

**CONTRACT**

www.koat.com

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

And:

**Flexpoint Media**  
**Attention: Kegan Beran**  
**PO Box 1051**  
**New Albany, OH 43054**

<u>Contract / Revision</u> 1764294 /		<u>Alt Order #</u> 09133853
<u>Product</u>		
<u>Candidate</u>		
<u>Contract Dates</u> 06/26/18 - 07/02/18	<u>Estimate #</u> 196 STEVE PEARCE 36	
<u>Advertiser</u> Pearce/R/Governor		<u>Original Date / Revision</u> 06/29/18 / 06/29/18
<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 -Washington
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agv Code</u>	<u>Advertiser Code</u>	<u>Product 1/2</u>
<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 11	KOAT	07/02/18	07/02/18	DR OZ DAY	11A-12P		:30			P-6		NM	1	\$74.00
Class of Time- Immediately Pre-emptible No Makegood Required														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		07/02/18	07/08/18	1-----				1	\$74.00					
Totals									0.00				38	\$11,284.00

\*Tax 1 Note: New Mexico Tax Rate 7.5%.

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount	*Tax 1	Total
06/25/18 - 07/02/18	38	\$11,284.00	(\$1,692.60)	\$9,591.40	\$719.35	\$10,310.75
<b>Totals</b>	38	\$11,284.00	(\$1,692.60)	\$9,591.40	\$719.35	\$10,310.75

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

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# 9133853 TRF# 1764294  
\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

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

FAX# 610-225-1191  
HARRIS REPORT FROM REP  
\*\*\*CHANGES\*\*\* \*\* KOAT-TV \*\*\*

ADV # ADV. NAME POLI/S PEARCE/R/GOV/NM REP.# OFF.# SALESMAN #  
AGY # AGY. NAME FLEXPPOINT MEDIA BUYER NAME KEGAN BERAN

P.O. BOX 1051 SALES PRSN WA- MARY TRICOLI  
NEW ALBANY, OH 43054

ORDER # CONTRACT # 9133853 CLASS: NATL. LOCAL REGIONAL

PRDCT STEVE PEARCE 30S EST#196 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES JUN26/18 JUL2/18 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE JUN29/18 13.56

REP: M1 APPLIED - MKGD ON LN 21  
TOTAL IS \$11,284  
PLEASE CONFIRM  
THANKS EMILY

STA:

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
STEVE PEARCE FOR GOVERNOR

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
11	S		1100A-1200N	30		\$80.00	7/2	7/2	0		MON	0
PROGRAM : DR OZ												
21	A		1100A-1200N	30		\$74.00	7/2	7/2	1		MON	1
PROGRAM : DR OZ												
ORD COM1: REDUCED RATE BY \$6 TO COVER TAX INCREASE ON 7/1-7/2												
THIS IS A MAKE-GOOD FOR JUL2 ON LINE-11 FOR 1 SPOT/WK												

AGENCY ADVERTISER CODE =  
AGENCY PRODUCT CODE =  
AGENCY EST# = 196

REP HEADLINE# 9133853 TRF# 1764294  
\$\$\$ MOD# 0 : UNAPPROVED REV #1 \$\$\$

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

FAX# 610-225-1191  
JUN29/18 13.56  
\*\*\* 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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STATION MAKEGOOD OFFERS:

M1	OK'D	BUY#11	MISSED: MON/1100A-1200N				JUL2		30S	\$80.00	(JUN29/18)	
			OFFER: MON/1100A-1200N				JUL2		30S	\$74.00	PLS ADVISE.	
			CMT: REDUCED RATE BY \$6 TO COVER TAX INCREASE ON 7/1-7/2									

JUL/18			11284.00									
										CONTRACT TOTAL	11284.00	
										TOTAL SPOTS	38	

MARKET TOTALS \$26,255 KOAT 43% KROE 16% KOB 41% KWBQ 0% KASA 0% 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# 9133853 TRF# 1764294  
\$\$\$ MOD# 0: APPROVED REV #0 \$\$\$

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

FAX# 610-225-1191  
HARRIS REPORT FROM STATION JUN29/18 12.11  
\*\*\* KOAT-TV \*\*\*

ADV #	ADV. NAME	POLIT/S	PEARCE/R/GOV/NM	REP. #	OFF. #	SALESMAN #
AGY #	AGY. NAME	FLEXPPOINT	MEDIA	BUYER	NAME	KEGAN BERAN
		P.O. BOX	1051	SALES	PRSN	WA- MARY TRICOLI
		NEW ALBANY, OH	43054			
ORDER #		CONTRACT #	9133853	CLASS:	NATL.	LOCAL REGIONAL
PRDCT	STEVE PEARCE	30S	EST#196	COMMENTS:	(LINE, ORDER, INVOICE)	
FLIGHT DATES	JUN26/18	JUL2/18	WK-1			
CITY TAX		STATE TAX		CO-OP BILLING NEEDED		DATE JUN29/18 12.11

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

CON CM \*\*\*\*\*  
STEVE PEARCE FOR GOVERNOR  
STATION MAKEGOOD OFFERS:  
M1 UNRESL BUY#11 MISSED: MON/1100A-1200N JUL2 30S \$80.00 (JUN29/18)  
OFFER: MON/1100A-1200N JUL2 30S \$74.00 PLS ADVISE.  
CMT: REDUCED RATE BY \$6 TO COVER TAX INCREASE ON 7/1-7/2

CONTRACT TOTAL 11290.00  
TOTAL SPOTS 38