Contract Agreement Between:

CONTRACT

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

www.wsfa.com

And:

PinPoint Media, Inc (B)
1707 Osage St, Ste 103
Alexandria, VA 22302

Contract / Revision	Alt Order #
1800036 /	08768711

Product
LUTHER STRANGE SENAT

Contract Dates	Estimate #
09/19/17 - 09/26/17	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/Senator/AL	09/11/17 / 09/11/17

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
9913865	62	78

Agency Ref	Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	WSFA	09/22/17	09/22/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	$0.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	----1--	1	$275.00							
Spot	Ch	Date Range	Description	Start/End Time	Weekdays		Length		Rate	Type		
1	WSFA	09/18/17-09/24/17	WSFA 12 News at Ten - MF	10-1035pm	------F----		:30		~~$275.00~~	NM		
	Credited											
2	WSFA	09/22/17	09/22/17	NBC Today Show 3	10-11am		:30			NM	1	$50.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	----1--	1	$50.00							
3	WSFA	09/22/17	09/22/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	$30.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	----1--	1	$30.00							
4	WSFA	09/22/17	09/22/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	$30.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	----1--	1	$30.00							
5	WSFA	09/22/17	09/22/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	$100.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	----1--	1	$100.00							
6	WSFA	09/22/17	09/22/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	$60.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	----1--	1	$60.00							
7	WSFA	09/22/17	09/22/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	$60.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	----1--	1	$60.00							
8	WSFA	09/22/17	09/22/17	Today in Alabama 530a	528am-6am		:30			NM	1	$100.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	----1--	1	$100.00							
9	WSFA	09/22/17	09/22/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	$350.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	----1--	1	$350.00							

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

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powered by WideOrbit

WSFA
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(334) 288-1212

www.wsfa.com

Contract / Revision	Alt Order #
1800036 /	08768711

Contract Dates	Product	Estimate #
09/19/17 - 09/26/17	LUTHER STRANGE SE	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	09/11/17 / 09/11/17

*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							
10	WSFA	09/22/17	09/22/17	Today In Alabama	6a-7a		:30			NM	1	$175.00
Week:	09/18/17	09/24/17	----1--	1	$175.00							
11	WSFA	09/22/17	09/22/17	NBC Today Show	7-9am		:30			NM	1	$115.00
Week:	09/18/17	09/24/17	----1--	1	$115.00							
12	WSFA	09/25/17	09/25/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	$275.00
Week:	09/25/17	10/01/17	1------	1	$275.00							
13	WSFA	09/25/17	09/25/17	NBC Today Show 3	10-11am		:30			NM	1	$50.00
Week:	09/25/17	10/01/17	1------	1	$50.00							
14	WSFA	09/25/17	09/25/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	$30.00
Week:	09/25/17	10/01/17	1------	1	$30.00							
15	WSFA	09/25/17	09/25/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	$30.00
Week:	09/25/17	10/01/17	1------	1	$30.00							
16	WSFA	09/25/17	09/25/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	$100.00
Week:	09/25/17	10/01/17	1------	1	$100.00							
17	WSFA	09/25/17	09/25/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	$60.00
Week:	09/25/17	10/01/17	1------	1	$60.00							
18	WSFA	09/25/17	09/25/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	1	$75.00
Week:	09/25/17	10/01/17	1------	1	$75.00							
19	WSFA	09/25/17	09/25/17	Today in Alabama 530a	528am-6am		:30			NM	1	$100.00
Week:	09/25/17	10/01/17	1------	1	$100.00							
20	WSFA	09/25/17	09/25/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	$350.00
Week:	09/25/17	10/01/17	1------	1	$350.00							
21	WSFA	09/25/17	09/25/17	Today In Alabama	6a-7a		:30			NM	1	$175.00
Week:	09/25/17	10/01/17	1------	1	$175.00							
22	WSFA	09/25/17	09/25/17	ENTERTAINMENT TONIGH	1630-7p		:30			NM	1	$215.00
Week:	09/25/17	10/01/17	1------	1	$215.00							
23	WSFA	09/25/17	09/25/17	NBC Today Show	7-9am		:30			NM	1	$115.00
Week:	09/25/17	10/01/17	1------	1	$115.00							
24	WSFA	09/25/17	09/25/17	NBC Today 2	9-10am		:30			NM	1	$50.00
Week:	09/25/17	10/01/17	1------	1	$50.00							
25	WSFA	09/23/17	09/23/17	NBC Saturday Today Show	6-8am		:30			NM	1	$45.00

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Contract / Revision	Alt Order #
1800036 /	08768711

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09/19/17 - 09/26/17	LUTHER STRANGE SE	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	09/11/17 / 09/11/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays -----1-	Spots/Week 1	Rate $45.00							
26	WSFA	09/24/17	09/24/17	Late News	1030p-11p		:30			NM	1	$150.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ------1	Spots/Week 1	Rate $150.00							
27	WSFA	09/24/17	09/24/17	NET NBC Sunday Today Shc	7-8a		:30			NM	1	$45.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ------1	Spots/Week 1	Rate $45.00							
28	WSFA	09/24/17	09/24/17	NET NBC Meet The Press	8-9a		:30			NM	1	$45.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ------1	Spots/Week 1	Rate $45.00							
29	WSFA	09/24/17	09/24/17	WSFA News Sunday AM	9-930a		:30			NM	1	$20.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ------1	Spots/Week 1	Rate $20.00							
N 30	WSFA	09/21/17	09/21/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	$0.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ---1---	Spots/Week 1	Rate $275.00							
Spot	Ch	Date Range	Description	Start/End Time	Weekdays	Length	Rate	Type				
1	*WSFA*	*09/18/17-09/24/17*	*WSFA 12 News at Ten - MF*	*10-1035pm*	----Th-----	*:30*	*~~$275.00~~*	*NM*				
	Credited											
N 31	WSFA	09/21/17	09/21/17	NBC Today Show 3	10-11am		:30			NM	0	$0.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ---1---	Spots/Week 1	Rate $50.00							
Spot	Ch	Date Range	Description	Start/End Time	Weekdays	Length	Rate	Type				
1	*WSFA*	*09/18/17-09/24/17*	*NBC Today Show 3*	*10-11am*	----Th-----	*:30*	*~~$50.00~~*	*NM*				
	Credited											
32	WSFA	09/21/17	09/21/17	Tonight Show	1035-1137pm		:30			NM	1	$115.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ---1---	Spots/Week 1	Rate $115.00							
N 33	WSFA	09/21/17	09/21/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	0	$0.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ---1---	Spots/Week 1	Rate $30.00							
Spot	Ch	Date Range	Description	Start/End Time	Weekdays	Length	Rate	Type				
1	*WSFA*	*09/18/17-09/24/17*	*ALABAMA LIVE @ 11A*	*11-1130Am*	----Th-----	*:30*	*~~$30.00~~*	*NM*				
	Credited											
34	WSFA	09/21/17	09/21/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	$30.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ---1---	Spots/Week 1	Rate $30.00							
35	WSFA	09/21/17	09/21/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	$100.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ---1---	Spots/Week 1	Rate $100.00							
36	WSFA	09/21/17	09/21/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	$60.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ---1---	Spots/Week 1	Rate $60.00							
37	WSFA	09/21/17	09/21/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	$60.00
Week:	Start Date 09/18/17	End Date 09/24/17	Weekdays ---1---	Spots/Week 1	Rate $60.00							

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09/19/17 - 09/26/17	LUTHER STRANGE SE	**813**

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	09/11/17 / 09/11/17

*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							
38	WSFA	09/21/17	09/21/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	$60.00
Week:	09/18/17	09/24/17	---1---	1	$60.00							
39	WSFA	09/21/17	09/21/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	1	$75.00
Week:	09/18/17	09/24/17	---1---	1	$75.00							
40	WSFA	09/21/17	09/21/17	Today in Alabama 530a	528am-6am		:30			NM	1	$100.00
Week:	09/18/17	09/24/17	---1---	1	$100.00							
41	WSFA	09/21/17	09/21/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	$350.00
Week:	09/18/17	09/24/17	---1---	1	$350.00							
42	WSFA	09/21/17	09/21/17	Today In Alabama	6a-7a		:30			NM	1	$175.00
Week:	09/18/17	09/24/17	---1---	1	$175.00							
N 43	WSFA	09/21/17	09/21/17	NBC Today 2	9-10am		:30			NM	0	$0.00
Week:	09/18/17	09/24/17	---1---	1	$50.00							
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
1	WSFA	09/18/17-09/24/17		NBC Today 2	9-10am	----Th-----	:30		~~$50.00~~	NM		
Credited												
44	WSFA	09/19/17	09/19/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	$0.00
Week:	09/18/17	09/24/17	-1-----	1	$275.00							
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
1	WSFA	09/18/17-09/24/17		WSFA 12 News at Ten - MF	10-1035pm	-Tu--------	:30		~~$275.00~~	NM		
Credited												
N 45	WSFA	09/19/17	09/26/17	NBC Today Show 3	10-11am		:30			NM	1	$50.00
Week:	09/18/17	09/24/17	-1-----	1	$50.00							
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
1	WSFA	09/18/17-09/24/17		NBC Today Show 3	10-11am	-Tu--------	:30		~~$50.00~~	NM		
Credited												
Week:	09/25/17	10/01/17	-1-----	1	$50.00							
46	WSFA	09/19/17	09/19/17	Tonight Show	1035-1137pm		:30			NM	1	$115.00
Week:	09/18/17	09/24/17	-1-----	1	$115.00							
N 47	WSFA	09/19/17	09/26/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	$30.00
Week:	09/18/17	09/24/17	-1-----	1	$30.00							
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
1	WSFA	09/18/17-09/24/17		ALABAMA LIVE @ 11A	11-1130Am	-Tu--------	:30		~~$30.00~~	NM		
Credited												
Week:	09/25/17	10/01/17	-1-----	1	$30.00							
N 48	WSFA	09/19/17	09/26/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	$30.00
Week:	09/18/17	09/24/17	-1-----	1	$30.00							

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POL/Strange, Luther/R/S	09/11/17 / 09/11/17

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	Start Date	End Date	Weekdays	Spots/Week	Rate							
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
1	*WSFA*	*09/18/17-09/24/17*		*ALABAMA LIVE @ 1130AM*	*1130A-12P*	-Tu--------	*:30*		*~~$30.00~~*	*NM*		
Credited												
Week:	09/25/17	10/01/17	-1-----	1	$30.00							
49	WSFA	09/19/17	09/19/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	$100.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	-1-----	1	$100.00							
50	WSFA	09/19/17	09/19/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	$60.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	-1-----	1	$60.00							
51	WSFA	09/19/17	09/19/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	$60.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	-1-----	1	$60.00							
52	WSFA	09/19/17	09/19/17	WSFA 12 News at Five	5-530pm		:30			NM	0	$0.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	-1-----	1	$185.00							
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
1	*WSFA*	*09/18/17-09/24/17*		*WSFA 12 News at Five*	*5-530pm*	-Tu--------	*:30*		*~~$185.00~~*	*NM*		
Credited												
53	WSFA	09/19/17	09/26/17	Today in Alabama 530a	528am-6am		:30			NM	2	$200.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	-1-----	1	$100.00							
Week:	09/25/17	10/01/17	-1-----	1	$100.00							
54	WSFA	09/19/17	09/19/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	$350.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	-1-----	1	$350.00							
55	WSFA	09/19/17	09/26/17	Today In Alabama	6a-7a		:30			NM	2	$350.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	-1-----	1	$175.00							
Week:	09/25/17	10/01/17	-1-----	1	$175.00							
56	WSFA	09/19/17	09/26/17	NBC Today Show	7-9am		:30			NM	2	$230.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	-1-----	1	$115.00							
Week:	09/25/17	10/01/17	-1-----	1	$115.00							
N 57	WSFA	09/19/17	09/19/17	NBC Today 2	9-10am		:30			NM	0	$0.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	-1-----	1	$50.00							
Spot	Ch	Date Range		Description	Start/End Time	Weekdays	Length		Rate	Type		
1	*WSFA*	*09/18/17-09/24/17*		*NBC Today 2*	*9-10am*	-Tu--------	*:30*		*~~$50.00~~*	*NM*		
Credited												
58	WSFA	09/20/17	09/20/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	$30.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	--1----	1	$30.00							
59	WSFA	09/20/17	09/20/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	$100.00
	Start Date	End Date	Weekdays	Spots/Week	Rate							
Week:	09/18/17	09/24/17	--1----	1	$100.00							

(* 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 #
1800036 /	08768711

Contract Dates	Product	Estimate #
09/19/17 - 09/26/17	LUTHER STRANGE SE	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	09/11/17 / 09/11/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
N 60	WSFA	09/20/17	09/20/17	WSFA 12 News at Five	5-530pm		:30			NM	0	$0.00
Week:		09/18/17	09/24/17	--1----				1	$185.00			
Spot 1	WSFA	09/18/17-09/24/17		WSFA 12 News at Five	5-530pm	---w-------	:30		~~$185.00~~	NM		
Credited												
61	WSFA	09/20/17	09/20/17	Today in Alabama 530a	528am-6am		:30			NM	1	$100.00
Week:		09/18/17	09/24/17	--1----				1	$100.00			
62	WSFA	09/20/17	09/20/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	$350.00
Week:		09/18/17	09/24/17	--1----				1	$350.00			
63	WSFA	09/20/17	09/20/17	Today In Alabama	6a-7a		:30			NM	1	$175.00
Week:		09/18/17	09/24/17	--1----				1	$175.00			
64	WSFA	09/20/17	09/20/17	NBC Today Show	7-9am		:30			NM	1	$115.00
Week:		09/18/17	09/24/17	--1----				1	$115.00			
D 65	WSFA	09/19/17	09/22/17	WSFA 12 News at Five	5-530pm		:30			NM	0	$0.00
D 66	WSFA	09/25/17	09/26/17	WSFA 12 News at Five	5-530pm		:30			NM	0	$0.00
D 67	WSFA	09/19/17	09/22/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	$0.00
D 68	WSFA	09/25/17	09/26/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	0	$0.00
69	WSFA	09/23/17	09/23/17	WSFA 12 News at Six-Sat	Sa 6-7pm		:30			NM	1	$80.00
Week:		09/18/17	09/24/17	-----S-				1	$80.00			
70	WSFA	09/24/17	09/24/17	NFL Football Nite/America	Various		:30			NM	1	$150.00
Week:		09/18/17	09/24/17	------S				1	$150.00			
71	WSFA	09/24/17	09/24/17	NFL Football	Sun 730p-1030p		:30			NM	1	$500.00
Week:		09/18/17	09/24/17	------S				1	$500.00			
N 72	WSFA	09/26/17	09/26/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	$350.00
Week:		09/25/17	10/01/17	-T-----				1	$350.00			
N 73	WSFA	09/26/17	09/26/17	WSFA 12 News at Five	5-530pm		:30			NM	1	$280.00
Week:		09/25/17	10/01/17	-T-----				1	$280.00			
N 74	WSFA	09/26/17	09/26/17	NBC Today Show	7-9am		:30			NM	1	$115.00
Week:		09/25/17	10/01/17	-T-----				1	$115.00			
N 75	WSFA	09/26/17	09/26/17	NET Early Today ON	4-430x		:30			NM	1	$5.00
Week:		09/25/17	10/01/17	-T-----				1	$5.00			
						Totals					65	$8,050.00

(* 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 #
1800036 /	08768711

Contract Dates	Product	Estimate #
09/19/17 - 09/26/17	LUTHER STRANGE SE	**813**

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	09/11/17 / 09/11/17

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/28/17 -09/24/17	42	$5,175.00	($776.25)	$4,398.75
09/25/17 -09/26/17	23	$2,875.00	($431.25)	$2,443.75
Totals	65	$8,050.00	($1,207.50)	$6,842.50

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 SEP11/17 10.02
CHANGES *** WSFA-TV ***

EP HEADLINE# 8768711 TRF# 1800036
$$ MOD# 1: APPROVED REV #0 $$$

ADV #_____ ADV. NAME POLI/L STRANGE/R/SEN/AL REP.#_____ OFF.#_____ SALESMAN #_____

AGY #_____ AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES

1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)

ALEXANDRIA, VA 22302

ORDER #_____ CONTRACT # 8768711 CLASS: NATL. LOCAL REGIONAL

PRDCT LUTHER STRANGE SENAT EST#813 COMMENTS: (LINE, ORDER, INVOICE) _____

FLIGHT DATES SEP19/17 SEP26/17 WK-2

CITY TAX_____ STATE TAX_____ CO-OP BILLING NEEDED_____ DATE SEP11/17 10.02

TA:

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

ELECTRONIC INVOICING:
SPOT DATA - IDB# 1886.
TV INVOICES - IDB# 9915283.

O BUYS TO PRINT
TATION MAKEGOOD OFFERS:

M2	UNRESL	BUY#30	MISSED:	THU/1000P-1035P	SEP21	30S	$275.00	(SEP11/17)
		BUY#31		THU/1000A-1100A	SEP21	30S	$50.00	
		BUY#33		THU/1100A-1130A	SEP21	30S	$30.00	
		BUY#43		THU/900A-1000A	SEP21	30S	$50.00	
		BUY#45		TUE/1000A-1100A	SEP19	30S	$50.00	
		BUY#47		TUE/1100A-1130A	SEP19	30S	$30.00	
		BUY#48		TUE/1130A-1200N	SEP19	30S	$30.00	
		BUY#57		TUE/900A-1000A	SEP19	30S	$50.00	
		BUY#60		WED/500P-530P	SEP20	30S	$185.00	
			OFFER:	TUE/600P-630P	SEP26	30S	$350.00	PLS ADVISE.
			&	TUE/500P-530P	SEP26	30S	$280.00	
			&	TUE/700A-900A	SEP26	30S	$115.00	
			&	TUE/400A-430A	SEP26	30S	$5.00	

CMT:OVERSOLD AT LUR W/O 9/18. PLEASE CONFIRM ASAP! THANKS, DENICE

EP/17 $5,925.00 OCT/17 $2,125.00 CONTRACT TOTAL $8,050.00
TOTAL SPOTS 70

ARKET TOTALS $49,388 WSFA 56% WNCF 7% WAKA 28% WCOV 9% CABL 0% WBMM 0% WIYC 0%
ESFA 0% EAKA 0%

CCURATE SHARES

VC- NSI
EMOS- RA35+*

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
:EP HEADLINE# 8768711 TRF# 1800036 ORDER WORKSHEET HARRIS REPORT FROM REP SEP11/17 11.10
:$$ MOD# 1: UNAPPROVED REV #1 $$$ **CHANGES** *** WSFA-TV ***

ADV #_____ ADV. NAME POLI/L STRANGE/R/SEN/AL REP.#_____ OFF.#_____ SALESMAN #_____

AGY #_____ AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES

1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)

ALEXANDRIA, VA 22302

ORDER #_____ CONTRACT # 8768711 CLASS: NATL. LOCAL REGIONAL

PRDCT LUTHER STRANGE SENAT EST#813 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES SEP19/17 SEP26/17 WK-2

CITY TAX_____ STATE TAX_____ CO-OP BILLING NEEDED_____ DATE SEP11/17 11.10

:EP: REVISED ORDER
M2 OKD AS LINES 72-75
TTL SAME, $8,050
PLS CONFM
THANKS JASMINE FOR RYAN

TA:

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

ELECTRONIC INVOICING:
SPOT DATA - IDB# 1886.
TV INVOICES - IDB# 9915283.

LINE#:LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
	AGENCY ADVERTISER CODE = 62 AGENCY PRODUCT CODE = 78					AGENCY EST# = 813						
30	S		1000P-1035P	30		$275.00	9/21	9/21	0		THU	0

PROGRAM : WSFA 12 NEWS AT 10P
CON COM1: WSFA 12 NEWS AT 10P

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
:EP HEADLINE# 8768711 TRF# 1800036 ORDER WORKSHEET HARRIS REPORT FROM REP SEP11/17 11.10
$$ MOD# 1: UNAPPROVED REV #1 $$$ **CHANGES** *** WSFA-TV ***

LINE#:LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
72	A		600P-630P	30		$350.00	9/26	9/26	1		TUE	1

PROGRAM : WSFA M-F 6P NEWS
ORD COM1: OVERSOLD AT LUR W/O 9/18. PLEASE CONFIRM ASAP! THANKS, DENICE
THIS IS A MAKE-GOOD FOR SEP21 ON LINE-30 FOR 1 SPOT/WK
THIS IS A MAKE-GOOD FOR SEP21 ON LINE-31 FOR 1 SPOT/WK
THIS IS A MAKE-GOOD FOR SEP21 ON LINE-33 FOR 1 SPOT/WK
THIS IS A MAKE-GOOD FOR SEP21 ON LINE-43 FOR 1 SPOT/WK
THIS IS A MAKE-GOOD FOR SEP19 ON LINE-45 FOR 1 SPOT/WK
THIS IS A MAKE-GOOD FOR SEP19 ON LINE-47 FOR 1 SPOT/WK
THIS IS A MAKE-GOOD FOR SEP19 ON LINE-48 FOR 1 SPOT/WK
THIS IS A MAKE-GOOD FOR SEP19 ON LINE-57 FOR 1 SPOT/WK
THIS IS A MAKE-GOOD FOR SEP20 ON LINE-60 FOR 1 SPOT/WK

73	A		500P-530P	30		$280.00	9/26	9/26	1		TUE	1

PROGRAM : WSFA M-F 5P NEWS
ORD COM1: OVERSOLD AT LUR W/O 9/18. PLEASE CONFIRM ASAP! THANKS, DENICE
PART OF A MAKEGOOD MADE UP OF LINES 72-75

74	A		700A-900A	30		$115.00	9/26	9/26	1		TUE	1

PROGRAM : TODAY SHOW
ORD COM1: OVERSOLD AT LUR W/O 9/18. PLEASE CONFIRM ASAP! THANKS, DENICE
PART OF A MAKEGOOD MADE UP OF LINES 72-75

75	A		400A-430A	30		$5.00	9/26	9/26	1		TUE	1

PROGRAM : NBC EARL;Y TODAY
ORD COM1: OVERSOLD AT LUR W/O 9/18. PLEASE CONFIRM ASAP! THANKS, DENICE
PART OF A MAKEGOOD MADE UP OF LINES 72-75

31	S		1000A-1100A	30		$50.00	9/21	9/21	0		THU	0

PROGRAM : TODAY SHOW HOUR 4
CON COM1: TODAY SHOW HOUR 4

33	S		1100A-1130A	30		$30.00	9/21	9/21	0		THU	0

PROGRAM : ALABAMA LIVE
CON COM1: ALABAMA LIVE

43	S		900A-1000A	30		$50.00	9/21	9/21	0		THU	0

PROGRAM : TODAY SHOW HOUR 3
CON COM1: TODAY SHOW HOUR 3

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
REP HEADLINE# 8768711 TRF# 1800036 ORDER WORKSHEET HARRIS REPORT FROM REP SEP11/17 11.10
$$$ MOD# 1: UNAPPROVED REV #1 $$$ **CHANGES** *** WSFA-TV ***

LINE#:REP LINE#	CD:	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS: /WK	WEEK INVT	DAYS	TOTL: SPTS:
45	ES	1000A-1100A	30		$50.00	9/19	9/19	0		TUE	0
45	ES	1000A-1100A	30		$50.00	9/26	9/26	1		TUE	1
PROGRAM : TODAY SHOW HOUR 4											
CON COM1: TODAY SHOW HOUR 4											
47	ES	1100A-1130A	30		$30.00	9/19	9/19	0		TUE	0
47	ES	1100A-1130A	30		$30.00	9/26	9/26	1		TUE	1
PROGRAM : ALABAMA LIVE											
CON COM1: ALABAMA LIVE											
48	ES	1130A-1200N	30		$30.00	9/19	9/19	0		TUE	0
48	ES	1130A-1200N	30		$30.00	9/26	9/26	1		TUE	1
PROGRAM : ALABAMA LIVE											
CON COM1: ALABAMA LIVE											
57	S	900A-1000A	30		$50.00	9/19	9/19	0		TUE	0
PROGRAM : TODAY SHOW HOUR 3											
CON COM1: TODAY SHOW HOUR 3											
60	S	500P-530P	30		$185.00	9/20	9/20	0		WED	0
PROGRAM : WSFA 12 NEWS AT 5P											
CON COM1: WSFA 12 NEWS AT 5P											

TATION MAKEGOOD OFFERS:

M2 OK'D	BUY#30	MISSED:	THU/1000P-1035P	SEP21	30S	$275.00	(SEP11/17)
	BUY#31		THU/1000A-1100A	SEP21	30S	$50.00	
	BUY#33		THU/1100A-1130A	SEP21	30S	$30.00	
	BUY#43		THU/900A-1000A	SEP21	30S	$50.00	
	BUY#45		TUE/1000A-1100A	SEP19	30S	$50.00	
	BUY#47		TUE/1100A-1130A	SEP19	30S	$30.00	
	BUY#48		TUE/1130A-1200N	SEP19	30S	$30.00	
	BUY#57		TUE/900A-1000A	SEP19	30S	$50.00	
	BUY#60		WED/500P-530P	SEP20	30S	$185.00	
		OFFER:	TUE/600P-630P	SEP26	30S	$350.00	PLS ADVISE.
		&	TUE/500P-530P	SEP26	30S	$280.00	
		&	TUE/700A-900A	SEP26	30S	$115.00	
		&	TUE/400A-430A	SEP26	30S	$5.00	

CMT:OVERSOLD AT LUR W/O 9/18. PLEASE CONFIRM ASAP! THANKS, DENICE

REP: TEL# 703-528-9387 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
REP HEADLINE# 8768711 TRF# 1800036 ORDER WORKSHEET HARRIS REPORT FROM REP SEP11/17 11.10
$$$ MOD# 1: UNAPPROVED REV #1 $$$ **CHANGES** *** WSFA-TV ***

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

EP/17 $5,175.00 OCT/17 $2,875.00

CONTRACT TOTAL $8,050.00
TOTAL SPOTS 65

ARKET TOTALS $49,388 WSFA 56% WNCF 7% WAKA 28% WCOV 9% CABL 0% WBMM 0% WIYC 0%
ESFA 0% EAKA 0%

CCURATE SHARES

VC- NSI
EMOS- RA35+*

OD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME

-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# 8768711 TRF# 1800036 ORDER WORKSHEET HARRIS REPORT FROM STATION SEP11/17 11.32
$$$ MOD# 1: APPROVED REV #1 $$$ *** WSFA-TV ***

ADV #_____ ADV. NAME POLI/L STRANGE/R/SEN/AL REP.#_____ OFF.#_____ SALESMAN #_____

AGY #_____ AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES

1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)

ALEXANDRIA, VA 22302

ORDER #_____ CONTRACT # 8768711 CLASS: NATL. LOCAL REGIONAL

PRDCT LUTHER STRANGE SENAT EST#813 COMMENTS: (LINE, ORDER, INVOICE) _____

FLIGHT DATES SEP19/17 SEP26/17 WK-2

CITY TAX_____ STATE TAX_____ CO-OP BILLING NEEDED_____ DATE SEP11/17 11.32

REP: REVISED ORDER
M2 OKD AS LINES 72-75
TTL SAME, $8,050
PLS CONFM
THANKS JASMINE FOR RYAN

STA:

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

ELECTRONIC INVOICING:
SPOT DATA - IDB# 1886.
TV INVOICES - IDB# 9915283.

NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION
STATION MAKEGOOD OFFERS:

M2 OK'D	BUY#30	MISSED:	THU/1000P-1035P	SEP21	30S	$275.00	(SEP11/17)
	BUY#31		THU/1000A-1100A	SEP21	30S	$50.00	
	BUY#33		THU/1100A-1130A	SEP21	30S	$30.00	
	BUY#43		THU/900A-1000A	SEP21	30S	$50.00	
	BUY#45		TUE/1000A-1100A	SEP19	30S	$50.00	
	BUY#47		TUE/1100A-1130A	SEP19	30S	$30.00	
	BUY#48		TUE/1130A-1200N	SEP19	30S	$30.00	
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		&	TUE/700A-900A	SEP26	30S	$115.00	
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CREDIT ADVISORY: AGENCY CREDIT RISK !!!
REP HEADLINE# 8768711 TRF# 1800036 ORDER WORKSHEET HARRIS REPORT FROM STATION SEP11/17 11.32
$$$ MOD# 1: APPROVED REV #1 $$$ *** WSFA-TV ***

CONTRACT TOTAL $8,050.00
TOTAL SPOTS 65