

ORDER



WOIO

Orders
Order / Rev: 1547580
Alt Order #: 08310768
Product Desc: SMP ADD
Estimate: 4985
Flight Dates: 07/12/16 - 07/18/16
Original Date / Rev: 06/28/16 / 06/28/16
Order Type: General

Primary AE: Teresa Difuria
Sales Office: T-PHI
Sales Region: National

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

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

Advertiser
Name: ISS/Senate Majority PAC
Demographic: A35-54
Product Codes: PL20
Priority: P 9
Revenue Codes: Agency, Political, Pol-Issue

New Business Thru:
Order Separation: 00:15:00
Advertiser External ID:
Agency External ID:
Unit Code: General

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
06/27/16	07/18/16	95	\$61,000.00	\$51,850.00

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
July 2016	95	\$61,000.00	\$51,850.00	0.00
Totals	95	\$61,000.00	\$51,850.00	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Teresa Difuria			Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
1	WOIO	07/12/16	07/18/16	NET Let's Make A Deal Let's Make A Deal	Comm	10-11a	MTWTF--	:30	3	\$350.00	P 4	0.00	NM	3	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>			<u>Rating</u>			
		Week: 07/12/16	07/18/16	MTWTF--		3			\$350.00			0.00			
2	WOIO	07/12/16	07/18/16	Cleveland 19 News at 11p Cleveland 19 News at 11p	Comm	11-1135p	MTWTF--	:30	5	\$800.00	P 4	0.00	NM	5	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>			<u>Rating</u>			
		Week: 07/12/16	07/18/16	MTWTF--		5			\$800.00			0.00			
3	WOIO	07/12/16	07/18/16	NET Late Show, The The Late Show	Comm	1135p-1238a	MTWTF--	:30	3	\$500.00	P 4	0.00	NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>			<u>Rating</u>			
		Week: 07/12/16	07/18/16	MTWTF--		3			\$500.00			0.00			
4	WOIO	07/12/16	07/18/16	NET Price Is Right Price is Right	Comm	11a-12p	MTWTF--	:30	5	\$450.00	P 4	0.00	NM	5	\$2,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>			<u>Rating</u>			
		Week: 07/12/16	07/18/16	MTWTF--		5			\$450.00			0.00			
5	WOIO	07/12/16	07/18/16	CBS Soaps CBS Soaps	Comm	CBS Soaps	MTWTF--	:30	5	\$625.00	P 4	0.00	NM	5	\$3,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>			<u>Rating</u>			
		Week: 07/12/16	07/18/16	MTWTF--		5			\$625.00			0.00			
6	WOIO	07/12/16	07/18/16	Noon News Noon News	Comm	12-1230p	MTWTF--	:30	5	\$475.00	P 4	0.00	NM	5	\$2,375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>			<u>Rating</u>			
		Week: 07/12/16	07/18/16	MTWTF--		5			\$475.00			0.00			

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Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
7	WOIO	07/12/16	07/18/16	The Talk The Talk	Comm	2-3p	MTWTF--	:30	2	\$400.00	P 4	0.00	NM	2	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			2		\$400.00			0.00			
9	WOIO	07/12/16	07/18/16	SYN M-F 3-4P M-F 3-4P	Comm	3-4P	MTWTF--	:30	5	\$225.00	P 4	0.00	NM	5	\$1,125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			5		\$225.00			0.00			
10	WOIO	07/12/16	07/18/16	Cleveland 19 News at 4p Cleveland 19 News at 4p	Comm	4-5p	MTWTF--	:30	4	\$450.00	P 4	0.00	NM	4	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			4		\$450.00			0.00			
11	WOIO	07/12/16	07/18/16	Cleveland 19 News at 430a Cleveland 19 News at 430a	Comm	430-5a	-TWT---	:30	3	\$75.00	P 4	0.00	NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	-TWT---			3		\$75.00			0.00			
12	WOIO	07/12/16	07/18/16	Cleveland 19 News at 5a Cleveland 19 News at 5a	Comm	5-6a	MTWTF--	:30	4	\$100.00	P 4	0.00	NM	4	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			4		\$100.00			0.00			
13	WOIO	07/12/16	07/18/16	Cleveland 19 News at 5p Cleveland 19 News at 5p	Comm	5-6p	MTWTF--	:30	5	\$500.00	P 4	0.00	NM	5	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			5		\$500.00			0.00			
14	WOIO	07/12/16	07/18/16	Cleveland 19 News at 6p Cleveland 19 News at 6p	Comm	6-630p	MTWTF--	:30	5	\$550.00	P 4	0.00	NM	5	\$2,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			5		\$550.00			0.00			
15	WOIO	07/12/16	07/18/16	Cleveland 19 News at 6a Cleveland 19 News at 6a	Comm	6-7a	MTWTF--	:30	4	\$150.00	P 4	0.00	NM	4	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			4		\$150.00			0.00			
16	WOIO	07/12/16	07/18/16	NET CBS Evening News CBS Evening News	Comm	630-7P	MTWTF--	:30	2	\$750.00	P 9	0.00	NM	2	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			2		\$750.00			0.00			
17	WOIO	07/12/16	07/18/16	SYN M-F 7-730p M-F 7-730p	Comm	7-730p	MTWTF--	:30	5	\$800.00	P 4	0.00	NM	5	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			5		\$800.00			0.00			
18	WOIO	07/12/16	07/18/16	NET CBS AM Network News CBS This Morning	Comm	7-9a	MTWTF--	:30	7	\$150.00	P 4	0.00	NM	7	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			7		\$150.00			0.00			
19	WOIO	07/12/16	07/18/16	SYN M-F 730-8p M-F 730-8p	Comm	730-8p	MTWTF--	:30	5	\$900.00	P 4	0.00	NM	5	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			5		\$900.00			0.00			
20	WOIO	07/12/16	07/18/16	RI M-F 9-10A RI M-F 9-10A	Comm	9-10A	MTWTF--	:30	2	\$100.00	P 4	0.00	NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/12/16	07/18/16	MTWTF--			2		\$100.00			0.00			
21	WOIO	07/18/16	07/18/16	NET Mon Hour 3 Mon Hour 3	Comm	10-11P	1-----	:30	1	\$2,975.00	P 4	0.00	NM	1	\$2,975.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>			<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
Week:		07/18/16	07/24/16	1-----			1		\$2,975.00			0.00			
22	WOIO	07/16/16	07/16/16	NET Sat Hour 3 Sat Hour 3	Comm	10-11p	-----1-	:30	1	\$2,000.00	P 4	0.00	NM	1	\$2,000.00
		<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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22	WOIO	07/16/16	07/16/16	NET Sat Hour 3 Sat Hour 3	Comm	10-11p	-----1-	:30	1	\$2,000.00	P 4	0.00	NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	-----1-		1			\$2,000.00		0.00				
23	WOIO	07/16/16	07/16/16	Sat 7-8p Sat 7-8p	Comm	7-8p	-----2-	:30	2	\$450.00	P 4	0.00	NM	2	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	-----2-		2			\$450.00		0.00				
24	WOIO	07/16/16	07/16/16	The Early Show Sat Early Show	Comm	9-11a	-----1-	:30	1	\$175.00	P 4	0.00	NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	-----1-		1			\$175.00		0.00				
25	WOIO	07/17/16	07/17/16	Su Cleve 19 News at 11p Su Cleve 19 News at 11p	Comm	11p-1135p	-----1	:30	1	\$800.00	P 4	0.00	NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	-----1		1			\$800.00		0.00				
26	WOIO	07/17/16	07/17/16	Extra Weekend Extra Weekend	Comm	1205a-105a (12:05 XM-1:05 XM)	-----2	:30	2	\$150.00	P 4	0.00	NM	2	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	-----2		2			\$150.00		0.00				
27	WOIO	07/17/16	07/17/16	Sun Cleve 19 News at 630p Sun Cleve 19 News at 630p	Comm	630-7p	-----1	:30	1	\$450.00	P 4	0.00	NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	-----1		1			\$450.00		0.00				
28	WOIO	07/17/16	07/17/16	NET Sun Hour 2 Sun Hour 2	Comm	8-9p	-----1	:30	1	\$4,500.00	P 4	0.00	NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	-----1		1			\$4,500.00		0.00				
29	WOIO	07/17/16	07/17/16	NET CBS Sunday Morning CBS Sunday Morning	Comm	9-1030a	-----1	:30	1	\$350.00	P 4	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>				
	Week:	07/11/16	07/17/16	-----1		1			\$350.00		0.00				
30	WOIO	07/14/16	07/14/16	NET Thur Hour 2 Thur Hour 2	Comm	9-10P	---1---	:30	1	\$4,500.00	P 4	0.00	NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	---1---		1			\$4,500.00		0.00				
31	WOIO	07/13/16	07/13/16	NET Wed Hour 3 Wed Hour 3	Comm	10-11p	--1----	:30	1	\$3,500.00	P 4	0.00	NM	1	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	--1----		1			\$3,500.00		0.00				
32	WOIO	07/13/16	07/13/16	NET Wed Hour 1 Wed Hour 1	Comm	8-9p	--1----	:30	1	\$4,500.00	P 4	0.00	NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	--1----		1			\$4,500.00		0.00				
N33	WOIO	07/12/16	07/15/16	NET CBS AM Network News CBS This Morning	Comm	7-9a	-TWTF--	:30	2	\$150.00	P 4	0.00	NM	2	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>			<u>Rate</u>		<u>Rating</u>				
	Week:	07/11/16	07/17/16	-TWTF--		2			\$150.00		0.00				
Totals														95	\$61,000.00