

CONTRACT

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

www.koat.com

And:

SRCP Media Inc
Attention: Betsy Vonderheid
201 North Union Street
Ste 200
Alexandria, VA 22314

Contract / Revision 1750725 /		Alt Order # 09081336
Product Candidate		
Contract Dates 05/30/18 - 06/05/18		Estimate # 1462 M NEWMAN/R/CC
Advertiser Newman/R/Congress		Original Date / Revision 05/30/18 / 05/30/18
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Property KOAT	Account Executive Mary Tricoli	Sales Office HRP-Philadelph
Special Handling		
Demographic Adults 35+		
Agv Code	Advertiser Code 196	Product 1/2 514
Agency Ref		Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
N 1	KOAT	05/30/18	06/05/18	M-F A7N This AM @ 4430-5a			:30			P-6		NM	2	\$70.00
Class of Time- Immediately Pre-emptible No Makegood Required														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/30/18	06/05/18	MTWTF--				5	\$35.00					
<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>		
1	KOAT	05/30/18-06/05/18		M-F A7N This AM @ 430a	430-5a	MTuWThF----	:30		\$35.00			NM		
Credited														
3	KOAT	05/30/18-06/05/18		M-F A7N This AM @ 430a	430-5a	MTuWThF----	:30		\$35.00			NM		
Credited														
4	KOAT	05/30/18-06/05/18		M-F A7N This AM @ 430a	430-5a	MTuWThF----	:30		\$35.00			NM		
Credited														
N 2	KOAT	05/30/18	06/05/18	The View 10-11a	10-11a		:30			P-5		NM	0	\$0.00
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:		05/30/18	06/05/18	MTWTF--				10	\$115.00					

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<u>Contract / Revision</u> 1750725 /		<u>Alt Order #</u> 09081336
<u>Contract Dates</u> 05/30/18 - 06/05/18	<u>Product</u> Candidate	<u>Estimate #</u> 1462 M NEWMAN/R/CON
<u>Advertiser</u> Newman/R/Congress		<u>Original Date / Revision</u> 05/30/18 / 05/30/18

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
<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>		
1	KOAT	05/30/18-06/05/18		The View 10-11a	10-11a	MTuWThF----	:30		\$115.00			NM		
Credited														
2	KOAT	05/30/18-06/05/18		The View 10-11a	10-11a	MTuWThF----	:30		\$115.00			NM		
Credited														
3	KOAT	05/30/18-06/05/18		The View 10-11a	10-11a	MTuWThF----	:30		\$115.00			NM		
Credited														
4	KOAT	05/30/18-06/05/18		The View 10-11a	10-11a	MTuWThF----	:30		\$115.00			NM		
Credited														
5	KOAT	05/30/18-06/05/18		The View 10-11a	10-11a	MTuWThF----	:30		\$115.00			NM		
Credited														
6	KOAT	05/30/18-06/05/18		The View 10-11a	10-11a	MTuWThF----	:30		\$115.00			NM		
Credited														
7	KOAT	05/30/18-06/05/18		The View 10-11a	10-11a	MTuWThF----	:30		\$115.00			NM		
Credited														
8	KOAT	05/30/18-06/05/18		The View 10-11a	10-11a	MTuWThF----	:30		\$115.00			NM		
Credited														
9	KOAT	05/30/18-06/05/18		The View 10-11a	10-11a	MTuWThF----	:30		\$115.00			NM		
Credited														
10	KOAT	05/30/18-06/05/18		The View 10-11a	10-11a	MTuWThF----	:30		\$115.00			NM		
Credited														
N 5	KOAT	05/30/18	06/05/18	General Hospital	1-2p		:30			P-5		NM	2	\$250.00
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: 05/30/18		06/05/18	MTWTF--					10	\$125.00					
<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>		
1	KOAT	05/30/18-06/05/18		General Hospital	1-2p	MTuWThF----	:30		\$125.00			NM		
Credited														
2	KOAT	05/30/18-06/05/18		General Hospital	1-2p	MTuWThF----	:30		\$125.00			NM		
Credited														
3	KOAT	05/30/18-06/05/18		General Hospital	1-2p	MTuWThF----	:30		\$125.00			NM		
Credited														
4	KOAT	05/30/18-06/05/18		General Hospital	1-2p	MTuWThF----	:30		\$125.00			NM		
Credited														
6	KOAT	05/30/18-06/05/18		General Hospital	1-2p	MTuWThF----	:30		\$125.00			NM		
Credited														
8	KOAT	05/30/18-06/05/18		General Hospital	1-2p	MTuWThF----	:30		\$125.00			NM		
Credited														
9	KOAT	05/30/18-06/05/18		General Hospital	1-2p	MTuWThF----	:30		\$125.00			NM		
Credited														
10	KOAT	05/30/18-06/05/18		General Hospital	1-2p	MTuWThF----	:30		\$125.00			NM		
Credited														
D 13	KOAT	05/30/18	06/04/18	Entertainment Tonight 630-7p			:30			P-5		NM	0	\$0.00
Class of Time - Pre-emptible with notice														
N 19	KOAT	05/30/18	06/04/18	Kimmel	Jimmy Kimmel		:30			P-5		NM	3	\$525.00
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: 05/30/18		06/05/18	M-WTF--					8	\$175.00					

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<u>Advertiser</u> Newman/R/Congress		<u>Original Date / Revision</u> 05/30/18 / 05/30/18

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
	<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>		
	1	KOAT	05/30/18-06/05/18	Kimmel	Jimmy Kimmel	M--WThF----	:30		\$175.00			NM		
				Credited										
	2	KOAT	05/30/18-06/05/18	Kimmel	Jimmy Kimmel	M--WThF----	:30		\$175.00			NM		
				Credited										
	5	KOAT	05/30/18-06/05/18	Kimmel	Jimmy Kimmel	M--WThF----	:30		\$175.00			NM		
				Credited										
	7	KOAT	05/30/18-06/05/18	Kimmel	Jimmy Kimmel	M--WThF----	:30		\$175.00			NM		
				Credited										
	8	KOAT	05/30/18-06/05/18	Kimmel	Jimmy Kimmel	M--WThF----	:30		\$175.00			NM		
				Credited										
N 26	KOAT	05/30/18	06/05/18	Good Morning America	7-9a		:30			P-5		NM	9	\$3,375.00
				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:		05/30/18	06/05/18	MTWTF--				10	\$375.00					
	<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>		
	10	KOAT	05/30/18-06/05/18	Good Morning America	7-9a	MTuWThF----	:30		\$375.00			NM		
				Credited										
D 28	KOAT	06/02/18	06/02/18	BACHELORETTE	7-10p		:30			P-6		NM	0	\$0.00
				Class of Time- Immediately Pre-emptible No Makegood Required										
D 29	KOAT	06/03/18	06/03/18	CASTLE SAT LF	SU 1130-1230a		:30			P-5		NM	0	\$0.00
				Class of Time - Pre-emptible with notice										
D 30	KOAT	06/03/18	06/03/18	CASTLE SUN LF	Sun 1230-130xm		:30			P-5		NM	0	\$0.00
				Class of Time - Pre-emptible with notice										
D 31	KOAT	06/02/18	06/02/18	ABC Indy Racing	10a-5p		:30			P-5		NM	0	\$0.00
				Class of Time - Pre-emptible with notice										
D 32	KOAT	06/03/18	06/03/18	ABC Indy Racing	10a-5p		:30			P-5		NM	0	\$0.00
				Class of Time - Pre-emptible with notice										
D 33	KOAT	05/31/18	05/31/18	TH NBA FINALS	TH NBA FINALS		:30			P-5		NM	0	\$0.00
				Class of Time - Pre-emptible with notice										
D 34	KOAT	06/02/18	06/02/18	BACHELORETTE	7-10p		:30			P-6		NM	0	\$0.00
				Class of Time- Immediately Pre-emptible No Makegood Required										
D 35	KOAT	06/02/18	06/02/18	SCANDAL WKND LF	Sa 1130p-1230a		:30			P-6		NM	0	\$0.00
				Class of Time- Immediately Pre-emptible No Makegood Required										
D 36	KOAT	05/30/18	06/01/18	M-F Daytime Rotator	Daytime Rot 9-3p		:30			P-5		NM	0	\$0.00
				Class of Time - Pre-emptible with notice										
N 37	KOAT	06/04/18	06/04/18	BACHELORETTE	7-10p		:30			P-1		NM	1	\$1,300.00
				Class of Time - Fixed Non Pre-emptible										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		06/04/18	06/10/18	M-----				1	\$1,300.00					
N 38	KOAT	05/31/18	05/31/18	TH NBA FINALS	TH NBA FINALS		:30			P-6		NM	1	\$2,000.00
				Class of Time- Immediately Pre-emptible No Makegood Required										
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	---T---				1	\$2,000.00					

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1750725 /	09081336

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
05/30/18 - 06/05/18	Candidate	1462 M NEWMAN/R/CON

<u>Advertiser</u>	<u>Original Date / Revision</u>
Newman/R/Congress	05/30/18 / 05/30/18

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	PCode	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
N 39	KOAT	06/03/18	06/03/18	SUN NBA FINALS	SUN NBA FINALS		:30			P-6		NM	1	\$2,000.00
Class of Time- Immediately Pre-emptible No Makegood Required														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	-----S				1	\$2,000.00					
N 40	KOAT	05/30/18	06/01/18	QUANTICO	7-8p		:30			P-1		NM	1	\$850.00
Class of Time - Fixed Non Pre-emptible														
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		05/28/18	06/03/18	----F--				1	\$850.00					
Totals									0.00				113	\$28,710.00

*Tax 1 Note: New Mexico Tax Rate 7.5%.

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount	*Tax 1	Total
05/28/18 - 06/05/18	113	\$28,710.00	(\$4,306.50)	\$24,403.50	\$1,830.26	\$26,233.76
Totals	113	\$28,710.00	(\$4,306.50)	\$24,403.50	\$1,830.26	\$26,233.76

Signature: _____ **Date:** _____

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REP HEADLINE# 9081336 TRF# 1750725 REP: TEL# 610-293-4100 FAX# 610-225-1191
 \$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!
 ORDER WORKSHEET HARRIS REPORT FROM REP MAY30/18 12.13
 CHANGES ** KOAT-TV ***

ADV # _____ ADV. NAME POLI/M NEWMAN/R/CON/NM REP. # _____ OFF. # _____ SALESMAN # _____
 AGY # _____ AGY. NAME SRCP MEDIA, INC. BUYER NAME BETSY VONDERHEID

201 N. UNION STREET, SUITE 200
 ALEXANDRIA, VA 22314
 SALES PRSN PH- MARY TRICOLI

ORDER # _____ CONTRACT # 9081336 CLASS: NATL. LOCAL REGIONAL

PRDCT M NEWMAN/R/CON#02 EST#1462 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES MAY30/18 JUN5/18 WK-1

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE MAY30/18 12.13

REP: M3 APPLIED - MKGD ON LNS 38-40
 TOTAL IS \$28,710
 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
1	ES	430A-459A	30		\$35.00	5/30	6/5	2			W-F,M-TU	2

AGENCY ADVERTISER CODE = 196 AGENCY EST# = 1462
 AGENCY PRODUCT CODE = 514

PROGRAM : ACTION 7 NEWS - 430A
 CON COM1: ACTION 7 NEWS - 430A

38	A	630P-930P	30		\$2,000.00	5/31	5/31	1			THU	1
----	---	-----------	----	--	------------	------	------	---	--	--	-----	---

PROGRAM : NBA FINALS
 ORD COM1: THESE SPOTS WERE PRE'D. ALSO USING \$1345 OF THE \$1370 IN PREEMPTS
 ORD COM2: WE HAD ON #1750740. WILL HOLD \$25. PLS RESOLVE ASAP
 THIS IS A MAKE-GOOD FOR MAY30 ON LINE-1 FOR 3 SPOTS/WK
 THIS IS A MAKE-GOOD FOR MAY30 ON LINE-2 FOR 10 SPOTS/WK
 THIS IS A MAKE-GOOD FOR MAY30 ON LINE-5 FOR 8 SPOTS/WK
 THIS IS A MAKE-GOOD FOR MAY30 ON LINE-19 FOR 5 SPOTS/WK
 THIS IS A MAKE-GOOD FOR MAY30 ON LINE-26 FOR 1 SPOT/WK

FAX# 610-225-1191
C III
FROM REP MAY30/18 12.13
CHANGES *** KOAT-TV ***

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
39	A		530P-900P	30		\$2,000.00	6/3	6/3	1		SUN	1
PROGRAM : NBA FINALS ORD COM1: THESE SPOTS WERE PRE'D. ALSO USING \$1345 OF THE \$1370 IN PREEMPTS ORD COM2: WE HAD ON #1750740. WILL HOLD \$25. PLS RESOLVE ASAP PART OF A MAKEGOOD MADE UP OF LINES 38-40												
40	A		700P-800P	30		\$850.00	6/1	6/1	1		FRI	1
PROGRAM : QUANTICO ORD COM1: THESE SPOTS WERE PRE'D. ALSO USING \$1345 OF THE \$1370 IN PREEMPTS ORD COM2: WE HAD ON #1750740. WILL HOLD \$25. PLS RESOLVE ASAP PART OF A MAKEGOOD MADE UP OF LINES 38-40												
2	ES		1000A-1100A	30		\$115.00	5/30	6/5	0		W-F,M-TU	0
PROGRAM : THE VIEW CON COM1: THE VIEW												
5	ES		100P-200P	30		\$125.00	5/30	6/5	2		W-F,M-TU	2
PROGRAM : GENERAL HOSPITAL CON COM1: GENERAL HOSPITAL												
19	ES		1100P-1200M	30		\$175.00	5/30	6/4	3		W-F,M	3
PROGRAM : JIMMY KIMMEL LIVE CON COM1: JIMMY KIMMEL LIVE												
26	ES		700A-900A	30		\$375.00	5/30	6/5	9		W-F,M-TU	9
PROGRAM : GOOD MORNING AMERICA CON COM1: GOOD MORNING AMERICA												
STATION MAKEGOOD OFFERS:												
M3	OK'D	BUY#1	MISSED:W-F,M-TU/430A-459A				MAY30(3/WK)		30S	\$35.00		
		BUY#2	W-F,M-TU/1000A-1100A				MAY30(10/WK)		30S	\$115.00		(MAY29/18)
		BUY#5	W-F,M-TU/100P-200P				MAY30(8/WK)		30S	\$125.00		
		BUY#19	W-F,M/1100P-1200M				MAY30(5/WK)		30S	\$175.00		
		BUY#26	W-F,M-TU/700A-900A				MAY30		30S	\$375.00		
			OFFER:THU/630P-930P				MAY31		30S	\$2,000.00		PLS ADVISE.
			& SUN/530P-900P				JUN3		30S	\$2,000.00		
			& FRI/700P-800P				JUN1		30S	\$850.00		
CMT:THESE SPOTS WERE PRE'D. ALSO USING \$1345 OF THE \$1370 IN PREEMPTS CMT:WE HAD ON #1750740. WILL HOLD \$25. PLS RESOLVE ASAP												

REP HEADLINE# 9081336 TRF# 1750725
\$\$\$ MOD# 3: UNAPPROVED REV #1 \$\$\$

REP: TEL# 610-293-4100
CREDIT ADVISORY: AGENCY CREDIT RISK !!
ORDER WORKSHEET

FAX# 610-225-1191
HARRIS REPORT FROM REP
CHANGES

MAY30/18 12.13
*** KOAT-TV ***

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

JUN/18 28710.00

CONTRACT TOTAL 28710.00
TOTAL SPOTS 113

MARKET TOTALS \$85,960 KOAT 34% KRQE 31% KOB 34% KWBQ 0% KASA 1% KASY 0% CABL 0%
SVC- NSI BOOKS- MAY/17
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

REP HEADLINE# 9081336 TRF# 1750725 REP: TEL# 610-293-4100 FAX# 610-225-1191
 \$\$\$ MOD# 3: APPROVED REV #0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!
 ORDER WORKSHEET HARRIS REPORT FROM STATION MAY29/18 18.48
 *** KOAT-TV ***

ADV # _____ ADV. NAME POLI/M NEWMAN/R/CON/NM REP.# _____ OFF.# _____ SALESMAN # _____
 AGY # _____ AGY. NAME SRCP MEDIA, INC. BUYER NAME BETSY VONDERHEID

201 N. UNION STREET, SUITE 200
 ALEXANDRIA, VA 22314
 SALES PRSN PH- MARY TRICOLI

ORDER # _____ CONTRACT # 9081336 CLASS: NATL. LOCAL REGIONAL

PRDCT M NEWMAN/R/CON#02 EST#1462 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES MAY30/18 JUN5/18 WK-1

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE MAY29/18 18.48

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

STATION MAKEGOOD OFFERS:

M3 UNRESL BUY#1	MISSED:W-F,M-TU/430A-459A	MAY30(3/WK)	30S	\$35.00	(MAY29/18)
BUY#2	W-F,M-TU/1000A-1100A	MAY30(10/WK)	30S	\$115.00	
BUY#5	W-F,M-TU/100P-200P	MAY30(8/WK)	30S	\$125.00	
BUY#19	W-F,M/1100P-1200M	MAY30(5/WK)	30S	\$175.00	
BUY#26	W-F,M-TU/700A-900A	MAY30	30S	\$375.00	
	OFFER:THU/630P-930P	MAY31	30S	\$2,000.00	PLS ADVISE.
	& SUN/530P-900P	JUN3	30S	\$2,000.00	
	& FRI/700P-800P	JUN1	30S	\$850.00	

CMT:THESE SPOTS WERE PRE'D. ALSO USING \$1345 OF THE \$1370 IN PREEMPTS
 CMT:WE HAD ON #1750740. WILL HOLD \$25. PLS RESOLVE ASAP

CONTRACT TOTAL 27365.00
 TOTAL SPOTS 137