

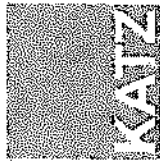


125 West 55th St
New York, NY 10019

Contract # 25774325 Changes as of: 10/25/2017 at 2:13 PM Version: Highlighting Revision 3
CPE: 277/357/3211 Flight: 10/18/17 - 10/27/17 Station: EJHL
Agency: STRATEGIC MEDIA Advertiser: GILLESPIE, ED Market: Johnson City-Kingsport
SERVICES 1911 NORTH FT MYER Product: Candidate Office: WASHINGTON
DRIVE SUITE 400 Agency Order #: 6643623 Primary Demo: Adults 35+
ARLINGTON, VA Buyer: Rheault, Ben Con Type: POLITICAL/VOTE
20009 Salesperson: FRAN BROWN Assistant: FRAN BROWN
215-563-5400 215-563-5400
Total \$: \$6,215.00
Total Spots: 60
Total CPP: \$0.00
Total GRP: Separation:

Comments: Separation: 30

#	Day/Time	DP	Program	Rate	A3SP Rating	Len	10/18 - 10/27										Total Spots	Total \$	CPP	GRP
							10/18	10/19	10/20	10/21	10/22	10/23	10/24	10/25	10/26	10/27				
REV-1	W-F, M-Tu 6a-7a		WJHL-TRI-6AM	\$60.00	0	30	1	1	1	0	0	1	1	0	0	0	5	\$300.00	\$0.00	0.0
Target 200119 Index: 115, Nielsen: 0.18																				
REV-2	W-F, M-Tu 7a-9a		GD MRN AMR-ABC<	\$35.00	0	30	1	1	1	0	0	1	0	0	0	0	4	\$140.00	\$0.00	0.0
Target 200119 Index: 104, Nielsen: 1.53																				
REV-3	W-F, M-Tu 5p-530p		STEVE HARVEY	\$85.00	0	30	1	1	1	0	0	1	1	0	0	0	5	\$425.00	\$0.00	0.0
Target 200119 Index: 108, Nielsen: 0.54																				
REV-4	W-F, M-Tu 530p-6p		STEVE HARVY B	\$100.00	0	30	1	1	1	0	0	1	1	0	0	0	5	\$500.00	\$0.00	0.0
Target 200119 Index: 109, Nielsen: 0.54																				
REV-5	W-F, M-Tu 6p-630p		ACCESS HOLLYWD	\$200.00	0	30	1	1	1	0	0	1	0	0	0	0	4	\$800.00	\$0.00	0.0
Target 200119 Index: 104, Nielsen: 0.33																				
REV-6	W-F, M-Tu 630p-7p		ABC-TRI-630PM	\$160.00	0	30	1	1	1	0	0	1	1	0	0	0	5	\$800.00	\$0.00	0.0
Target 200119 Index: 108, Nielsen: 0.55																				
REV-7	W-F, M-Tu 7p-730p		ABC-WORLD NWS<	\$50.00	0	30	1	1	1	0	0	1	0	0	0	0	4	\$200.00	\$0.00	0.0
Target 200119 Index: 98, Nielsen: 2.17																				
REV-8	W-F, M-Tu 730p-8p		ABC-TRI-730PM	\$90.00	0	30	1	1	1	0	0	1	1	0	0	0	5	\$450.00	\$0.00	0.0
Target 200119 Index: 101, Nielsen: 1.64																				
REV-9	W-F, M-Tu 11p-1130p		WJHL-TRI-11PM	\$150.00	0	30	1	1	1	0	0	1	0	0	0	0	4	\$600.00	\$0.00	0.0
Target 200119 Index: 100, Nielsen: 0.51																				
REV-10	W-F, M-Tu 1130p-1230a		AVG. ALL WKS<	\$35.00	0	30	1	1	1	0	0	1	0	0	0	0	4	\$140.00	\$0.00	0.0
Target 200119 Index: 98, Nielsen: 0.51																				
REV-11	W-F, M-Tu 1230a-1a		ABC-NITELINE<	\$3.00	0	30	1	1	1	0	0	1	1	0	0	0	5	\$15.00	\$0.00	0.0
Target 200119 Index: 100, Nielsen: 0.21																				
REV-12	F 10p-11p		AVG. ALL WKS	\$225.00	0	30	0	0	1	0	0	0	0	0	0	0	1	\$225.00	\$0.00	0.0
Target 200119 Index: 112, Nielsen: 1.49																				
REV-13	Sa 330p-7p		COLLEGE FTBALL	\$500.00	0	30	0	0	0	0	0	0	0	0	0	0	2	\$1,000.00	\$0.00	0.0
Target 200119 Index: 111, Nielsen: 0.65																				

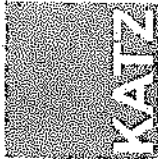


125 West 55th St
New York, NY 10019

KATZ TELEVISION
GROUP

Contract # 25771325 Changes as of: 10/25/2017 at 2:13 PM Version: Highlighting Revision 3
CPE: 277/357/3211 Flight: 10/18/17 - 10/27/17 Station: EJHL
Agency: STRATEGIC MEDIA Advertiser: GILLESPIE, ED Market: Johnsen City-Kingsport-
SERVICES Product: Candidate Office: WASHINGTON
1911 NORTH FT MYER Agency Order #: 6643623 Primary Demo: Adults 35+
DRIVE SUITE 400 Buyer: Rheault, Ben Con Type: POLITICAL/VOTE
ARLINGTON, VA 20009 Salesperson: FRAN BROWN Assistant: FRAN BROWN
215-563-5400 215-563-5400
Total Spots: 60
Total CPP: \$0.00
Total GRP: \$0.00
Separation:

#	Day/Time	DP	Program	A3P Rating	Len	10/18 - 10/27											Total Spots	Total \$	CPP	GRP
REV-14	Su 6:30p-7p		News	0	30	10/18	10/19	10/20	10/21	10/22	10/23	10/24	10/25	10/26	10/27		1	\$50.00	\$0.00	0.0
Target 200119 Index: 101, Nielsen: 1.27																				
REV-15	Su 7a-8a		WJHL-TRI-7AM	0	30	0	0	0	0	2	0	0	0	0	0	0	2	\$20.00	\$0.00	0.0
Target 200119 Index: 114, Nielsen: 0.10																				
REV-16	Su 6p-6:30p		WJHL-TRI-6PM	0	30	0	0	0	0	2	0	0	0	0	0	0	2	\$80.00	\$0.00	0.0
Target 200119 Index: 100, Nielsen: 1.76																				
REV-17	Tu 7a-9a		GMA	0.0	60	0	0	0	0	0	0	1	0	0	0	0	1	\$70.00	\$0.00	0.0
1023 converted to 60																				
REV-18	Tu 6p-6:30p		Access Hollywood	0.0	60	0	0	0	0	0	0	1	0	0	0	0	1	\$400.00	\$0.00	0.0
1023 converted to 60																				
TOTALS:						11	11	12	3	4	11	7	0	0	1		60	\$6,215.00	\$0.00	0.0



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Agency: STRATEGIC MEDIA Advertiser: GILLESPIE, ED Market: Johnson City-Kingsport-Bristl
SERVICES Product: Candidate Office: WASHINGTON
1911 NORTH FT MYER Agency Order #: 6943623 Primary Demo: Adults 35+
DRIVE Buyer: Rheault, Ben Con Type: POLITICAL/VOTE
SUITE 400 ARLINGTON, VA Salesperson: FRAN BROWN Assistant: FRAN BROWN
20009 215-563-5400 Separation:

Total \$: \$6,215.00

Total Spots: 60

Total CPP: \$0.00

Total GRP:

Special Instructions		
Order Level Comments		
Date/Time	Added by	Comment
10/17/17 12:17 PM	FRAN BROWN	Separation: 30
10/17/17 12:14 PM	System	Notice Received.
10/17/17 11:42 AM	FRAN BROWN	Separation: 30

Competitive Information	
Market Budget:	\$51,792
EJHL Share:	12%
Comment:	
WCYB:	60%
WENT:	5%
WJHL:	23%

Daypart Summary				
Day/Time	% Distrib	Spots	Dollars	GRP
	100%	60	\$6,215.00	0.0
Total	100%	60	\$6,215.00	0.0

Monthly Summary		
Month	Spots	Dollars
2017-Oct	60	\$6,215.00
Total	60	\$6,215.00

Transaction History					
Trans	Created/Received	Created by	Status	Spot#	Spot#
Revision	10/25/17 2:13 PM	FRAN BROWN	Revised		
Revision	10/23/17 10:04 AM	FRAN BROWN	Confirmed	3	
Revision	10/17/17 12:17 PM	FRAN BROWN	Confirmed		
New	10/17/17 11:35 AM	FRAN BROWN	Confirmed	63	

Contract \$ Comment

Changes: Flight End from 10/24/17 to 10/27/17. 18 buylines added or modified.

Changes: Total Spots from 63 to 60. 7 buylines added or modified.

Changes: User Entered \$ from \$0.00 to \$6,215.00. Demo Meta to [R16], 1 buyline added or modified.

Non-Discrimination Policy	
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.	

CONTRACT



EJHL
338 E. Main Street
Johnson City, TN 37601
(423) 926-2151

Contract / Revision 25771325 /		Alt Order # 25771325
Product Candidate		
Contract Dates 10/18/17 - 10/27/17		Estimate # 3211
Advertiser POL/Gillespie for Governor		Original Date / Revision 10/25/17 / 10/25/17
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property EJHL	Account Executive Katz Washington	Sales Office Katz/Washingto
Special Handling		
Demographic Adults 25-54		
Agy Code 9912521	Advertiser Code	Product 1/2
Agency Ref IN13871/SP2622/AL11		Advertiser Ref

And:

Strategic Media Services
1911 North Fort Myer Drive
Suite 400
Arlington, VA 22209
USA

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
1	EJHL	10/18/17	10/24/17	Local News @ 6a	6-7a		:30				NM	5	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$60.00				
Week:		10/23/17	10/29/17	11-----				2	\$60.00				
2	EJHL	10/18/17	10/24/17	GMA	7-9a		:30				NM	4	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$35.00				
Week:		10/23/17	10/29/17	1-----				1	\$35.00				
3	EJHL	10/18/17	10/24/17	Steve Harvey	5-6p		:30				NM	5	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$85.00				
Week:		10/23/17	10/29/17	11-----				2	\$85.00				
4	EJHL	10/18/17	10/24/17	Steve Harvey	5-6p		:30				NM	5	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$100.00				
Week:		10/23/17	10/29/17	11-----				2	\$100.00				
5	EJHL	10/18/17	10/24/17	Access Hollywood	6-630p		:30				NM	4	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$200.00				
Week:		10/23/17	10/29/17	1-----				1	\$200.00				
6	EJHL	10/18/17	10/24/17	Local News @ 630p	630-7p		:30				NM	5	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$160.00				
Week:		10/23/17	10/29/17	11-----				2	\$160.00				
7	EJHL	10/18/17	10/24/17	World News	7-730p		:30				NM	4	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$50.00				
Week:		10/23/17	10/29/17	1-----				1	\$50.00				
8	EJHL	10/18/17	10/24/17	Local News @ 730p	730-8p		:30				NM	5	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$90.00				

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

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EJHL
338 E. Main Street
Johnson City, TN 37601
(423) 926-2151

<u>Contract / Revision</u> 25771325 /		<u>Alt Order #</u> 25771325
<u>Contract Dates</u> 10/18/17 - 10/27/17		<u>Product</u> Candidate
<u>Advertiser</u> POL/Gillespie for Govern		<u>Estimate #</u> 3211
		<u>Original Date / Revision</u> 10/25/17 / 10/25/17

*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>				
Week:		10/23/17	10/29/17	11-----				2	\$90.00				
9	EJHL	10/18/17	10/24/17	Local News @ 11p	11-1135p		:30				NM	4	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$150.00				
Week:		10/23/17	10/29/17	1-----				1	\$150.00				
10	EJHL	10/18/17	10/24/17	Jimmy Kimmel	Jimmy Kimmel		:30				NM	4	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$35.00				
Week:		10/23/17	10/29/17	1-----				1	\$35.00				
11	EJHL	10/18/17	10/24/17	Nightline	Nightline		:30				NM	5	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	--111--				3	\$3.00				
Week:		10/23/17	10/29/17	11-----				2	\$3.00				
12	EJHL	10/20/17	10/20/17	Fri Hour 3	10-11p		:30				NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	----1--				1	\$225.00				
13	EJHL	10/21/17	10/21/17	College FB 330p Game	College FB 330p G		:30				NM	2	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	-----2-				2	\$500.00				
14	EJHL	10/22/17	10/22/17	World News Wknd	630-7p		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	-----1				1	\$50.00				
15	EJHL	10/22/17	10/22/17	Sun Local News @ 6a	6-7a		:30				NM	2	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	-----2				2	\$10.00				
16	EJHL	10/22/17	10/22/17	Sun Local News @ 6p	6-630p		:30				NM	2	\$80.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/16/17	10/22/17	-----2				2	\$40.00				
N 17	EJHL	10/24/17	10/24/17	GMA	7-9a		1:00				NM	1	\$70.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/23/17	10/29/17	-1-----				1	\$70.00				
		<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	EJHL	10/23/17-10/29/17	GMA	7-9a	-Tu-----	1:00	\$70.00	NM			
		See MG 17.2											
		2	EJHL	10/27/17-10/27/17	GMA	7-9a	-----F--	1:00	\$70.00	NM			
		Ⓜ MG for 17.1 10/24											
18	EJHL	10/24/17	10/24/17	Access Hollywood	6-630p		1:00				NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/23/17	10/29/17	-1-----				1	\$400.00				
Totals								0.00				60	\$6,215.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/25/17 - 10/27/17	60	\$6,215.00	(\$932.25)	\$5,282.75
Totals	60	\$6,215.00	(\$932.25)	\$5,282.75

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<u>Contract Dates</u> 10/18/17 - 10/27/17	<u>Product</u> Candidate	<u>Estimate #</u> 3211
<u>Advertiser</u> POL/Gillespie for Govern		<u>Original Date / Revision</u> 10/25/17 / 10/25/17

Signature: _____ Date: _____

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