10/08/12	10/08/12	M-F 730-8pm	730p-8pm		:30			NM	1	\$840.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$840.00			
28	3	10/07/12	10/07/12	Sunday Prime	7-8pm		:30			NM	1	\$4,705.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S				1	\$4,705.00			
29	3	10/02/12	10/07/12	Late News (M-F)	11-1135p		:30			NM	4	\$5,020.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-1111--				4	\$1,255.00			
30	3	10/08/12	10/08/12	Late News (M-F)	11-1135p		:30			NM	1	\$1,255.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$1,255.00			
31	3	10/06/12	10/06/12	Late News (Sa-Su)	11-1135p		:30			NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S-				1	\$950.00			
32	3	10/07/12	10/07/12	Late News (Sa-Su)	11-1135p		:30			NM	1	\$950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S				1	\$950.00			
33	3	10/02/12	10/07/12	Late Night with David Letterm	1135pm-1237am		:30			NM	4	\$1,940.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-1111--				4	\$485.00			
34	3	10/08/12	10/08/12	Late Night with David Letterm	1135pm-1237am		:30			NM	1	\$485.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/08/12	10/14/12	M-----				1	\$485.00			
35	3	10/06/12	10/06/12	Redskins Overnight	1135-1235xm		:30			NM	1	\$110.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S-				1	\$110.00			
36	3	10/07/12	10/07/12	1135pm-1205am	1135pm-1205am		:30			NM	1	\$320.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S				1	\$320.00			
37	3	10/02/12	10/07/12	NCAA Football	330-7p		:30			NM	1	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S-				1	\$750.00			
D 38	3	10/02/12	10/07/12	NFL Today	Various		:30			NM	0	\$0.00
39	3	10/07/12	10/07/12	NFL Football (Early)	1-4p		:30			NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S				1	\$4,000.00			
40	3	10/06/12	10/06/12	NCAA Football	12-3p		:30			NM	2	\$3,990.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/01/12	10/07/12	-----S-				2	\$1,995.00			
<b>Totals</b>											<b>79</b>	<b>\$59,130.00</b>

Time Period	# of Spots	Gross Amount	Net Amount
10/01/12 -10/08/12	79	\$59,130.00	\$50,260.50
<b>Totals</b>	<b>79</b>	<b>\$59,130.00</b>	<b>\$50,260.50</b>

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