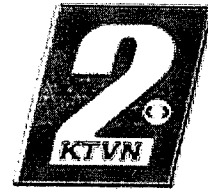


ORDER



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

KTVN

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

Order / Rev: 26560 - 3
 Alt Order #: 26192771
 Flight Dates: 09/25/18 - 10/01/18

Advertiser: AFSCME People-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
Channel 2 News at 5:30p															
		<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			
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
Channel 2 News at 6:30p															
		<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			
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
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
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
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
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
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
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
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
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
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>			

Order / Rev: 26560 - 3
 Alt Order #: 26192771
 Flight Dates: 09/25/18 - 10/01/18

Advertiser: AFSCME People-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
		<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					
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	-----S			1		\$1,325.00	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	-T-TF--			2		\$225.00	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