

CONTRACT



www.koat.com

KOAT
3801 Carlisle Blvd. NE
Albuquerque, NM 87107
(505)884-7777

And:

Left Hook Communications
Attention: Sarah Buffone
2601 Ocean Park Blvd
Suite 324
Los Angeles, CA 90291

| | | |
|--|--|--|
| <u>Contract / Revision</u> 1800517 / | | <u>Alt Order #</u> 09280279 |
| <u>Product</u> Candidate | | |
| <u>Contract Dates</u> 10/09/18 - 10/15/18 | | <u>Estimate #</u> 179 M HEINRICH/SENATE |
| <u>Advertiser</u> Heinrich/D/Senate | | <u>Original Date / Revision</u> 10/09/18 / 10/09/18 |
| <u>Billing Cycle</u> EOM/EOC | <u>Billing Calendar</u> Broadcast | <u>Cash/Trade</u> Cash |
| <u>Property</u> KOAT | <u>Account Executive</u> Mary Tricoli | <u>Sales Office</u> HRP-Philadelph |
| <u>Special Handling</u> | | |
| <u>Demographic</u> Adults 35+ | | |
| <u>Agcy Code</u> | <u>Advertiser Code</u> 15 | <u>Product 1/2</u> 24 |
| <u>Agency Ref</u> | | <u>Advertiser Ref</u> |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | PCode | Rtn | Type | Spots | Amount |
|--|-----------|-------------------|-----------------|----------------------------|-----------------------|-----------------|---------------|-------------------|---------------------|-------|-----|-------------|-------|-------------|
| N 10 | KOAT | 10/09/18 | 10/15/18 | The View 10-11a | 10-11a | | 1:00 | | | P-5 | | NM | 3 | \$1,680.00 |
| Class of Time - Pre-emptible with notice | | | | | | | | | | | | | | |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | | |
| Week: | | 10/09/18 | 10/15/18 | MTWTF-- | | | | 2 | \$230.00 | | | | | |
| <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> | | |
| 2 | KOAT | 10/09/18-10/15/18 | | The View 10-11a | 10-11a | MTuWThF---- | 1:00 | | \$230.00 | | | NM | | |
| See MG 10.3,10.4 | | | | | | | | | | | | | | |
| 3 | KOAT | 10/13/18-10/13/18 | | ABC Prime College Football | 6-10p | -----Sa-- | 1:00 | | \$1,000.00 | | | NM | | |
| Ⓜ MG for 10.2 10/09 | | | | | | | | | | | | | | |
| 4 | KOAT | 10/10/18-10/12/18 | | M-F A7N @ 4p | 4-5p | ---WThF---- | 1:00 | | \$450.00 | | | NM | | |
| Ⓜ MG for 10.2 10/09 | | | | | | | | | | | | | | |
| Totals | | | | | | | | 0.00 | | | | | 26 | \$22,780.00 |

*Tax 1 Note: New Mexico Tax Rate 7.875%.

| Time Period | # of Spots | Gross Amount | Agency Comm. | Net Amount | *Tax 1 | Total |
|---------------------|------------|--------------|--------------|-------------|------------|-------------|
| 10/01/18 - 10/15/18 | 26 | \$22,780.00 | (\$3,417.00) | \$19,363.00 | \$1,524.84 | \$20,887.84 |
| Totals | 26 | \$22,780.00 | (\$3,417.00) | \$19,363.00 | \$1,524.84 | \$20,887.84 |

Signature: _____ **Date:** _____

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

This contract is subject to the Standard Terms and Conditions for Purchase of Broadcast Advertising, which can be reviewed at the following URL: www.hearst.com/newsroom/hearst-television-advertising-sales

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, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four weeks advance cancellation notice is required unless otherwise specified.

Station, and its parent company, 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. Advertiser hereby represents and warrants that it is not purchasing broadcast air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.

REP HEADLINE# 9280279 TRF# 1800517 REP: TEL# 610-293-4100 FAX# 610-225-1191
 \$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$ ORDER WORKSHEET HARRIS REPORT FROM REP OCT9/18 18.13
 CHANGES ** KOAT-TV ***

ADV # _____ ADV. NAME POLI/M HEINRICH /D/SEN/NM REP. # _____ OFF. # _____ SALESMAN # _____
 AGY # _____ AGY. NAME LEFT HOOK COMMUNICATIONS BUYER NAME SARAH BUFEONE

2601 OCEAN PARK BLVD, SUITE# 324
 SANTA MONICA, CA 902919
 SALES PRSN PH- MARY TRICOLI

ORDER # _____ CONTRACT # 9280279 CLASS: NATL. LOCAL REGIONAL

PRDCT M HEINRICH/SEN/60'S EST#179 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES OCT9/18 OCT15/18 WK-1

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE OCT9/18 18.13

REP: M2 APPLIED - MKGD ON LN 16-17
 TOTAL IS \$22,780
 PLEASE CONFIRM
 THANKS EMILY

STA:

CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS/WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|-------------|------|-----|------|------------|----------|---------|-----------|------|-----------|
|-------|-----|----|-------------|------|-----|------|------------|----------|---------|-----------|------|-----------|

AGENCY ADVERTISER CODE = 15
 AGENCY PRODUCT CODE = 24
 AGENCY EST# = 179

| | | | | | | | | | | | | |
|----|----|--|-------------|----|--|----------|------|-------|---|--|--------|---|
| 11 | ES | | 1000A-1100A | 60 | | \$230.00 | 10/9 | 10/15 | 1 | | TU-F,M | 1 |
|----|----|--|-------------|----|--|----------|------|-------|---|--|--------|---|

PROGRAM : THE VIEW
 RA35+ : 1.9
 CON COM1: THE VIEW

| | | | | | | | | | | | | |
|----|---|--|-----------|----|--|------------|-------|-------|---|--|-----|---|
| 16 | A | | 530P-900P | 60 | | \$1,000.00 | 10/13 | 10/13 | 1 | | SAT | 1 |
|----|---|--|-----------|----|--|------------|-------|-------|---|--|-----|---|

PROGRAM : COLLEGE FTBL
 RA35+ : 1.9
 ORD COM1: SPOT WAS PRE'D. I WILL ALSO BE USING \$1220 OF THE \$1250 WE HAD FROM
 ORD COM2: 9272491. WE WILL STILL HAVE \$30 TO BE USED TOWARDS :60 SEC. ORDER.
 THIS IS A MAKE-GOOD FOR OCT9 ON LINE-11 FOR 1 SPOT/WK

FAX# 610-225-1191
HARRIS REPORT FROM REP OCT9/18 18.13
CHANGES *** KOAT-TV ***

| | | | | | | | | | |
|----|---|-----------|----|----------|-------|-------|---|-----|---|
| 17 | A | 400P-500P | 60 | \$450.00 | 10/10 | 10/12 | 1 | W-F | 1 |
|----|---|-----------|----|----------|-------|-------|---|-----|---|

| | | | |
|------|-----|----------|-----------|
| OCT9 | 605 | \$230.00 | (OCT9/18) |
|------|-----|----------|-----------|

OCT/18 22780.00

| | |
|----------------|----------|
| CONTRACT TOTAL | 22780.00 |
| TOTAL SPOTS | 26 |

COMPETITIVE INFORMATION NOT YET AVAILABLE.

SVC- NSI
DEMOS- RA35+*

| | | | | | | | | | | | |
|-------------------|--------|-------|--------|-------------|-----------|--------|--------|----------|------------|------------|------|
| MOD CODE | A-ADD | B-BUY | TYPE | C-CANCELLED | DE-DELETE | E-EFF | DATES | L-LENGTH | M-MAKEGOOD | N-PROGRAM | NAME |
| P-CLASS,PLAN,SECT | Q-PAID | PGM | R-RATE | S-SPOTS | PER WEEK | T-TIME | X-LATE | Y-DAYS | Z-COMMENTS | *-MULTIPLE | |

| | | | | | | | | | |
|-------------------|------------|--------|---------|----------|--------|--------|--------|------------|------------|
| P-CLASS,PLAN,SECT | Q-PAID PGM | R-RATE | S-SPOTS | PER WEEK | T-TIME | X-LATE | Y-DAYS | Z-COMMENTS | *-MULTIPLE |
|-------------------|------------|--------|---------|----------|--------|--------|--------|------------|------------|

REP HEADLINE# 9280279 TRF# 1800517 REP: TEL# 610-293-4100 FAX# 610-225-1191
\$\$\$ MOD# 0: APPROVED REV #0 \$\$\$ ORDER WORKSHEET HARRIS REPORT FROM STATION OCT9/18 11.20
*** KOAT-TV ***

ADV # ADV. NAME POLI/M HEINRICH /D/SEN/NM REP. # OFF. # SALESMAN #
AGY # AGY. NAME LEFT HOOK COMMUNICATIONS BUYER NAME SARAH BUFGONE

2601 OCEAN PARK BLVD, SUITE# 324
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FLIGHT DATES OCT9/18 OCT15/18 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE OCT9/18 11.20

STA:
CON CM ***** THIS IS A CASH IN ADVANCE SCHEDULE *****

STATION MAKEGOOD OFFERS:
M2 UNRESL BUY#11

MISSED: TU-F, M/1000A-1100A OCT9 60S \$230.00 (OCT9/18)
OFFER: SAT/530P-900P OCT13 60S \$1,000.00 PLS ADVISE.
& W-F/400P-500P OCT10 60S \$450.00
CMT: SPOT WAS PRE'D. I WILL ALSO BE USING \$1220 OF THE \$1250 WE HAD FROM
CMT: 9272491. WE WILL STILL HAVE \$30 TO BE USED TOWARDS : 60 SEC. ORDER.

CONTRACT TOTAL 21560.00
TOTAL SPOTS 25