



**WAAI-FM**  
**1729 N. Salisbury Blvd**  
**Salisbury, MD 21801**  
**(410) 749-1111**

www.wdoc.com

And:

**SPM Strategies, LLC**  
**Attention: Sean Murphy**  
**5612 Herberts Crossing Drive**  
**Burke, VA 22015**

# CONTRACT

|  |   |  |                           |
|--|---|--|---------------------------|
| <b>Contract / Revision</b><br>36004 /          |   | <b>Alt Order #</b>                                     |                           |
| <b>Advertiser</b><br>Johnny Mautz              |   | <b>Original Date / Revision</b><br>10/19/22 / 10/19/22 |                           |
| <b>Contract Dates</b><br>10/21/22 - 11/08/22   |   | <b>Estimate #</b>                                      |                           |
| <b>Product</b><br>Mautz Political General 2022 |   |  |                           |
| <b>Order Brand</b>                             | <b>Billing Cycle</b><br>EOM/EOC               | <b>Billing Calendar</b><br>Broadcast                   | <b>Cash/Trade</b><br>Cash |
| <b>Property</b><br>WAAI-FM                     | <b>Account Executive</b><br>Sharon Harrington | <b>Sales Office</b><br>Regional Sales                  |                           |
| <b>Special Handling</b>                        |   |  |                           |
| <b>Demographic</b><br>Households               |   |  |                           |
| <b>Agency Code</b>                             | <b>Advertiser Code</b>                        | <b>Product 1/2</b>                                     |                           |
| <b>Agency Ref</b>                              |   | <b>Advertiser Ref</b>                                  |                           |

*political candidate*  
*Classi*

| *Line         | Ch    | Start Date        | End Date        | Description     | Start/End Time   | Days | Length | Spots/Week        | Rate        | Type | Spots     | Amount          |
|---------------|-------|-------------------|-----------------|-----------------|------------------|------|--------|-------------------|-------------|------|-----------|-----------------|
| N 1           | 100.9 | 10/21/22          | 11/08/22        | M-F AM Drive    | 6:00 AM-10:00 AM |      | :30    |                   |             | NM   | 28        | \$280.00        |
|               |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> |                  |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |       | 10/17/22          | 10/23/22        | ----F--         |                  |      |        | 2                 | \$10.00     |      |           |                 |
| Week:         |       | 10/24/22          | 10/30/22        | MTWTF--         |                  |      |        | 10                | \$10.00     |      |           |                 |
| Week:         |       | 10/31/22          | 11/06/22        | MTWTF--         |                  |      |        | 10                | \$10.00     |      |           |                 |
| Week:         |       | 11/07/22          | 11/13/22        | MT-----         |                  |      |        | 6                 | \$10.00     |      |           |                 |
| N 2           | 100.9 | 10/21/22          | 11/08/22        | M-F Midday      | 10:00 AM-3:00 PM |      | :30    |                   |             | NM   | 19        | \$190.00        |
|               |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> |                  |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |       | 10/17/22          | 10/23/22        | ----F--         |                  |      |        | 2                 | \$10.00     |      |           |                 |
| Week:         |       | 10/24/22          | 10/30/22        | MTWTF--         |                  |      |        | 5                 | \$10.00     |      |           |                 |
| Week:         |       | 10/31/22          | 11/06/22        | MTWTF--         |                  |      |        | 10                | \$10.00     |      |           |                 |
| Week:         |       | 11/07/22          | 11/13/22        | M-----          |                  |      |        | 2                 | \$10.00     |      |           |                 |
| N 3           | 100.9 | 10/21/22          | 11/08/22        | M-F Drive       | 3:00 PM-7:00 PM  |      | :30    |                   |             | NM   | 19        | \$190.00        |
|               |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> |                  |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |       | 10/17/22          | 10/23/22        | ----F--         |                  |      |        | 2                 | \$10.00     |      |           |                 |
| Week:         |       | 10/24/22          | 10/30/22        | MTWTF--         |                  |      |        | 5                 | \$10.00     |      |           |                 |
| Week:         |       | 10/31/22          | 11/06/22        | MTWTF--         |                  |      |        | 10                | \$10.00     |      |           |                 |
| Week:         |       | 11/07/22          | 11/13/22        | M-----          |                  |      |        | 2                 | \$10.00     |      |           |                 |
| N 4           | 100.9 | 10/21/22          | 11/06/22        | Sa-Su Midday    | 10:00 AM-3:00 PM |      | :30    |                   |             | NM   | 9         | \$63.00         |
|               |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> |                  |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |       | 10/17/22          | 10/23/22        | -----S-         |                  |      |        | 3                 | \$7.00      |      |           |                 |
| Week:         |       | 10/24/22          | 10/30/22        | -----S-         |                  |      |        | 3                 | \$7.00      |      |           |                 |
| Week:         |       | 10/31/22          | 11/06/22        | -----S-         |                  |      |        | 3                 | \$7.00      |      |           |                 |
| N 5           | 100.9 | 10/21/22          | 11/06/22        | Sa-Su Midday    | 10:00 AM-3:00 PM |      | :30    |                   |             | NM   | 6         | \$42.00         |
|               |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> |                  |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |           |                 |
| Week:         |       | 10/17/22          | 10/23/22        | -----S          |                  |      |        | 2                 | \$7.00      |      |           |                 |
| Week:         |       | 10/24/22          | 10/30/22        | -----S          |                  |      |        | 2                 | \$7.00      |      |           |                 |
| Week:         |       | 10/31/22          | 11/06/22        | -----S          |                  |      |        | 2                 | \$7.00      |      |           |                 |
| <b>Totals</b> |       |                   |                 |                 |                  |      |        |                   |             |      | <b>81</b> | <b>\$765.00</b> |

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

This station 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, gender, or ethnicity. Advertiser hereby certifies that it is not buying broadcasting 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, gender, national origin, or ancestry. Station will bill monthly using Final Sunday Fiscal Month. Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay station the amount of any bills rendered by station within the time specified and until payment in full is received by station.



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| <u>Advertiser</u><br>Johnny Mautz            |   | <u>Original Date / Revision</u><br>10/19/22 / 10/19/22 |
| <u>Contract Dates</u><br>10/21/22 - 11/08/22 | <u>Product</u><br>Mautz Political General 2 | <u>Estimate #</u>                                      |

| Time Period         | # of Spots | Gross Amount    | Agency Comm.      | Net Amount      |
|---------------------|------------|-----------------|-------------------|-----------------|
| 09/26/22 - 10/30/22 | 36         | \$330.00        | (\$49.50)         | \$280.50        |
| 10/31/22 - 11/08/22 | 45         | \$435.00        | (\$65.25)         | \$369.75        |
| <b>Totals</b>       | <b>81</b>  | <b>\$765.00</b> | <b>(\$114.75)</b> | <b>\$650.25</b> |

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Candidate: Johnny Maulz  
Race: Maryland State Senate - District 37  
Address: 301 Lincoln Avenue / St. Michaels, MD 21683  
Telephone: 410-310-6665  
Email: [jmaulz@st Michaels.com](mailto:jmaulz@st Michaels.com)  
Length: 30 Seconds  
Station: WAAT-FM / 100.5

**Agency:** SPM Strategies, LLC  
**Address:** 6612 Herbotts Crossing Drive / Burke, VA 22015  
**Tel:** 202-422-2407  
**Contact:** Sean Murphy  
**email:** [sean@spmltd.com](mailto:sean@spmltd.com)

Sharon Harrington  
sharrington@worldnet.att.net  
443-860-8093

| Station: WAAL-FM / 100.5 |        |              |              |              |             |              |              |              |         |
|--------------------------|--------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|---------|
| Station                  | Time   | 10/17/22-Mon | 10/18/22-Tue | 10/19/22-Wed | 10/20/22-Th | 10/21/22-Fri | 10/22/22-Sat | 10/23/22-Sun | Total   |
|                          |        | Units        | Rate         | Units        | Rate        | Units        | Rate         | Units        | Cost    |
| WAAL-FM                  | 6A-10A | 2            | \$10.00      | 2            | \$10.00     | 2            | \$10.00      | 0            | \$7.00  |
| WAAL-FM                  | 10A-3P | 1            | \$10.00      | 1            | \$10.00     | 1            | \$10.00      | 2            | \$7.00  |
| WAAL-FM                  | 3P-7P  | 1            | \$10.00      | 1            | \$10.00     | 1            | \$10.00      | 0            | \$7.00  |
| WAAL-FM                  |        | 4            | \$40.00      | 4            | \$40.00     | 4            | \$40.00      | 2            | \$14.00 |
|                          |        |              |              |              |             |              |              |              | \$95.00 |

| Station | Time   | 10/24/22-Mon | 10/25/22-Tue | 10/26/22-Wed | 10/27/22-Th | 10/28/22-Fri | 10/29/22-Sat | 10/30/22-Sun | Total    |
|---------|--------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|----------|
|         |        | Units        | Rate         | Units        | Rate        | Units        | Rate         | Units        | Cost     |
| WAAL-FM | 6A-10A | 2            | \$10.00      | 2            | \$10.00     | 2            | \$10.00      | 0            | \$7.00   |
| WAAL-FM | 10A-3P | 1            | \$10.00      | 1            | \$10.00     | 1            | \$10.00      | 2            | \$7.00   |
| WAAL-FM | 3P-7P  | 1            | \$10.00      | 1            | \$10.00     | 1            | \$10.00      | 0            | \$7.00   |
| WAAL-FM |        | 4            | \$40.00      | 4            | \$40.00     | 4            | \$40.00      | 2            | \$14.00  |
|         |        |              |              |              |             |              |              |              | \$235.00 |

| Station | Time   | 10/31/22-Mon | 11/1/22-Tue | 11/2/22-Wed | 11/3/22-Th | 11/4/22-Fri | 11/5/22-Sat | 11/6/22-Sun | Total    |
|---------|--------|--------------|-------------|-------------|------------|-------------|-------------|-------------|----------|
|         |        | Units        | Rate        | Units       | Rate       | Units       | Rate        | Units       | Cost     |
| WAAL-FM | 6A-10A | 2            | \$10.00     | 2           | \$10.00    | 2           | \$10.00     | 0           | \$7.00   |
| WAAL-FM | 10A-3P | 2            | \$10.00     | 2           | \$10.00    | 2           | \$10.00     | 2           | \$7.00   |
| WAAL-FM | 3P-7P  | 2            | \$10.00     | 2           | \$10.00    | 2           | \$10.00     | 0           | \$7.00   |
| WAAL-FM |        | 6            | \$60.00     | 6           | \$60.00    | 6           | \$60.00     | 2           | \$14.00  |
|         |        |              |             |             |            |             |             |             | \$335.00 |

| Station | Time   | 11/7/22-Mon | 11/8/22-Tue |       |         |       |      |       |      | Total |          |
|---------|--------|-------------|-------------|-------|---------|-------|------|-------|------|-------|----------|
|         |        | Units       | Rate        | Units | Rate    | Units | Rate | Units | Rate | Units | Cost     |
| WAAL-FM | 6A-10A | 3           | \$10.00     | 3     | \$10.00 |       |      |       |      | 6     |          |
| WAAL-FM | 10A-3P | 2           | \$10.00     | 0     | \$10.00 |       |      |       |      | 2     |          |
| WAAL-FM | 3P-7P  | 2           | \$10.00     | 0     | \$10.00 |       |      |       |      | 2     |          |
| WAAL-FM |        | 7           | \$70.00     | 3     | \$30.00 |       |      |       |      | 10    | \$100.00 |

| Station | Time         | 11/14/22-Mon | 11/15/22-Tue | 11/16/22-Wed | 11/17/22-Th | 11/18/22-Fri | 11/19/22-Sat | 11/20/22-Sun | Total |
|---------|--------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|-------|
|         |              | Units        | Rate         | Units        | Rate        | Units        | Rate         | Units        | Cost  |
| WAAL-FM | M-F 6A-10A   | 26           | \$280.00     |              |             |              |              |              |       |
| WAAL-FM | M-F 10A-3P   | 34           | \$340.00     |              |             |              |              |              |       |
| WAAL-FM | M-F 3P-7P    | 19           | \$190.00     |              |             |              |              |              |       |
| WAAL-FM | SATSU 6A-10A | 0            | \$0.00       |              |             |              |              |              |       |
| WAAL-FM | SATSU 10A-3P | 0            | \$0.00       |              |             |              |              |              |       |
| WAAL-FM | SATSU 3P-7P  | 0            | \$0.00       |              |             |              |              |              |       |
| TOTALS  |              | 81           | \$810.00     |              |             |              |              |              |       |
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10.19.22

Order / Confirmation / Billing / Data

Student Name / 10/17/22

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# G: 765  
W: 1050.25