



WNEP-TV
16 Montage Mountain Rd
Moosic, PA 18507
(570) 346-7474

CONTRACT

<u>Contract / Revision</u> 364580 /		<u>Alt Order #</u> 08337358
<u>Product</u> AFSCME PEOPLE		
<u>Contract Dates</u> 08/16/16 - 08/22/16		<u>Estimate #</u> 5129
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 08/04/16 / 08/04/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WNEP-TV	<u>Account Executive</u> Teresa DiFuria	<u>Sales Office</u> NSO Philadelph
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 14573	<u>Advertiser Code</u> 194	<u>Product Code</u> 207
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

Waterfront Strategies
Attention: Mike Furman
3050 K Street NW
Suite 100
Washington, DC 20007

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	16	08/16/16	08/22/16	M-F 1p-2p	1:00 PM-2:00 PM		:30				NM	3	\$675.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				3	\$225.00	0.00			
N 2	16	08/16/16	08/22/16	M-F 1135p-1235a	11:35 PM-12:35 XM		:30				NM	5	\$1,150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				5	\$230.00	0.00			
N 3	16	08/16/16	08/22/16	M-F 11a-12p	11:00 AM-12:00 PM		:30				NM	5	\$2,875.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				5	\$575.00	0.00			
N 4	16	08/16/16	08/22/16	M-F 1230p-1p	12:30 PM-1:00 PM		:30				NM	4	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				4	\$225.00	0.00			
N 5	16	08/16/16	08/22/16	M-F 12p-1230p	12:00 PM-12:30 PM		:30				NM	3	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				3	\$300.00	0.00			
N 6	16	08/16/16	08/22/16	M-F 105a-205a	1:35 XM-2:05 XM		:30				NM	2	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				2	\$30.00	0.00			
N 7	16	08/16/16	08/22/16	M-F 3p-4p	3:00 PM-4:00 PM		:30				NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				2	\$100.00	0.00			
N 8	16	08/16/16	08/22/16	M-F 4p-430p	4:00 PM-4:30 PM		:30				NM	5	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				5	\$225.00	0.00			
N 9	16	08/16/16	08/22/16	M-F 430p-5p	4:30 PM-5:00 PM		:30				NM	5	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				5	\$225.00	0.00			
N 10	16	08/16/16	08/22/16	M-F 5a-530a	5:00 AM-5:30 AM		:30				NM	2	\$460.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				2	\$230.00	0.00			
N 11	16	08/16/16	08/22/16	M-F 5p-530p	5:00 PM-5:30 PM		:30				NM	4	\$2,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				4	\$650.00	0.00			
N 12	16	08/16/16	08/22/16	M-F 530a-6a	5:30 AM-6:00 AM		:30				NM	3	\$975.00

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

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<u>Contract / Revision</u> 364580 /		<u>Alt Order #</u> 08337358
<u>Contract Dates</u> 08/16/16 - 08/22/16	<u>Product</u> AFSCME PEOPLE	<u>Estimate #</u> 5129
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 08/04/16 / 08/04/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				3	\$325.00	0.00			
N 13	16	08/16/16	08/22/16	M-F 530p-6p	5:30 PM-6:00 PM		:30				NM	4	\$2,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				4	\$650.00	0.00			
N 14	16	08/16/16	08/22/16	M-F 6a-630a	6:00 AM-6:30 AM		:30				NM	3	\$1,725.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				3	\$575.00	0.00			
N 15	16	08/16/16	08/22/16	M-F 6p-630p	6:00 PM-6:30 PM		:30				NM	4	\$4,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				4	\$1,100.00	0.00			
N 16	16	08/16/16	08/22/16	M-F 630a-7a	6:30 AM-7:00 AM		:30				NM	3	\$1,950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				3	\$650.00	0.00			
N 17	16	08/16/16	08/22/16	M-F 7p-730p	7:00 PM-7:30 PM		:30				NM	4	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				4	\$450.00	0.00			
N 18	16	08/16/16	08/22/16	M-F 7a-9a	7:00 AM-9:00 AM		:30				NM	7	\$3,143.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				7	\$449.00	0.00			
N 19	16	08/16/16	08/22/16	M-F 730p-8p	7:30 PM-8:00 PM		:30				NM	5	\$2,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				5	\$425.00	0.00			
N 20	16	08/16/16	08/22/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	3	\$825.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				3	\$275.00	0.00			
N 21	16	08/22/16	08/22/16	Monday Prime Hour 1	8:00 PM-10:00 PM		:30				NM	1	\$1,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/22/16	08/28/16	1-----				1	\$1,250.00	0.00			
D 22	16	08/20/16	08/20/16	Sa 1130p-12a	11:30 PM-12:30 AM		:30				NM	0	\$0.00
N 23	16	08/20/16	08/20/16	Sa 5a-6a	5:00 AM-6:00 AM		:30				NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/15/16	08/21/16	-----1-				1	\$275.00	0.00			
N 24	16	08/20/16	08/20/16	Sa 6p-630p	6:00 PM-6:30 PM		:30				NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/15/16	08/21/16	-----1-				1	\$225.00	0.00			
N 25	16	08/20/16	08/20/16	Sa 6a-8a	6:00 AM-8:00 AM		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/15/16	08/21/16	-----1-				1	\$300.00	0.00			
N 26	16	08/20/16	08/20/16	Sa 7p-730p	7:00 PM-7:30 PM		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/15/16	08/21/16	-----1-				1	\$200.00	0.00			
N 27	16	08/20/16	08/20/16	Sa 8a-9a	8:00 AM-9:00 AM		:30				NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/15/16	08/21/16	-----1-				1	\$450.00	0.00			
N 28	16	08/21/16	08/21/16	Sunday Prime Hour 4	10:00 PM-11:00 PM		:30				NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/15/16	08/21/16	-----1				1	\$900.00	0.00			
N 29	16	08/21/16	08/21/16	Su 8a-9a	8:00 AM-9:00 AM		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/15/16	08/21/16	-----1				1	\$300.00	0.00			

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<u>Contract Dates</u> 08/16/16 - 08/22/16	<u>Product</u> AFSCME PEOPLE	<u>Estimate #</u> 5129
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 08/04/16 / 08/04/16

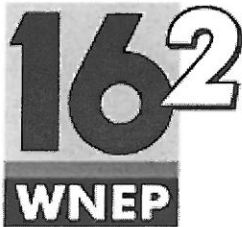
*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 30	16	08/21/16	08/21/16	Sunday Prime Hour 2	8:00 PM-9:00 PM		:30				NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 08/15/16	08/21/16	-----1				1	\$900.00	0.00			
N 31	16	08/21/16	08/21/16	Sunday Prime Hour 3	9:00 PM-10:00 PM		:30				NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 08/15/16	08/21/16	-----1				1	\$900.00	0.00			
N 32	16	08/18/16	08/18/16	Thursday Prime Hour 1	8:00 PM-9:00 PM		:30				NM	1	\$1,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 08/15/16	08/21/16	---1---				1	\$1,250.00	0.00			
N 33	16	08/18/16	08/18/16	Thursday Prime Hour 2	9:00 PM-10:00 PM		:30				NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 08/15/16	08/21/16	---1---				1	\$900.00	0.00			
N 34	16	08/16/16	08/22/16	M-Su 11p-1135p	11:00 PM-11:35 PM		:30				NM	5	\$2,745.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 08/16/16	08/22/16	MTWTFSS				5	\$549.00	0.00			
N 35	16	08/16/16	08/16/16	Tuesday Prime 2 HR	8:00 PM-10:00 PM		:30				NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 08/15/16	08/21/16	-1-----				1	\$700.00	0.00			
N 36	16	08/17/16	08/17/16	Wednesday Prime Hour 1	8:00 PM-9:00 PM		:30				NM	1	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 08/15/16	08/21/16	--1----				1	\$1,750.00	0.00			
N 37	16	08/16/16	08/19/16	M-F 430a-5a	430a-5a		:30				NM	2	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 08/15/16	08/21/16	-TWTF--				2	\$30.00	0.00			
Totals										0.00		97	\$44,718.00

Time Period	# of Spots	Gross Amount	Net Amount
08/01/16 - 08/22/16	97	\$44,718.00	\$38,010.30
Totals	97	\$44,718.00	\$38,010.30

Signature: _____ Date: _____

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CONTRACT

WNEP-ANTTV
16 Montage Mountain Rd
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(570) 346-7474

And:

Waterfront Strategies
3050 K Street NW
Suite 100
Washington, DC 20007

<u>Contract / Revision</u> 364595 /		<u>Alt Order #</u>
<u>Product</u> AFSCME People		
<u>Contract Dates</u> 08/16/16 - 08/22/16		<u>Estimate #</u> 5129 WNEP2 Combo
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 08/03/16 / 08/03/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WNEP-ANTTV	<u>Account Executive</u> Teresa DiFuria	<u>Sales Office</u> NSO Philadelph
<u>Special Handling</u>		
<u>Demographic</u> Adults 50+		
<u>IDB#</u> 14573	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	63	08/16/16	08/22/16	M-F 7a-9a	7a-9a		:30				NM	7	\$357.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTF--				7	\$51.00	0.00			
N 2	63	08/16/16	08/22/16	M-Su 10p-1030p	10p-1030p		:30				NM	5	\$380.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		08/16/16	08/22/16	MTWTFSS				5	\$76.00	0.00			
Totals										0.00		12	\$737.00

Time Period	# of Spots	Gross Amount	Net Amount
08/01/16 - 08/22/16	12	\$737.00	\$626.45
Totals	12	\$737.00	\$626.45

Signature: _____ **Date:** _____

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