WRLH FOX Richmond
1925 Westmoreland St
Richmond, VA 23230

Smart Media Group-Alexandria
1427 Leslie Ave
Ste 100
Alexandria, VA 22301

Contract # 2646210

Schedule Dates	09/29/16-10/05/16
Advertiser	Jack Berry for Mayor-D (112628)
Agency	Smart Media Group-Alexandria (6613)
Product	POLITICAL CANDIDATE (ns) (1186)
Brand	2016 Mayor Election Est. 929C05 (865964)
Salesperson	Millennium/DC, Washington DC (1108)
Sales Office	Millennium Washington DC
Buyer Name	Michele,Brooks,
Phone/Fax	/
CPE	BERR/ORDR/929C05
Account Types	National/Political Candidate Agency BRD
Billing Type	Weekly/Irregular
Comments	Berry for Richmond M

Date Entered	09/27/16
Last Modified	09/28/16
Entered By	Jordan Moeller
CO-OP	No
Headline #	ECR25319164
Demo	A35+R
Order Type	Normal
Package Deal	
Commission %	15.00
Commission	$120.00
Net Total	$680.00
Sales Tax	

Richmond (WRLH)

By Broadcast Month	Spots	Rate
Oct. 2016	4	$800.00
Grand Total:	4	$800.00

revised JPM 9/28/16

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / News	09/29/16-09/29/16	4	:30	10P- News-Fox Richmond News @ 10					1				1	$200.00	$200.00	Richmond (WRLH)	WRLH 10PM NEWS	9/28/16
2.0	Normal Line / News	09/30/16-09/30/16	4	:30	10P- News-Fox Richmond News @ 10						1			1	$200.00	$200.00	Richmond (WRLH)	WRLH 10PM NEWS	9/28/16
3.0	Normal Line / News	10/04/16-10/04/16	4	:30	10:30P- News-Fox Richmond News @ 10 Late Run			1						1	$200.00	$200.00	Richmond (WRLH)	WRLH 10PM NEWS - LATE RUN	9/28/16
4.0	Normal Line / News	10/05/16-10/05/16	4	:30	10P- News-Fox Richmond News @ 10				1					1	$200.00	$200.00	Richmond (WRLH)	WRLH 10PM NEWS	9/28/16

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:

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.

B/E Bookend P/B Piggy Back

Printed At: 02:24 PM on Wednesday, September 28 2016

2646210

KATZ TELEVISION GROUP

125 West 55th St
New York, NY 10019

Contract #	25319164	**Changes as of:**	9/28/2016 at 9:20 AM	**Version:**	Highlighting Revision 4		
CPE:	BERRY/ORDR/929C05	**Flight:**	9/29/16 - 10/5/16	**Station:**	WRLH	**Total $:**	$800.00
Agency:	Smart Media Group	**Advertiser:**	Berry for Richmond Mayor	**Market:**	Richmond	**Total Spots:**	4
	1427 LESLIE AVE	**Product:**	Berry for Richmond Mayor	**Office:**	WASHINGTON	**Total CPP:**	$50.00
	SUITE #102	**Agency Order #:**	30048949	**Primary Demo:**	Adults 35+	**Total GRP:**	16.0
	ALEXANDRIA, VA 22301	**Buyer:**	Brooks, Michele	**Con Type:**	POLITICAL/VOTE	**Traffic #:**	2646210
		Salesperson:	JAMES SCUTARI 202-955-5342	**Assistant:**	JAMES SCUTARI 202-955-5342	**Separation:**	

Comments: Buyer shaved $200 off the order, new total $800 - please confirm

#	Day/Time	DP	Program	Rate	A35P Rating	Len	9/29 - 10/5							Total Spots	Total $	CPP	GRP
							9/29	9/30	10/1	10/2	10/3	10/4	10/5				
MUL 1	M-F 10p-10:30p		WRLH 10PM NEWS	$200.00	4.0	30	1	1	0	0	1 ▶ 0	1 ▶ 0	1	3	$600.00	$50.00	12.0
CAN 2	~~Tu 10:30p-11p~~		~~WRLH 10PM NEWS~~	~~$200.00~~	~~4.0~~	~~30~~	0 ▶ 0	0 ▶ 0	0 ▶ 0	0 ▶ 0	0 ▶ 0	0 ▶ 1	0 ▶ 0	~~1~~	~~$200.00~~	~~$50.00~~	~~4.0~~
REV+ 3	Tu 10:30p-11p		WRLH 10PM NEWS	$200.00	4.0	30	0 ▶ 0	0 ▶ 0	0 ▶ 0	0 ▶ 0	0 ▶ 0	0 ▶ 1	0 ▶ 0	1	$200.00	$50.00	4.0
						TOTALS:	**1**	**1**	**0**	**0**	**0**	**1**	**1**	**4**	**$800.00**	**$50.00**	**16.0**

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New York, NY 10019

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		Salesperson:	JAMES SCUTARI 202-955-5342	**Assistant:**	JAMES SCUTARI 202-955-5342	**Separation:**	

Special Instructions	

Order Level Comments

Date/Time	Added by	Comment
09/28/16 9:20 AM	JAMES SCUTARI	Buyer shaved $200 off the order, new total $800 - please confirm
09/28/16 9:20 AM	JAMES SCUTARI	Buyer shaved $200 off the order, new total $800 - please confirm
09/28/16 9:19 AM	GOTOSTRATA\jscutari2	Canceled by new revision
09/27/16 3:19 PM	Jordan Moeller	10/4 - 10p News scheduled to run late from 10:30p-11p. Line is booked with that time, but can be changed if need be. Please advise. - JRM
09/27/16 12:25 PM	JAMES SCUTARI	Berry Order Flight Dates 9/29-10/05 Please confirm receipt. Michele Brooks
09/27/16 12:25 PM	JAMES SCUTARI	Berry Order Flight Dates 9/29-10/05 Please confirm receipt. Michele Brooks

Competitive Information

Market Budget:	$5,000
WRLH Share:	16%
Comment:	
WRIC:	12%
WTVR:	14%
WUPV:	2%
WWBT:	56%

Daypart Summary

Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	4	$800.00	$50.00	16.0
Total	**100%**	**4**	**$800.00**	**$50.00**	**16.0**

Monthly Summary

Month	Spots	Dollars
2016-Oct	4	$800.00
Total	**4**	**$800.00**

Transaction History

Trans	Created/Received	Created by	Status	Spot+	Spot-	$ Chg	Contract $	Comment
Revision	9/28/16 9:20 AM	JAMES SCUTARI	Revised			$0	$0	Changes: Competitive Market Budget from $6,250 to $5,000, Comments from Berry Revision Flight Dates 9/29-10/05 Please confirm receipt. Michele Brooks to Buyer shaved $200 off the order, new total $800 - please confirm, User Entered $ from $1,000.00 to $800.00. 2 buylines added or modified.
Revision	9/28/16 9:19 AM	GOTOSTRATA\jscutari2	Updated	1	2	$-200.00	$0	Changes: Comments from Berry Order Flight Dates 9/29-10/05 Please confirm receipt. Michele Brooks to Berry Revision Flight Dates 9/29-10/05 Please confirm receipt. Michele Brooks , Total $ from $1,000.00 to $800.00, Total GRPs from 20.0 to 16.0, Total Spots from 5 to 4. 2 buylines added or modified.
Revision	9/27/16 3:39 PM	JAMES SCUTARI	Updated			$0	$0	Changes: Total GRPs from 16.0 to 20.0, Competitive Market Budget from $5,000 to $6,250. 2 buylines added or modified.
Makegood 1	9/27/16 3:19 PM	Jordan Moeller	Confirmed			$0	$0	
Queued for Electronic Contracting	9/27/16 2:37 PM					$0	$0	
Revision	9/27/16 12:25 PM	JAMES SCUTARI	Confirmed			$0	$1,000.00	Changes: Product from Order to Berry for Richmond Mayor, User Entered $ from $0.00 to $1,000.00.
New	9/27/16 12:24 PM	JAMES SCUTARI	New	5		$1,000.00	$1,000.00	

Non-Discrimination	PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS'

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Policy	ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.