KATZ TELEVISION GROUP

125 West 55th St New York, NY 10019

Changes as of: 9/7/2016 at 11:22 AM Agency: HULSEN MEDIA SERVICE **CPE:** 118/118/910 Contract # 25281578

Product: Issue 2400 Laramie Trail

Austin, TX 78745

Advertiser: Airbnb, Inc.

Flight: 9/19/16 - 11/13/16

Market: Washington, DC Station: WJLA

Version: Original Order

Total \$: \$27,800.00

Total Spots: 26

Assistant: SHEPARD RITZEN 215-567-7950

Separation:

Primary Demo: Households Buyer: Hulsen, Kristin Salesperson: BOB CAIN 215-557-4216 Agency Order #: 5372416

Office: PHILADELPHIA

Total GRP: 42.9

Total CPP: \$648.02

Con Type: POLITICAL/VOTE

Comments: THIS IS A NEW ISSUE ORDER FOR AIRBNB. FLIGHT IS 9/21-11/7. TOTAL = \$27800. PLS CFM T/R BOB

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	9/28	-	0	0	0	0	-
	9/27	-	0	0	0	0	-
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6	9/24	0	0	0	0	0	0
	9/23	1	0	0	0	0	-
	9/22	1	0	0	0	0	-
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	Rate	\$600.00	\$1,000.	\$2,000.	\$1,000.	\$2,000. 00	
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125 West 55th St New York, NY 10019

Changes as of: 9/7/2016 at 11:22 AM Agency: HULSEN MEDIA SERVICE **CPE:** 118/118/910 Contract # 25281578

2400 Laramie Trail

Agency Order #: 5372416 Product: Issue

Advertiser: Airbnb, Inc.

Primary Demo: Households

Office: PHILADELPHIA

Total \$: \$27,800.00

Total Spots: 26

Market: Washington, DC

Version: Original Order

Station: WJLA

Flight: 9/19/16 - 11/13/16

Total CPP: \$648.02 **Total GRP: 42.9**

Separation:

Assistant: SHEPARD RITZEN 215-567-7950 Con Type: POLITICAL/VOTE Buyer: Hulsen, Kristin Salesperson: BOB CAIN 215-557-4216 Austin, TX 78745

Comments: THIS IS A NEW ISSUE ORDER FOR AIRBNB. FLIGHT IS 9/21-11/7. TOTAL = \$27800. PLS CFM T/R BOB

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10/15 - 10/27	10/21	0	0	0	0	0	0
10/	10/20	0	0	0	0	0	0
	10/19	0	0	0	0	0	0
	10/18	0	0	0	0	0	0
	10/17	0	0	0	0	0	0
	10/16	0	0	_	-	0	2
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	Rate	\$600.00	\$1,000.	\$2,000. 00	\$1,000.	\$2,000.	
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Flight: 9/19/16 - 11/13/16 Advertiser: Airbnb, Inc.

Office: PHILADELPHIA

Con Type: POLITICAL/VOTE

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Market: Washington, DC

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Version: Original Order

Assistant: SHEPARD RITZEN 215-567-7950 Buyer: Hulsen, Kristin Salesperson: BOB CAIN 215-557-4216 Agency Order #: 5372416 Austin, TX 78745

Primary Demo: Households Product: Issue

Separation:

125 West 55th St New York, NY 10019		0	Comments:	Z15-55/ 4Z16 Z15-55/ 4Z16 Its: THIS IS A NEW ISSUE ORDER FOR AIRBNB. FLIGHT IS 9/21-11/7. TOTAL = \$27800. PLS CFM T/R BOB	A NEW	ISSUE	ORDE	R FOR	AIRBN	215-55 B. FLI(215-557-4216 NB. FLIGHT IS 9	9/21-11	7. TOT	.YF = \$	2 27800.	215-567-7950 0. PLS CFM T/R	950 // T/R B	98
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125 West 55th St New York, NY 10019

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2400 Laramie Trail Austin, TX 78745

Agency Order #: 5372416 Product: Issue

Con Type: POLITICAL/VOTE

Separation:

Assistant: SHEPARD RITZEN 215-567-7950 Buyer: Hulsen, Kristin

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Office: PHILADELPHIA Primary Demo: Households

Salesperson: BOB CAIN 215-557-4216

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Total \$: \$27,800.00

Total Spots: 26

Market: Washington, DC

Version: Original Order

Station: WJLA

										11/10 - 11/13	Total	Total		
# Da	# Day/Time D	DP Program	Rate	Rate Rating	Len	1/10	1/11/1	11/10 11/11 11/12 11/13	1/13		Spots	49	СРР	GRP
M-F 1 6:30a	M-F 1 6:30a-7a	Good Morning Washington	\$600.00	1.8	30	0	0	0	0		13	13 \$7,800.00 \$333.33	\$333.33	23.4
Su 2 10	Su 2 10a-10:30a	Full Measure	\$1,000.	1.5	30	0	0	0	0		က	\$3,000.00 \$666.67	\$666.67	4.5
Su 3 10a-1	Su 3 10a-10:30a	Full Measure	\$2,000.	1.5	09	0	0	0	0		4	\$8,000.00	\$1,333. 33	6.0
Su 4 10:3	Su 4 10:30a-11a	Government Matters	\$1,000.	1.5	30	0	0	0	0		က	\$3,000.00	\$666.67	4.5
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125 West 55th St New York, NY 10019

Special Instructions

Separation: 15

THIS IS A NEW ISSUE ORDER FOR AIRBNB. FLIGHT IS 9/21-11/7. TOTAL = \$27800. PLS CFM T/R BOB Comment Added by 09/07/16 11:24 AM | BOB CAIN Date/Time

Order Level Comments

Competitive Information	\$139,000	20%	Comment: estimated, will update asap	%08
	Market Budget: \$139,000	WJLA Share: 20%	Comment:	Unknown: 80%

		Daypart	Daypart Summary		
Day/Time	% Distrib	Spots	Dollars	CPP	GRP
	100%	26	\$27,800.00	\$648.02	42.9
Total	100%	26	\$27,800.00	\$648.02	42.9

2	Monthly Summary	nary
Month	Spots	Dollars
2016-Sep	5	\$4,800.00
2016-Oct	19	\$20,000.00
2016-Nov	2	\$3,000.00
Total	26	\$27,800.00

00.000,124	Electronic Contracting 9/7/16 11:30 AM Naw 26 \$27 800 00
	20 22 20 32 421,000.00

	PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S
Non-Discrimination	Non-Discrimination ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, A
Policy	KATZ MEDIA GROUP (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMI
	CONTRIBETION FOR CONTRIBETION OF CHECK TO CHECK

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