

# CONTRACT



**WJRT**  
**2302 Lapeer Road**  
**Flint, MI 48503**  
**Sales T & C: www.gray.tv/advertising**  
**(810) 233-3130**

|                                                |                                       |                                                        |
|------------------------------------------------|---------------------------------------|--------------------------------------------------------|
| <u>Contract / Revision</u><br>1511145 /        |                                       | <u>Alt Order #</u><br>WOC12376772                      |
| <u>Advertiser</u><br>Road to Michigan's Future |                                       | <u>Original Date / Revision</u><br>01/30/20 / 01/30/20 |
| <u>Contract Dates</u><br>01/31/20 - 02/06/20   | <u>Estimate #</u><br>8014             |                                                        |
| <u>Product</u><br>Issue                        |                                       |                                                        |
| <u>Billing Cycle</u><br>EOM/EOC                | <u>Billing Calendar</u><br>Broadcast  | <u>Cash/Trade</u><br>Cash                              |
| <u>Property</u><br>WJRT                        | <u>Account Executive</u><br>Pete Veto | <u>Sales Office</u><br>Flint National                  |
| <u>Special Handling</u>                        |                                       |                                                        |
| <u>Demographic</u><br>Households               |                                       |                                                        |
|                                                | <u>Order Type</u><br>NORMAL           |                                                        |
| <u>Agy Code</u><br>9914573                     | <u>Advertiser Code</u><br>527         | <u>Product 1/2</u><br>564                              |
| <u>Agency Ref</u><br>5337                      | <u>Advertiser Ref</u><br>176813       |                                                        |

And:

**Waterfront Strategies**  
**3050 K Street NW**  
**Washington, DC 20007**

| *Line | Ch    | Start Date        | End Date        | Description             | Start/End Time    | Days | Length | Spots/Week        | Rate        | Type | Spots | Amount     |
|-------|-------|-------------------|-----------------|-------------------------|-------------------|------|--------|-------------------|-------------|------|-------|------------|
| N 1   | WJRT  | 01/31/20          | 02/06/20        | ABC12 News @ 6a         | 6:00 AM-7:00 AM   |      | :30    |                   |             | NM   | 2     | \$600.00   |
|       |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>         |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
|       | Week: | 01/31/20          | 02/06/20        | MTWTF--                 |                   |      |        | 2                 | \$300.00    |      |       |            |
| N 2   | WJRT  | 01/31/20          | 02/06/20        | Good Morning America    | 7:00 AM-9:00 AM   |      | :30    |                   |             | NM   | 3     | \$1,050.00 |
|       |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>         |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
|       | Week: | 01/31/20          | 02/06/20        | MTWTF--                 |                   |      |        | 3                 | \$350.00    |      |       |            |
| N 3   | WJRT  | 01/31/20          | 02/01/20        | ABC GMA Sat             | 8:00 AM-9:00 AM   |      | :30    |                   |             | NM   | 1     | \$350.00   |
|       |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>         |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
|       | Week: | 01/27/20          | 02/02/20        | -----S-                 |                   |      |        | 1                 | \$350.00    |      |       |            |
| N 4   | WJRT  | 01/31/20          | 02/02/20        | Good Morning America Su | 8:00 AM-9:00 AM   |      | :30    |                   |             | NM   | 1     | \$350.00   |
|       |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>         |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
|       | Week: | 01/27/20          | 02/02/20        | -----S                  |                   |      |        | 1                 | \$350.00    |      |       |            |
| N 5   | WJRT  | 01/31/20          | 02/02/20        | This Week               | 10:00 AM-11:00 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: | 01/27/20          | 02/02/20        | -----S                  |                   |      |        | 1                 | \$150.00    |      |       |            |
| N 6   | WJRT  | 01/31/20          | 02/06/20        | ABC12 News @ 4p         | 4:00 PM-5:00 PM   |      | :30    |                   |             | NM   | 1     | \$225.00   |
|       |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>         |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
|       | Week: | 01/31/20          | 02/06/20        | MTWTF--                 |                   |      |        | 1                 | \$225.00    |      |       |            |
| N 7   | WJRT  | 01/31/20          | 02/06/20        | ABC12 News @ 5p         | 5:00 PM-6:00 PM   |      | :30    |                   |             | NM   | 1     | \$350.00   |
|       |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>         |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
|       | Week: | 01/31/20          | 02/06/20        | MTWTF--                 |                   |      |        | 1                 | \$350.00    |      |       |            |
| N 8   | WJRT  | 01/31/20          | 02/06/20        | ABC12 News @ 6p         | 6:00 PM-6:30 PM   |      | :30    |                   |             | NM   | 1     | \$550.00   |
|       |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>         |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
|       | Week: | 01/31/20          | 02/06/20        | MTWTF--                 |                   |      |        | 1                 | \$550.00    |      |       |            |
| N 9   | WJRT  | 01/31/20          | 02/06/20        | ABC World News M-F      | 6:30 PM-7:00 PM   |      | :30    |                   |             | NM   | 1     | \$1,000.00 |
|       |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>         |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
|       | Week: | 01/31/20          | 02/06/20        | MTWTF--                 |                   |      |        | 1                 | \$1,000.00  |      |       |            |
| N 10  | WJRT  | 01/31/20          | 02/02/20        | ABC12 News @ 6p Sun     | 6:00 PM-6:30 PM   |      | :30    |                   |             | NM   | 1     | \$400.00   |
|       |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>         |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
|       | Week: | 01/27/20          | 02/02/20        | -----S                  |                   |      |        | 1                 | \$400.00    |      |       |            |
| N 11  | WJRT  | 01/31/20          | 02/06/20        | M-F 7p-730p             | 7:00 PM-7:30 PM   |      | :30    |                   |             | NM   | 1     | \$300.00   |
|       |       | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>         |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
|       | Week: | 01/31/20          | 02/06/20        | MTWTF--                 |                   |      |        | 1                 | \$300.00    |      |       |            |
| N 12  | WJRT  | 01/31/20          | 02/06/20        | M-F 730p-8p             | 7:30 PM-8:00 PM   |      | :30    |                   |             | NM   | 1     | \$300.00   |

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

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|--------|------|-------------------|-----------------|----------------------|-------------------|------|--------|-------------------|-------------|------|-------|------------|
|        |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>      |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
| Week:  |      | 01/31/20          | 02/06/20        | MTWTF--              |                   |      |        | 1                 | \$300.00    |      |       |            |
| N 13   | WJRT | 01/31/20          | 02/06/20        | ABC12 News @ 11p M-F | 11:00 PM-11:30 PM |      | :30    |                   |             | NM   | 2     | \$900.00   |
|        |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>      |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
| Week:  |      | 01/31/20          | 02/06/20        | MTWTF--              |                   |      |        | 2                 | \$450.00    |      |       |            |
| N 14   | WJRT | 01/31/20          | 02/01/20        | ABC12 News @ 11p Sat | 11:00 PM-11:30 PM |      | :30    |                   |             | NM   | 1     | \$250.00   |
|        |      | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u>      |                   |      |        | <u>Spots/Week</u> | <u>Rate</u> |      |       |            |
| Week:  |      | 01/27/20          | 02/02/20        | -----S-              |                   |      |        | 1                 | \$250.00    |      |       |            |
| N 15   | WJRT | 01/31/20          | 02/06/20        | Jimmy Kimmel Show    | 11:30 PM-12:30 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:  |      | 01/31/20          | 02/06/20        | MTWTF--              |                   |      |        | 1                 | \$150.00    |      |       |            |
| Totals |      |                   |                 |                      |                   |      |        |                   |             |      | 19    | \$6,925.00 |

| Time Period         | # of Spots | Gross Amount      | Agency Comm.        | Net Amount        |
|---------------------|------------|-------------------|---------------------|-------------------|
| 01/27/20 - 02/06/20 | 19         | \$6,925.00        | (\$1,038.75)        | \$5,886.25        |
| <b>Totals</b>       | <b>19</b>  | <b>\$6,925.00</b> | <b>(\$1,038.75)</b> | <b>\$5,886.25</b> |

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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