

CONTRACT



13News Now
 613 Woodis Ave.
 Norfolk, VA 23510
 (757)625-1313

| | | |
|--|--|--|
| <u>Contract / Revision</u> 2093362 / | | <u>Alt Order #</u> WOC12730085 |
| <u>Advertiser</u> ISS/ Virginia Beach Police Benevolent Assoc | | <u>Original Date / Revision</u> 10/05/20 / 10/05/20 |
| <u>Contract Dates</u> 10/05/20 - 11/08/20 | <u>Estimate #</u> 1698 | |
| <u>Product</u> Virginia Beach Police Benevolent Assoc. | | |
| <u>Billing Cycle</u> EOM/EOC | <u>Billing Calendar</u> Broadcast | <u>Cash/Trade</u> Cash |
| <u>Property</u> WVEC | <u>Account Executive</u> Angela New | <u>Sales Office</u> WVEC Norfolk |
| <u>Special Handling</u> | | |
| <u>Demographic</u> Adults 35+ | | |
| | | <u>Total Ratings</u> 64.15 |
| <u>Agency Code</u> 868 | <u>Advertiser Code</u> 95 | <u>Product 1/2</u> 154 |
| <u>Agency Ref</u> 3198AG | <u>Advertiser Ref</u> 191265 | |

And:

Davis & Company - VA
 1705 Baltic Avenue
 Virginia Beach, VA 23451

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Rtn | Type | Spots | Amount |
|-------|-------|-------------------|-----------------|--------------------------------------|-----------------|------|--------|-------------------|-------------|---------------|------|-------|------------|
| N 1 | WVEC | 10/06/20 | 10/23/20 | 13 NEWS NOW @ 6P | 6:00 PM-6:30 PM | | :30 | | | | NM | 4 | \$4,800.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | <u>Rating</u> | | | |
| | Week: | 10/05/20 | 10/11/20 | -TWTF-- | | | | 2 | \$1,200.00 | 5.00 | | | |
| | Week: | 10/12/20 | 10/18/20 | ----- | | | | 0 | \$0.00 | 0.00 | | | |
| | Week: | 10/19/20 | 10/25/20 | MTWTF-- | | | | 2 | \$1,200.00 | 5.00 | | | |
| N 2 | WVEC | 10/06/20 | 10/23/20 | GOOD MORNING AMERICA 7:00 AM-9:00 AM | 7:00 AM-9:00 AM | | :30 | | | | NM | 4 | \$4,200.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | <u>Rating</u> | | | |
| | Week: | 10/05/20 | 10/11/20 | -TWTF-- | | | | 2 | \$1,050.00 | 3.10 | | | |
| | Week: | 10/12/20 | 10/18/20 | ----- | | | | 0 | \$0.00 | 0.00 | | | |
| | Week: | 10/19/20 | 10/25/20 | MTWTF-- | | | | 2 | \$1,050.00 | 3.10 | | | |
| N 3 | WVEC | 10/12/20 | 10/30/20 | 13 NEWS NOW @ DAYBRE:5:00 AM-6:00 AM | 5:00 AM-6:00 AM | | :30 | | | | NM | 6 | \$3,450.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | <u>Rating</u> | | | |
| | Week: | 10/12/20 | 10/18/20 | MTWTF-- | | | | 3 | \$575.00 | 1.50 | | | |
| | Week: | 10/19/20 | 10/25/20 | ----- | | | | 0 | \$0.00 | 0.00 | | | |
| | Week: | 10/26/20 | 11/01/20 | MTWTF-- | | | | 3 | \$575.00 | 1.50 | | | |
| N 4 | WVEC | 10/06/20 | 10/23/20 | 13 NEWS NOW @ DAYBRE:6:00 AM-7:00 AM | 6:00 AM-7:00 AM | | :30 | | | | NM | 4 | \$4,200.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | <u>Rating</u> | | | |
| | Week: | 10/05/20 | 10/11/20 | -TWTF-- | | | | 2 | \$1,050.00 | 2.60 | | | |
| | Week: | 10/12/20 | 10/18/20 | ----- | | | | 0 | \$0.00 | 0.00 | | | |
| | Week: | 10/19/20 | 10/25/20 | MTWTF-- | | | | 2 | \$1,050.00 | 2.60 | | | |
| N 5 | WVEC | 10/12/20 | 10/30/20 | 13 NEWS NOW @ 4P | 4:00 PM-5:00 PM | | :30 | | | | NM | 4 | \$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: | 10/12/20 | 10/18/20 | MTWTF-- | | | | 2 | \$400.00 | 1.40 | | | |
| | Week: | 10/19/20 | 10/25/20 | ----- | | | | 0 | \$0.00 | 0.00 | | | |
| | Week: | 10/26/20 | 11/01/20 | MTWTF-- | | | | 2 | \$400.00 | 1.40 | | | |
| N 6 | WVEC | 11/02/20 | 11/02/20 | GOOD MORNING AMERICA 7:00 AM-9:00 AM | 7:00 AM-9:00 AM | | :30 | | | | NM | 1 | \$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: | 11/02/20 | 11/08/20 | M----- | | | | 1 | \$1,050.00 | 2.86 | | | |

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

Standard Terms: If you are purchasing broadcast spot advertising, station website advertising, or OTT advertising from a TEGNA national seller or TEGNA broadcast station, the transaction is subject to the TEGNA Standard Advertising Terms and Conditions ("TEGNA Terms"), which are available at <http://bit.ly/2eyrbCA>, as well as on the Advertise page from the Connect menu of the Station's website. If you are purchasing only OTT advertising directly from Premion and not from a local station, the transaction is subject to the Premion Standard Advertising Terms and Conditions ("Premion Terms"), which are available at <https://premion.com/advertising-terms-and-conditions/>.

You will be deemed to have accepted the TEGNA Terms or Premion Terms, as applicable, upon the earliest of (i) the date the campaign contemplated by this Contract first launches, or (ii) the date on which you pay any amounts specified on an invoice related to this Contract. We warrant that the actual broadcast information shown on our invoice was taken from the program log. We warrant spots are posted within two minutes of actual airtime.

Non-Discrimination: TEGNA, its stations and Premion do not discriminate in advertising contracts on the basis of race, gender or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race, gender or ethnicity, even if handwritten, typed or otherwise made a part of the particular contract, is hereby rejected.



13News Now
 613 Woodis Ave.
 Norfolk, VA 23510
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| <u>Contract / Revision</u> 2093362 / | <u>Alt Order #</u> WOC12730085 |
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| <u>Advertiser</u> ISS/ Virginia Beach Police Benevolent Assoc | <u>Original Date / Revision</u> 10/05/20 / 10/05/20 |
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| | | |
|--|--|---------------------------|
| <u>Contract Dates</u> 10/05/20 - 11/08/20 | <u>Product</u> Virginia Beach Police Be | <u>Estimate #</u> 1698 |
|--|--|---------------------------|

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Rtn | Type | Spots | Amount |
|---------------|------|-------------------|-----------------|----------------------|-------------------|------|--------|-------------|---------------|-------|------|-------|-------------|
| N 7 | WVEC | 11/02/20 | 11/02/20 | 13 NEWS NOW @ DAYBRE | 5:00 AM-6:00 AM | | :30 | | | | NM | 1 | \$575.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | <u>Rating</u> | | | | |
| Week: | | 11/02/20 | 11/08/20 | M----- | 1 | | | \$575.00 | 1.36 | | | | |
| N 8 | WVEC | 11/02/20 | 11/02/20 | 13 NEWS NOW @ DAYBRE | 6:00 AM-7:00 AM | | :30 | | | | NM | 1 | \$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: | | 11/02/20 | 11/08/20 | M----- | 1 | | | \$1,050.00 | 2.53 | | | | |
| Totals | | | | | | | | | | 64.15 | | 25 | \$20,925.00 |

| Time Period | # of Spots | Gross Amount | Agency Comm. | Net Amount |
|---------------------|------------|--------------|--------------|-------------|
| 09/28/20 - 10/25/20 | 17 | \$15,725.00 | (\$2,358.75) | \$13,366.25 |
| 10/26/20 - 11/02/20 | 8 | \$5,200.00 | (\$780.00) | \$4,420.00 |
| Totals | 25 | \$20,925.00 | (\$3,138.75) | \$17,786.25 |

Signature: _____ **Date:** _____

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**ISSUE (Non-candidate) ADVERTISEMENT
AGREEMENT FORM**

I, Davis Advertising Inc., hereby request station time as follows: See **Order** for proposed schedule and charges. See **Invoice** for actual schedule and charges.

Check one:

Ad "communicates a message relating to any political matter of national importance" by referring to (1) a legally qualified candidate for federal office; (2) an election to federal office; (3) a national legislative issue of public importance (e.g., health care legislation, IRS tax code, etc.); or (4) a political issue that is the subject of controversy or discussion at the national level.

Ad does NOT communicate a message relating to any political matter of national importance (e.g., relates only to a state or local issue).

ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Station time requested by:

Agency name: Davis Advertising Inc. T/A Davis Ad Agency
 Address: 1705 Baltic Ave - Va Beach VA 23451
 Contact: Carrie Woolridge | Phone number: 757-627-7373 | Email: cwoolridge@davisadagency.com

Name of advertiser/sponsor (list entity's full legal name as disclosed to the Federal Election Commission [for federal committees] with no acronyms; name must match the sponsorship ID in ad):

Name: Virginia Beach f. B. A.
 Address: 315 Edwin Dr. Va Beach, VA 23451
 Contact: Brian Luciano | Phone number: _____ | Email: brian.luciano@virginia-beach-fba.com

Station is authorized to announce the time as paid for by such person or entity.

List ALL chief executive officers, members of the executive committee and the board of directors or other governing group(s) of the advertiser/sponsor (Use separate page if necessary):

Brian Luciano
Andrew Havola
Rex Hahn
Aaron Dove

By signing below, advertiser/sponsor represents that those listed above are the only executive officers, members of the executive committee and board of directors or other governing group(s).


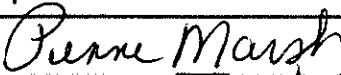
If ad refers to a federal candidate(s) or federal election, list ALL of the following: N/A

Name(s) of every candidate referred to: _____
 Office(s) sought by such candidate(s) (no acronyms or abbreviations): _____
 Date of election: _____

Clearly identify EVERY political matter of national importance referred to in the ad (no acronyms); use separate page if necessary: N/A

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The advertiser/sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, which may arise from the broadcast of the above-requested advertisement(s). For the above-requested ad(s), the advertiser/sponsor also agrees to prepare a script, transcript or tape, which will be delivered to the station by the log deadlines outlined in the station's disclosure statement.

| | |
|--|---|
| Advertiser/Sponsor | Station Representative |
| Signature:  | Signature:  |
| Name: <u>Amy C. Bowd</u> | Name: <u>Penne Marsh</u> |
| Date of Request to Purchase Ad Time: | Date of Station Agreement to Sell Time: <u>10/5</u> |

TO BE COMPLETED BY STATION ONLY

Ad submitted to station? Yes No Date ad received: 10/5

Note: Must have separate PB-19 forms for each version of the ad (i.e., for every ad with differing copy).

If only one officer, executive committee member or director is listed above, station should ask the advertiser/sponsor in writing if there are any other officers, executive committee members or directors, maintain records of inquiry and update this form if additional officers, members or directors are provided.

Disposition:

- Accepted
- Accepted IN PART (e.g., ad not received to determine content)*
- Rejected - provide reason:

Anti Jodi Wagner

*Upload partially accepted form, then promptly upload updated final form when complete.

Date and nature of follow-ups, if any:

| | | |
|----------------------------|-----------------------------------|--|
| Contract #: <u>2093362</u> | Station Call Letters: <u>WVEC</u> | Date Received/Requested: <u>10/5</u> |
| Est. #: <u>1698</u> | Station Location: <u>Norfolk</u> | Run Start and End Dates: <u>10/6 - 11/02</u> |

For national issue ads only (not required for state/local issue ads):

Upload order, this disclosure form and invoice (or traffic system print-out) or other material reflecting this transaction to the OPIF or use this space to document schedule of time purchased, when spots actually aired, the rates charged and the classes of time purchased (including date, time, class of time and reasons for any make-goods or rebates) or attach separately. If station will not upload the actual times spots aired until an invoice is generated, the name of a contact person who can provide that information immediately should be placed in the "Terms and Disclosures" folder in the OPIF.