Contract Agreement Between:

CONTRACT

WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell
1010 Wisconsin Ave
Suite 800
Washington, DC 20007

Contract / Revision	Alt Order #
1858711 /	08870837

Product
HIGHWAY 31

Contract Dates	Estimate #
11/30/17 - 12/12/17	6109

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

Billing Cycle	Billing Calendar	Cash/Trade
EOM/EOC	Broadcast	Cash
Property	**Account Executive**	**Sales Office**
WSFA	Ryan Eddins	HRP-Washingtc

Special Handling

Demographic
Adults 35+

Agy Code	Advertiser Code	Product 1/2
	361	385

Agency Ref	Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	WSFA	12/03/17	12/10/17	WSFA News Sunday AM	9-930a		:30			NM	2	$150.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	11/27/17	12/03/17	------1	1	$75.00							
Week:	12/04/17	12/10/17	------1	1	$75.00							
2	WSFA	11/30/17	12/01/17	NBC Today 2	9-10am		:30			NM	2	$500.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	11/27/17	12/03/17	---TF--	2	$250.00							
3	WSFA	11/30/17	12/01/17	NBC Today with Kathie Lee	10-11am		:30			NM	2	$500.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	11/27/17	12/03/17	---TF--	2	$250.00							
4	WSFA	11/30/17	12/01/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	3	$225.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	11/27/17	12/03/17	---TF--	3	$75.00							
5	WSFA	11/30/17	12/01/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	3	$225.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	11/27/17	12/03/17	---TF--	3	$75.00							
6	WSFA	11/30/17	12/01/17	WSFA 12 News at Noon	12-1230pm		:30			NM	3	$750.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	11/27/17	12/03/17	---TF--	3	$250.00							
7	WSFA	11/30/17	12/01/17	NET Days of Our Lives	1230-130p		:30			NM	1	$350.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	11/27/17	12/03/17	---TF--	1	$350.00							
8	WSFA	11/30/17	12/01/17	RIGHT THIS MINUTES	130-2p		:30			NM	2	$150.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	11/27/17	12/03/17	---TF--	2	$75.00							
10	WSFA	11/30/17	12/01/17	JUDGE JUDY 2ND RUN	3-330p		:30			NM	3	$405.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	11/27/17	12/03/17	---TF--	3	$135.00							
11	WSFA	11/30/17	12/01/17	Today in Alabama 430am	430-5a		:30			NM	2	$50.00

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

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Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	**6109**

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	---TF--	2	$25.00								
12	WSFA	11/30/17	12/01/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	3	$405.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	---TF--	3	$135.00								
13	WSFA	11/30/17	12/01/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	3	$405.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	---TF--	3	$135.00								
14	WSFA	11/30/17	12/01/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	$525.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	---TF--	3	$175.00								
15	WSFA	11/30/17	12/01/17	WSFA 12 News at Five	5-530pm		:30			NM	4	$1,700.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	---TF--	4	$425.00								
16	WSFA	11/30/17	12/01/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	4	$3,200.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	---TF--	4	$800.00								
17	WSFA	12/02/17	12/09/17	WSFA 12 News at Six-Sat	Sa 6-7pm		:30			NM	2	$400.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	-----1-	1	$200.00								
Week: 12/04/17	12/10/17	-----1-	1	$200.00								
18	WSFA	12/03/17	12/10/17	WSFA 12 News at Five-Sun	Su 5-530p		:30			NM	2	$450.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	------1	1	$225.00								
Week: 12/04/17	12/10/17	------1	1	$225.00								
19	WSFA	11/30/17	12/01/17	ENTERTAINMENT TONIGH	630-7p		:30			NM	2	$700.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	---TF--	3	$350.00								
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length	Rate	Type			
1	*WSFA*	*11/27/17-12/03/17*		*ENTERTAINMENT TONIGH*	*630-7p*	----ThF----	*:30*	*~~$350.00~~*	*NM*			
Credited												
20	WSFA	11/30/17	12/01/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	2	$1,000.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	---TF--	4	$500.00								
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length	Rate	Type			
1	*WSFA*	*11/27/17-12/03/17*		*WSFA 12 News at Ten - MF*	*10-1035pm*	----ThF----	*:30*	*~~$500.00~~*	*NM*			
Credited												
3	*WSFA*	*11/27/17-12/03/17*		*WSFA 12 News at Ten - MF*	*10-1035pm*	----ThF----	*:30*	*~~$500.00~~*	*NM*			
Credited												
21	WSFA	12/02/17	12/09/17	WSFA 12 News at Ten - Sat	10-1030pm		:30			NM	2	$700.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	-----1-	1	$350.00								
Week: 12/04/17	12/10/17	-----1-	1	$350.00								
22	WSFA	11/30/17	12/01/17	Today in Alabama 5am	5-530a		:30			NM	3	$600.00
Start Date / End Date / Weekdays / Spots/Week / Rate												
Week: 11/27/17	12/03/17	---TF--	3	$200.00								
23	WSFA	12/03/17	12/10/17	WSFA 12 News at Ten - Sun	10-1030pm		:30			NM	0	$0.00

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11/30/17 - 12/12/17	HIGHWAY 31	**6109**

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
		Start Date	**End Date**	**Weekdays**	**Spots/Week**	**Rate**						
Week:		11/27/17	12/03/17	------1	1	$225.00						
Spot	**Ch**	**Date Range**		**Description**	**Start/End Time**	**Weekdays**	**Length**		**Rate**	**Type**		
1	WSFA	11/27/17-12/03/17		WSFA 12 News at Ten - Sun	10-1030pm	---------Su	:30		~~$225.00~~	NM		
	Credited											
Week:		12/04/17	12/10/17	------1	1	$225.00						
Spot	**Ch**	**Date Range**		**Description**	**Start/End Time**	**Weekdays**	**Length**		**Rate**	**Type**		
2	WSFA	12/04/17-12/10/17		WSFA 12 News at Ten - Sun	10-1030pm	---------Su	:30		~~$225.00~~	NM		
	Credited											
24	WSFA	12/03/17	12/10/17	Late News	1030p-11P		:30			NM	2	$450.00
		Start Date	**End Date**	**Weekdays**	**Spots/Week**	**Rate**						
Week:		11/27/17	12/03/17	------1	1	$225.00						
Week:		12/04/17	12/10/17	------1	1	$225.00						
25	WSFA	11/30/17	12/01/17	Tonight Show	1035-1137pm		:30			NM	2	$400.00
		Start Date	**End Date**	**Weekdays**	**Spots/Week**	**Rate**						
Week:		11/27/17	12/03/17	---TF--	3	$200.00						
Spot	**Ch**	**Date Range**		**Description**	**Start/End Time**	**Weekdays**	**Length**		**Rate**	**Type**		
1	WSFA	11/27/17-12/03/17		Tonight Show	1035-1137pm	----ThF----	:30		~~$200.00~~	NM		
	Credited											
26	WSFA	11/30/17	12/01/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	1	$50.00
		Start Date	**End Date**	**Weekdays**	**Spots/Week**	**Rate**						
Week:		11/27/17	12/03/17	---TF--	3	$50.00						
Spot	**Ch**	**Date Range**		**Description**	**Start/End Time**	**Weekdays**	**Length**		**Rate**	**Type**		
1	WSFA	11/27/17-12/03/17		Late Night w/ Seth Meyers	1137p-1237x	----ThF----	:30		~~$50.00~~	NM		
	Credited											
3	WSFA	11/27/17-12/03/17		Late Night w/ Seth Meyers	1137p-1237x	----ThF----	:30		~~$50.00~~	NM		
	Credited											
27	WSFA	12/02/17	12/09/17	NET Saturday Night Live	1030p-1203x		:30			NM	2	$400.00
		Start Date	**End Date**	**Weekdays**	**Spots/Week**	**Rate**						
Week:		11/27/17	12/03/17	-----1-	1	$200.00						
Week:		12/04/17	12/10/17	-----1-	1	$200.00						
28	WSFA	12/04/17	12/11/17	the voice	7-9pm		:30			NM	2	$3,000.00
		Start Date	**End Date**	**Weekdays**	**Spots/Week**	**Rate**						
Week:		12/04/17	12/10/17	1------	1	$1,500.00						
Week:		12/11/17	12/17/17	1------	1	$1,500.00						
29	WSFA	12/05/17	12/12/17	This is Us	8-9pm		:30			NM	0	$0.00
		Start Date	**End Date**	**Weekdays**	**Spots/Week**	**Rate**						
Week:		12/04/17	12/10/17	-1-----	1	$5,000.00						
Spot	**Ch**	**Date Range**		**Description**	**Start/End Time**	**Weekdays**	**Length**		**Rate**	**Type**		
1	WSFA	12/04/17-12/10/17		This is Us	8-9pm	-Tu--------	:30		~~$5,000.00~~	NM		
	Credited											
Week:		12/11/17	12/17/17	-------	0	$0.00						
30	WSFA	12/05/17	12/12/17	Chicago med	9-10pm		:30			NM	2	$1,600.00
		Start Date	**End Date**	**Weekdays**	**Spots/Week**	**Rate**						
Week:		12/04/17	12/10/17	-1-----	1	$800.00						
Week:		12/11/17	12/17/17	-1-----	1	$800.00						
31	WSFA	12/06/17	12/06/17	the blacklist	658-8pm		:30			NM	0	$0.00
		Start Date	**End Date**	**Weekdays**	**Spots/Week**	**Rate**						

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ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
Week:		12/04/17	12/10/17	--1----	1				$600.00			
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
1	WSFA	12/04/17-12/10/17		the blacklist	658-8pm	---W-------	:30		~~$600.00~~	NM		
Credited												
32	WSFA	12/06/17	12/06/17	LAW & ORDER:SVU	8-9pm		:30			NM	1	$600.00
Week:		12/04/17	12/10/17	--1----	1				$600.00			
33	WSFA	11/30/17	12/01/17	Today in Alabama 530a	528am-6am		:30			NM	3	$750.00
Week:		11/27/17	12/03/17	---TF--	3				$250.00			
34	WSFA	12/06/17	12/06/17	CHICAGO PD	9-10pm		:30			NM	1	$800.00
Week:		12/04/17	12/10/17	--1----	1				$800.00			
35	WSFA	12/01/17	12/08/17	BLINDSPOT	658-8pm		:30			NM	2	$2,000.00
Week:		11/27/17	12/03/17	----1--	1				$1,000.00			
Week:		12/04/17	12/10/17	----1--	1				$1,000.00			
36	WSFA	12/01/17	12/08/17	DATELINE NBC	810pm		:30			NM	2	$1,030.00
Week:		11/27/17	12/03/17	----1--	1				$515.00			
Week:		12/04/17	12/10/17	----1--	1				$515.00			
37	WSFA	12/02/17	12/09/17	DATELINE SAT NIGHT MUY9-10PM			:30			NM	1	$300.00
Week:		11/27/17	12/03/17	-----1-	1				$300.00			
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
1	WSFA	11/27/17-12/03/17		DATELINE SAT NIGHT MUY9-10PM		-------Sa--	:30		~~$300.00~~	NM		
Credited												
Week:		12/04/17	12/10/17	-----1-	1				$300.00			
38	WSFA	11/30/17	11/30/17	NET NFL Thursday Game	720-1030p		:30			NM	1	$1,125.00
Week:		11/27/17	12/03/17	---1---	1				$1,125.00			
39	WSFA	12/07/17	12/07/17	NET NFL Thursday Game	720-1030p		:30			NM	1	$2,500.00
Week:		12/04/17	12/10/17	---1---	1				$2,500.00			
40	WSFA	12/03/17	12/03/17	NFL Football	Sun 730P-1030P		:30			NM	1	$1,125.00
Week:		11/27/17	12/03/17	------1	1				$1,125.00			
41	WSFA	12/10/17	12/10/17	NFL Football	Sun 730P-1030P		:30			NM	1	$1,125.00
Week:		12/04/17	12/10/17	------1	1				$1,125.00			
42	WSFA	11/30/17	12/01/17	Today In Alabama	6a-7a		:30			NM	5	$1,750.00
Week:		11/27/17	12/03/17	---TF--	5				$350.00			
43	WSFA	11/30/17	12/01/17	NBC Today Show	7-9am		:30			NM	5	$1,300.00
Week:		11/27/17	12/03/17	---TF--	5				$260.00			

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ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
44	WSFA	12/02/17	12/09/17	NBC Saturday Today Show	6-8am		:30			NM	2	$230.00
Week: 11/27/17	12/03/17	-----1-	1	$115.00								
Week: 12/04/17	12/10/17	-----1-	1	$115.00								
45	WSFA	12/03/17	12/10/17	NET NBC Sunday Today Shc	7-8a		:30			NM	2	$250.00
Week: 11/27/17	12/03/17	------1	1	$125.00								
Week: 12/04/17	12/10/17	------1	1	$125.00								
46	WSFA	12/03/17	12/10/17	NET NBC Meet The Press	8-9a		:30			NM	2	$450.00
Week: 11/27/17	12/03/17	------1	1	$225.00								
Week: 12/04/17	12/10/17	------1	1	$225.00								
48	WSFA	12/04/17	12/08/17	NBC Today 2	9-10am		:30			NM	1	$250.00
Week: 12/04/17	12/10/17	MTWTF--	1	$250.00								
49	WSFA	12/04/17	12/08/17	NBC Today with Kathie Lee	10-11am		:30			NM	1	$250.00
Week: 12/04/17	12/10/17	MTWTF--	1	$250.00								
50	WSFA	12/04/17	12/08/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	2	$150.00
Week: 12/04/17	12/10/17	MTWTF--	2	$75.00								
51	WSFA	12/04/17	12/08/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	2	$150.00
Week: 12/04/17	12/10/17	MTWTF--	2	$75.00								
52	WSFA	12/04/17	12/08/17	WSFA 12 News at Noon	12-1230pm		:30			NM	2	$500.00
Week: 12/04/17	12/10/17	MTWTF--	2	$250.00								
53	WSFA	12/04/17	12/08/17	NET Days of Our Lives	1230-130p		:30			NM	1	$350.00
Week: 12/04/17	12/10/17	MT-----	1	$350.00								
54	WSFA	12/04/17	12/08/17	RIGHT THIS MINUTES	130-2p		:30			NM	2	$150.00
Week: 12/04/17	12/10/17	MT-----	2	$75.00								
55	WSFA	12/04/17	12/08/17	HARRY	2-3p		:30			NM	2	$150.00
Week: 12/04/17	12/10/17	MT-----	2	$75.00								
56	WSFA	12/04/17	12/08/17	JUDGE JUDY 2ND RUN	3-330p		:30			NM	3	$405.00
Week: 12/04/17	12/10/17	MTW----	3	$135.00								
57	WSFA	12/04/17	12/08/17	Today in Alabama 430am	430-5a		:30			NM	2	$50.00
Week: 12/04/17	12/10/17	MTWTF--	2	$25.00								
58	WSFA	12/04/17	12/08/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	3	$405.00
Week: 12/04/17	12/10/17	MTWTF--	3	$135.00								
59	WSFA	12/04/17	12/08/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	3	$405.00

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

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WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	**6109**

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTWTF--	Spots/Week 3	Rate $135.00						
60	WSFA	12/04/17	12/08/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	3	$525.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTW----	Spots/Week 3	Rate $175.00						
61	WSFA	12/04/17	12/08/17	WSFA 12 News at Five	5-530pm		:30			NM	3	$1,275.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTW----	Spots/Week 3	Rate $425.00						
62	WSFA	12/04/17	12/08/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	3	$2,400.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTW----	Spots/Week 3	Rate $800.00						
63	WSFA	12/04/17	12/08/17	ENTERTAINMENT TONIGH	630-7p		:30			NM	2	$700.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MT-----	Spots/Week 2	Rate $350.00						
64	WSFA	12/04/17	12/08/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	3	$1,500.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTWTF--	Spots/Week 3	Rate $500.00						
65	WSFA	12/04/17	12/08/17	Today in Alabama 5am	5-530a		:30			NM	2	$400.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTWTF--	Spots/Week 2	Rate $200.00						
66	WSFA	12/04/17	12/08/17	Tonight Show	1035-1137pm		:30			NM	2	$400.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTWTF--	Spots/Week 2	Rate $200.00						
67	WSFA	12/04/17	12/08/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	2	$100.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTWTF--	Spots/Week 2	Rate $50.00						
68	WSFA	12/04/17	12/08/17	Today In Alabama	6a-7a		:30			NM	3	$1,050.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTWTF--	Spots/Week 3	Rate $350.00						
69	WSFA	12/04/17	12/08/17	NBC Today Show	7-9am		:30			NM	3	$780.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTWTF--	Spots/Week 3	Rate $260.00						
70	WSFA	12/04/17	12/08/17	Today in Alabama 530a	528am-6am		:30			NM	3	$750.00
Week:		Start Date 12/04/17	End Date 12/10/17	Weekdays MTWTF--	Spots/Week 3	Rate $250.00						
71	WSFA	12/11/17	12/12/17	NBC Today 2	9-10am		:30			NM	1	$250.00
Week:		Start Date 12/11/17	End Date 12/17/17	Weekdays MT-----	Spots/Week 1	Rate $250.00						
72	WSFA	12/11/17	12/12/17	NBC Today with Kathie Lee	10-11am		:30			NM	1	$250.00
Week:		Start Date 12/11/17	End Date 12/17/17	Weekdays MT-----	Spots/Week 1	Rate $250.00						
73	WSFA	12/11/17	12/12/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	$75.00
Week:		Start Date 12/11/17	End Date 12/17/17	Weekdays MT-----	Spots/Week 1	Rate $75.00						
74	WSFA	12/11/17	12/12/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	$75.00
Week:		Start Date 12/11/17	End Date 12/17/17	Weekdays MT-----	Spots/Week 1	Rate $75.00						

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powered by WideOrbit

Contract Agreement Between:

WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	**6109**

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
		Start Date	End Date	Weekdays	Spots/Week	Rate						
75	WSFA	12/11/17	12/12/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	$250.00
Week:		12/11/17	12/17/17	MT-----	1	$250.00						
76	WSFA	12/11/17	12/11/17	WSFA 12 News at Five	5-530pm		:30			NM	1	$425.00
Week:		12/11/17	12/17/17	1------	1	$425.00						
77	WSFA	12/11/17	12/11/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	$800.00
Week:		12/11/17	12/17/17	1------	1	$800.00						
78	WSFA	12/11/17	12/11/17	ENTERTAINMENT TONIGH	630-7p		:30			NM	1	$350.00
Week:		12/11/17	12/17/17	1------	1	$350.00						
79	WSFA	12/11/17	12/11/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	$500.00
Week:		12/11/17	12/17/17	1------	1	$500.00						
80	WSFA	12/11/17	12/12/17	Today in Alabama 5am	5-530a		:30			NM	1	$200.00
Week:		12/11/17	12/17/17	MT-----	1	$200.00						
81	WSFA	12/11/17	12/11/17	Tonight Show	1035-1137pm		:30			NM	1	$200.00
Week:		12/11/17	12/17/17	1------	1	$200.00						
82	WSFA	12/11/17	12/11/17	Late Night w/ Seth Meyers	1137p-1237x		:30			NM	1	$50.00
Week:		12/11/17	12/17/17	1------	1	$50.00						
83	WSFA	12/11/17	12/12/17	Today In Alabama	6a-7a		:30			NM	2	$700.00
Week:		12/11/17	12/17/17	MT-----	2	$350.00						
84	WSFA	12/11/17	12/12/17	NBC Today Show	7-9am		:30			NM	2	$520.00
Week:		12/11/17	12/17/17	MT-----	2	$260.00						
85	WSFA	11/30/17	12/03/17	HARRY	2-3p		:30			NM	2	$150.00
Week:		11/27/17	12/03/17	---TF--	2	$75.00						
86	WSFA	12/04/17	12/08/17	NET Early Today ON	4-430x		:30			NM	2	$30.00
Week:		12/04/17	12/10/17	MTWT---	2	$15.00						
87	WSFA	12/11/17	12/12/17	NET Early Today ON	4-430x		:30			NM	2	$30.00
Week:		12/11/17	12/17/17	MT-----	2	$15.00						
88	WSFA	12/07/17	12/07/17	NET NFL Thursday Game	720-1030p		:30			NM	1	$2,500.00
Week:		12/04/17	12/10/17	---T---	1	$2,500.00						
N 89	WSFA	12/07/17	12/07/17	NET NFL Thursday Pre-Gam	630-730p		:30			NM	1	$400.00
Week:		12/04/17	12/10/17	---T---	1	$400.00						
N 90	WSFA	12/06/17	12/06/17	Wednesday Hour 2	8-9pm		:30			NM	1	$600.00

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WSFA
12 East Delano Ave.
Montgomery, AL 36105
(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	**6109**

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		12/04/17	12/10/17	--W----	2	$600.00						
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
2	WSFA	12/04/17-12/10/17		Wednesday Hour 2	8-9pm	---W-------	:30		~~$600.00~~	NM		
	Credited											
N 91	WSFA	12/09/17	12/09/17	Saturday Hour 3	9-10PM		:30			NM	1	$225.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		12/04/17	12/10/17	-----S-	2	$225.00						
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
1	WSFA	12/04/17-12/10/17		Saturday Hour 3	9-10PM	-------Sa--	:30		~~$225.00~~	NM		
	Credited											
92	WSFA	12/04/17	12/10/17	Today In Alabama	6a-7a		:30			NM	1	$350.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		12/04/17	12/10/17	MTWTF--	1	$350.00						
93	WSFA	11/30/17	11/30/17	NET NFL Thursday Pre-Gam	630-730p		:30			NM	1	$500.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		11/27/17	12/03/17	---T---	1	$500.00						
94	WSFA	12/04/17	12/10/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	2	$1,600.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		12/04/17	12/10/17	---TF--	2	$800.00						
95	WSFA	12/02/17	12/02/17	Saturday Hour 3	9-10PM		:30			NM	1	$300.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		11/27/17	12/03/17	-----S-	1	$300.00						
96	WSFA	12/04/17	12/04/17	Monday Hour 3	9-10pm		:30			NM	1	$600.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		12/04/17	12/10/17	M------	1	$600.00						
97	WSFA	12/03/17	12/03/17	NFL Football	Sun720p-1030p		:30			NM	1	$1,125.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		11/27/17	12/03/17	------S	1	$1,125.00						
98	WSFA	12/04/17	12/04/17	the voice	7-9pm		:30			NM	1	$1,500.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		12/04/17	12/10/17	M------	1	$1,500.00						
99	WSFA	12/05/17	12/05/17	The Voice	658-8pm		:30			NM	1	$1,350.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		12/04/17	12/10/17	-T-----	1	$1,350.00						
100	WSFA	12/01/17	12/01/17	dateline nbc	8-10pm		:30			NM	1	$515.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		11/27/17	12/03/17	----F--	1	$515.00						
101	WSFA	12/01/17	12/01/17	dateline nbc	8-10pm		:30			NM	1	$510.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		11/27/17	12/03/17	----F--	1	$510.00						
N 102	WSFA	12/05/17	12/10/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	$800.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		12/04/17	12/10/17	-TWTF--	1	$800.00						
N 103	WSFA	12/09/17	12/09/17	ET WEEKEND	1203-103x		:30			NM	1	$25.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		12/04/17	12/10/17	-----S-	1	$25.00						

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www.wsfa.com

Contract / Revision	Alt Order #
1858711 /	08870837

Contract Dates	Product	Estimate #
11/30/17 - 12/12/17	HIGHWAY 31	**6109**

Advertiser	Original Date / Revision
ISS/Highway 31	12/04/17 / 12/04/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
		Start Date	End Date	Weekdays	Spots/Week	Rate						
						Totals					186	$65,475.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
11/27/17 -12/12/17	186	$65,475.00	($9,821.25)	$55,653.75
Totals	186	$65,475.00	($9,821.25)	$55,653.75

Signature: _____ **Date:** _____

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REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION DEC4/17 12.51
CHANGES *** WSFA-TV ***

REP HEADLINE# 8870837 TRF# 1858711
$$$ MOD# 3: APPROVED REV #0 $$$

ADV #_____ ADV. NAME ISS/HIGHWAY 31 REP.#_____ OFF.#_____ SALESMAN #_____

AGY #_____ AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE

3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)

WASHINGTON, DC 20007

ORDER #_____ CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL

PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE) _____

FLIGHT DATES NOV30/17 DEC12/17 WK-2

CITY TAX_____ STATE TAX_____ CO-OP BILLING NEEDED_____ DATE DEC4/17 12.51

STA:

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

HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
NO BUYS TO PRINT
STATION MAKEGOOD OFFERS:

M5	UNRESL	BUY#88	MISSED:THU/630P-730P	DEC7	30S	$400.00	(DEC4/17)
			OFFER:THU/630P-730P	DEC7	30S	$400.00	PLS ADVISE.

CMT:JUST A TITLE CHANGE. PLEASE CONFIRM. THANKS, DENICE

DEC/17 65475.00

CONTRACT TOTAL 65475.00
TOTAL SPOTS 186

MARKET TOTALS $159,939 WSFA 41% WNCF 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%
ESFA 0% EAKA 0%

ACCURATE SHARES

SVC- NSI
DEMOS- RA35+*

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM STATION DEC4/17 12.52
CHANGES *** WSFA-TV ***

REP HEADLINE# 8870837 TRF# 1858711
$$$ MOD# 3: APPROVED REV #0 $$$

ADV #_____ ADV. NAME ISS/HIGHWAY 31 REP.#_____ OFF.#_____ SALESMAN #_____

AGY #_____ AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE

3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)

WASHINGTON, DC 20007

ORDER #_____ CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL

PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE) _____

FLIGHT DATES NOV30/17 DEC12/17 WK-2

CITY TAX_____ STATE TAX_____ CO-OP BILLING NEEDED_____ DATE DEC4/17 12.52

STA:

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

HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
NO BUYS TO PRINT
STATION MAKEGOOD OFFERS:

M5	UNRESL	BUY#88	MISSED:THU/630P-730P	DEC7	30S	$400.00	(DEC4/17)
			OFFER:THU/630P-730P	DEC7	30S	$400.00	PLS ADVISE.

CMT:JUST A TITLE CHANGE. PLEASE CONFIRM. THANKS, DENICE

DEC/17 65475.00

CONTRACT TOTAL 65475.00
TOTAL SPOTS 186

MARKET TOTALS $159,939 WSFA 41% WNCF 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%
ESFA 0% EAKA 0%

ACCURATE SHARES

SVC- NSI
DEMOS- RA35+*

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
REP HEADLINE# 8870837 TRF# 1858711 ORDER WORKSHEET HARRIS REPORT FROM REP DEC4/17 13.25
$$$ MOD# 3: UNAPPROVED REV #1 $$$ **CHANGES** *** WSFA-TV ***

ADV #_____ ADV. NAME ISS/HIGHWAY 31 REP.#_____ OFF.#_____ SALESMAN #_____

AGY #_____ AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE

3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)

WASHINGTON, DC 20007

ORDER #_____ CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL

PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES NOV30/17 DEC12/17 WK-2

CITY TAX_____ STATE TAX_____ CO-OP BILLING NEEDED_____ DATE DEC4/17 13.25

Done

REP: REVISED ORDER
M5 OKD AS LINE 103
TTL SAME, $65,475
PLS CONFM
THANKS JASMINE FOR RYAN

STA:

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

HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P

LINE#	REP LINE#	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
			AGENCY ADVERTISER CODE = 361			AGENCY EST# = 6109						
			AGENCY PRODUCT CODE = 385									
88		S	630P-730P		30	$400.00	12/7	12/7	0		THU	0
	PROGRAM : FOOTBALL NIGHT IN AMERICA											
	CON COM1: FOOTBALL NIGHT IN AMERICA											
103		A	630P-730P		30	$400.00	12/7	12/7	1		THU	1
	PROGRAM : NFL THURSDAY PRE-GAME											
	ORD COM1: JUST A TITLE CHANGE. PLEASE CONFIRM. THANKS, DENICE											
	THIS IS A MAKE-GOOD FOR DEC7 ON LINE-88 FOR 1 SPOT/WK											

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
REP HEADLINE# 8870837 TRF# 1858711 ORDER WORKSHEET HARRIS REPORT FROM REP DEC4/17 13.25
$$$ MOD# 3: UNAPPROVED REV #1 $$$ **CHANGES** *** WSFA-TV ***

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

STATION MAKEGOOD OFFERS:

M5	OK'D	BUY#88	MISSED:THU/630P-730P	DEC7	30S	$400.00	(DEC4/17)		
			OFFER:THU/630P-730P	DEC7	30S	$400.00	PLS ADVISE.		

CMT:JUST A TITLE CHANGE. PLEASE CONFIRM. THANKS, DENICE

DEC/17 65475.00

CONTRACT TOTAL 65475.00
TOTAL SPOTS 186

MARKET TOTALS $159,939 WSFA 41% WNCF 15% WAKA 43% WCOV 0% CABL 0% WBMM 1% WIYC 0%
ESFA 0% EAKA 0%

ACCURATE SHARES

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

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
REP HEADLINE# 8870837 TRF# 1858711 ORDER WORKSHEET HARRIS REPORT FROM STATION DEC4/17 13.40
$$$ MOD# 3: APPROVED REV #1 $$$ *** WSFA-TV ***

ADV #_____ ADV. NAME ISS/HIGHWAY 31 REP.#_____ OFF.#_____ SALESMAN #_____

AGY #_____ AGY. NAME WATERFRONT STRATEGIES BUYER NAME JESSE DEMASTRIE

3050 K STREET NW - SUITE 100 SALES PRSN WA- RYAN EDDINS (H)

WASHINGTON, DC 20007

ORDER #_____ CONTRACT # 8870837 CLASS: NATL. LOCAL REGIONAL

PRDCT HIGHWAY 31 EST#6109 COMMENTS: (LINE, ORDER, INVOICE) _____

FLIGHT DATES NOV30/17 DEC12/17 WK-2

CITY TAX_____ STATE TAX_____ CO-OP BILLING NEEDED_____ DATE DEC4/17 13.40

REP: REVISED ORDER
M5 OKD AS LINE 103
TTL SAME, $65,475
PLS CONFM
THANKS JASMINE FOR RYAN

STA:

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

HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST 6P
NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION
STATION MAKEGOOD OFFERS:

M5	OK'D	BUY#88	MISSED:THU/630P-730P	DEC7	30S	$400.00	(DEC4/17)
			OFFER:THU/630P-730P	DEC7	30S	$400.00	PLS ADVISE.

CMT:JUST A TITLE CHANGE. PLEASE CONFIRM. THANKS, DENICE

CONTRACT TOTAL 65475.00
TOTAL SPOTS 186

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ FEDERAL CANDIDATE ☐ STATE/LOCAL CANDIDATE

To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3

Station and Location:	Date:
WAFF HUNTSVILLE	11/7/17

I, JOSH BAGINSKI,

being/on behalf of: JUDGE ROY MOORE FOR US SENATE,

a legally qualified candidate of the REPUBLICAN

political party for the office of: US SENATOR

in the GENERAL ~~ELE~~

election to be held on: DEC 12th

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
		Sun Evening			

Attach proposed schedule with charges (if available):

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I represent that the payment for the above described broadcast time has been furnished by:

Judge Ron Moore for US Senate

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Rich Hobson

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

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

To Be Signed By Candidate or Authorized Committee

11/2/10

Date **Signature**

To Be Signed By Station Representative

☐ **Accepted** ☐ **Accepted in Part** ☐ **Rejected**

Signature **Printed Name** **Title**

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