

Nest 55th St  
York, NY 10019

Contract # 25798369

CPE: 361/385/6109

Agency: WATERFRONT  
STRATEGIE

3050 K ST NW #100  
Washington, DC 20007

Changes as of: 11/29/2017 at 1:49 PM

Flight: 11/30/17 - 12/12/17

Advertiser: Highway 31

Product: Issue

Agency Order #: 6769960

Buyer: Demastrie, Jesse

Salesperson: ALEXANDRA  
BRADLEY  
202-955-5342

Version: Highlighting Makegood 1

Station: WBMA

Market: Birmingham

Office: WASHINGTON

Primary Demo:

Con Type: POLITICAL/VOTE

Assistant: ALEXANDRA BRADLEY  
202-955-5342

Status: Accepted

Total \$: \$45,085.00

Total Spots: 140

Total CPP: \$0.00

Total GRP:

Traffic #: 3108988

Separation:

Comments: Separation: 30

#	Day/Time	DP	Program	Rate	Len	11/30		12/7	11/30 - 12/7		Total Spots	Total \$	CPP	G
						11/30	12/7							
22	10:30a-11a		Auburn Everyday	\$60.00	30	1	0	1	0	0	0	\$0.00	\$0.00	
23	8p-9p		Shark Tank-ABC	\$900.00	30	1	1	0	0	1	1	\$900.00	\$0.00	
24	7p-9p		DISNEY: FROZEN	\$750.00	30	0	1	1	0	1	1	\$750.00	\$0.00	
25	10:35p-11:05p		THE ZONE	\$70.00	30	0	1	1	0	1	1	\$70.00	\$0.00	
26	7p-10p		MOVIE: MARY POPPINS	\$200.00	30	0	1	1	0	1	1	\$200.00	\$0.00	
TOTALS: 72 68											140	\$45,085.00	\$0.00	



Nest 55th St  
York, NY 10019

**Contract #** 25798369      **Changes as of:** 11/29/2017 at 1:49 PM      **Version:** Highlighting Makegood 1      **Status:** Sent To Rep  
**CPE:** 361/385/6109      **Flight:** 11/30/17 - 12/12/17      **Station:** WBMA      **Total \$:** \$45,085.00  
**Agency:** WATERFRONT STRATEGIE      **Advertiser:** Highway 31      **Market:** Birmingham      **Total Spots:** 140  
3050 K ST NW #100      **Product:** Issue      **Office:** WASHINGTON      **Total CPP:** \$0.00  
Washington, DC 20007      **Agency Order #:** 6769960      **Primary Demo:**      **Total GRP:**  
**Buyer:** Demastrie, Jesse      **Con Type:** POLITICAL/VOTE      **Traffic #:** 3108988  
**Salesperson:** ALEXANDRA BRADLEY      **Assistant:** ALEXANDRA BRADLEY      **Separation:**  
202-955-5342      202-955-5342

**Comments:** Separation: 30

#	Day/Time	DP	Program	Rate	Len	11/30 - 12/7			Total Spots	Total \$	CPP	G
						11/30	12/7					
322	Sa 10:30a-11a		Auburn Everyday	\$60.00	30	1	0	1	0	\$0.00	\$0.00	
339	Su 8p-9p		Shark Tank-ABC	\$900.00	30	1	1	0	1	\$900.00	\$0.00	
342	Su 7p-9p		DISNEY: FROZEN	\$750.00	30	0	1	1	1	\$750.00	\$0.00	
343	Su 10:35p-11:05p		THE ZONE	\$70.00	30	0	1	1	1	\$70.00	\$0.00	
344	Sa 7p-10p		MOVIE: MARY POPPINS	\$200.00	30	0	1	1	1	\$200.00	\$0.00	
TOTALS:						72	68	140	\$45,085.00	\$0.00		



3102987



Nest 55th St  
York, NY 10019

**Contract #** 25798369 **Changes as of:** 11/29/2017 at 9:45 AM **Version:** Current State Version 1  
**CPE:** 361/385/6109 **Flight:** 11/30/17 - 12/12/17 **Station:** WBMA **Total \$:** \$45,085.00  
**Agency:** WATERFRONT STRATEGIE **Advertiser:** Highway 31 **Market:** Birmingham **Total Spots:** 140  
**Product:** Issue **Office:** WASHINGTON **Total CPP:** \$0.00  
**Agency Order #:** 6769960 **Buyer:** Demastrie, Jesse **Primary Demo:** **Total GRP:**  
**Salesperson:** ALEXANDRA BRADLEY **Con Type:** POLITICAL/VOTE **Assistant:** ALEXANDRA BRADLEY **Separation:**  
 202-955-5342

**Comments:** Separation: 30

#	Day/Time	DP	Program	Rate	Len	11/30 - 12/7			Total Spots	Total \$	CPP	C
						11/30	12/7					
1	Th-F, M-W 4:30a-5a	1	Good Morning Alabama	\$55.00	30	2	2		4	\$220.00	\$0.00	
2	Th-F, M-W 5a-5:30a	3	Good Morning Alabama 5a-530a	\$125.00	30	2	2		4	\$500.00	\$0.00	
3	Th-F, M-W 5:30a-6a	2	Good Morning Alabama 530a-6a	\$150.00	30	2	2		4	\$600.00	\$0.00	
4	Th-F, M-W 6a-6:30a	3	Good Morning Alabama 6a-630a	\$250.00	30	2	2		4	\$1,000.00	\$0.00	
5	Th-F, M-W 6:30a-7a	2	Good Morning Alabama 630a-7a	\$300.00	30	2	2		4	\$1,200.00	\$0.00	
6	Th-F, M-W 7a-8a	2	Good Morning America 7a-8a	\$300.00	30	3	3		6	\$1,800.00	\$0.00	
7	Th-F, M-W 8a-9a	3	Good Morning America 8a-9a	\$250.00	30	4	4		8	\$2,000.00	\$0.00	
8	Th-F, M-W 9a-9:30a	3	Talk of Alabama 9a-930a	\$125.00	30	2	2		4	\$500.00	\$0.00	
9	Th-F, M-W 9:30a-10a	3	Talk of Alabama 930a-10a	\$125.00	30	2	2		4	\$500.00	\$0.00	
10	Sa 7a-7:30a	3	Good Morning America Sat	\$100.00	30	1	1		2	\$200.00	\$0.00	
11	Sa 7:30a-8a	3	Good Morning America Sat	\$100.00	30	1	1		2	\$200.00	\$0.00	
12	Su 7a-7:30a	3	Good Morning America Sun	\$100.00	30	1	1		2	\$200.00	\$0.00	
13	Su 7:30a-8a	3	Good Morning America Sun	\$100.00	30	1	1		2	\$200.00	\$0.00	
14	Su 9:30a-10a	1	News: Full Measure	\$150.00	30	1	1		2	\$300.00	\$0.00	
15	Su 10a-11a	1	This Week	\$200.00	30	1	1		2	\$400.00	\$0.00	
16	Th-F, M-W 10a-11a	3	The View	\$150.00	30	2	2		4	\$600.00	\$0.00	
17	Th-F, M-W 11a-11:30a	2	ABC 33/40 Midday News 11a-1130a	\$200.00	30	2	0		2	\$400.00	\$0.00	
18	Th-F, M-W 11:30a-12n	2	ABC 33/40 Midday News 1130a-12n	\$175.00	30	2	2		4	\$700.00	\$0.00	
19	Th-F, M-W 12n-1p	2	The Chew	\$200.00	30	2	2		4	\$800.00	\$0.00	
20	Th-F, M-W 1p-2p	3	General Hospital	\$300.00	30	2	2		4	\$1,200.00	\$0.00	
21	Th-F, M-W 2p-3p	3	Dr. Oz	\$150.00	30	3	3		6	\$900.00	\$0.00	





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Office: WASHINGTON  
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Assistant: ALEXANDRA BRADLEY  
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Station: WBMA  
Market: Birmingham

Total Spots: 140  
Total CPP: \$0.00  
Total GRP:

Version: Current State Version 1

Flight: 11/30/17 - 12/12/17  
Advertiser: Highway 31

#	Day/Time	DP	Program	Rate	Len	11/30 - 12/7			Total Spots	Total \$	CPP	G
						11/30	12/7					
22	10:30a-11a Sa		Auburn Everyday	\$60.00	30	1	1		2	\$120.00	\$0.00	
23	3p-4p Th-F M-W		Harry Connick Jr.	\$200.00	30	2	2		4	\$800.00	\$0.00	
24	4p-5p Th-F M-W	1	Focus @ 4	\$250.00	30	3	3		6	\$1,500.00	\$0.00	
25	5p-5:30p Th-F M-W	1	33/40 News at 5P	\$385.00	30	3	3		6	\$2,310.00	\$0.00	
26	6p-6:30p Th-F M-W	3	33/40 News at 6P	\$525.00	30	4	4		8	\$4,200.00	\$0.00	
27	6p-6:30p Sa	2	33/40 News at 6P Saturday	\$400.00	30	1	1		2	\$800.00	\$0.00	
28	5p-5:30p Su	3	ABC 33/40 News at 5P Sunday	\$400.00	30	1	1		2	\$800.00	\$0.00	
29	6:30p-7p Th-F M-W	2	Wheel of Fortune	\$725.00	30	3	3		6	\$4,350.00	\$0.00	
30	10p-10:35p Th-F M-W	3	33/40 News at 10P	\$425.00	30	4	4		8	\$3,400.00	\$0.00	
31	10:30p-11:05p Sa	1	ABC 33/40 News at 10P after Football	\$275.00	30	1	0		1	\$275.00	\$0.00	
32	10p-10:35p Su	2	ABC 33/40 News at 10P	\$350.00	30	1	1		2	\$700.00	\$0.00	
33	10:35p-11:35p Th-F M-W	3	Jimmy Kimmel Live	\$115.00	30	2	2		4	\$460.00	\$0.00	
34	11:05p-12:05a Sa	1	Scandal after Football	\$50.00	30	1	0		1	\$50.00	\$0.00	
35	7p-9p M	3	Great Christmas Light Fight-ABC	\$1,000.00	30	1	1		2	\$2,000.00	\$0.00	
36	8p-9p Tu	2	Blackish/The Mayor-ABC	\$2,000.00	30	1	0		1	\$2,000.00	\$0.00	
37	8p-10p Th	3	The Great American Baking Show-ABC	\$300.00	30	0	1		1	\$300.00	\$0.00	
38	9p-10p F	3	20/20-ABC	\$750.00	30	1	1		2	\$1,500.00	\$0.00	
39	8p-9p Su	1	Shark Tank-ABC	\$900.00	30	1	1		2	\$1,800.00	\$0.00	
40	11a-2:30p Sa	3	American Athletic Conference Championship	\$800.00	30	1	0		1	\$800.00	\$0.00	
41	7p-10:30p Sa	1	ACC Championship	\$2,000.00	30	1	0		1	\$2,000.00	\$0.00	
TOTALS:									140	\$45,085.00	\$0.00	





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Office: WASHINGTON

Agency Order #: 6769960

Primary Demo:

Buyer: Demastrie, Jesse

Con Type: POLITICAL/VOTE

Salesperson: ALEXANDRA BRADLEY  
202-955-5342

Assistant: ALEXANDRA BRADLEY  
202-955-5342

Separation:

ial  
ctions

### Order Level Comments

Time	Added by	Comment
11/17 9:45 AM	ALEXANDRA BRADLEY	Separation: 30

### Competitive Information

Market Budget: \$281,781
WBMA Share: 16%
Comment:
WABM: 3%
WBRC: 35%
WIAT: 24%
WTTO: 2%
WVTM: 20%

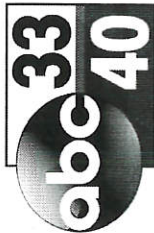
Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
Total	100%	140	\$45,085.00	0.0

Monthly Summary		
Month	Spots	Dollars
2017-Dec	140	\$45,085.00
Total	140	\$45,085.00

### Transaction History

	Created/Received	Created by	Status	Spot+	Spot-	\$ Chg	Contract \$	Comment
ed for onic acting	11/29/17 9:50 AM					\$0	\$0	
	11/29/17 9:45 AM	ALEXANDRA BRADLEY	New	140		\$45,085.00	\$45,085.00	

Discrimination	PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.							
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WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3108988

Schedule Dates 11/30/17-12/12/17  
Advertiser Highway 31 (120864)  
Agency Waterfront Strategies (7591)  
Product POLITICAL ISSUE (ns) (1187)  
Brand HIGHWAY 31 (977517)  
Salesperson Millennium/DC, Washington DC (1108)  
Sales Office Millennium Washington DC  
Buyer Name Jess, Demastrie,  
Phone/Fax /  
CPE 361/385/6109  
Account Types National/Political Issue Agency BRD  
Billing Type Standard  
Comments Issue Separation: 30

Date Entered 11/29/17  
Last Modified 11/29/17  
Entered By Christine Bartlett  
CO-OP No  
Headline # ECR25798369  
Demo HR/H  
Order Type Normal  
Package Deal  
Commission % 15.00  
Commission \$6,609.75  
Net Total \$37,455.25  
Sales Tax

Birmingham (WBMA)  
By Broadcast Month Spots Rate  
Dec. 2017 137 \$44,065.00  
Grand Total: 137 \$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / News (1)	11/30/17-12/01/17	1	:30	4:30A- News-Good Morning Alabama 430a Monday-Friday	1				X	X			1	\$55.00	\$55.00	Birmingham (WBMA)	Good Morning Alabama	11/29/17
2.0	Normal Line / News (1)	11/30/17-12/01/17	3	:30	5A- News-Good Morning Alabama 5a Monday-Friday	1				X	X			1	\$125.00	\$125.00	Birmingham (WBMA)	Good Morning Alabama 5a-530a	11/29/17
3.0	Normal Line / News (3)	11/30/17-12/01/17	2	:30	5:30A- News-Good Morning Alabama 5a Monday-Friday	1				X	X			1	\$150.00	\$150.00	Birmingham (WBMA)	Good Morning Alabama 530a-6a	11/29/17
4.0	Normal Line / News (4)	11/30/17-12/01/17	3	:30	6A- News-Good Morning Alabama 6a Monday-Friday	1				X	X			1	\$250.00	\$250.00	Birmingham (WBMA)	Good Morning Alabama 6a-630a	11/29/17
5.0	Normal Line / News (5)	11/30/17-12/01/17	2	:30	6:30A- News-Good Morning Alabama 6a Monday-Friday	1				X	X			1	\$300.00	\$300.00	Birmingham (WBMA)	Good Morning Alabama 630a-7a	11/29/17
6.0	Normal Line / News (6)	11/30/17-12/01/17	2	:30	7A- ABC-Good Morning America	1				X	X			1	\$300.00	\$300.00	Birmingham (WBMA)	Good Morning America 7a-8a	11/29/17
7.0	Normal Line / News (7)	11/30/17-12/01/17	3	:30	8A- ABC-Good Morning America					1	1			2	\$250.00	\$500.00	Birmingham (WBMA)	Good Morning America 8a-9a	11/29/17
8.0	Normal Line / SPOT (8)	11/30/17-12/01/17	3	:30	9A- Talk of Alabama	1				X	X			1	\$125.00	\$125.00	Birmingham (WBMA)	Talk of Alabama 9a-930a	11/29/17
9.0	Normal Line / SPOT (9)	11/30/17-12/01/17	3	:30	9:30A- Talk of Alabama	1				X	X			1	\$125.00	\$125.00	Birmingham (WBMA)	Talk of Alabama 930a-10a	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

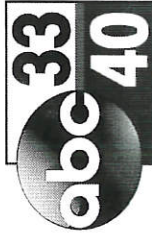
Accepted-Station:

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbg.net/wp-content/uploads/2014/01/Standard-Advertiser-Terms-and-Conditions.pdf> to be part of their agreement, and the sale of advertising is expressly subject to said Terms.





WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3108988

### Schedule Dates

11/30/17-12/12/17

### Advertiser

Highway 31 (120864)

### Agency

Waterfront Strategies (7591)

### Product

POLITICAL ISSUE (ns) (1187)

### Brand

HIGHWAY 31 (977517)

### Salesperson

Millennium/DC, Washington DC (1108)

### Sales Office

Millennium Washington DC

### Buyer Name

Jess,Demastric,

### Phone/Fax

/

### CPE

361/385/6109

### Account Types

National/Political Issue Agency BRD

### Billing Type

Standard

### Comments

Issue  
Separation: 30

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Entered By Christine Bartlett  
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Package Deal  
Commission % 15.00  
Commission \$6,609.75  
Net Total \$37,455.25  
Sales Tax

**Birmingham (WBMA)**  
By Broadcast Month  
Dec. 2017 137 \$44,065.00  
Grand Total: 137 \$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
10.0	Normal Line / News (10)	12/02/17-12/02/17	3	:30	6:58A- ABC-Good Morning America Saturday	1						1		1	\$100.00	\$100.00	Birmingham (WBMA)	Good Morning America Sat	11/29/17
11.0	Normal Line / News (11)	12/02/17-12/02/17	3	:30	7:30A- ABC-Good Morning America Saturday	1						1		1	\$100.00	\$100.00	Birmingham (WBMA)	Good Morning America Sat	11/29/17
12.0	Normal Line / SPOT (16)	11/30/17-12/01/17	3	:30	9:58A- ABC-The View	1				X	X			1	\$150.00	\$150.00	Birmingham (WBMA)	The View	11/29/17
13.0	Normal Line / News (17)	11/30/17-12/01/17	2	:30	11A- News-ABC 3340 11a Monday-Friday	1				X	X			1	\$200.00	\$200.00	Birmingham (WBMA)	ABC 33/40 Midday News 11a-1130a	11/29/17
14.0	Normal Line / News (18)	11/30/17-12/01/17	3	:30	11:30A- News-ABC 3340 11a Monday-Friday	1				X	X			1	\$175.00	\$175.00	Birmingham (WBMA)	ABC 33/40 Midday News 1130a-12n	11/29/17
15.0	Normal Line / SPOT (19)	11/30/17-12/01/17	2	:30	12P- ABC-The Chew	1				X	X			1	\$200.00	\$200.00	Birmingham (WBMA)	The Chew	11/29/17
16.0	Normal Line / SPOT (20)	11/30/17-12/01/17	3	:30	1P- ABC-General Hospital	1				X	X			1	\$300.00	\$300.00	Birmingham (WBMA)	General Hospital	11/29/17
17.0	Normal Line / SPOT (21)	11/30/17-12/01/17	3	:30	2P- Dr. Oz	1				X	X			1	\$150.00	\$150.00	Birmingham (WBMA)	Dr. Oz	11/29/17
18.0	Normal Line / SPOT (22)	12/02/17-12/02/17	4	:30	10:30A- Sports-Auburn Football							1			\$60.00		Birmingham (WBMA)	Auburn Everyday	11/29/17
18.0.1	Preempt (22)	12/02/17															Birmingham (WBMA)	Program Change/Exception	
19.0	Normal Line / SPOT (23)	11/30/17-12/01/17	2	:30	3P- Harry Connick Jr	1				X	X			1	\$200.00	\$200.00	Birmingham (WBMA)	Harry Connick Jr.	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

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### Phone/Fax

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### CPE

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20.0	Normal Line / News (23)	11/30/17-12/01/17	2	:30	4P- News-ABC 33/40 News at 4p	1				X	X			1	\$250.00	\$250.00	Birmingham (WBMA)	Focus @ 4	11/29/17
21.0	Normal Line / News (24)	11/30/17-12/01/17	4	:30	5P- News-ABC 3340 5p Monday-Friday	1				X	X			1	\$385.00	\$385.00	Birmingham (WBMA)	33/40 News at 5p	11/29/17
22.0	Normal Line / News (26)	11/30/17-12/01/17	3	:30	6P- News-ABC 3340 6p Monday-Friday					1	1			2	\$525.00	\$1,050.00	Birmingham (WBMA)	33/40 News at 6p	11/29/17
23.0	Normal Line / News (27)	12/02/17-12/02/17	2	:30	6P- News-ABC 3340 6p Saturday							1		1	\$400.00	\$400.00	Birmingham (WBMA)	33/40 News at 6p Saturday	11/29/17
24.0	Normal Line / Access (29)	11/30/17-12/01/17	2	:30	6:30P- Wheel of Fortune	1				X	X			1	\$725.00	\$725.00	Birmingham (WBMA)	Wheel of Fortune	11/29/17
25.0	Normal Line / News (30)	11/30/17-11/30/17	3	:30	10P- News-ABC 3340 10p Monday-Friday					1				1	\$425.00	\$425.00	Birmingham (WBMA)	33/40 News at 10p	11/29/17
26.0	Normal Line / News (31)	12/02/17-12/02/17	1	:30	10:30P- News-ABC 3340 10p Saturday							1		1	\$275.00	\$275.00	Birmingham (WBMA)	ABC 33/40 News at 10p after Football	11/29/17
27.0	Normal Line / SPOT (33)	11/30/17-12/01/17	3	:30	10:35P- ABC-Jimmy Kimmel Live	1				X	X			1	\$115.00	\$115.00	Birmingham (WBMA)	Jimmy Kimmel Live	11/29/17
28.0	Normal Line / SPOT (34)	12/02/17-12/02/17	4	:30	11:05P- Scandal							1		1	\$50.00	\$50.00	Birmingham (WBMA)	Scandal after Football	11/29/17
29.0	Normal Line / Prime (38)	12/01/17-12/01/17	3	:30	9p- ABC-20/20 (Friday)							1		1	\$750.00	\$750.00	Birmingham (WBMA)	20/20-ABC	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3108988

### Schedule Dates

11/30/17-12/12/17

### Advertiser

Highway 31 (120864)

### Agency

Waterfront Strategies (7591)

### Product

POLITICAL ISSUE (ns) (1187)

### Brand

HIGHWAY 31 (977517)

### Salesperson

Millennium/DC, Washington DC (1108)

### Sales Office

Millennium Washington DC

### Buyer Name

Jess,Demastrie,

### Phone/Fax

/

### CPE

361/385/6109

### Account Types

National/Political Issue Agency BRD

### Billing Type

Standard

### Comments

Issue  
Separation: 30

Date Entered 11/29/17

Last Modified 11/29/17

Entered By Christine Bartlett

CO-OP No

Headline # ECR25798369

Demo HR/H

Order Type Normal

Package Deal

Commission % 15.00

Commission \$6,609.75

Net Total \$37,455.25

Sales Tax

## Birmingham (WBMA)

By Broadcast Month Spots

Dec. 2017 137

Grand Total: 137

Rate

\$44,065.00

\$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
30.0	Normal Line / Football (40)	12/02/17-12/02/17	3	:30	11A- Sports-ABC College Football Early							1		1	\$800.00	\$800.00	Birmingham (WBMA)	11A-230P American Athletic Conference Championship	11/29/17
31.0	Normal Line / Football (41)	12/02/17-12/02/17	2	:30	6:58P- Sports-ABC College Football Prime							1		1	\$2,000.00	\$2,000.00	Birmingham (WBMA)	7P-1030P ACC Championship	11/29/17
32.0	Normal Line / News (12)	12/03/17-12/03/17	3	:30	6:58A- ABC-Good Morning America Sunday							1		1	\$100.00	\$100.00	Birmingham (WBMA)	Good Morning America Sun	11/29/17
33.0	Normal Line / News (13)	12/03/17-12/03/17	3	:30	7:30A- ABC-Good Morning America Sunday							1		1	\$100.00	\$100.00	Birmingham (WBMA)	Good Morning America Sun	11/29/17
34.0	Normal Line / SPOT (14)	12/03/17-12/03/17	1	:30	9:30A- News-Full Measure with Sharyl Attkisson								1	1	\$150.00	\$150.00	Birmingham (WBMA)	News: Full Measure	11/29/17
35.0	Normal Line / SPOT (15)	12/03/17-12/03/17	1	:30	9:59A- ABC-This Week								1	1	\$200.00	\$200.00	Birmingham (WBMA)	This Week	11/29/17
36.0	Normal Line / News (17)	12/04/17-12/06/17	2	:30	11A- News-ABC 3340 11a Monday-Friday	1	X	X	X					1	\$200.00	\$200.00	Birmingham (WBMA)	ABC 33/40 Midday News 11a-1130a	11/29/17
37.0	Normal Line / News (28)	12/03/17-12/03/17	3	:30	5P- News-ABC 3340 5p Sunday								1	1	\$400.00	\$400.00	Birmingham (WBMA)	ABC 33/40 News at 5P Sunday	11/29/17
38.0	Normal Line / News (32)	12/03/17-12/03/17	2	:30	10P- News-ABC 3340 10p Sunday								1	1	\$350.00	\$350.00	Birmingham (WBMA)	ABC 33/40 News at 10P	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

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WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3108988

### Schedule Dates

11/30/17-12/12/17

### Advertiser

Highway 31 (120864)

### Agency

Waterfront Strategies (7591)

### Product

POLITICAL ISSUE (ns) (1187)

### Brand

HIGHWAY 31 (977517)

### Salesperson

Millennium/DC, Washington DC (1108)

### Sales Office

Millennium Washington DC

### Buyer Name

Jess,Demastrie,

### Phone/Fax

/

### CPE

361/385/6109

### Account Types

National/Political Issue Agency BRD

### Billing Type

Standard

### Comments

Issue  
Separation: 30

Date Entered 11/29/17

Last Modified 11/29/17

Entered By Christine Bartlett

CO-OP No

Headline # ECR25798369

Demo HR/H

Order Type Normal

Package Deal

Commission % 15.00

Commission \$6,609.75

Net Total \$37,455.25

Sales Tax

## Birmingham (WBMA)

By Broadcast Month Spots

Dec. 2017 137

Grand Total: 137

Rate

\$44,065.00

\$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
39.0	Normal Line / Prime (39)	12/03/17-12/03/17	4	:30	8p- ABC-Shark Tank (Sunday)	1							1	1	\$900.00	\$900.00	Birmingham (WBMA)	Shark Tank-ABC	11/29/17
40.0	Normal Line / News (1)	12/04/17-12/06/17	1	:30	4:30A- News-Good Morning Alabama 430a Monday-Friday	1	X	X	X					1	\$55.00	\$55.00	Birmingham (WBMA)	Good Morning Alabama	11/29/17
41.0	Normal Line / News (18)	12/04/17-12/06/17	3	:30	11:30A- News-ABC 3340 11a Monday-Friday	1	X	X	X					1	\$175.00	\$175.00	Birmingham (WBMA)	ABC 33/40 Midday News 1130a-12n	11/29/17
42.0	Normal Line / SPOT (33)	12/04/17-12/06/17	3	:30	10:35P- ABC-Jimmy Kimmel Live	1	X	X	X					1	\$115.00	\$115.00	Birmingham (WBMA)	Jimmy Kimmel Live	11/29/17
43.0	Normal Line / News (1)	12/07/17-12/08/17	1	:30	4:30A- News-Good Morning Alabama 430a Monday-Friday	1				X	X			1	\$55.00	\$55.00	Birmingham (WBMA)	Good Morning Alabama	11/29/17
44.0	Normal Line / News (1)	12/11/17-12/12/17	1	:30	4:30A- News-Good Morning Alabama 430a Monday-Friday	1	X	X						1	\$55.00	\$55.00	Birmingham (WBMA)	Good Morning Alabama	11/29/17
45.0	Normal Line / News (1)	12/11/17-12/12/17	3	:30	5A- News-Good Morning Alabama 5a Monday-Friday	1	X	X						1	\$125.00	\$125.00	Birmingham (WBMA)	Good Morning Alabama 5a-530a	11/29/17
46.0	Normal Line / News (3)	12/11/17-12/12/17	2	:30	5:30A- News-Good Morning Alabama 5a Monday-Friday	1	X	X						1	\$150.00	\$150.00	Birmingham (WBMA)	Good Morning Alabama 530a-5a	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

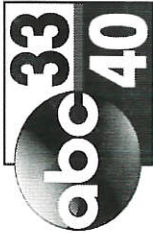
Accepted-Station:

Date:

Comments:

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WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3108988

Schedule Dates 11/30/17-12/12/17  
Advertiser Highway 31 (120864)  
Agency Waterfront Strategies (7591)  
Product POLITICAL ISSUE (ns) (1187)  
Brand HIGHWAY 31 (977517)  
Salesperson Millennium/DC, Washington DC (1108)  
Sales Office Millennium Washington DC  
Buyer Name Jess, Demastrie,  
Phone/Fax /  
CPE 361/385/6109  
Account Types National/Political Issue Agency BRD  
Billing Type Standard  
Comments Issue Separation: 30

Date Entered 11/29/17  
Last Modified 11/29/17  
Entered By Christine Bartlett  
CO-OP No  
Headline # ECR25798369  
Demo HR/H  
Order Type Normal  
Package Deal  
Commission % 15.00  
Commission \$6,609.75  
Net Total \$37,455.25  
Sales Tax

Birmingham (WBMA)  
By Broadcast Month Spots Rate  
Dec. 2017 137 \$44,065.00  
Grand Total: 137 \$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
47.0	Normal Line / News (4)	12/11/17-12/12/17	3	:30	6A- News-Good Morning Alabama 6a Monday-Friday	1	X	X						1	\$250.00	\$250.00	Birmingham (WBMA)	Good Morning Alabama 6a-630a	11/29/17
48.0	Normal Line / News (5)	12/11/17-12/12/17	2	:30	6:30A- News-Good Morning Alabama 6a Monday-Friday	1	X	X						1	\$300.00	\$300.00	Birmingham (WBMA)	Good Morning Alabama 630a-7a	11/29/17
49.0	Normal Line / News (6)	12/11/17-12/12/17	2	:30	7A- ABC-Good Morning America	1	1	1						2	\$300.00	\$600.00	Birmingham (WBMA)	Good Morning America 7a-8a	11/29/17
50.0	Normal Line / News (7)	12/11/17-12/12/17	3	:30	8A- ABC-Good Morning America	1	1	1						2	\$250.00	\$500.00	Birmingham (WBMA)	Good Morning America 8a-9a	11/29/17
51.0	Normal Line / SPOT (8)	12/11/17-12/12/17	3	:30	9A- Talk of Alabama	1	X	X						1	\$125.00	\$125.00	Birmingham (WBMA)	Talk of Alabama 9a-930a	11/29/17
52.0	Normal Line / SPOT (9)	12/11/17-12/12/17	3	:30	9:30A- Talk of Alabama	1	X	X						1	\$125.00	\$125.00	Birmingham (WBMA)	Talk of Alabama 930a-10a	11/29/17
53.0	Normal Line / News (10)	12/09/17-12/09/17	3	:30	6:58A- ABC-Good Morning America Saturday							1		1	\$100.00	\$100.00	Birmingham (WBMA)	Good Morning America Sat	11/29/17
54.0	Normal Line / News (11)	12/09/17-12/09/17	3	:30	7:30A- ABC-Good Morning America Saturday							1		1	\$100.00	\$100.00	Birmingham (WBMA)	Good Morning America Sat	11/29/17
55.0	Normal Line / News (12)	12/10/17-12/10/17	3	:30	6:58A- ABC-Good Morning America Sunday								1	1	\$100.00	\$100.00	Birmingham (WBMA)	Good Morning America Sun	11/29/17
56.0	Normal Line / News (13)	12/10/17-12/10/17	3	:30	7:30A- ABC-Good Morning America Sunday								1	1	\$100.00	\$100.00	Birmingham (WBMA)	Good Morning America Sun	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

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Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

## Contract # 3108988

### Schedule Dates

11/30/17-12/12/17

### Advertiser

Highway 31 (120864)

### Agency

Waterfront Strategies (7591)

### Product

POLITICAL ISSUE (ns) (1187)

### Brand

HIGHWAY 31 (977517)

### Salesperson

Millennium/DC, Washington DC (1108)

### Sales Office

Millennium Washington DC

### Buyer Name

Jess,Demastrle,

### Phone/Fax

/

### CPE

361/385/6109

### Account Types

National/Political Issue Agency BRD

### Billing Type

Standard

### Comments

Issue  
Separation: 30

11/29/17

Date Entered

11/29/17

Last Modified

Christine Bartlett

Entered By

No

CO-OP

ECR25798369

Headline #

HR/H

Demo

Normal

Order Type

Package Deal

Commission %

15.00

Commission

\$6,609.75

Net Total

\$37,455.25

Sales Tax

## Birmingham (WBMA)

By Broadcast Month

Spots

Rate

Dec. 2017

137

\$44,065.00

Grand Total:

137

\$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
57.0	Normal Line / SPOT (14)	12/10/17-12/10/17	1	:30	9:30A- News-Full Measure with Sharyl Attkisson	1							1	1	\$150.00	\$150.00	Birmingham (WBMA)	News: Full Measure	11/29/17
58.0	Normal Line / SPOT (15)	12/10/17-12/10/17	1	:30	9:58A- ABC-This Week	1							1	1	\$200.00	\$200.00	Birmingham (WBMA)	This Week	11/29/17
59.0	Normal Line / SPOT (16)	12/11/17-12/12/17	3	:30	9:58A- ABC-The View	1	X	X						1	\$150.00	\$150.00	Birmingham (WBMA)	The View	11/29/17
60.0	Normal Line / News (18)	12/11/17-12/12/17	3	:30	11:30A- News-ABC 3340 11a Monday-Friday	1	X	X						1	\$175.00	\$175.00	Birmingham (WBMA)	ABC 33/40 Midday News 1130a-12n	11/29/17
61.0	Normal Line / SPOT (19)	12/11/17-12/12/17	2	:30	12P- ABC-The Chew	1	X	X						1	\$200.00	\$200.00	Birmingham (WBMA)	The Chew	11/29/17
62.0	Normal Line / SPOT (20)	12/11/17-12/12/17	3	:30	1P- ABC-General Hospital	1	X	X						1	\$300.00	\$300.00	Birmingham (WBMA)	General Hospital	11/29/17
63.0	Normal Line / SPOT (21)	12/11/17-12/12/17	3	:30	2P- Dr. Oz	1	1	1						2	\$150.00	\$300.00	Birmingham (WBMA)	Dr. Oz	11/29/17
64.0	Normal Line / SPOT (22)	12/09/17-12/09/17	4	:30	10:30A- Sports-Auburn Football	1						1		1	\$60.00	\$60.00	Birmingham (WBMA)	Auburn Everyday	11/29/17
64.0.1	Preempt (22)	12/09/17															Birmingham (WBMA)	Program Change/Exception	
65.0	Normal Line / SPOT (23)	12/11/17-12/12/17	2	:30	3P- Harry Connick Jr	1	X	X						1	\$200.00	\$200.00	Birmingham (WBMA)	Harry Connick Jr.	11/29/17
66.0	Normal Line / News (23)	12/11/17-12/12/17	2	:30	4P- News-ABC 33/40 News at 4p	1	1	1						2	\$250.00	\$500.00	Birmingham (WBMA)	Focus @ 4	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

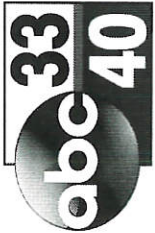
Accepted-Station:

Date:

Comments:

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WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3108988

### Schedule Dates

11/30/17-12/12/17

### Advertiser

Highway 31 (120864)

### Agency

Waterfront Strategies (7591)

### Product

POLITICAL ISSUE (ns) (1187)

### Brand

HIGHWAY 31 (977517)

### Salesperson

Millennium/DC, Washington DC (1108)

### Sales Office

Millennium Washington DC

### Buyer Name

Jess, Demastrie,

### Phone/Fax

/

### CPE

361/385/6109

### Account Types

National/Political Issue Agency BRD

### Billing Type

Standard

### Comments

Issue

Separation: 30

### Date Entered

11/29/17

### Last Modified

11/29/17

### Entered By

Christine Bartlett

### CO-OP

No

### Headline #

ECR25798369

### Demo

HR/H

### Order Type

Normal

### Package Deal

### Commission %

15.00

### Commission

\$6,609.75

### Net Total

\$37,455.25

### Sales Tax

### Birmingham (WBMA)

By Broadcast Month

Dec. 2017

Grand Total:

Spots

137

Rate

\$44,065.00

\$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
67.0	Normal Line / News (24)	12/11/17-12/12/17	4	:30	5P- News-ABC 3340 5p Monday-Friday	1	1							2	\$385.00	\$770.00	Birmingham (WBMA)	33/40 News at 5P	11/29/17
68.0	Normal Line / News (26)	12/11/17-12/11/17	3	:30	6P- News-ABC 3340 6p Monday-Friday	2								2	\$525.00	\$1,050.00	Birmingham (WBMA)	33/40 News at 6P	11/29/17
69.0	Normal Line / News (27)	12/09/17-12/09/17	2	:30	6P- News-ABC 3340 6p Saturday						1			1	\$400.00	\$400.00	Birmingham (WBMA)	33/40 News at 6P Saturday	11/29/17
70.0	Normal Line / News (28)	12/10/17-12/10/17	3	:30	5P- News-ABC 3340 5p Sunday								1	1	\$400.00	\$400.00	Birmingham (WBMA)	ABC 33/40 News at 5P Sunday	11/29/17
71.0	Normal Line / Access (29)	12/11/17-12/11/17	2	:30	6:30P- Wheel of Fortune	1								1	\$725.00	\$725.00	Birmingham (WBMA)	Wheel of Fortune	11/29/17
72.0	Normal Line / News (30)	12/11/17-12/11/17	3	:30	10P- News-ABC 3340 10p Monday-Friday	2								2	\$425.00	\$850.00	Birmingham (WBMA)	33/40 News at 10P	11/29/17
73.0	Normal Line / News (32)	12/10/17-12/10/17	2	:30	10P- News-ABC 3340 10p Sunday								1	1	\$350.00	\$350.00	Birmingham (WBMA)	ABC 33/40 News at 10P	11/29/17
74.0	Normal Line / SPOT (33)	12/11/17-12/11/17	3	:30	10:35P- ABC-Jimmy Kimmel Live	1								1	\$115.00	\$115.00	Birmingham (WBMA)	Jimmy Kimmel Live	11/29/17
75.0	Normal Line / Prime (35)	12/11/17-12/11/17	3	:30	7P- ABC-The Great Christmas Light Fight (Monday)	1								1	\$1,000.00	\$1,000.00	Birmingham (WBMA)	Great Christmas Light Fight-ABC	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

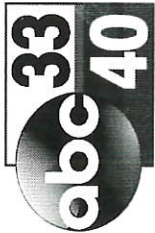
Date:

Accepted-Station:

Date:

Comments:

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WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3108988

### Schedule Dates

11/30/17-12/12/17

### Advertiser

Highway 31 (120864)

### Agency

Waterfront Strategies (7591)

### Product

POLITICAL ISSUE (ns) (1187)

### Brand

HIGHWAY 31 (977517)

### Salesperson

Millennium/DC, Washington DC (1108)

### Sales Office

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### Buyer Name

Jess,Demastrie,

### Phone/Fax

/

### CPE

361/385/6109

### Account Types

National/Political Issue Agency BRD

### Billing Type

Standard

### Comments

Issue

Separation: 30

Date Entered 11/29/17

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CO-OP No

Headline # ECR25798369

Demo HR/H

Order Type Normal

Package Deal

Commission % 15.00

Commission \$6,609.75

Net Total \$37,455.25

Sales Tax

## Birmingham (WBMA)

By Broadcast Month Spots

Dec. 2017 137

Grand Total: 137

Rate

\$44,065.00

\$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
76.0	Normal Line / Prime (38)	12/08/17-12/08/17	3	:30	9P- ABC-20/20 (Friday)	1					1			1	\$750.00	\$750.00	Birmingham (WBMA)	20/20-ABC	11/29/17
77.0	Normal Line / Prime (39)	12/10/17-12/10/17	4	:30	8P- ABC-Shark Tank (Sunday)	1						1		1	\$900.00	\$900.00	Birmingham (WBMA)	Shark Tank-ABC	11/29/17
77.0.1	Preempt (39)	12/10/17															Birmingham (WBMA)	Program Change/Exception	
78.0	Normal Line / News (18)	12/07/17-12/08/17	3	:30	11:30A- News-ABC 3340 11a Monday-Friday	1				X	X			1	\$175.00	\$175.00	Birmingham (WBMA)	ABC 33/40 Midday News 1130a-12n	11/29/17
79.0	Normal Line / SPOT (33)	12/07/17-12/08/17	3	:30	10:35P- ABC-Jimmy Kimmel Live	1				X	X			1	\$115.00	\$115.00	Birmingham (WBMA)	Jimmy Kimmel Live	11/29/17
80.0	Normal Line / News (1)	12/04/17-12/06/17	3	:30	5A- News-Good Morning Alabama 5a Monday-Friday	1	X	X	X					1	\$125.00	\$125.00	Birmingham (WBMA)	Good Morning Alabama 5a-530a	11/29/17
81.0	Normal Line / News (3)	12/04/17-12/06/17	2	:30	5:30A- News-Good Morning Alabama 5a Monday-Friday	1	X	X	X					1	\$150.00	\$150.00	Birmingham (WBMA)	Good Morning Alabama 530a-6a	11/29/17
82.0	Normal Line / News (4)	12/04/17-12/06/17	3	:30	6A- News-Good Morning Alabama 6a Monday-Friday	1	X	X	X					1	\$250.00	\$250.00	Birmingham (WBMA)	Good Morning Alabama 6a-630a	11/29/17
83.0	Normal Line / News (5)	12/04/17-12/06/17	2	:30	6:30A- News-Good Morning Alabama 6a Monday-Friday	1	X	X	X					1	\$300.00	\$300.00	Birmingham (WBMA)	Good Morning Alabama 630a-7a	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.





WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3108988

**Schedule Dates** 11/30/17-12/12/17  
**Advertiser** Highway 31 (120864)  
**Agency** Waterfront Strategies (7591)  
**Product** POLITICAL ISSUE (ns) (1187)  
**Brand** HIGHWAY 31 (977517)  
**Salesperson** Millennium/DC, Washington DC (1108)  
**Sales Office** Millennium Washington DC  
**Buyer Name** Jess Demastrie,  
**Phone/Fax** /  
**CPE** 361/385/6109  
**Account Types** National/Political Issue Agency BRD  
**Billing Type** Standard  
**Comments** Issue Separation: 30

**Date Entered** 11/29/17  
**Last Modified** 11/29/17  
**Entered By** Christine Bartlett  
**CO-OP** No  
**Headline #** ECR25798369  
**Demo** HR/H  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$6,609.75  
**Net Total** \$37,455.25  
**Sales Tax**

**Birmingham (WBMA)**  
**By Broadcast Month**  
Dec. 2017 137  
Grand Total: 137

**Rate**  
\$44,065.00  
\$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
84.0	Normal Line / News (6)	12/04/17-12/06/17	2	:30	7A- ABC-Good Morning America	2	X	X	X					2	\$300.00	\$600.00	Birmingham (WBMA)	Good Morning America 7a-8a	11/29/17
85.0	Normal Line / News (7)	12/04/17-12/06/17	3	:30	8A- ABC-Good Morning America	2	X	X	X					2	\$250.00	\$500.00	Birmingham (WBMA)	Good Morning America 8a-9a	11/29/17
86.0	Normal Line / SPOT (8)	12/04/17-12/06/17	3	:30	9A- Talk of Alabama	1	X	X	X					1	\$125.00	\$125.00	Birmingham (WBMA)	Talk of Alabama 9a-930a	11/29/17
87.0	Normal Line / SPOT (9)	12/04/17-12/06/17	3	:30	9:30A- Talk of Alabama	1	X	X	X					1	\$125.00	\$125.00	Birmingham (WBMA)	Talk of Alabama 930a-10a	11/29/17
88.0	Normal Line / SPOT (16)	12/04/17-12/06/17	3	:30	9:58A- ABC-The View	1	X	X	X					1	\$150.00	\$150.00	Birmingham (WBMA)	The View	11/29/17
89.0	Normal Line / SPOT (19)	12/04/17-12/06/17	2	:30	12P- ABC-The Chew	1	X	X	X					1	\$200.00	\$200.00	Birmingham (WBMA)	The Chew	11/29/17
90.0	Normal Line / SPOT (20)	12/04/17-12/06/17	3	:30	1P- ABC-General Hospital	1	X	X	X					1	\$300.00	\$300.00	Birmingham (WBMA)	General Hospital	11/29/17
91.0	Normal Line / SPOT (21)	12/04/17-12/06/17	3	:30	2P- Dr. Oz	2	X	X	X					2	\$150.00	\$300.00	Birmingham (WBMA)	Dr. Oz	11/29/17
92.0	Normal Line / SPOT (23)	12/04/17-12/06/17	2	:30	3P- Harry Connick Jr	1	X	X	X					1	\$200.00	\$200.00	Birmingham (WBMA)	Harry Connick Jr.	11/29/17
93.0	Normal Line / News (23)	12/04/17-12/06/17	2	:30	4P- News-ABC 33/40 News at 4p	2	X	X	X					2	\$250.00	\$500.00	Birmingham (WBMA)	Focus @ 4	11/29/17
94.0	Normal Line / News (24)	12/04/17-12/06/17	4	:30	5P- News-ABC 3340 5p Monday-Friday	2	X	X	X					2	\$385.00	\$770.00	Birmingham (WBMA)	33/40 News at 5p	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract #

3108988

### Schedule Dates

11/30/17-12/12/17

### Advertiser

Highway 31 (120864)

### Agency

Waterfront Strategies (7591)

### Product

POLITICAL ISSUE (ns) (1187)

### Brand

HIGHWAY 31 (977517)

### Salesperson

Millennium/DC, Washington DC (1108)

### Sales Office

Millennium Washington DC

### Buyer Name

Jess, Demastrie,

### Phone/Fax

/

### CPE

361/385/6109

### Account Types

National/Political Issue Agency BRD

### Billing Type

Standard

### Comments

Issue  
Separation: 30

### Date Entered

11/29/17

### Last Modified

11/29/17

### Entered By

Christine Bartlett

### CO-OP

No

### Headline #

ECR25798369

### Demo

HR/H

### Order Type

Normal

### Package Deal

### Commission %

15.00

### Commission

\$6,609.75

### Net Total

\$37,455.25

### Sales Tax

## Birmingham (WBMA)

By Broadcast Month

Dec. 2017

Grand Total:

Spots

137

Rate

\$44,065.00

\$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
95.0	Normal Line / News (26)	12/04/17-12/08/17	3	:30	6P- News-ABC 3340 6p Monday-Friday	4	X	X	X	X	X			4	\$525.00	\$2,100.00	Birmingham (WBMA)	33/40 News at 6P	11/29/17
96.0	Normal Line / Access (29)	12/04/17-12/06/17	2	:30	6:30P- Wheel of Fortune	2	X	X	X					2	\$725.00	\$1,450.00	Birmingham (WBMA)	Wheel of Fortune	11/29/17
97.0	Normal Line / News (30)	12/04/17-12/08/17	3	:30	10P- News-ABC 3340 10p Monday-Friday	1	1	1	1	1	1			5	\$425.00	\$2,125.00	Birmingham (WBMA)	33/40 News at 10P	11/29/17
98.0	Normal Line / Prime (35)	12/04/17-12/04/17	3	:30	7P- ABC-The Great Christmas Light Fight (Monday)	1	1							1	\$1,000.00	\$1,000.00	Birmingham (WBMA)	Great Christmas Light Fight-ABC	11/29/17
99.0	Normal Line / Prime (36)	12/05/17-12/05/17	2	:30	Orbit- P]ABC-Black-ish (Tuesday)(Tu), P]ABC-The Mayor (Tuesday)(Tu)	1	1							1	\$2,000.00	\$2,000.00	Birmingham (WBMA)	Blackish/The Mayor-ABC	11/29/17
100.0	Normal Line / Prime (37)	12/07/17-12/07/17	3	:30	8P- ABC-The Great American Baking Show (Thursday)	1			1					1	\$800.00	\$800.00	Birmingham (WBMA)	The Great American Baking Show-ABC	11/29/17
101.0	Normal Line / News (1)	12/07/17-12/08/17	3	:30	5A- News-Good Morning Alabama 5a Monday-Friday	1			X	X				1	\$125.00	\$125.00	Birmingham (WBMA)	Good Morning Alabama 5a-530a	11/29/17
102.0	Normal Line / News (3)	12/07/17-12/08/17	2	:30	5:30A- News-Good Morning Alabama 5a Monday-Friday	1			X	X				1	\$150.00	\$150.00	Birmingham (WBMA)	Good Morning Alabama 530a-5a	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbj.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.





Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3108988

**Schedule Dates** 11/30/17-12/12/17  
**Advertiser** Highway 31 (120864)  
**Agency** Waterfront Strategies (7591)  
**Product** POLITICAL ISSUE (ns) (1187)  
**Brand** HIGHWAY 31 (977517)  
**Salesperson** Millennium/DC, Washington DC (1108)  
**Sales Office** Millennium Washington DC  
**Buyer Name** Jess, Demastrie,  
**Phone/Fax** /  
**CPE** 361/385/6109  
**Account Types** National/Political Issue Agency BRD  
**Billing Type** Standard  
**Comments** Issue Separation: 30

**Date Entered** 11/29/17  
**Last Modified** 11/29/17  
**Entered By** Christine Bartlett  
**CO-OP** No  
**Headline #** ECR25798369  
**Demo** HR/H  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$6,609.75  
**Net Total** \$37,455.25  
**Sales Tax**

## Birmingham (WBMA)

By Broadcast Month Spots Rate  
Dec. 2017 137 \$44,065.00  
Grand Total: 137 \$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
103.0	Normal Line / News (4)	12/07/17-12/08/17	3	:30	6A- News-Good Morning Alabama 6a Monday-Friday	1				X	X			1	\$250.00	\$250.00	Birmingham (WBMA)	Good Morning Alabama 6a-630a	11/29/17
104.0	Normal Line / News (5)	12/07/17-12/08/17	2	:30	6:30A- News-Good Morning Alabama 6a Monday-Friday	1				X	X			1	\$300.00	\$300.00	Birmingham (WBMA)	Good Morning Alabama 630a-7a	11/29/17
105.0	Normal Line / News (6)	12/07/17-12/08/17	2	:30	7A- ABC-Good Morning America	1				X	X			1	\$300.00	\$300.00	Birmingham (WBMA)	Good Morning America 7a-8a	11/29/17
106.0	Normal Line / News (7)	12/07/17-12/08/17	3	:30	8A- ABC-Good Morning America					1	1			2	\$250.00	\$500.00	Birmingham (WBMA)	Good Morning America 8a-9a	11/29/17
107.0	Normal Line / SPOT (8)	12/07/17-12/08/17	3	:30	9A- Talk of Alabama	1				X	X			1	\$125.00	\$125.00	Birmingham (WBMA)	Talk of Alabama 9a-930a	11/29/17
108.0	Normal Line / SPOT (9)	12/07/17-12/08/17	3	:30	9:30A- Talk of Alabama	1				X	X			1	\$125.00	\$125.00	Birmingham (WBMA)	Talk of Alabama 930a-10a	11/29/17
109.0	Normal Line / SPOT (16)	12/07/17-12/08/17	3	:30	9:58A- ABC-The View	1				X	X			1	\$150.00	\$150.00	Birmingham (WBMA)	The View	11/29/17
110.0	Normal Line / SPOT (19)	12/07/17-12/08/17	2	:30	12P- ABC-The Chew	1				X	X			1	\$200.00	\$200.00	Birmingham (WBMA)	The Chew	11/29/17
111.0	Normal Line / SPOT (20)	12/07/17-12/08/17	3	:30	1P- ABC-General Hospital	1				X	X			1	\$300.00	\$300.00	Birmingham (WBMA)	General Hospital	11/29/17
112.0	Normal Line / SPOT (21)	12/07/17-12/08/17	3	:30	2P- Dr. Oz	1				X	X			1	\$150.00	\$150.00	Birmingham (WBMA)	Dr. Oz	11/29/17
113.0	Normal Line / SPOT (23)	12/07/17-12/08/17	2	:30	3P- Harry Connick Jr	1				X	X			1	\$200.00	\$200.00	Birmingham (WBMA)	Harry Connick Jr.	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WBMA  
651 Beacon Pkwy W Ste 105  
Birmingham, AL 35209

Waterfront Strategies  
3050 K St NW  
#100  
Washington, DC 20007

## Contract # 3108988

### Schedule Dates

11/30/17-12/12/17

### Advertiser

Highway 31 (120864)

### Agency

Waterfront Strategies (7591)

### Product

POLITICAL ISSUE (ns) (1187)

### Brand

HIGHWAY 31 (977517)

### Salesperson

Millennium/DC, Washington DC (1108)

### Sales Office

Millennium Washington DC

### Buyer Name

Jess, Demastrie,

### Phone/Fax

/

### CPE

361/385/6109

### Account Types

National/Political Issue Agency BRD

### Billing Type

Standard

### Comments

Issue Separation: 30

Date Entered 11/29/17

Last Modified 11/29/17

Entered By Christine Bartlett

CO-OP No

Headline # ECR25798369

Demo HR/H

Order Type Normal

Package Deal

Commission % 15.00

Commission \$6,609.75

Net Total \$37,455.25

Sales Tax

## Birmingham (WBMA)

By Broadcast Month Spots Rate

Dec. 2017 137 \$44,065.00

Grand Total: 137 \$44,065.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
114.0	Normal Line / News (23)	12/07/17-12/08/17	2	:30	4P- News-ABC 33/40 News at 4p	1				X	X			1	\$250.00	\$250.00	Birmingham (WBMA)	Focus @ 4	11/29/17
115.0	Normal Line / News (24)	12/07/17-12/08/17	4	:30	5P- News-ABC 3340 5p Monday-Friday	1				X	X			1	\$385.00	\$385.00	Birmingham (WBMA)	33/40 News at 5P	11/29/17
116.0	Normal Line / Access (29)	12/07/17-12/08/17	2	:30	6:30P- Wheel of Fortune					1	1			2	\$725.00	\$1,450.00	Birmingham (WBMA)	Wheel of Fortune	11/29/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbg.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
-----------------------	-------

I, Jesse Demestrie - authorized media buyer  
do hereby request station time concerning the following issue:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED					

This broadcast time will be used by: Highway 31

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**

☒ Yes

☐ No

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Doug Jones - US Senate - 12/12/17

I represent that the payment for the above described broadcast time has been furnished by (name and address):

Highway 31 427 Green Springs Hwy Ste. 161-304  
Birmingham, AL 35209

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Edward Still - Treasurer

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)



TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.**

TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)

11/21/17      [Signature]      202-338-8700  
Date      Signature      Contact Phone Number

TO BE SIGNED BY STATION REPRESENTATIVE

☒ Accepted      ☐ Accepted in Part      ☐ Rejected  
[Signature]      Lisa B. Montgomery      RSM  
Signature      Printed Name      Title

## AGREED UPON SCHEDULE

**For All Issue Advertisements That Communicate a Message Relating to Any Political Matter of National Importance**

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
As ORDERED					

Attach proposed schedule with charges (if available):

## AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- (1) actual air time and charges for each spot;
- (2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- (3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual time the rate for spots "communicating a political matter of national importance" air, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that and rates for specific spots aired. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.



Waterfront Strategies  
1010 Wisconsin Ave. N.W  
Washington, DC 20007-3606

Advice

WBMA-TV  
800 Concourse Parkway Suite 200  
Birmingham, AL 35236  
United States

Date	Payment Amount	Reference
Nov/29/2017	\$21,169.25	002361

Payment Date: Nov/30/2017

Reference: 002361

Invoice Number	Invoice Date	Voucher ID	Gross Amount	Discounts	Late Charges	Paid Amount
[REDACTED] DEC2017	Nov/29/2017	[REDACTED]	21,169.25	0.00	0.00	21,169.25

MH

Supplier Number	Name	Bank Charge	Transfer Cost Cd		
	WBMA-TV	\$0.00			
Reference	Date	Total Gross Amt	Total Discounts	Total Late Charges	Total Paid Amt
	Nov/29/2017	\$21,169.25	\$0.00	\$0.00	\$21,169.25