

REP: TEL# 703-528-9399

FAX# 703-516-9680

CREDIT ADVISORY: AGENCY CREDIT RISK !!!

ORDER WORKSHEET

CREDIT RISK !!!

HARRIS REPORT FROM STATION AUG2/18 12.23

\*\*RECAP\*\*

\*\*\* ESBT-TV \*\*\*

REP HEADLINE# 9176139 TRF# 990921

\$\$\$ MOD# 1: APPROVED REV #0 \$\$\$

ADV # \_\_\_\_\_ ADV. NAME ISS/DSCC IE

REP.# \_\_\_\_\_ OFF.# \_\_\_\_\_ SALESMAN # \_\_\_\_\_

AGY # \_\_\_\_\_ AGY. NAME GREAT AMERICAN MEDIA

BUYER NAME THOMAS PINO

3050 K STREET NW - SUITE 100

SALES PRSN PH- IAN AMBRON

WASHINGTON, DC 20007

ORDER # \_\_\_\_\_ CONTRACT # 9176139

CLASS: NATL. LOCAL REGIONAL

PRDCT DSCC IE EST#6681 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES OCT23/18 OCT29/18 WK-1

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE AUG2/18 12.23

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
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AGENCY ADVERTISER CODE = 49

AGENCY EST# = 6681

AGENCY PRODUCT CODE = 53

1			700A-800A	30		\$165.00	10/23	10/29	5		TU-F,M	5
PROGRAM : WSBT22 NEWS ON FOX MICHIANA												
CON COM1: WSBT22 NEWS ON FOX MICHIANA												
2			500P-600P	30		\$150.00	10/23	10/29	5		TU-F,M	5
PROGRAM : LAST MAN STANDING / LAST MAN STAND												
CON COM1: LAST MAN STANDING / LAST MAN STAND												
3			600P-700P	30		\$180.00	10/23	10/29	5		TU-F,M	5
PROGRAM : MIKE & MOLLY / MIKE & MOLLY												
CON COM1: MIKE & MOLLY / MIKE & MOLLY												

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\*\*\* RECAP \*\*\*                      \*\*\* ESBT-TV \*\*\*

REP HEADLINE# 9176139 TRF# 990921  
\$\$\$ MOD# 1: APPROVED REV #0 \$\$\$

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
4			1000P-1100P	30		\$450.00	10/23	10/29	4		TU-F,M	4
PROGRAM : WSBT22 NEWS ON FOX MICHIANA CON COM1: WSBT22 NEWS ON FOX MICHIANA												
5			1000P-1030P	30		\$375.00	10/27	10/27	1		SAT	1
PROGRAM : WSBT22 NEWS ON FOX MICHIANA CON COM1: WSBT22 NEWS ON FOX MICHIANA												
6			800A-900A	30		\$165.00	10/23	10/29	5		TU-F,M	5
PROGRAM : WSBT22 NEWS ON FOX MICHIANA CON COM1: WSBT22 NEWS ON FOX MICHIANA												
7			900A-1000A	30		\$150.00	10/28	10/28	1		SUN	1
PROGRAM : FOX NEWS SUNDAY CON COM1: FOX NEWS SUNDAY												
8			1200N-100P	30		\$75.00	10/23	10/29	2		TU-F,M	2
PROGRAM : JUSTICE: JUDGE MABLEAN / THE VERDI CON COM1: JUSTICE: JUDGE MABLEAN / THE VERDI												
9			100P-200P	30		\$75.00	10/23	10/29	2		TU-F,M	2
PROGRAM : COUPLES COURT / COUPLES COURT CON COM1: COUPLES COURT / COUPLES COURT												
10			200P-300P	30		\$75.00	10/23	10/29	2		TU-F,M	2
PROGRAM : PATERNITY COURT / PATERNITY COURT CON COM1: PATERNITY COURT / PATERNITY COURT												
11			300P-400P	30		\$75.00	10/23	10/29	2		TU-F,M	2
PROGRAM : FUNNY YOU SHOULD ASK / JEOPARDY CON COM1: FUNNY YOU SHOULD ASK / JEOPARDY												
12			1200N-1230P	30		\$75.00	10/27	10/27	0		SAT	0
PROGRAM : INDEPTH WITH GRAHM BENSINGER CON COM1: INDEPTH WITH GRAHM BENSINGER												

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REP HEADLINE# 9176139 TRF# 990921

\$\$\$ MOD# 1: APPROVED REV #0 \$\$\$

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

14			930A-1000A	30		\$75.00	10/23	10/29	2		TU-F,M	2
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PROGRAM : RIGHT THIS MINUTE

ORD COM1: PLS SEE LN 12-13 FOR NA DT SPORTS & OFFER. PLS SEE LN 4 FOR 1X

ORD COM2: NEWS AIRING LATE DT SPORTS

THIS IS A MAKE-GOOD FOR OCT27 ON LINE-12 FOR 1 SPOT/WK

THIS IS A MAKE-GOOD FOR OCT27 ON LINE-13 FOR 1 SPOT/WK

THIS IS A MAKE-GOOD FOR OCT25 ON LINE-4 FOR 1 SPOT/WK

15			1130P-1230A	30		\$450.00	10/25	10/25	1		THU	1
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PROGRAM : LATE NEWS AIRING LATE

ORD COM1: PLS SEE LN 12-13 FOR NA DT SPORTS & OFFER. PLS SEE LN 4 FOR 1X

ORD COM2: NEWS AIRING LATE DT SPORTS

PART OF A MAKEGOOD MADE UP OF LINES 14-15

13			200P-300P	30		\$75.00	10/27	10/27	0		SAT	0
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PROGRAM : BONES

CON COM1: BONES

OCT/18 \$6,825.00 NOV/18 \$.00

CONTRACT TOTAL \$6,825.00  
TOTAL SPOTS 37

MARKET TOTALS \$97,500 ESBT 7% WBND 11% WNDU 15% WSJV 0% WHME 1% WCWW 6% WSBT 60%

SHARES ESTIMATED

SVC- NSI

DEMOS- RA35+\*

# CONTRACT



**ESBT**  
**1301 East Douglas Rd**  
**Mishawaka, IN 46545-1732**  
**(574) 233-3141**

<u>Contract / Revision</u> 990921 /		<u>Alt Order #</u> 09176139
<u>Product</u> 49/53/6681 - DSCC IE		
<u>Contract Dates</u> 10/23/18 - 10/29/18		<u>Estimate #</u> 6681
<u>Advertiser</u> Democratic Senate Campaign Committee	<u>Original Date / Revision</u> 07/24/18 / 08/02/18	
<u>Billing Cycle</u> WEEKLY	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> ESBT	<u>Account Executive</u> Philadelphia HRP/PH	<u>Sales Office</u> HRP Philadelphia
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agv Code</u> 9913721	<u>Advertiser Code</u> 49	<u>Product 1/2</u> 53
<u>Agency Ref</u> 5130	<u>Advertiser Ref</u> 63026	

And:

**Great American Media**  
**3050 K St NW Ste 100**  
**Washington, DC 20007**

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	ESBT	10/23/18	10/29/18	WSBT News on Fox 7-8a	7:00 AM-8:00 AM		:30				NM	5	\$825.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	MTWTF--				5	\$165.00				
N 2	ESBT	10/23/18	10/29/18	LAST MAN STANDING	5:00 PM-6:00 PM		:30				NM		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	MTWTF--				5	\$150.00				
N 3	ESBT	10/23/18	10/29/18	MIKE & MOLLY	6:00 PM-7:00 PM		:30				NM		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	MTWTF--				5	\$180.00				
N 4	ESBT	10/23/18	10/29/18	WSBT 10pm News on Fox M-10:00 PM-11:00 PM			:30				NM		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	MTW-F--				4	\$450.00				
N 5	ESBT	10/27/18	10/27/18	Sa 10p WSBT 22 Nws on Fo: 10:00 PM-10:30 PM			:30				NM	1	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	-----1-				1	\$375.00				
N 6	ESBT	10/23/18	10/29/18	WSBT News on Fox 8-9a	8:00 AM-9:00 AM		:30				NM		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	MTWTF--				5	\$165.00				
N 7	ESBT	10/28/18	10/28/18	Fox News Sunday	9:00 AM-10:00 AM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	-----1				1	\$150.00				
N 8	ESBT	10/23/18	10/29/18	MABLEAN / VERDICT	12:00 PM-1:00 PM		:30				NM		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	MTWTF--				2	\$75.00				
N 9	ESBT	10/23/18	10/29/18	COUPLES COURT	1:00 PM-2:00 PM		:30				NM		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	MTWTF--				2	\$75.00				
N 10	ESBT	10/23/18	10/29/18	PATERNITY COURT	2:00 PM-3:00 PM		:30				NM		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	MTWTF--				2	\$75.00				
N 11	ESBT	10/23/18	10/29/18	FUNNY / JEOPARDY	3:00 PM-4:00 PM		:30				NM		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/23/18	10/29/18	MTWTF--				2	\$75.00				

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

Net 30-Payment is due within 30 days from invoice date. Station owned or provided services by the Sinclair Broadcast Group.

Warranty-We warrant the above broadcasts were made according to the official station log. Please note that we do not notarize invoices since the purpose of placing a notary seal on a document is to guaranty the authenticity of an individual's signature and not to certify the accuracy of commercial aired.



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<u>Contract Dates</u> 10/23/18 - 10/29/18	<u>Product</u> 49/53/6681 - DSCC IE	<u>Estimate #</u> 6681
<u>Advertiser</u> Democratic Senate Camp	<u>Original Date / Revision</u> 07/24/18 / 08/02/18	

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount		
<hr/>															
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>						
D 12	ESBT	10/27/18	10/27/18	Paid Sat 12p	12:00 PM-12:30 PM		:30				NM	0	\$0.00		
D 13	ESBT	10/27/18	10/27/18	BONES	2:00 PM-3:00 PM		:30				NM	0	\$0.00		
N 14	ESBT	10/23/18	10/29/18	RIGHT THIS MINUTE	930a-10a		:30				NM	2	\$150.00		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>						
Week: 10/23/18		10/23/18	10/29/18	MTWTF--				2	\$75.00						
<hr/>															
N 15	ESBT	10/25/18	10/25/18	Late Run Late News	11:30 PM-12:30 AM		:30				NM	1	\$450.00		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>						
Week: 10/23/18		10/23/18	10/29/18	---T---				1	\$450.00						
<hr/>															
<b>Totals</b>												0.00		37	\$6,825.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/22/18 - 10/28/18	28	\$5,415.00	(\$812.25)	\$4,602.75
10/29/18 - 11/04/18	9	\$1,410.00	(\$211.50)	\$1,198.50
<b>Totals</b>	37	\$6,825.00	(\$1,023.75)	\$5,801.25

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at ...<http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

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