

ORDER



Orders
Order / Rev: 26560 - 3
Alt Order #: 26192771
Product Desc: Issue
Estimate:
Flight Dates: 09/25/18 - 10/01/18
Original Date / Rev: 09/24/18 / 10/02/18
Order Type: GENERAL

Primary AE: Katz Washington, DC
Sales Office: K-DC
Sales Region: NAT

Agency Name: Waterfront Strategies
Buying Contact:
Billing Contact:
 3050 K St NW STE 100
 Washington, DC 20007

Billing Type: Cash
Billing Calendar: Broadcast
Billing Cycle: EOM/EOC
Agency Commission: 15%

Advertiser Name: AFSCMEPeople-Am Fed State City Mu
Demographic: A35+
Product Codes: Political - Issues / Proposition
Priority: P-01
Revenue Code 1: AGENCY
Revenue Code 2: POL
Revenue Code 3: POL-ISS

New Business Thru:
Order Separation: 00:27:00
Advertiser External ID:
Agency External ID:
Unit Code: General

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
08/27/18	09/30/18	30	\$15,300.00	\$13,005.00
10/01/18	10/01/18	6	\$2,325.00	\$1,976.25

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
September 2018	30	\$15,300.00	\$13,005.00	0.00
October 2018	6	\$2,325.00	\$1,976.25	0.00
Totals	36	\$17,625.00	\$14,981.25	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Katz Washington, DC			Start Of Order - End Of Order	100%

Order Share

	Share	Total
KTVN	26%	\$17,625.00
Market	100%	\$67,788.46

Competitive Share

	Share	Total
CABLE	0%	\$0.00
KAME	1%	\$677.88
KNPB	0%	\$0.00
KNVV	0%	\$0.00
KOLO	35%	\$23,725.96
KREN	0%	\$0.00
KRNS	0%	\$0.00
KRNV	28%	\$18,980.77
KRXI	10%	\$6,778.85
MNPB	0%	\$0.00
ONPB	0%	\$0.00
QOLO	0%	\$0.00
UNKWN	0%	\$0.00

REVISED

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
1	All	10/01/18	10/01/18		CM	5:30 AM-6:00 AM	M-----	:30	1	\$175.00	P-01	0.00	NM	1	\$175.00

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Advertiser: AFSCMEPeople-Am Fed State City Mun
 Product Desc: Issue
 Estimate: KTVN

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
				M-F 2 News @ 5a M-F Local News @ 5a		(5:30 AM-6:00 AM)									
COMMENTS APPLY TO SUB LINES A THRU A Channel 2 AM News at 5a															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		10/01/18	10/07/18	M-----		1				\$175.00		0.00			
2	All	09/25/18	09/28/18	M-F 2 News @ 6a M-F Local News @ 6a	CM	6:00 AM-6:30 AM	-TWTF--	:30	2	\$350.00	P-01	0.00	NM	2	\$700.00
COMMENTS APPLY TO SUB LINES A THRU A Channel 2 AM News at 6a															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		09/24/18	09/30/18	-TWTF--		2				\$350.00		0.00			
3	All	09/25/18	10/01/18	M-F 2 News @ 6a M-F Local News @ 6a	CM	6:30 AM-7:00 AM	-TWTF--	:30	2	\$350.00	P-01	0.00	NM	3	\$1,050.00
COMMENTS APPLY TO SUB LINES A THRU B Channel 2 AM News at 6a															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		09/24/18	09/30/18	-TWTF--		2				\$350.00		0.00			
Week:		10/01/18	10/07/18	M-----		1				\$350.00		0.00			
4	All	09/25/18	10/01/18	M-F CBS This Morning M-F CBS This Morning	CM	7:00 AM-9:00 AM	-TWTF--	:30	3	\$375.00	P-01	0.00	NM	3	\$1,125.00
COMMENTS APPLY TO SUB LINES A THRU B CBS This Morning															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		09/24/18	09/30/18	-TWTF--		3				\$375.00		0.00			
<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>Rtg</u>	<u>Type</u>		
2	All	09/24/18-09/30/18		M-F CBS This Morning		7:00 AM-9:00 AM	-TWTF--	:30		(\$375.00)		0.00	NM		
Credited [News Interrupt]															
Week:		10/01/18	10/07/18	M-----		1				\$375.00		0.00			
5	All	09/30/18	09/30/18	Face the Nation 830a Face The Nation	CM	8:30 AM-9:00 AM	-----S	:30	1	\$475.00	P-01	0.00	NM	1	\$475.00
COMMENTS APPLY TO SUB LINES A THRU A Face The Nation															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		09/24/18	09/30/18	-----S		1				\$475.00		0.00			
E 6	All	09/25/18	10/01/18	M-F 9-10a M-F	CM	9:00 AM-10:00 AM	MTWTF--	:30	2	\$350.00	P-01	0.00	NM	1	\$350.00
Let's Make A Deal															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		09/25/18	10/01/18	MTWTF--		2				\$350.00		0.00			
<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>Rtg</u>	<u>Type</u>		
1	All	09/25/18-10/01/18		M-F 9-10a		9:00 AM-10:00 AM	MTWTF--	:30		(\$350.00)		0.00	NM		
Credited															
E 7	All	09/25/18	10/01/18	M-F 10-11a M-F	CM	10:00 AM-11:00 AM	MTWTF--	:30	2	\$425.00	P-01	0.00	NM	2	\$850.00
COMMENTS APPLY TO SUB LINES A THRU B Price Is Right															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		09/24/18	09/30/18	-TWTF--		2				\$425.00		0.00			
Week:		10/01/18	10/07/18	M-----		1				\$425.00		0.00			
<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>Rtg</u>	<u>Type</u>		
3	All	10/01/18-10/07/18		M-F 10-11a		10:00 AM-11:00 AM	M-----	:30		(\$425.00)		0.00	NM		
Credited															
8	All	09/25/18	09/28/18	M-F 2 News @ 5p M-F 2 News @ 5p	CM	5:00 PM-5:30 PM	-TWTF--	:30	1	\$625.00	P-01	0.00	NM	1	\$625.00
COMMENTS APPLY TO SUB LINES A THRU A Channel 2 News at 5p															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
Week:		09/24/18	09/30/18	-TWTF--		1				\$625.00		0.00			
9	All	09/25/18	10/01/18	M-F 2 News @ 530p M-F Local News @ 530p	CM	5:30 PM-6:00 PM	-TWTF--	:30	2	\$600.00	P-01	0.00	NM	3	\$1,800.00
COMMENTS APPLY TO SUB LINES A THRU B															

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Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
10	All	09/25/18	10/01/18	M-F 2 News @ 630p M-F Local News @ 630p	CM	6:30 PM-7:00 PM	MTWTF--	:30	2	\$600.00	P-01	0.00	NM	2	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	--TWTF--		2				\$600.00		0.00			
		Week: 10/01/18	10/07/18	M-----		1				\$600.00		0.00			
11	All	09/25/18	09/28/18	M-F 2 News @ 7p M-F Local News @ 7p	CM	7:00 PM-7:30 PM	-TWTF--	:30	1	\$600.00	P-01	0.00	NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/25/18	10/01/18	MTWTF--		2				\$600.00		0.00			
		COMMENTS APPLY TO SUB LINES A THRU A													
		Channel 2 News at 7p													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	--TWTF--		1				\$600.00		0.00			
12	All	09/29/18	09/29/18	Sa-Su 2 News @ 630p Sa-Su Local News @ 630p	CM	6:30 PM-7:00 PM	-----S-	:30	1	\$475.00	P-01	0.00	NM	1	\$475.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-----S-		1				\$475.00		0.00			
		COMMENTS APPLY TO SUB LINES A THRU A													
		Channel 2 News 630p Sat													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-----S-		1				\$475.00		0.00			
13	All	09/29/18	09/29/18	Raiders Silver & Black Raiders Silver & Black	CM	7:00 PM-7:30 PM (7:00 PM-7:30 PM)	-----S-	:30	1	\$475.00	P-01	0.00	NM	1	\$475.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-----S-		1				\$475.00		0.00			
		COMMENTS APPLY TO SUB LINES A THRU A													
		Silver & Black Show (Raiders Coach Show)													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-----S-		1				\$475.00		0.00			
14	All	09/30/18	09/30/18	Sa-Su 2 News @ 5p Sa-Su Local News @ 5p	CM	5:00 PM-5:30 PM	-----S	:30	1	\$600.00	P-01	0.00	NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-----S		1				\$600.00		0.00			
		COMMENTS APPLY TO SUB LINES A THRU A													
		Channel 2 News 5p Sun													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-----S		1				\$600.00		0.00			
15	All	09/25/18	10/01/18	M-F 730-8p M-F	CM	7:30 PM-8:00 PM	-TWTF--	:30	2	\$475.00	P-01	0.00	NM	3	\$1,425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	--TWTF--		2				\$475.00		0.00			
		Week: 10/01/18	10/07/18	M-----		1				\$475.00		0.00			
		COMMENTS APPLY TO SUB LINES A THRU B													
		Inside Edition													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	--TWTF--		2				\$475.00		0.00			
		Week: 10/01/18	10/07/18	M-----		1				\$475.00		0.00			
16	All	09/25/18	09/25/18	Tuesday Prime Hour 1 Tuesday	CM	8:00 PM-9:00 PM	-T-----	:30	1	\$1,000.00	P-01	0.00	NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-T-----		1				\$1,000.00		0.00			
		COMMENTS APPLY TO SUB LINES A THRU A													
		NCIS-CBS													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-T-----		1				\$1,000.00		0.00			
17	All	09/25/18	09/28/18	M-F 2 News @ 11p M-F Local News @ 11p	CM	11:00 PM-11:35 PM	PI-TWTF--	:30	1	\$600.00	P-01	0.00	NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-TWTF--		1				\$600.00		0.00			
		COMMENTS APPLY TO SUB LINES A THRU A													
		Channel 2 News at 11p													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-TWTF--		1				\$600.00		0.00			
18	All	09/30/18	09/30/18	Sa-Su 2 News @ 11p Sa-Su Local News @ 11p	CM	11:00 PM-11:35 PM	PI-----S	:30	1	\$600.00	P-01	0.00	NM	1	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-----S		1				\$600.00		0.00			
		COMMENTS APPLY TO SUB LINES A THRU A													
		Channel 2 News at 11p													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		Week: 09/24/18	09/30/18	-----S		1				\$600.00		0.00			
19	All	09/25/18	09/28/18	Late Show w/ S Colbert Late Show w/ S Colbert	CM	11:35 PM-12:37 AM	XI-TWTF--	:30	1	\$350.00	P-01	0.00	NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			
		COMMENTS APPLY TO SUB LINES A THRU A													
		The Late Show-CBS													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>				<u>Rate</u>		<u>Rating</u>			

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 Product Desc: Issue
 Estimate: _____
 KTVN

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
20	All	09/30/18	09/30/18	NFL Football PM Game	CM	1:00 PM-4:00 PM	-----S	:30	1	\$1,325.00	P-01	0.00	NM	1	\$1,325.00
NFL Football PM Game COMMENTS APPLY TO SUB LINES A THRU A CBS NFL Sunday Late Game [Based on the avg. Sept'17/Oct'17/Nov'17/Dec'17 actuals.]															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>			<u>Rating</u>		
Week:		09/24/18	09/30/18	-TWTF--			1			\$350.00			0.00		
21	All	09/25/18	09/28/18	M-F 2-3p	CM	2:00 PM-3:00 PM	-TWTF--	:30	2	\$225.00	P-01	0.00	NM	1	\$225.00
M-F COMMENTS APPLY TO SUB LINES A THRU A The People's Court															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>			<u>Rating</u>		
Week:		09/24/18	09/30/18	-----S			1			\$1,325.00			0.00		
<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>Rtg</u>	<u>Type</u>			
1	All	09/24/18-09/30/18		M-F 2-3p			2:00 PM-3:00 PM	-T-ThF----	:30	(\$225.00)	0.00	NM			
Credited [News Interrupt]															
22	All	09/25/18	10/01/18	M-F 3-4p	CM	3:00 PM-4:00 PM	-TWTF--	:30	2	\$350.00	P-01	0.00	NM	3	\$1,050.00
M-F COMMENTS APPLY TO SUB LINES A THRU B Ellen															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>			<u>Rating</u>		
Week:		09/24/18	09/30/18	-TWTF--			2			\$350.00			0.00		
Week:		10/01/18	10/07/18	M-----			1			\$350.00			0.00		
23	All	09/26/18	09/26/18	Wednesday Prime Other	CM	9:30 PM-11:00 PM	--W----	:30	1	\$550.00	P-01	0.00	NM	1	\$550.00
Wednesday Special COMMENTS APPLY TO SUB LINES A THRU A Big Brother															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>			<u>Rate</u>			<u>Rating</u>		
Week:		09/24/18	09/30/18	--W----			1			\$550.00			0.00		
													Totals	36	\$17,625.00