

# INVOICE

**WDBJ**  
**2807 Hershberger Road NW**  
**Roanoke, VA 24017**  
**Main: (540) 344-7000**  
**Billing:**

Invoice #	Invoice Date	Invoice Month	Invoice Period
678762-1	10/29/17	October 2017	09/25/17 - 10/29/17

Property	Account Executive	Sales Office	Sales Region
WDBJ	Charles Brian Boush	Roanoke Nation	National

Billing Address:

**Buying Time**  
**Attention: Accounts Payable**  
**650 Massachusetts Ave NW Ste 210**  
**Washington, DC 20001**

Advertiser	Product	Estimate Number
Northam For Governor	political	5659

Flight Dates	Order #	Alt Order #
10/24/17 - 10/30/17	678762	WOC10762813

Billing Calendar	Billing Type	Deal #
Broadcast	Cash	

Special Handling

Send Payment To:

**WDBJ**  
**PO Box 14200**  
**Tallahassee, FL 32317-4200**

Agency Code	Advertiser Code	Product 1/2
	903	913

Agency Ref	Advertiser Ref
1058	141301

Line	Start Date	End Date	Description	Start/End Time	MTWTFSS	Length	Spots/ Week	Rate	Type																																																																																																																							
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We warrant that the actual broadcast information shown on this invoice was taken from the program log. Gray does not discriminate in its advertising contracts, and it will not accept advertising intended to discriminate on the basis of race or ethnicity. Advertiser hereto affirms that nothing in this Agreement is intended to discriminate on the basis of race or ethnicity. This Agreement is subject to the Standard Terms and Conditions available at [www.gray.tv/advertising](http://www.gray.tv/advertising).

# INVOICE

Send Payment To:

**WDBJ**  
**PO Box 14200**  
**Tallahassee, FL 32317-4200**

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<u>Advertiser</u> Northam For Governor		<u>Product</u> political	<u>Estimate Number</u> 5659

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We warrant that the actual broadcast information shown on this invoice was taken from the program log. Gray does not discriminate in its advertising contracts, and it will not accept advertising intended to discriminate on the basis of race or ethnicity. Advertiser hereto affirms that nothing in this Agreement is intended to discriminate on the basis of race or ethnicity. This Agreement is subject to the Standard Terms and Conditions available at [www.gray.tv/advertising](http://www.gray.tv/advertising).

# INVOICE

Send Payment To:

**WDBJ**  
**PO Box 14200**  
**Tallahassee, FL 32317-4200**

Invoice # <b>678762-1</b>	Invoice Date <b>10/29/17</b>	Invoice Month <b>October 2017</b>	Invoice Period <b>09/25/17 - 10/29/17</b>
Advertiser <b>Northam For Governor</b>	Product <b>political</b>	Estimate Number <b>5659</b>	

Line	Start Date	End Date	Description	Start/End Time	MTWTFSS	Length	Spots/ Week	Rate	Type																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
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We warrant that the actual broadcast information shown on this invoice was taken from the program log. Gray does not discriminate in its advertising contracts, and it will not accept advertising intended to discriminate on the basis of race or ethnicity. Advertiser hereto affirms that nothing in this Agreement is intended to discriminate on the basis of race or ethnicity. This Agreement is subject to the Standard Terms and Conditions available at [www.gray.tv/advertising](http://www.gray.tv/advertising).

# INVOICE

Send Payment To:

**WDBJ**  
**PO Box 14200**  
**Tallahassee, FL 32317-4200**

Invoice # <b>678762-1</b>	Invoice Date <b>10/29/17</b>	Invoice Month <b>October 2017</b>	Invoice Period <b>09/25/17 - 10/29/17</b>
Advertiser <b>Northam For Governor</b>	Product <b>political</b>	Estimate Number <b>5659</b>	

Line	Start Date	End Date	Description	Start/End Time	MTWTFSS	Length	Spots/ Week	Rate	Type																																																																			
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We warrant that the actual broadcast information shown on this invoice was taken from the program log. Gray does not discriminate in its advertising contracts, and it will not accept advertising intended to discriminate on the basis of race or ethnicity. Advertiser hereto affirms that nothing in this Agreement is intended to discriminate on the basis of race or ethnicity. This Agreement is subject to the Standard Terms and Conditions available at [www.gray.tv/advertising](http://www.gray.tv/advertising).

# INVOICE

Send Payment To:

**WDBJ**  
**PO Box 14200**  
**Tallahassee, FL 32317-4200**

Invoice #	Invoice Date	Invoice Month	Invoice Period
678762-1	10/29/17	October 2017	09/25/17 - 10/29/17
Advertiser	Product	Estimate Number	
Northam For Governor	political	5659	

Line	Start Date	End Date	Description	Start/End Time	MTWTFSS	Length	Spots/ Week	Rate	Type																																																																																																																																																																																																																																																																																																																																																																																																																																																					
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# INVOICE

Send Payment To:

**WDBJ**  
**PO Box 14200**  
**Tallahassee, FL 32317-4200**

Invoice # <b>678762-1</b>	Invoice Date <b>10/29/17</b>	Invoice Month <b>October 2017</b>	Invoice Period <b>09/25/17 - 10/29/17</b>
Advertiser <b>Northam For Governor</b>	Product <b>political</b>	Estimate Number <b>5659</b>	

Line	Start Date	End Date	Description	Start/End Time	MTWTFSS	Length	Spots/ Week	Rate	Type																				
25	10/24/17	10/24/17	Tuesday Prime Hr 2	9:00 PM-10:00 PM	- 1 - - - -	:30	1	\$785.00	NM																				
<table border="0" style="width:100%"> <tr> <td>Weeks:</td> <td><u>Start Date</u></td> <td><u>End Date</u></td> <td><u>MTWTFSS</u></td> <td><u>Spots/Week</u></td> <td><u>Rate</u></td> <td colspan="4"></td> </tr> <tr> <td></td> <td>10/23/17</td> <td>10/29/17</td> <td>- 1 - - - -</td> <td>1</td> <td>\$975.00</td> <td colspan="4"></td> </tr> </table>										Weeks:	<u>Start Date</u>	<u>End Date</u>	<u>MTWTFSS</u>	<u>Spots/Week</u>	<u>Rate</u>						10/23/17	10/29/17	- 1 - - - -	1	\$975.00				
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	10/23/17	10/29/17	- 1 - - - -	1	\$975.00																								
Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type																			
1	WDBJ	Tu	10/24/17	8:47 PM	Tuesday Prime Hr 1	7:57 PM-9:00 PM	:30	RN- 22- 17H	\$975.00	NM																			
26	10/24/17	10/24/17	Tuesday Prime Hr 3	10:00 PM-11:00 PM	- 1 - - - -	:30	1	\$550.00	NM																				
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Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type																			
1	WDBJ	Tu	10/24/17	9:44 PM	Tuesday Prime Hr 2	9:00 PM-10:00 PM	:30	RN- 41- 17H	\$785.00	NM																			
27	10/24/17	10/25/17	Wednesday Prime Hr 1	8:00 PM-9:00 PM	-- 1 - - - -	:30	1	\$760.00	NM																				
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Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type																			
1	WDBJ	W	10/25/17	8:31 PM	Wednesday Prime Hr 1	10:00 PM-11:00 PM	:30	RN- 22- 17H	\$550.00	NM																			
28	10/24/17	10/25/17	Wednesday Prime Hr 2	9:00 PM-10:00 PM	-- 1 - - - -	:30	1	\$650.00	NM																				
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Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type																			
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29	10/24/17	10/25/17	Wednesday Prime Hr 3	10:00 PM-11:00 PM	-- 1 - - - -	:30	1	\$650.00	NM																				
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Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type																			
1	WDBJ	W	10/25/17	10:35 PM	Wednesday Prime Hr 3	10:00 PM-11:00 PM	:30	RN- 41- 17H	\$650.00	NM																			
30	10/24/17	10/27/17	Friday Prime Hr 1	8:00 PM-9:00 PM	- - - - 1 - -	:30	1	\$305.00	NM																				
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Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type																			
3	WDBJ	W	10/25/17	7:59 AM	CBS This Morning	7a-9a	:30	RN- 22- 17H	\$165.00	NM																			
					MG for 8.1,8.3,30.1																								
2	WDBJ	Th	10/26/17	8:59 AM	CBS This Morning	7a-9a	:30	RN- 41- 17H	\$165.00	NM																			
					MG for 8.1,8.3,30.1																								
1	WDBJ	F	10/27/17		Friday Prime Hr 1	8:00 PM-9:00 PM	:00		<del>\$305.00</del>	NM																			
					See MG 30.2,30.3,30.4,30.5,30.6,30.7																								
4	WDBJ	F	10/27/17	8:22 AM	CBS This Morning	7a-9a	:30	RN- 22- 17H	\$165.00	NM																			
					MG for 8.1,8.3,30.1																								
5	WDBJ	F	10/27/17	8:30 PM	Friday Prime Special	7:57 PM-9:00 PM	:30	RN- 43- 17H	\$305.00	NM																			
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**PO Box 14200**  
**Tallahassee, FL 32317-4200**

Invoice # <b>678762-1</b>	Invoice Date <b>10/29/17</b>	Invoice Month <b>October 2017</b>	Invoice Period <b>09/25/17 - 10/29/17</b>
Advertiser <b>Northam For Governor</b>	Product <b>political</b>	Estimate Number <b>5659</b>	

Line	Start Date	End Date	Description	Start/End Time	MTWTFSS	Length	Spots/ Week	Rate	Type																																																							
30	10/24/17	10/27/17	Friday Prime Hr 1	8:00 PM-9:00 PM	----1--	:30	1	\$305.00	NM																																																							
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MG for 8.1,8.3,30.1																																																																
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copy change																																																																
32	10/24/17	10/27/17	Friday Prime Hr 3	10:00 PM-11:00 PM	----1--	:30	1	\$535.00	NM																																																							
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34	10/24/17	10/28/17	Saturday Prime Hr 3	10:00 PM-11:00 PM	-----1-	:30	1	\$95.00	NM																																																							
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36	10/24/17	10/29/17	Sunday Prime Hr 3	9:20 PM-10:30 PM	-----1	:30	1	\$570.00	NM																																																							
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We warrant that the actual broadcast information shown on this invoice was taken from the program log. Gray does not discriminate in its advertising contracts, and it will not accept advertising intended to discriminate on the basis of race or ethnicity. Advertiser hereto affirms that nothing in this Agreement is intended to discriminate on the basis of race or ethnicity. This Agreement is subject to the Standard Terms and Conditions available at [www.gray.tv/advertising](http://www.gray.tv/advertising).

# INVOICE

Send Payment To:

**WDBJ**  
**PO Box 14200**  
**Tallahassee, FL 32317-4200**

Invoice # <b>678762-1</b>	Invoice Date <b>10/29/17</b>	Invoice Month <b>October 2017</b>	Invoice Period <b>09/25/17 - 10/29/17</b>
Advertiser <b>Northam For Governor</b>	Product <b>political</b>	Estimate Number <b>5659</b>	

Line	Start Date	End Date	Description	Start/End Time	MTWTFSS	Length	Spots/ Week	Rate	Type	
38	10/24/17	10/30/17	News 7 @ 11p M-F	11:00 PM-11:35 PM	11111--	:30	5	\$265.00	NM	
Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/24/17   10/30/17    11111--                    5                    \$265.00										
Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type
1	WDBJ	Tu	10/24/17	11:13 PM	News 7 @ 11p M-F	11:00 PM-11:35 PM	:30	RN-41-17H	\$265.00	NM
2	WDBJ	W	10/25/17	11:31 PM	News 7 @ 11p M-F	11:00 PM-11:35 PM	:30	RN-22-17H	\$265.00	NM
3	WDBJ	Th	10/26/17	12:18 AM	News 7 Late Run	1130p-1230a	:30	RN-22-17H	\$265.00	NM
4	WDBJ	F	10/27/17	11:10 PM	News 7 @ 11p M-F copy change	11:00 PM-11:35 PM	:30	RN-43-17H	\$265.00	NM
39	10/24/17	10/28/17	News 7 @ 11p Sat	11:00 PM-11:35 PM	-----1-	:30	1	\$190.00	NM	
Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/23/17   10/29/17    -----1-                    1                    \$190.00										
Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type
1	WDBJ	Sa	10/28/17	11:29 PM	News 7 @ 11p Sat	11:00 PM-11:35 PM	:30	RN-41-17H	\$190.00	NM
40	10/24/17	10/29/17	News 7 @ 11p Sun	11:00 PM-11:35 PM	-----1	:30	1	\$115.00	NM	
Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/23/17   10/29/17    -----1                    1                    \$115.00										
Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type
1	WDBJ	Su	10/29/17	11:18 PM	News 7 @ 11p Sun	11:00 PM-11:35 PM	:30	RN-41-17H	\$115.00	NM
41	10/24/17	10/30/17	Late Show	11:35 PM-12:35 XM	22222--	:30	10	\$110.00	NM	
Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/24/17   10/30/17    22222--                    10                    \$110.00										
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2	WDBJ	Tu	10/24/17	11:53 PM	Late Show	11:35 PM-12:35 XM	:30	RN-36-17H	\$110.00	NM
1	WDBJ	Tu	10/24/17	12:35 AM	Late Show	11:35 PM-12:35 XM	:30	RN-41-17H	\$110.00	NM
4	WDBJ	W	10/25/17	12:14 AM	Late Show	11:35 PM-12:35 XM	:30	RN-41-17H	\$110.00	NM
3	WDBJ	W	10/25/17	12:35 AM	Late Show	11:35 PM-12:35 XM	:30	RN-36-17H	\$110.00	NM
5	WDBJ	Th	10/26/17	12:52 PM	Late Show	1135p-1238a	:30	RN-22-17H	\$110.00	NM
6	WDBJ	Th	10/26/17	1:19 AM	Late Show Sports Overrun	1135p-1238a	:30	RN-41-17H	\$110.00	NM
8	WDBJ	F	10/27/17	12:15 AM	Late Show copy change	11:35 PM-12:35 XM	:30	RN-43-17H	\$110.00	NM
7	WDBJ	F	10/27/17	12:46 AM	Late Show	1135p-1238a	:30	RN-22-17H	\$110.00	NM
42	10/24/17	10/30/17	Late Late Show	12:35 XM-1:35 XM	11111--	:30	5	\$5.00	NM	
Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/24/17   10/30/17    11111--                    5                    \$5.00										
Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type
1	WDBJ	Tu	10/24/17	1:02 AM	Late Late Show	12:35 XM-1:35 XM	:30	RN-22-17H	\$5.00	NM
2	WDBJ	W	10/25/17	1:18 AM	Late Late Show	12:35 XM-1:35 XM	:30	RN-22-17H	\$5.00	NM
3	WDBJ	Th	10/26/17	2:12 AM	Late Late Show Sports Overrun	12:35 XM-1:35 XM	:30	RN-41-17H	\$5.00	NM
4	WDBJ	F	10/27/17	1:27 AM	Late Late Show copy change	12:35 XM-1:35 XM	:30	RN-43-17H	\$5.00	NM
43	10/24/17	10/28/17	News 7 Sat Morning	6:00 AM-8:00 AM	-----2-	:30	2	\$80.00	NM	
Weeks: <u>Start Date</u> <u>End Date</u> <u>MTWTFSS</u> <u>Spots/Week</u> <u>Rate</u> 10/23/17   10/29/17    -----2-                    2                    \$80.00										
Spots: #	Ch	Day	Air Date	Air Time	Description	Start/End Time	Length	Ad-ID	Rate	Type

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# INVOICE

Send Payment To:

**WDBJ**  
**PO Box 14200**  
**Tallahassee, FL 32317-4200**

Invoice # <b>678762-1</b>	Invoice Date <b>10/29/17</b>	Invoice Month <b>October 2017</b>	Invoice Period <b>09/25/17 - 10/29/17</b>
Advertiser <b>Northam For Governor</b>	Product <b>political</b>	Estimate Number <b>5659</b>	

Line	Start Date	End Date	Description	Start/End Time	MTWTFSS	Length	Spots/ Week	Rate	Type																																													
43	10/24/17	10/28/17	News 7 Sat Morning	6:00 AM-8:00 AM	-----2-	:30	2	\$80.00	NM																																													
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44	10/24/17	10/28/17	CBS This Morning Saturd	8:00 AM-10:00 AM	-----2-	:30	2	\$150.00	NM																																													
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45	10/24/17	10/28/17	VA Tech Sports Today	11:30 AM-12:00 PM	-----1-	:30	1	\$185.00	NM																																													
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46	10/24/17	10/29/17	News 7 Sun Morning	6:00 AM-9:00 AM	-----2	:30	2	\$95.00	NM																																													
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47	10/24/17	10/29/17	CBS Sunday Morning	9:00 AM-10:30 AM	-----2	:30	2	\$325.00	NM																																													
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48	10/24/17	10/29/17	Face The Nation	10:30 AM-11:30 AM	-----2	:30	2	\$75.00	NM																																													
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**Total Spots 137**

## Payment Terms 30 Days

**Gross Total \$32,050.00**

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**INVOICE**

Send Payment To:

**WDBJ**  
**PO Box 14200**  
**Tallahassee, FL 32317-4200**

<u>Invoice #</u>	<u>Invoice Date</u>	<u>Invoice Month</u>	<u>Invoice Period</u>
<b>678762-1</b>	<b>10/29/17</b>	<b>October 2017</b>	<b>09/25/17 - 10/29/17</b>

  

<u>Advertiser</u>	<u>Product</u>	<u>Estimate Number</u>
<b>Northam For Governor</b>	<b>political</b>	<b>5659</b>

Agency Commission                      **\$4,807.50**

Net Amount Due                              **\$27,242.50**