

## CONTRACT



**WJBF**  
**1336 Augusta West Parkway**  
**Augusta, GA 30909**  
**(706) 722-6664**

And:

**Del Cielo Media**  
**Attention: Katz Washington**  
**1427 Leslie Ave**  
**Alexandria, VA 22301**

<b>Contract / Revision</b> 1638893 /		<b>Alt Order #</b> 26121847
<b>Product</b> ORDR		
<b>Contract Dates</b> 08/15/18 - 08/22/18		<b>Estimate #</b> 815822
<b>Advertiser</b> POL/Republican Governors Association		<b>Original Date / Revision</b> 08/03/18 / 08/03/18
<b>Billing Cycle</b> EOM/EOC	<b>Billing Calendar</b> Broadcast	<b>Cash/Trade</b> Cash
<b>Property</b> WJBF	<b>Account Executive</b> Katz Washington	<b>Sales Office</b> Katz/New York
<b>Special Handling</b>		
<b>Demographic</b> Adults 35+		
<b>Agcy Code</b> 9915589	<b>Advertiser Code</b> RGAB	<b>Product 1/2</b> ORDR
<b>Agency Ref</b>	<b>Advertiser Ref</b>	

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WJBF	08/15/18	08/15/18	M-F WJBF 6a News	558-6:57:56a		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/13/18	08/19/18	--W----				1	\$350.00				
N 2	WJBF	08/16/18	08/16/18	M-F WJBF 6a News	558-6:57:56a		:30				NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/13/18	08/19/18	---T---				2	\$350.00				
N 3	WJBF	08/17/18	08/17/18	M-F WJBF 6a News	558-6:57:56a		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/13/18	08/19/18	----F--				1	\$350.00				
N 4	WJBF	08/20/18	08/20/18	M-F WJBF 6a News	558-6:57:56a		:30				NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/20/18	08/26/18	M-----				2	\$350.00				
N 5	WJBF	08/21/18	08/21/18	M-F WJBF 6a News	558-6:57:56a		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/20/18	08/26/18	--T-----				1	\$350.00				
N 6	WJBF	08/18/18	08/18/18	Sa GM Augusta @7	657-8a		:30				NM	2	\$320.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/13/18	08/19/18	-----S-				2	\$160.00				
N 7	WJBF	08/19/18	08/19/18	Su GM Augusta 7-8a	658-757a		:30				NM	2	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/13/18	08/19/18	-----S				2	\$150.00				
N 8	WJBF	08/16/18	08/16/18	M-F News @6	6-630p		:30				NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/13/18	08/19/18	---T---				1	\$550.00				
N 9	WJBF	08/21/18	08/21/18	M-F News @6	6-630p		:30				NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/20/18	08/26/18	--T-----				1	\$550.00				
N 10	WJBF	08/18/18	08/18/18	Sa News @6p	557-630p		:30				NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	08/13/18	08/19/18	-----S-				1	\$225.00				
N 11	WJBF	08/19/18	08/19/18	Su News @6p	557-630p		:30				NM	1	\$275.00

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

Nexstar Media Group does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on Nexstar Media Group stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



**WJBF**  
**1336 Augusta West Parkway**  
**Augusta, GA 30909**  
**(706) 722-6664**

<u>Contract / Revision</u>	<u>Alt Order #</u>
1638893 /	26121847

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
08/15/18 - 08/22/18	ORDR	815822

<u>Advertiser</u>	<u>Original Date / Revision</u>
POL/Republican Govern	08/03/18 / 08/03/18

*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:		08/13/18	08/19/18	-----S				1	\$275.00				
N 12	WJBF	08/15/18	08/15/18	Jimmy Kimmel	1135-1235a		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/13/18	08/19/18	--W----				1	\$150.00				
N 13	WJBF	08/20/18	08/20/18	Jimmy Kimmel	1135-1235a		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/20/18	08/26/18	M-----				1	\$150.00				
N 14	WJBF	08/15/18	08/15/18	M-F News @11p	11p-1135p		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/13/18	08/19/18	--W----				1	\$350.00				
N 15	WJBF	08/16/18	08/16/18	M-F News @11p	11p-1135p		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/13/18	08/19/18	---T---				1	\$350.00				
N 16	WJBF	08/17/18	08/17/18	M-F News @11p	11p-1135p		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/13/18	08/19/18	----F--				1	\$350.00				
N 17	WJBF	08/20/18	08/20/18	M-F News @11p	11p-1135p		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/20/18	08/26/18	M-----				1	\$350.00				
N 18	WJBF	08/21/18	08/21/18	M-F News @11p	11p-1135p		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/20/18	08/26/18	-T-----				1	\$350.00				
N 19	WJBF	08/19/18	08/19/18	Su News @11p	11p-1135p		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/13/18	08/19/18	-----S				1	\$300.00				
N 20	WJBF	08/19/18	08/19/18	Celebrity Family Feud	8-9p		:30				NM	2	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/13/18	08/19/18	-----S				2	\$900.00				
<b>Totals</b>								0.00				25	\$8,820.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
07/30/18 - 08/21/18	25	\$8,820.00	(\$1,323.00)	\$7,497.00
<b>Totals</b>	25	\$8,820.00	(\$1,323.00)	\$7,497.00

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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125 West 55th St  
New York, NY 10019

# KATZ TELEVISION GROUP

Contract # 26121847  
CPE: RGA8/ORDR/815822  
Agency: DEL CIELO MEDIA  
1427 LESLIE AVENUE  
SUITE 102  
ALEXANDRIA, VA 22301

Changes as of: 8/3/2018 at 3:28 PM  
Flight: 8/15/18 - 8/22/18  
Advertiser: REPUB GOVERNORS ASSO  
Product: ORDR  
Agency Order #: 30057182  
Buyer: LEVINE, RANDE  
Salesperson: ERIN SCHUMACHER  
212-424-6620

Version: Current State Version 1  
Station: WJBF  
Market: Augusta, GA  
Office: NEW YORK  
Service: Nielsen  
Primary Demo: Adults 35+  
Assistant: ERIN SCHUMACHER  
212-424-6620

Con Type: POLITICAL/VOTE  
Total \$: \$8,820.00  
Total Spots: 25  
Total CPP: \$61.81  
Total GRP: 142.7

Comments: NEW ORDER- PLS BOOK ASAP ESTIMATE 815822 FLIGHT 8/15-8/22 PLS CONFIRM ASAP PLS CONFIRM ASAP flvine@delcielomedia.com  
571-585-8781

#	Day/Time	DP	Program	Rate	Len	8/15 - 8/22								Total Spots	Total \$	CPP*	GRP*
						8/15	8/16	8/17	8/18	8/19	8/20	8/21	8/22				
1	M-F 6a-7a		GOOD MORNING AUGUSTA	\$350.00	30	1	2	1	0	0	2	1	0	7	\$2,450.00	\$50.00	49.0
2	Sa 7a-8a		GOOD MORNING AUGUSTA	\$160.00	30	0	0	0	2	0	0	0	0	2	\$320.00	\$41.03	7.8
3	Su 7a-8a		GOOD MORNING AUGUSTA	\$150.00	30	0	0	0	0	2	0	0	0	2	\$300.00	\$38.46	7.8
4	M-F 6p-6:30p		NEWS CHANNEL 6 AT 6	\$550.00	30	0	1	0	0	0	0	1	0	2	\$1,100.00	\$50.93	21.6
5	Sa 6p-6:30p		NEWS CHANNEL 6 AT 6	\$225.00	30	0	0	0	1	0	0	0	0	1	\$225.00	\$40.18	5.6
6	Su 6p-6:30p		NEWS CHANNEL 6 AT 6	\$275.00	30	0	0	0	0	1	0	0	0	1	\$275.00	\$46.61	5.9
7	M-F 11:35p-12:35a		JIMMY KIMMEL	\$150.00	30	1	0	0	0	0	1	0	0	2	\$300.00	\$71.43	4.2
8	M-F 11p-11:35p		NEWS CHANNEL 6 AT 11	\$350.00	30	1	1	1	0	0	1	1	0	5	\$1,750.00	\$77.78	22.5
9	Su 11p-11:35p		NEWS CHANNEL 6 AT 11	\$300.00	30	0	0	0	0	1	0	0	0	1	\$300.00	\$69.77	4.3
10	Su 8p-9p		CELEBRITY FAMILY FEU	\$900.00	30	0	0	0	0	2	0	0	0	2	\$1,800.00	\$128.57	14.0
TOTALS:						3	4	2	3	6	4	3	0	25	\$8,820.00	\$61.81	142.7



125 West 55th St  
New York, NY 10019

# KATZ TELEVISION GROUP

Contract # 26121847 Changes as of: 8/3/2018 at 3:28 PM Version: Current State Version 1  
CPE: RGA8/ORDR/815822 Flight: 8/15/18 - 8/22/18 Station: WJBF Con Type: POLITICAL/VOTE  
Agency: DEL CIELO MEDIA Advertiser: REPUB GOVERNORS ASO Market: Augusta, GA Total \$: \$8,820.00  
1427 LESLIE AVENUE Product: ORDER Office: NEW YORK Total Spots: 25  
SUITE 102 Agency Order #: 30057182 Service: Nielsen Total CPP: \$61.81  
ALEXANDRIA, VA Buyer: LEVINE, RANDE Primary Demo: Adults 35+ Total GRP: 142.7  
22301 Salesperson: ERIN SCHUMACHER Assistant: ERIN SCHUMACHER  
212-424-6620 Separation:

Special Instructions	Order Level Comments
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Date/Time	Added by	Comment
08/03/18 2:51 PM	ERIN SCHUMACHER	NEW ORDER- PLS BOOK ASAP ESTIMATE 815822 FLIGHT 8/15-8/22 PLS CONFIRM ASAP PLS CONFIRM ASAP rlevine@delcielomedia.com 571-585-8781

Competitive Information			
Market Budget:	\$33,346		
WJBF Share:	26%		
Comment:			
WAGT:	10%		
WFXG:	3%		
WRDW:	61%		

Daypart Summary			
Day/Time	% Distrib	Spots	GRP
	100%	25	142.7
Total	100%	25	142.7

Monthly Summary			
Month	Spots	Dollars	
2018-Aug	25	\$8,820.00	\$8,820.00
Total	25	\$8,820.00	\$8,820.00

Transaction History					
Trans	Created/Received	Created by	Status	Spot+	Spot-
Queued for Electronic Contracting	8/3/18 3:17 PM				
New	8/3/18 2:50 PM	ERIN SCHUMACHER	Confirming	25	

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.
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