

RECEIVED

2019 APR 26 PM 12: 01

WV PURCHASING
DIVISION

**RESPONSE TO REQUEST
FOR PROPOSAL
CRFP DEV1900000001**

**WEST VIRGINIA
DEPARTMENT OF COMMERCE
ADVERTISING SERVICES**

PRIMARY CONTACT:

GEORGE MANAHAN / OWNER + CEO

The Manahan Group, LLC
gmanahan@manahangroup.com
304.343.2800

Signature



Date

4-25-19

THE MANAHAN GROUP

222 Capitol Street, Suite 400 / Charleston, WV 25301
p: 304.343.2800 / f: 304.343.2788 / manahangroup.com



TABLE OF CONTENTS

I.	Overview	1
II.	4.2 - Project Goals and Mandatory Requirements	3
III.	4.2.1 - Goals and Objectives	3
IV.	4.2.1.1. - Currently Known Projects	3
	4.2.1.1. (A) - Division of Natural Resources Website Design	3
	4.2.1.1. (B) - Promotion of West Virginia State Parks	4
V.	4.2.2. - Mandatory Requirements	5
VI.	4.3 - Qualifications	11
VII.	4.3.1. - Qualification and Experience Information	11
VIII.	4.3.1.1. - Professional Experience and Financial Stability	12
	4.3.1.1. (A) - Financial Stability	13
	4.3.1.1. (A)(i) - Financial Stability	13
	4.3.1.1. (B)(i) - Omitted per Addendum 1 on 4/8/19	13
	4.3.1.1. - (B) Professional Experience	14
	4.3.1.1. - (B)(i) Professional Experience	14
	Organizational Chart	15
	Our Services	16
	Our Latest Successes	17
	On Target Strategic Development Process	18
	Staff Bios	20

	4.3.1.1. (B)(ii) - Staffing Levels	23
	4.3.1.1. (B)(iii) - Professional Membership	23
	4.3.1.1. (B)(iv) - Qualifications	24
	4.3.1.1. (B)(v) - Subcontractors	25
IX.	4.3.1.2 Media Buying	26
	4.3.1.2. (A) - In-House Capabilities	26
	4.3.1.2. (B) - Local & Regional Experience & Capabilities	26
	4.3.1.2. (C) - Successful Media Buy Example	28
X.	4.3.1.3 Research	29
	4.3.1.3 (A) Research Capabilities	29
	4.3.1.3 (B) Research Examples	30
XI.	4.3.1.4 Website Development	33
	4.3.1.4 (A) - Website Development Capabilities	33
	4.3.1.4 (B) - Website Example	34
XII.	4.3.1.5 Digital Marketing and Advertising	36
	4.3.1.5 (A) Digital Marketing Capabilities	36
	4.3.1.5 (B) Digital Marketing Example	37
XIII.	4.3.1.6. Full Marketing Campaigns	38
XIV.	Client References	41
XV.	Addendum	
	(A) - Creative Addenda	
	(B) - Media Addenda	
	(C) - Technical Addenda	

OVERVIEW

The Manahan Group (TMG) is pleased to submit this response to the Request for Proposal (RFP) by the West Virginia Department of Commerce for marketing and communications services.

The Manahan Group is one of West Virginia's most experienced full-service advertising, marketing and public relations firms whose main office is based in downtown Charleston. The company is a Limited Liability Corporation (LLC) and has been in business for fifteen (15) years under the ownership of George Manahan.

The Manahan Group boasts seven (7) full-time communication professionals. TMG's team includes: George Manahan, CEO; Tammy Harper, Senior Account Manager; Bethany West, Senior Media Buyer; Jennifer Fields, Designer+Content Creator; Sean Hyde, Social Media Coordinator; Susan Manahan, Administrative Assistant; and Ron Jarrett, Comptroller. In addition we have a part-time Media Assistant, Lee Ann Browning.

Over the past fifteen (15) years, The Manahan Group has been honored as an industry leader by the West Virginia Chapter of the Public Relations Society of America (PRSA-WV), American Advertising Federation - West Virginia (AAF-WV) and the national Telly Awards. PRSA-WV has recognized TMG with its "Best in West Virginia" award five out of the last fifteen years, the most of any agency or company in the state.

The "Best in West Virginia" awards were for the following clients and campaigns:

- West Virginia Department of Health and Human Resources – Raze Tear Down the Lies – 2003
- West Virginia Department of Health and Human Resources – Raze Success – 2005
- West Virginians for Better Transportation – Keep West Virginia Moving – 2009
- The Hartford/West Virginia State Treasurer's Office – SMART529 Upromise Launch – 2010
- The Michael J. Fox Foundation – Fox Trot for Parkinson's Research – 2012

TMG was also named to the PRSA-WV Hall of Fame, receiving the Ongoing Excellence Award in 2013.

CEO George Manahan was recognized in 2014 with the PRSA-WV Chapter Lifetime Service Award. He was only the fourth person to receive the honor in the organization's thirty (30) year history.

George Manahan was named in 2016 to The State Journal's *Who's Who* in West Virginia, honoring members of the business community for their contribution to their city and state.

TMG has received well over 150 advertising awards. The recognitions include twenty-one (21) National Telly Awards, the industry's version of an Emmy Award, and ADDY Awards, presented by the AAF-WV.

We are pleased to provide you with our credentials.

4.2 PROJECT GOALS AND MANDATORY REQUIREMENTS: *Vendor should describe its approach and methodology to meeting the goals/objectives identified below. Vendor's response should include any information about how the proposed approach is superior or inferior to other possible approaches.*

Vendor's response should also include creative proposals as examples of a bidders' ability to provide the desired Advertising Services. The requested samples are not necessarily representative of the Advertising Services that will be performed under this RFP but will help evaluate Vendor's proposal. By submitting sample creative proposals as set forth in section four of this CRFP, vendor acknowledges and agrees that any content, layouts, artwork, and copy, including, but not limited to, advertising copy, photo copies, storyboards, or other tangible materials contained in the sample creative shall become the exclusive property of Agencies.

4.2.1 GOALS & OBJECTIVES-THE PROJECT GOALS AND OBJECTIVES ARE LISTED BELOW

4.2.1.1 CURRENTLY KNOWN PROJECTS:

(A) Division of Natural Resources Website Design: Vendor should submit a website proposal for the West Virginia Division of Natural Resources to replace the current WVDNR.gov website. The proposal should include a recommended publishing platform, sample design compositions, sample content plan, strategy for converting online sales, and search engine optimization strategy. It should also include a plan to integrate the hunting and fishing license platform found on wvhunt.com and wvfish.com and a strategy for complementing the standalone website for the parks section, wvstateparks.com.

The Manahan Group has a very specific process for developing strategies for marketing campaign, including websites. That process is detailed in this response. Please see 4.3.1.1 B for more detailed information about the On Target Strategic Development Process.

The planning process involves the client in the development of an itemized plan and budget and provides deadlines for each project. On Target is the basis for the development of ideas that produce incredible campaigns and tremendous results. It is a five-step journey into a client's unique and specific marketing needs. The client is fully involved at the outset of the campaign development and participates in mapping a plan for success. We incorporated this process in our latest website development project with Capitol Market.

(B) Promotion of West Virginia State Parks: Vendor should propose a print collateral piece for the West Virginia State Parks in coordination with the Tourism Office's Almost Heaven brand that showcases all 45 parks and forests in the system with an emphasis on revenue-producing facilities. This piece should complement the Tourism Office's Vacation Guide but also work as a standalone piece. The plan should include a recommended content strategy, as well as spec design, size and plan for distribution.

As detailed above, The Manahan Group has a very specific process for developing strategies for marketing campaigns, including brochures. Frankly, we would probably not recommend a brochure to promote 45 parks and forests, but without going through our strategic planning process, we are leery to make any suggestion. Please see 4.3.1.1 B for more detailed information about our On Target Strategic Development Process.

4.2.2. MANDATORY REQUIREMENTS

The following mandatory requirements relate to the goals and objectives and must be met by the Vendor as part of its submitted proposal. Vendor should describe how it will comply with the mandatory requirements and include any areas where its proposed solution exceeds the mandatory requirement. Failure to comply with mandatory requirements will lead to disqualification, but the approach/methodology that the vendor uses to comply, and areas where the mandatory requirements are exceeded, will be included in technical scores where appropriate. The mandatory project requirements are listed below.

4.2.2.1. *The Vendor must have the professional capability to develop and maintain successful marketing campaigns, including a minimum of at least one fulltime employee to serve as an account representative, on call 24 hours a day, seven days a week with a response time to Agencies of a maximum of four hours.*

The Manahan Group has the professional capability to develop and maintain successful marketing campaigns, exceeding the minimum requirement of at least one fulltime employee to serve as an account representative, on call 24 hours a day, seven days a week with a response time to Agencies of a maximum of four hours.

4.2.2.2. *The Vendor must have a minimum of three years' experience in marketing and strategic analysis, media planning, media placement, creative services, production, public relations, research analysis, and sales promotion.*

The Manahan Group exceeds the experience minimum required by this CRFP, having served various government agencies consistently over the past fifteen years with projects including, but not limited to: marketing and strategic analysis, media planning, media placement, creative services, production, public relations, research analysis, and sales promotion.

4.2.2.3. *The Vendor must have experience in the areas related to business and tourism marketing.*

The Manahan Group (TMG) has experience in areas related to both business and tourism marketing. TMG has worked with clients such as Yeager Airport, Charleston Convention and Visitor's Bureau, Capitol Market and FestivALL.

4.2.2.4. *The Vendor must have provided marketing and/or promotional services substantially similar to the Advertising Services as described in this CRFP with an annual budget of \$1 million or more for at least one client. Vendor should provide a list of clients for whom the Vendors has provided Advertising Services with a budget exceeding \$1 million dollars.*

The Manahan Group has provided marketing and/or promotional services substantially similar to the Advertising Services as described in this CRFP to the West Virginia Department of Transportation for the past eight years. Details on their 2017-2018 fiscal year can be referenced in the Media Addenda.

4.2.2.5. *The Vendor must have the ability to maintain existing websites and create new websites, as needed. The website's security and performance standards must equal or exceed those of the current sites and must meet performance and security standards established by the state's Office of Technology. Website development, design, upgrades, hosting, and maintenance may be subcontracted to a qualified firm upon approval from Agencies, if said requested services are not available in-house.*

The Manahan Group (TMG) has the ability to both maintain existing websites and create new websites, as needed. TMG does have experience in designing websites for state entities that meet security and production standards. Most website development, design, upgrades and maintenance are handled in-house, however hosting and more complicated coding projects are sometimes subcontracted to a qualified firm with client approval, if requested services are not available in-house.

4.2.2.6. *The Vendor must comply with a time schedule satisfactory to Agencies in which the Advertising Services occur. Total expenditures for Advertising Services performed under the terms of this Contract shall not exceed the amount set by Agencies unless such change is mutually agreed upon by the Vendor and Agencies.*

The Manahan Group (TMG) will comply with a time schedule that is satisfactory to Agencies in which Advertising Services occur. Total expenditures for Advertising Services performed under the terms of this Contract will not exceed the amount set by Agencies unless such change is mutually agreed upon by TMG and Agencies.

4.2.2.7. *Vendor must have the capability to perform Advertising Services outside of the United States either in house or through subcontractors. If Agencies desire Advertising Services outside of the United States, the Vendor shall act in good faith with Agencies to establish an acceptable rate schedule. Any rates established for advertising outside of the United States must be processed as a change order to this Contract prior to beginning performance.*

The Manahan Group (TMG) has the capability to perform Advertising Services outside of the United States both in house and through subcontractors. If Agencies desire Advertising Services outside of the United States, TMG will act in good faith with Agencies to establish an acceptable rate schedule. Any rates established for advertising outside of the United States will be processed as a change order to this Contract prior to beginning performance.

4.2.2.8. *All content, layouts, sketches, artwork, and copies, including but not limited to advertising copy, film, typesetting, photocopies, story boards, and computer data storage devices used in the advertisements or other materials developed or placed by the Vendor for Agencies during the term of this CRFP shall become the exclusive property of Agencies.*

The Manahan Group (TMG) agrees that all content, layouts, sketches, artwork, and copies, including but not limited to advertising copy, film, typesetting, photocopies, story boards, and computer data storage devices used in the advertisements or other materials developed or placed by the TMG for Agencies during the term of this CRFP shall become the exclusive property of Agencies.

4.2.2.9. *The Vendor may incorporate intellectual property currently owned and/or maintained by Agencies, including but not limited to, any previous marketing or promotional campaign, audio, video, still images, or any other materials developed by Agencies to promote and market the state of West Virginia ("Agencies IP"). However, the Vendor shall obtain written permission from Agencies prior to using Agencies IP. At the termination of this contract, the Vendor shall return such Agencies IP to Agencies without demand.*

The Manahan Group (TMG) will obtain written permission from Agencies prior to using "Agencies IP". Agencies IP may include but is not limited to, any previous marketing or promotional campaign, audio, video, still images or any other materials developed by Agencies to promote and market the state of West Virginia ("Agencies IP"). At the termination of this contract, TMG will return such Agencies IP to Agencies without demand.

4.2.2.10. *The Vendor shall process all payments necessary to perform the Advertising Services described in this CRFP. The Vendor shall maintain appropriate accounting and record keeping activities to document and substantiate all media placed under this CRFP. The Vendor shall submit to Agencies invoices accompanied by proof of payment, screen shot and/or tear sheets. Tear sheets shall be signed certifying the run dates, publication and site of the ad.*

The Manahan Group (TMG) will process all payments necessary to perform the Advertising Services described in this CRFP. TMG would maintain appropriate accounting and record keeping activities to document and substantiate all media placed under this CRFP. TMG will submit to Agencies invoices accompanied by proof of payment, screen shot and/or tear sheets. Tear sheets shall be signed certifying the run dates, publication and site of the ad at any time upon request.

4.2.2.11. *During the term of this contract, the Vendor shall allow Commerce, Tourism, and other agencies to perform Advertising Services in-house with state employees or through Commerce's Marketing and Communications unit independent of the Advertising Services described in this Contract. The Tourism Office may also continue to use its existing Advertising Services Contract.*

During the term of this contract, the Manahan Group will allow Commerce, Tourism, and other agencies to perform Advertising Services in-house with state employees or through Commerce's Marketing and Communications unit independent of the Advertising Services described in this Contract. TMG understand that The Tourism Office may also continue to use its existing Advertising Services Contract.

4.2.2.12. *At the request of the Agencies, the Vendor will travel to and from the Agencies' offices, and travel-related expenses incurred, are the responsibility of the Vendor and not reimbursable.*

At the request of the Agencies, The Manahan Group (TMG) will travel to and from the Agencies' offices, and understands that all travel-related expenses incurred, are the responsibility of TMG and are not reimbursable.

4.2.2.13. *Prior to the commencement of work on any project, the Vendor will provide the Agencies with cost estimate to include personnel hours and costs, outsourced services, materials and any other related expenses. The cost for providing such assistance will be in accordance with the cost estimates set forth in the cost proposal.*

Prior to the commencement of work on any project, The Manahan Group will always provide the Agencies with a cost estimate to include personnel hours and costs, outsourced services, materials and any other related expenses. The cost for providing such assistance will be in accordance with the cost estimate set forth in the cost proposal.

4.2.2.14. *Upon the contract expiration, the Vendor will exercise its best efforts and cooperation to effect an orderly and efficient transition of all Agency assets, to include but is not limited to: equipment, materials, data, video, photos, etc., owned by the Agencies to a successor, successor being either Agencies or another Vendor.*

Upon the contract expiration, The Manahan Group will exercise its best efforts and cooperation to affect an orderly and efficient transition of all Agency assets, to include but is not limited to: equipment, materials, data, video, photos, etc., owned by the Agencies to a successor, successor being either Agencies or another Vendor.

4.2.2.15. *The Vendor will be permitted, upon request of Agencies to make subcontract(s) with other entities for furnishing any of the Advertising Services (as hereinbefore defined) for the Agencies. Agencies may request that Vendor subcontract for Advertising Services in the event that Vendor is unable to provide the Advertising Services in question, or if Agencies believe, in their sole discretion (and even if Vendor can provide the Advertising Services in question) that subcontracting is in the best interest of the State. Vendor's fee for providing such assistance shall not exceed 3% of the subcontracted price. All subcontracting must be approved by the requesting agency in advance.*

The Manahan Group (TMG) understands that it will be permitted, upon request of Agencies to make subcontract(s) with other entities for furnishing any of the Advertising Services (as hereinbefore defined) for the Agencies. Agencies may request that TMG subcontract for Advertising Services in the event that TMG is unable to provide the Advertising Services in question, or if Agencies believe, in their sole discretion (and even if Vendor can provide the Advertising Services in question) that subcontracting is in the best interest of the State. TMG's fee for providing such assistance shall not exceed 3% of the subcontracted price. TMG also acknowledges that all subcontracting must be approved by the requesting agency in advance.

4.2.2.16. *Vendor's media buy markup fee must not exceed 3% of the price paid for the media buy.*

The Manahan Group's media buy markup fee will not exceed 3% of the price paid for the media buy.

4.3 QUALIFICATIONS

Vendor should provide information and documentation regarding its qualifications and experience in providing services or solving problems similar to those requested in this RFP. Information and documentation should include, but not limited to, copies of any staff certificates or degrees applicable to this project, proposed staffing plans, descriptions of past projects completed (descriptions should include the location of the project, project manager name and contacts information, type of project, and what the project goals and objectives were and how they were met), references for prior projects, and any other information the vendor deems relevant to the items identified as desirable or mandatory below.

4.3.1 - QUALIFICATION AND EXPERIENCE INFORMATION

Vendor should describe in its proposal how it meets the desirable qualification and experience requirements listed below.

4.3.1.1 PROFESSIONAL EXPERIENCE AND FINANCIAL STABILITY

The Manahan Group is a full-service agency made up of experts in advertising, public relations and public outreach. We match our expertise with your knowledge of your industry and develop a campaign that will get results.

The Manahan Group is one of West Virginia's most experienced full-service advertising, marketing and public relations firms whose main office is based in downtown Charleston. The company is a Limited Liability Corporation (LLC) and has been in business for fifteen (15) years under the ownership of George Manahan.

Over the past fifteen (15) years, The Manahan Group has been honored as an industry leader by the West Virginia Chapter of the Public Relations Society of America (PRSA-WV), American Advertising Federation - West Virginia (AAF-WV) and the national ADDY Awards. In all cases, we used the agency's On Target Strategic Development Process (see 4.3.1.1) to develop the campaign details.

The Manahan Group has been in business for more than 15 years. We have coordinated accounts in excess of \$1 million, including the West Virginia Department of Transportation and the West Virginia Division of Motor Vehicles.

4.3.1.1 (A). FINANCIAL STABILITY

(A)(i) FINANCIAL STABILITY *Vendor should have the ability to pledge and place commitments of advertising media under this Contract, up to as much as \$1 million at any one time prior to reimbursement. Vendor should describe its current financial status and ability to comply with this item in its response. Agencies reserve the right to review Vendor's audited financial statements for the past three (3) years and to cancel this Contract should Agencies deem, in its sole discretion, that the Vendor's financial stability is in question.*

The Manahan Group has been in business for more than 15 consecutive years. The company has handled accounts as large as \$3.2 million. The Manahan Group has never missed a payment to a media outlet even when payment from the state for multi-million dollar contracts has been delayed.

(A)(ii) *Vendor should provide a list of annual gross billings for the last two years, a list of all accounts gained and lost in the last 12 months with a description of why accounts were lost.*

OMITTED FROM THE REQUEST FOR PROPOSAL PER ADDENDUM 1 ON 4/8/2019.

(B) - PROFESSIONAL EXPERIENCE

(B)(i) *Vendor should provide a company description, history and experience related to Advertising Services for the past five years, an organizational chart, listing names, title and the number of full-time staff currently employed and the employees that would be working directly with the contract awarded under the Contract.*

The Manahan Group is one of West Virginia's most experienced full-service advertising, marketing and public relations firms whose main office is based in downtown Charleston. The company is a Limited Liability Corporation (LLC) and has been in business for fifteen (15) years under the ownership of George Manahan.

The Manahan Group boasts seven (7) full-time communications professionals. TMG's team includes: George Manahan, CEO; Tammy Harper, Senior Account Manager; Bethany West, Senior Media Buyer; Jennifer Fields, Designer+Content Creator; Sean Hyde, Social Media Coordinator; Susan Manahan, Administrative Assistant; and Ron Jarrett, Comptroller. In addition TMG's media department also has a part-time media assistant, Lee Ann Browning. TMG anticipates that all staff will be working on this account from time-to-time.

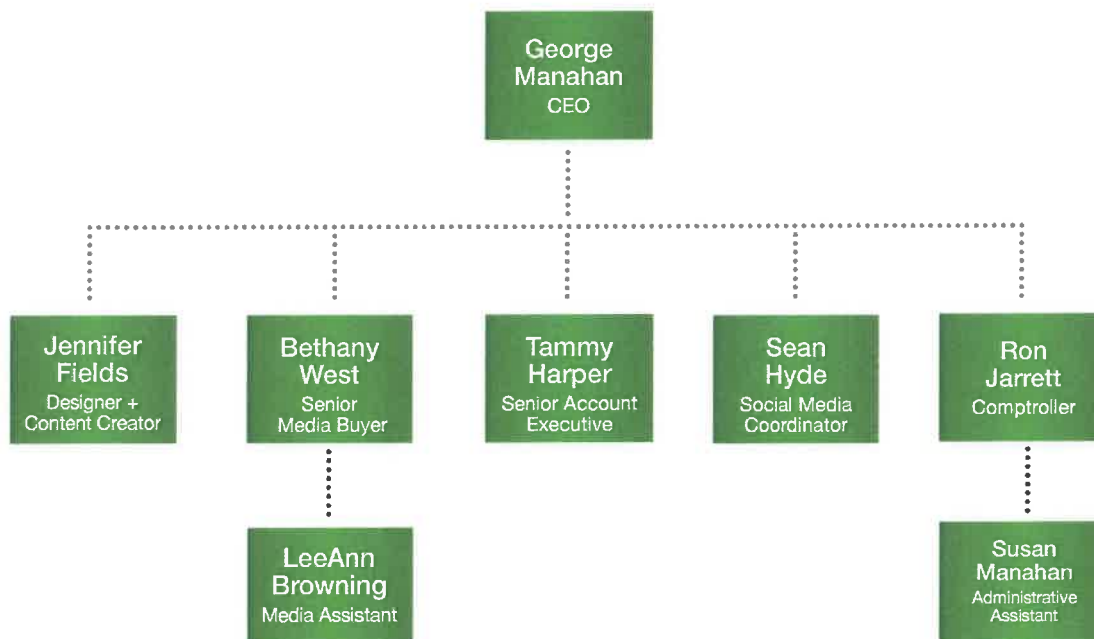
Over the past fifteen (15) years, The Manahan Group has been honored as an industry leader by the West Virginia Chapter of the Public Relations Society of America (PRSA-WV), American Advertising Federation - West Virginia (AAF-WV) and the national Telly Awards. PRSA-WV has recognized TMG with its "Best in West Virginia" award five out of the last fifteen years, the most of any agency or company in the state.

TMG was also named to the PRSA-WV Hall of Fame, receiving the Ongoing Excellence Award in 2013.

CEO George Manahan was recognized in 2014 with the PRSA-WV Chapter Lifetime Service Award. He was only the fourth person to receive the honor in the organization's thirty (30) year history.

George Manahan was named in 2016 to The State Journal's Who's Who in West Virginia, honoring members of the business community for their contribution to their city and state.

TMG has received well over 150 advertising awards. The recognitions include twenty-one (21) National Telly Awards, the industry's version of an Emmy Award, and ADDY Awards, presented by the AAF-WV.



OUR SERVICES

The Manahan Group (TMG) provides clients with a comprehensive array of services that include:

- Account management
- Advertising
- Art direction and graphic design
- Brand development and execution
- Coalition development
- Copywriting and copyediting
- Corporate identity
- Crisis communications
- Digital campaign management
- Event planning
- Illustration
- Interactive, app and web design
- Issues management
- Market research
- Measurement and evaluation
- Media analysis
- Media planning and buying
- Media relations
- Out-of-home advertising
- Production management
- Public relations
- Radio, television and print coordination
- Social media content development and execution
- Speech writing
- Spokesperson training
- Strategic counsel, planning and concept development
- Video Production

Most of the services provided under this proposal will be performed by The Manahan Group (TMG) team. However, depending on the scope of a project, we routinely use subcontractors for the following services:

- Television and radio production
- Printing services
- Photography
- Primary research
- Specialty items
- Television and radio production
- Website backend programming

Some of our latest successes include (references can be found in the Creative Addenda):

LIBRARY FOUNDATION OF KANAWHA COUNTY

We developed a campaign to promote a new library building in downtown Charleston. To-date, the “Reimagine Your Library” campaign has helped raise \$24 million of the \$27 million goal. The campaign has included a website, brochure, social media ads, public relations events and more. Groundbreaking for the new library is expected by the end of the year.

SMART529 EDUCATION SAVINGS SOLUTION

The Manahan Group has been the agency of record for the Smart529 program since its inception more than 12 years ago. Our agency developed the brand and coordinated the advertising, public relations and outreach efforts for The Hartford. The plan has been wildly successful. Currently, there are more than \$2.5 billion dollars invested in the various funds.

How do we achieve these successes for our clients? It’s through our On Target Strategic Development Process.

ON TARGET STRATEGIC DEVELOPMENT PROCESS

To ensure success of each campaign, The Manahan Group (TMG) has a five-step strategic development process called On Target.

The planning process involves the client in the development of an itemized marketing plan and budget and provides deadlines for each project. On Target is the basis for the development of ideas that produce incredible campaigns and tremendous results. It is a five-step journey into a client's unique and specific marketing needs. The client is fully involved at the outset of the campaign development and participates in mapping a plan for success.

1. RESEARCH

TMG believes that every marketing effort needs some level of research in order to be successful. Secondary research can aid the understanding of the issue's current status and in gauging the success or failure of other similar campaigns. Primary research, including focus groups, surveys and media analysis, can be the key to unlocking current attitudes and opinions of audiences and to testing various creative approaches.

2. STRATEGIC PLANNING

TMG routinely conducts strategic planning sessions with clients during which results are reviewed and the assessment team uses the research findings to develop the basis for a marketing and public relations plan. Initial ideas for budget, tactics and timelines are also established.

3. CAMPAIGN DEVELOPMENT

In this phase, TMG will develop a campaign based upon the decisions in the strategic planning session. Campaign development may include the creation of creative materials, a public relations strategy, media buying and paid advertisements. The plan is a living document, meaning changes deemed necessary during implementation can be easily executed.

4. IMPLEMENTATION

At this stage, all of the campaign elements will be executed according to the established budget and timeline.

5. MEASUREMENT

TMG is dedicated to producing measurable results for clients. Those results may be measured in a variety of ways. The method of measurement will be determined during the initial client meeting.

Each of the five-steps involves an open discussion and information sharing. An On Target session can last a few hours or an entire day, depending on the client's needs. The end of the session results in the development of agreed-upon goals, objectives and tactics. We have also found that it results in a comfortable, easy and professional relationship between the client and the agency.

After the On Target session, TMG will provide the client with a strategic plan that will include the following:

- Campaign goals and objectives
- Messaging
- Target audiences
- Market recommendations
- Tactics, including advertising, public relations and social media development
- Measurement guidelines

TMG will utilize the On Target process to clearly plan and strategize for the scope of work outlined in this proposal.

STAFF BIOS

GEORGE MANAHAN, OWNER + CEO

As founder and CEO, George brings tremendous advertising, public relations and grassroots experience to the team. George's work in advertising and PR agency management combined with former jobs in journalism and as press secretary to Governor Caperton led him to establish The Manahan Group.

George has been in advertising, public relations and media for nearly thirty (30) years. He was only the fourth person in the thirty (30) year history of the West Virginia Chapter of the Public Relations Society of America (PRSA-WV) to receive the group's Lifetime Achievement Award. He was also named PR Practitioner of the Year in 2010 and received the Silver Medal Award from the American Advertising Federation of West Virginia (AAF-WV) for his work on behalf of West Virginia's advertising industry. George is a graduate of Bethany College with a degree in Communications.

JENNIFER FIELDS, DESIGNER + CONTENT CREATOR

A talented writer, copy editor and graphic designer, Jennifer has more than fifteen (15) years of experience in the communications field. She brings her skills as a former newspaper editor and healthcare marketer to assist with design work and the coordination and development of social media for all of our clients.

A print journalism major, she is skilled at conceptualizing and preparing work while meeting tight deadlines. In the past, she's written in-depth pieces for publications like Bridges Magazine, Portsmouth Metro Magazine and Rowan 24/7 Magazine. Jennifer has a bachelor's degree in Print Journalism from Morehead State University.

TAMMY HARPER, SENIOR ACCOUNT MANAGER

Tammy is a Senior Account Manager at The Manahan Group (TMG) with seventeen (17) years of experience in advertising and public relations, nine (9) of which have been with our agency. She has an enthusiastic approach and brings strong organizational and project management skills as well as marketing strategy and media relations.

She is a past president of the West Virginia Chapter of the Public Relations Society of America (PRSA-WV) and also served as the Events Volunteer for The Humane Society of the United States.

BETHANY WEST, SENIOR MEDIA BUYER

Bethany's work planning and purchasing media has touched millions of people in markets nationally and regionally, around the state and around town. Bethany knows how to identify target audiences and the best method to reach them, and she helps each client reach their goals within budget. Her relationships with media outlets often result in more cost-effective placement. Bethany has experience with media buys for the West Virginia Department of Highways, West Virginia Division of Motor Vehicles, Hartford Funds – SMART529 Education Savings Solution and the West Virginia State Treasurer's Office.

She is skilled at market research, media placement, tracking and analysis. She is a graduate of Marshall University with a degree in Marketing and has been with TMG for seventeen (17) years. In addition to her work for TMG she also serves as Executive Director of the American Advertising Federation - West Virginia (AAF-WV).

SEAN HYDE, SOCIAL MEDIA COORDINATOR

Regarded as one of the state's premiere digital marketing experts, Sean Hyde is an expert in his field. He helps clients work through innovative digital marketing solutions such as digital media buying and ad campaign management, social media strategy and management, branding, website development, search engine optimization and more. In addition to in depth experience running campaigns for local, national, and international organizations, he has presented at professional marketing events, industry events, universities, and online summits.

Sean also holds the following certifications and designations: certified digital marketing professional, certified commerce marketing specialist, certified search marketing specialist, certified data & analytics specialist, certified email marketing specialist, certified social & community manager, certified optimization & testing specialist, certified customer acquisition specialist, certified customer value optimization specialist and certified content marketing specialist.

RON JARRETT, COMPTROLLER

Ron has over a decade of experience working on the business side of advertising. His experience in accounting and business management helps him to ensure that all the work the agency does is completed within budget.

SUSAN MANAHAN, ADMINISTRATIVE ASSISTANT

Susan has been with The Manahan Group for the past ten (10) years. She provides assistance in many areas, including billing, media buying, and direct mail. Previously, she worked with the West Virginia Legislature, serving in the House Finance Committee and Legislative Services for over a decade. She has also worked in the Secretary of State's Office.

The Manahan Group anticipates that all members of our staff will work on the Department of Commerce's contract.

(B)(ii) STAFFING LEVELS – *Vendor should discuss staffing levels it can devote to this contract and whether Vendor intends to hire additional staff to meet its contractual obligations.*

The Manahan Group will not need to hire additional staff to meet the needs of the RFP as long as the work only consists of a website and brochure. If additional work is required, we would work with the Department of Commerce to evaluate their needs and make the appropriate decisions.

(B)(iii) PROFESSIONAL MEMBERSHIP *Vendor should provide a list of memberships in any local, national and international advertising, marketing or public relations associations.*

The Manahan Group has professional membership in the Public Relations Society of America and the American Advertising Federation.

(B)(vi) - QUALIFICATIONS Vendor should provide names, telephone, and email addresses for two additional clients, who may be contacted by Commerce as references, for which similar Services have been provided as referenced in this CRFP.

The Manahan Group has provided two additional references below. They are the directors for Capitol Market and the Kanawha County Public Library. The agency is either currently or has worked with the individuals listed below. TMG created a new website, among other marketing projects, for Capitol Market. Our agency has also developed two campaigns for the library over the past 12 months – Loving My Library and Reimagine Your Library.

CAPITOL MARKET

Contact/Title: Nichole Green, Director

Email: nichole@capitolmarket.net

Phone: 304.344.1905

KANAWHA COUNTY PUBLIC LIBRARY

Contact/Title: Riti Grover, Director

Email: riti.grover@kanawhalibrary.org

Phone: 304.343.4646

(v) - SUBCONTRACTORS Vendor should list subcontractor company information and references. Provide a potential list of all sub-contractor services that may be needed for work associated with this Contract.

The Manahan Group works with a variety of subcontractors, depending on the scope of a given project. We routinely use subcontractors for the following services:

- Printing services
- Photography
- Primary research
- Specialty items
- Television and radio production
- Website backend programming

SUBCONTRACTOR REFERENCES

STADELMAN CONSUTLING

Contact/Title: Kelly Stadelman/CEO
Email: kelly@researchandpublicaffairs.com
Phone: 304.543.4215

ZWINGGI CREATIVE

Contact/Title: Nick Zwinggi/Partner
Email: nick@zwinggicreative.com
Phone: 978.697.0478

RICK LEE PHOTOGRAPHY

Contact/Title: Rick Lee/Owner & Photographer
Email: ricklee@rickleephoto.com
Phone: 304.545.6288

FASTSIGNS

Contact/Title: Russ Akers/ Account Manager
Email: fastsigns.208@fastsigns.com
Phone: 304.766.9280

4.3.1.2 - MEDIA BUYING: *The Vendor should have a record of success with media planning and buying to be able to assist Agencies with its media buying. Vendor should:*

(A) *Describe its in-house media purchasing capabilities, and designate (by name, title and credentials) the employees who will be responsible for media planning and buying for the Agencies.*

Bethany West is The Manahan Group's Senior Media Buyer. She is the most experienced media buyer in West Virginia. Bethany has more than fifteen (15) years of experience in negotiating price and placement packages for all types of media. She is a seasoned media professional with solid relationships with vendors in all types of media. Bethany's experience and extensive relationships allow her to find and develop the best possible media plan for TMG's clients.

Please see her full bio in 4.3.1.1 (B).

In today's market, multi-media campaigns have become the norm. The Manahan Group is one of only two West Virginia-based agencies that employ the use of media buying software and statistics to make sound, informed decisions on media buying. TMG doesn't guess if your target audience is watching or listening to a program, we know. Our methodology and approach to multi-media advertising placement includes utilization of the industry's premiere software program suite, to help plan, place and track media throughout the United States. Contracts with Nielsen Media Research allow accessibility to multi-media market information anywhere in the country, including but not limited to: county summary reports, ratings information, station and program shares, trend analysis, and station profiles.

(B) *Describe its local and regional media buying experience and capabilities.*

The Manahan Group boasts a full library of media reference materials to identify various specific media vehicles as needed. TMG's capabilities include placement and management of television, radio, outdoor, newspaper, magazines, and digital and out-of-home advertisements. Once a client has reviewed and approved a media plan, TMG's media department will then begin to negotiate rates with media representatives. This involves negotiating price breaks, efficiencies and possible value-added items. After the advertisements are placed and delivered, the media department monitors and verifies advertisements placed through our posting process, which includes reviewing the quality of advertisement reproduction, reviewing airtimes for television and radio commercials, reach and engagement of digital advertising and reviewing all necessary materials to determine if the placement was implemented as indicated by TMG and the client.

This process may be time consuming, but it is imperative to ensure that the client is reaching their intended goals.

There are many online media distribution outlets available to advertisers as well as new ideas emerging on a daily basis. TMG's media department works with online media companies to develop media schedules that compliment a client's campaign and may also work to develop a new approach or idea for more effective targeting that leads to better results.

Due to a dramatic increase in popularity, social media campaigns are another highly effective way to generate interest in various campaigns, issues and events. TMG's knowledge of social media tools and integration techniques has provided many opportunities to help clients further their marketing message and expand their reach.

The Manahan Group places millions of dollars with local and regional media outlets on an annual basis giving us tremendous buying power.

(c) *Provide details of a successful media buy done in the past three years. Provide details on the buy and the effectiveness of the campaign.*

Most recently The Manahan Group (TMG) handled the 2018 Click it or Ticket campaign on behalf of the West Virginia Governor's Highway Safety Program. During the national enforcement period in 2018 TMG handled advertising placements including a mix of television commercials and billboards as well as promoted social media posts statewide.

In order to change the behavior of the target demographic, Males 18-34 while still reaching an secondary audience of the driving public (Adults 18+), we purchased television airtime in cheaper programming that reaches the young male audience late at night in addition to traditional news and prime time programming. Programs such as Saturday Night Live, The Late Show with Stephen Colbert, as well as a handful of late-night syndicated reruns (Big Bang Theory, Family Guy) allowed us to reach 71.48% of the younger audience with an average frequency of 4 times, while we reached 95% of Adults 18+ 7.92 times. Promoted social media posts covered a variety of topics, and targeted adults statewide with an average engagement rate of 9.68%. Additionally we supplemented the television schedule with a billboard campaign to which we allocated only roughly \$56,000 but garnered an additional \$232,000 in free advertising for the program. To see a detailed breakdown of media placement, please see Media Addenda.

This campaign was a huge success and as a result the seatbelt rate for the enforcement period rose to an all-time high of 90.53% in the state of West Virginia.

Client reference can be found in 4.4.1.

4.3.1.3 - RESEARCH The Vendor should have the ability to identify a need for market research, how to apply such research, and how to use it to the client's benefit. Vendor should:

(A) *Describe its research capabilities including staff specialists and credentials; equipment, such as specialized software programs, and subcontracted services available if those services are proposed.*

Research plays a critical part of The Manahan Group (TMG) strategy for any campaign. As you will notice, it's the first step in our On Target Strategic planning process detailed in this proposal. Research is a powerful decision making component of any project or program and provides insight and knowledge needed for TMG and the client to take action.

There are two main research elements: primary (qualitative and quantitative) and secondary research. The Manahan Group conducts secondary research internally while primary research is conducted with the guidance of former TMG employee, Kelly Stadelman. Kelly is the CEO of Stadelman Consulting. Kelly has more than 18 years of experience in market research and has coordinated numerous polls, telephone surveys, online surveys, one-on-one interviews and focus groups for clients. Kelly is a nationally certified focus group moderator and has worked locally, statewide and internationally on research projects. She listens carefully to the client's needs and objectives before developing the research plan and instrument, and then effectively communicates the results to both the client and the account executive working on the project. Having the continuity within TMG represents an outstanding, unique capability among West Virginia agencies.

(B) *Provide one example of research used to develop or evaluate a recent comprehensive marketing and paid media advertising campaign.*

Stadelman Consulting was retained by Range Resources to obtain an understanding of market perceptions and evaluate past and current marketing and advertising efforts. This research effort had three main goals:

- To better understand the awareness and perceptions of Range Resources in the market against industry competitors and against other regionally headquartered companies in Western PA.
- To listen and interpret what people are saying when talking about drilling and natural gas in PA, in order to glean meaningful insights that will direct marketing efforts.
- To evaluate messages and determine if it reached the target audiences (women and young adults), was understood and resonated with them, in order to determine if any learnings can be applied to future marketing strategies.

A three-phase research and planning effort was undertaken to complete this project.

PHASE I consisted of using specialized software, Radian6, to listen to what people have been saying on social media posts and tweets, message boards and on blogs about drilling and natural gas over the past 30-60 days. Stadelman Consulting reviews keywords used in previous studies and determine whether new keywords need to be added based on the current advertising campaign and current issues in the market place. The software has the ability to scour the social media world and compile data about how, when and who is using those keywords and in what ways – positive or negative. The results were analyzed in comparison with past studies.

PHASE 2 consisted of a tracking Community Perception Telephone Survey. This survey was similar to previous years studies and monitored community awareness, perceptions and opinions as well as track questions related to recent drilling and political issues and current campaign messages and advertisements. A total of 600 interviews were completed among head-of-household, age 18-plus in specific counties. At the completion of the survey the data was tabulated and analyzed with appropriate cross-tabulations, including demographic and geographic variables. The data will also be compared to previous studies completed and the results presented to the client.

PHASE 3 consisted of message testing focus group sessions among adult heads-of-household in the target area. Message focus groups, sometimes referred to as discussion and panel sessions, have become vital in the opinion research process, especially when it comes to message testing. These groups are larger than typical focus groups and have 15 – 18 participants each. A total of four focus groups were conducted in the targeted area. Message and advertising concepts were tested and evaluated by the participants. At the conclusion, a summary report detailing messages that resonate with the target audience was prepared and presented.

The results from this research effort were used to direct the implementation of Range Resources marketing and communications efforts.

The research effort allowed Range Resources to develop a more focused and effective marketing plan in a couple of ways.

First, from the research studies Range Resources obtained a better understanding people's attitudes and opinions about the natural gas company. They knew exactly why people liked or didn't like them. They also learned what people thought about their current programs, project and events. This allowed them to step back and take a look at their program and project offerings. They culled some programs and added some new ones that had more of an impact on the community and its residents.

Second, the research helped Range Resources identify and develop effective messages for its advertising efforts. Range Resources tested several messages to gauge people's opinions of them after they heard the message. Both old messages and new messages were tested among research participants. They also learned the characteristics of a good corporate citizen and a bad corporate citizen. From the results Range Resources discovered how to better position themselves amongst their competitors in the community. Using these information they were able to develop new messages that resonated with its target audience.

By using the primary research as the driver of their marketing message and strategy, Range Resources was able to develop a marketing plan that had an impact on people's attitude and opinions. How do you ask that they knew they had moved the needle? After developing and implementing the marketing plan, a tracking telephone survey was conducted. People's opinions had changed and more people had a positive opinion of the natural gas company. Also, Range Resources' programs and projects were better received. They became a good corporate citizen in the eyes of those in the community. They knew they had achieved the goals outlined in the marketing plan.

4.3.1.4 - WEBSITE DEVELOPMENT *The Vendor should have experience in the design and development of large-scale commercial websites. Vendor should:*

(A) *Describe its web development capabilities including staff specialists and credentials; equipment, such as specialized software programs; and subcontracted services available if those services are proposed.*

The Manahan Group regularly works with client to create a website that suits their needs. Depending on the scope of a project we sometimes work with subcontracted partners to handle the complexities of programming, etc. Based upon the information provided in section 4.2.1.1(A) we do not anticipate at this time bringing in a subcontractor for this project.

We have developed the following websites with internal staff:

- www.ChooseWV.com
- www.ParkinsonsSupportWV.com
- www.wvcares.org
- www.ReimagineYourLibrary.com

For more elaborate functionality, we work closely with our client and as needed with subcontractors to ensure that both the website design and functionality will meet or exceed the client's needs.

WV Outdoor approached us to assist them with a complete rebranding effort including a new website in 2016, located at www.wvoutdoor.com. We worked closely with the client to define all functionality that the new site would need. While all design elements and website mapping was handled internally by TMG, their back-end data was managed by OMNI Strategic Technologies (OST). TMG then worked closely with OST to ensure that all maps, inventory, contracts, etc. could be seamlessly incorporated into the new site.

We have used a website partner such as, Zwinggi Creative who helped us to create Capitol Market's new website, located at www.CapitolMarket.net. TMG created the website design and coordinated photography on behalf of the client, and then brought in Zwinggi Creative to create the back end of the site including e-commerce portal, event calendar, etc.

(B) Provide one example of a recently developed commercial website with an online sales component. Describe functionality, platform and hosting specifications and sales conversion strategy.

Our most recent and most elaborate website within the past two years has been the Capitol Market website – www.CapitolMarket.net. As the agency of record for Capitol Market, The Manahan Group developed and designed its new website, working closely with indoor and outdoor vendors (growers).

The Manahan Group (TMG) worked closely with Capitol Market through the strategic process to define the look and feel of the site in order to match the existing brand. TMG partnered with Zwinggi Creative to help ensure that all of Capitol Market objectives/requirements were met. Hosting services for the existing Capitol Market website remain with their original provider.

Two CMS training sessions were provided to give Capitol Market the freedom to control and maintain their website on a daily basis. These trainings covered the following:

- Resizing images
- Inputting events
- Blog posting
- SEO tips
- Basic coding tips

The workflow process for development of this website followed these stages:

- The process began with front-end coding in HTML/CSS/JavaScript. This allowed the flexibility to code and re-code different sections without being tied in to previously defined CMS templates or structures.
- After the front-end was defined, we implemented the CMS onto a development area that could be viewed during the build. For this project, we recommended WordPress, due to its flexibility, scalability, ease-of-administration and low cost.
 - WordPress (<https://wordpress.org>) is a free PHP/MySQL CMS that has a very scalable, yet structured administration section. Page/template creation is easily accessible for admin users.
- Social media integration, MailChimp email newsletter sign-up and contact forms were customized based on the clients' needs and the type of data they wished to collect.
- WooCommerce is the platform being used for online sales and gift cards. This e-commerce platform integrates seamlessly with WordPress.
- Google was used for developing an interactive map for the site. This allows for accuracy for directions and updates in real time without additional hours spent on customization.
- After the CMS was built, we worked to populate all templates with existing and new content. This included creating articles, finessing language and ensuring that all images, headlines and content blocks worked across all devices.
- The site was QA tested on specific devices and browsers listed below.
 - Windows 10 – Firefox (latest), Chrome (latest), Internet Explorer 10, 11 and Edge
 - Mac Book Pro – Safari (latest)
 - iPhone 6 and 7
 - Samsung Galaxy s5 and 6
 - iPad 2 and 4
- Once the content was QA tested and completed, the site templates, files and databases were packaged and provided to the client. Capitol Market has access to ongoing support through the TMG + Zwinggi Creative partnership.

4.3.1.5 - DIGITAL MARKETING AND ADVERTISING *The Vendor should have experience in digital marketing and advertising. Vendor should:*

(A) Describe its digital marketing capabilities including staff specialists and credentials; equipment, such as specialized software programs; and subcontracted services available if those services are proposed.

There are many digital media distribution outlets available to advertisers as well as new ideas emerging on a daily basis. The Manahan Group's (TMG) media department works with a variety of online media companies to develop media schedules that compliment a client's campaign and may also work to develop a new approach or idea for more effective targeting that leads to better results.

Due to a dramatic increase in popularity, social media campaigns are another highly effective way to generate interest in various campaigns, issues and events. TMG's knowledge of social media tools and integration techniques has provided many opportunities to help clients further their marketing message and expand their reach.

At TMG digital marketing campaigns are handled by Bethany West, Senior Media Buyer and Sean Hyde, Social Media Coordinator to ensure consistency across all platforms.

Please see their full bios in 4.3.1.1.

Specialize software and tools which we currently use include but are not limited to:

- Freewheel Suite
- Ontraport
- Infusionsoft
- Instant customer
- Social Report
- Sprout Social
- Sniply
- Social Mention
- Spark AR
- Manychat

(B) *Provide one example of a recently executed digital marketing campaign and its results.*

In May of 2018 the SMART529 program, underwritten by Hartford Funds approached The Manahan Group for assistance in rebranding the SMART529 program, increasing the number of accounts in their Bright Babies program, and launching the addition of gift cards to its plan offerings. Due to third party data regulations Hartford Funds manages its own website; however TMG assists in design and functionality whenever possible. Their timeline for the website launch was Aug 1st, ahead of the West Virginia State Fair.

The challenge was that our annual digital marketing campaign would be held up until the new website was live. The gift card program was to launch on November 1 with promotions to start the week before Thanksgiving as families began thinking of the holidays and gifts for their loved ones. This new e-commerce component made the process of contributing to a family members' college savings fund much more convenient by eliminating the need for donors to have the account holder's personal information.

TMG scrapped the original plans for digital and started from scratch. Rather than taking their three main message points-General Branding, Bright Babies and Gift Cards we created a plan for reaching each, we went a different route. We took each audience and targeted them with multiple messages that suited them. For instance we served General Branding and Bright Babies advertising to Parents of newborns (defined as West Virginia Adults 18-35) whose search habits included shopping for cribs, prenatal care, baby showers, etc.

The results for this campaign were great. In a year that Hartford Funds was faced with difficult decisions and substantial budget cuts they finished the year with an increase in overall assets and only a slight decrease in the number of accounts sold-far lower than the anticipated decline to the tightened timeframe for their advertising. Additional details can be reviewed in Media Addenda.

4.3.1.6 - FULL MARKETING CAMPAIGNS *Vendor should identify one recent and successfully completed comprehensive marketing projects (within the three years preceding the date of the proposal) including, but not limited to, media-related advertising and the subsequent buy, promotional items, websites, public relations endeavors and other pertinent materials, and the individual staff members involved in the three projects. Campaigns or projects that did not use aired or published, paid media shall not be considered as eligible for the purposes of responding to this proposal. Each bidder should also include the name and phone number of a contact person at the client's place of business to serve as a reference for any project submitted. Identical information must also be provided for any principal in a joint venture or subcontractor situation.*

The Manahan Group (TMG) has managed marketing efforts for a variety of campaigns within the West Virginia Department of Transportation in-house during each of the past three years. Through this relationship TMG works closely with both the West Virginia Governor's Highway Safety Program (GHSP) and the Department of Highways (DOH). Staff members coordinating work for this account is primarily by George Manahan, Bethany West and Jennifer Fields but other staff members also service the account as needed.

Please see 4.3.1.1 for their full bios.

During federal fiscal year October 2017-September 2018, media campaigns associated with the GHSP covered a number of different messages, audiences and media, with ad placements totaling \$1,156,813.58. These campaigns included a multi-media approach including television, radio, and cinema, billboards, sponsorships and digital advertising placements.

TMG works closely with staff at the GHSP to ensure that each campaign reaches its desired audience in the most cost effective manner. For a program like Impaired Driving, while the campaign runs all year, TMG breaks that down into smaller flights with a mix of media that works for that audience and time period. For instance cinema advertising was included in the 4th of July and Holidays flights because of the increase in movie releases during those peak times.

In addition to planning, placing and tracking the media for WVDOT, TMG also provides a value to the client for each media effort. For instance, GHSP billboard campaigns last year garnered over \$575,000 in free advertising after their contracts ended. Please refer to Media Addenda to review details of each of these media buys.

Additionally TMG also handles the design and production of all promotional items developed for the West Virginia Department of Transportation. Over the past three years this has included a variety of promotional items promoting programs such as Work Zone Safety, Snow Removal Ice Control, and West Virginia 511. Sample materials can be reviewed in Creative Addenda.

While the WVDOT does manage all of their websites and social media accounts, TMG does assist with design elements, content, etc. on an as-needed basis. Similarly, TMG lends assistance, as-needed, for coordination of press events, and the design and production of collateral materials. Outside of this three year period TMG also worked with WVDOT in the creation of a campaign which served to educate the public on the dangers of distracted driving. This project was a joint effort including members of the GHSP, the DOH and the Governor's Office. This campaign included everything from promotional items and website design to media placements and public relations efforts. Due to budget cuts such campaigns have lost their funding over the years.

Please see client references in 4.4.1.

4.4 - ORAL PRESENTATION *The Agencies have the option of requiring oral presentations of all Vendors participating in the RFP process. If this option is exercised, it would be listed in the Schedule of Events Section of the RFP. During oral presentations, Vendors may not alter or add to their submitted proposal, but only clarify information. A description of the materials and information to be presented is provided below:*

4.4.1 *The Vendor should present both of the sample creative projects described in Section 4 of this CRFP, at the discretion of the Vendor. All strategic and creative elements included in the proposal and presented orally to the evaluation committee should be developed and executed by current employees of the Vendor. Commerce recommends that vendors not use outside consultants and freelancers in the oral presentation. The account person designated as the primary contact should play a role in the presenting to the evaluation committee. This presentation is designed to demonstrate the Vendor's analytical, strategic, and creative capabilities. It is NOT designed to assess finished art and production values. Vendor should provide all written materials with its technical proposal for evaluation prior to the Oral Presentation.*

CLIENT REFERENCES

CAPITOL MARKET

Contact/Title: Nichole Green/Director
Email: nichole@capitolmarket.net
Phone: 304.344.1905

HARTFORD FUNDS - SMART529

Contact/Title: Jeff Coghan/Senior Vice President, Strategic Marketing
Email: Jeffrey.Coghan@hartfordfunds.com
Phone: 610.386.7378

WEST VIRGINIA STATE TREASURER'S OFFICE

Contact/Title: Gina Joynes/Deputy Treasurer, Communications
Email: gina.joynes@wvsto.com
Phone: 304.341.0758

WEST VIRGINIA DEPARTMENT OF TRANSPORTATION

Contact/Title: Aimee Cantrell/Public Information Specialist
Email: Aimee.B.Cantrell@wv.gov
Phone: 304.926.3901

KANAWHA COUNTY PUBLIC LIBRARY

Contact/Title: Riti Grover/Director
Email: riti.grover@kanawhalibrary.org
Phone: 304.343.4646

WEST VIRGINIA HIGHER EDUCATION POLICY COMMISSION

Contact/Title: Chris Treadway, Ed. D./Senior Director of Research and Policy
Email: chris.treadway@wvhepc.edu
Phone: 304.558.1112

WV OUTDOOR

Contact/Title: Frank Williams/General Sales Manager
Email: fwilliams@wvoutdoor.com
Phone: 304.342.0932

ADDENDA A

CREATIVE

Capitol Market

WV Outdoor

Kanawha County Public Library

SMART529

Choose WV

West Virginia Parkinson's Support Network

WV Cares

West Virginia Department of Transportation

WV Higher Education Policy Commission

Mountain Mission

Walhonde Tool Inc.



Capitol Market — Website

Capitol Market is expanding!

About the project

How much new space will there be?
Approximately 3,000 square feet of additional indoor space, which would increase the current building's size by roughly 20%.

Where will the addition be built?
On the west end of the current market, extending from The Future Drive.

Will this eliminate current parking spots?
Only the parking spaces we need to be taken for this exciting expansion.

What types of businesses will go in the new space?
What would YOU like to see there? We've been polling customers and conducting research to determine how to best utilize the new space — and we'd love to hear from you!

How much money is needed?
The expansion is estimated to cost around \$3 million.

What is the timeline for completion?
Once funding is secured, construction could be complete in as little as four months.

Why does the market need to expand?
We're currently at 100% capacity and have to turn down any new opportunities that come our way. With more space we can not only offer more retail and dining options, but also create more jobs and revenue as well.

Capitol Market is a 501(c)(3) nonprofit.

Here We Grow Again

Broadening our reach with a new \$3 million expansion!

From the west end of the current building the market is located, our new expansion will increase 3,000 additional square feet of space! The new opportunities this addition offers are immeasurable.

Where would be located in the new space?
We'd love to see you! Our own market research and polling surveys to come up with the strongest ideas — let us know what you think — and we'll make it happen!

3,000 square feet of new merchant space!

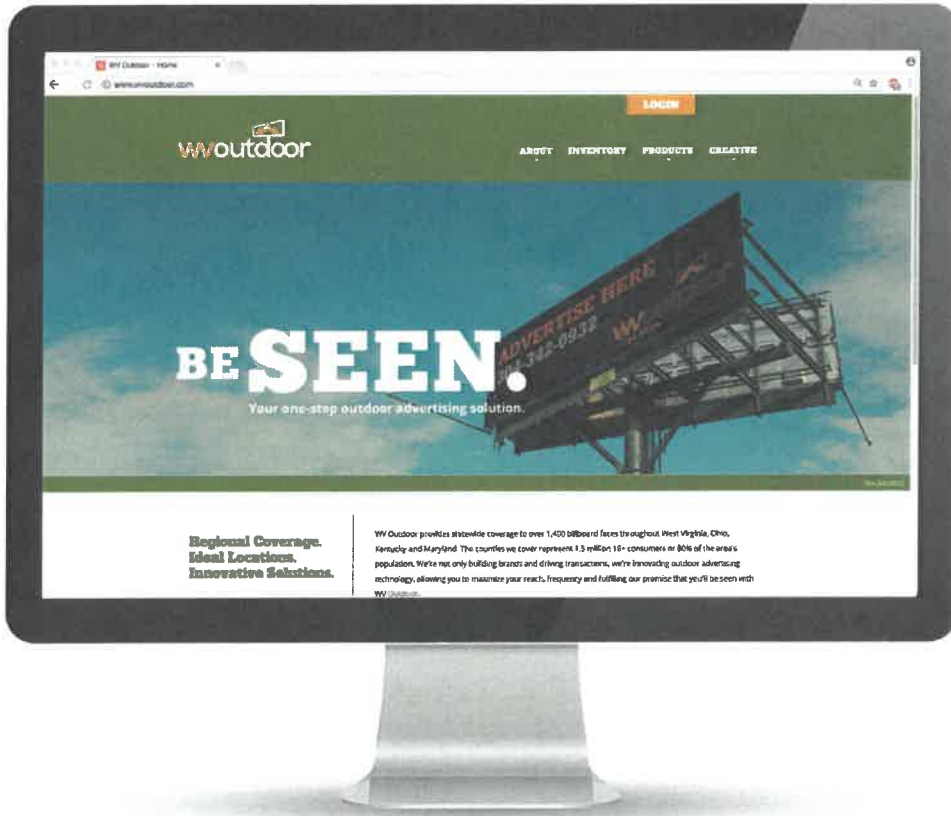
CAPITOL MARKET

For the past 20 years, Capitol Market has been one of the Kanawha Valley's most vibrant social and retail hubs — and a business catalyst supporting the livelihoods of countless local farmers and store owners.

Capitol Market — Capital Campaign Brochure



Capitol Market — Banner Stand



WW Outdoor — Website



WV Outdoor – Logo



WV Outdoor — Business Cards



Kanawha County Public Library — Reimagine Your Library Capital Campaign Website



Reimagine Kanawha County's downtown library, fully renovated with 20,000 new square feet of space. Beautifully sculpted glass walls reaching to the sky, ready to serve our region for decades to come.

The new library will feature:

- 80,000 square feet of space: 60,000 square feet fully renovated and 20,000 square feet of expanded space.
- Two new additions: (1) a three-story addition to what is now the rear of the library that will serve as the new entrance to the building; and (2) a two-story addition utilizing space along a walkway between the library and the KB&T building. Together, the additions will create approximately 10,000 new square feet of space.
- Proposed third-floor covered walkway above Quarrier Street that will take library patrons from the Summers Street Parking Garage to the third floor of the library.
- 10,000 square feet of children's activity space, more than double the current size, for collections, story time, a craft room and other activities.
- New public space for the community, including much-needed and often-requested reading areas, study rooms and meeting space for groups of 2 to 200.



Kanawha County Public Library — Reimagine Your Library Capital Campaign Brochure

SAVE MORE

WITH THE SMART



GROWTH JOBS REQUIRING TRAINING OR EDUCATION AFTER HIGH SCHOOL

Veterinary Technician	Associate's Degree	Market Research Analyst	Bachelor's Degree
Physical Therapist Assistant	Associate's Degree	Interpreter/Translator	Bachelor's Degree
Biomedical Engineer	Bachelor's Degree	Physical Therapist	Master's Degree
Meeting Planner	Bachelor's Degree	Master of Health Care	Master's Degree
Diagnostic Medical Sonographer	Associate's Degree		



Architect, Lego Designer, Neurologist, President... Encourage your child to dream big and tell us about their goals for a chance to win up to \$5,000 toward college.

The answer to a simple question: "What do you want to be when you grow up?" could earn your child \$5,000 toward college, creating a head start on that bright future.

The "When I Grow Up Contest", offered by SMART529 and sponsored by West Virginia Treasurer, John Perdue, is in its eighth year and has awarded over \$15,000 in college savings accounts to West Virginia children.

West Virginia children in grades K-5 can enter to win \$5,000 in a SMART529 College Savings account by writing about their future.

It's fun, it's easy - here's how it works: Your child writes a short essay that begins with "When I grow up, I want to be a...". They then tell why they chose that career. Parents and teachers can help children with their essay.

The entries are broken down into three grade categories and five regions. The essay of 15 children are selected by a panel of judges and those children are awarded \$500 in a SMART529 savings account. The winners' schools also receive \$500. The names of the 15 winners are then placed into a random drawing for the Grand Prize of an additional \$4,500 in their SMART529 account.

JD - ASPIRING NEUROLOGIST
JD Love - 5th grader and aspiring neurologist - was a regional winner in the 2016 When I Grow Up contest earning \$500 in a SMART529 account. JD's winning essay described his desire to help people by becoming a doctor. With \$500 in a SMART529 account, JD has a great start on a bright future of helping others.

ENCOURAGE YOUR CHILD TO DREAM BIG AND ENTER TO WIN \$5,000!

Official entry form and rules for the 2016 When I Grow Up contest are inside!

The deadline to submit entries is February 27, 2015. Winners will be honored at a press conference later in the year and the Grand Prize winner will be randomly selected from the 15 regional winners. Winners will be invited to participate in a photo shoot to represent the 2016 SMART529 campaign.

*See official rules for a listing of grade categories and regional breakdown.

A Note from State Treasurer John Perdue

Dear Parents,
In the spring of 2014, we held the seventh annual When I Grow Up Contest. Fifteen West Virginia students were awarded with SMART529 accounts for entry about their dreams. Help us make this year's contest the best ever - encourage your child to Dream Big and write about their dream to be an architect, lego designer, neurologist or President.
As State Treasurer, I always strive to find new ways to help West Virginia families save for higher education through the SMART529 College Savings Plan. The SMART529 Savings Match is a wonderful program that allows a matching contribution to eligible families of up to \$300 a year for five years, and is available to both existing and new account holders. It's a great way to help qualifying families jump start their college savings plan.



College may be years away, but it's never too early to start. Start planning and saving to ensure your child's Big Dream money case.

John Perdue

HELP YOUR STUDENTS
DREAM BIG

Help your students enter the SMART529 When I Grow Up Essay Contest and tell us about it — You could win too!

Students K-5 could win up to \$5,000 in a SMART529 account and teachers could win \$2,500 cash for entering the SMART529 When I Grow Up Essay Contest.



When I Grow Up Essay Contest entry forms, contest rules and eligibility requirements can be found in the SMART Family Newsletter as well as online at www.SMART529.com. Eligibility requirements and contest rules for the Teacher Contest can be found at www.SMART529.com/teachers.

JANUARY 11
Visit www.SMART529.com/teachers to get adults on how to use the SMART529 contest in your classroom.

JANUARY 21
Distribute SMART Family Newsletter to parents - Be sure parents sign entry form & place it in or return to school.

FEBRUARY 17
Write an essay about how you would like When I Grow Up. Essays must be submitted to win \$2,500 cash.

FEBRUARY 20
Collect and mail When I Grow Up Contest entry forms.

FEBRUARY 27
Entry forms must be postmarked by 11:59 pm to qualify.

SMART529 is a program of the West Virginia College Trust Fund and Savings Program Board of Directors, John Pankin, Chairman. This particular investment offer and if provided by the University and the College Trust Fund of West Virginia, Trustees of the Board and the West Virginia State Treasurer's Office are not subject to sale.

SMART529 Education Savings Solution — “When I Grow Up” Flyer

MEET
ARCHANA
CHARLESTON, WV

**FUTURE
TEACHER**

SEE HOW ARCHANA'S PARENTS
ARE PLANNING TO MAKE
HER DREAM COME TRUE

**SMART529**[®]
WEST VIRGINIA'S COLLEGE SAVINGS PLAN

SMART529.COM | 

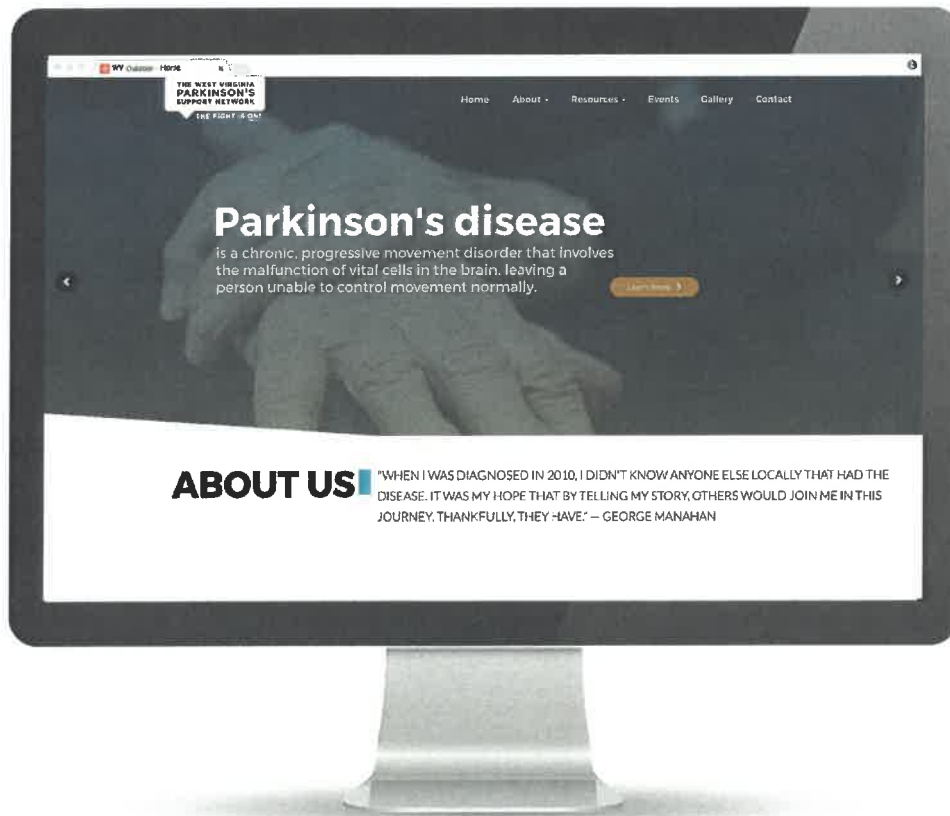
SMART529 Education Savings Solution — Brochure



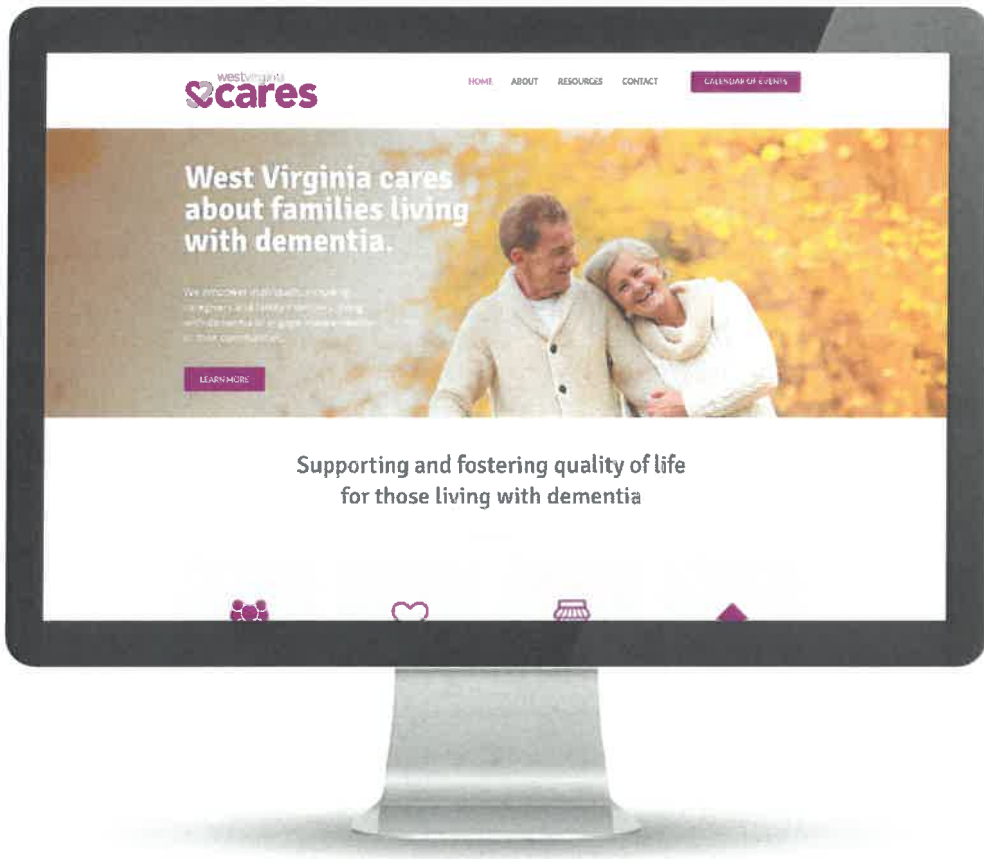
SMART529 Education Savings Solution — Banner Stand



Choose WV — Website



West Virginia Parkinson's Support Network — Website



WV Cares — Website

**This belt is NOT optional.
Buckle up, it's the law.**

#BuckleUpWV



**Make the connection.
Seat belts save lives.**

#BuckleUpWV



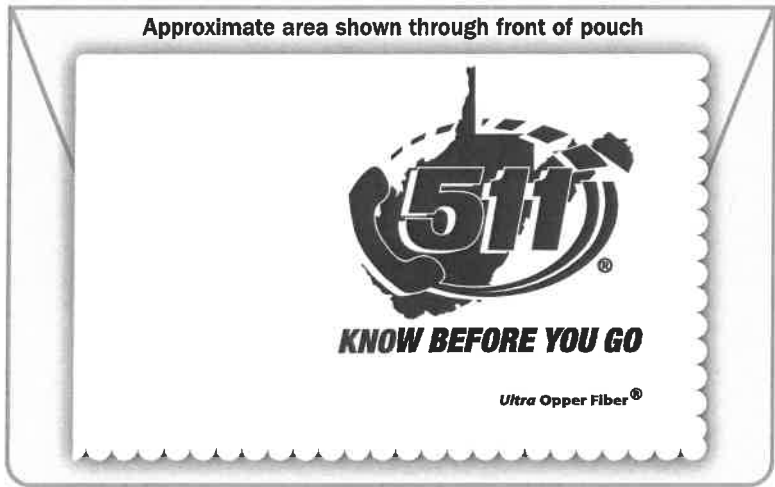
**Every passenger. Every trip.
Seat belts save lives.**

#BuckleUpWV





West Virginia Department of Transportation — Holiday Impaired Driving Billboard



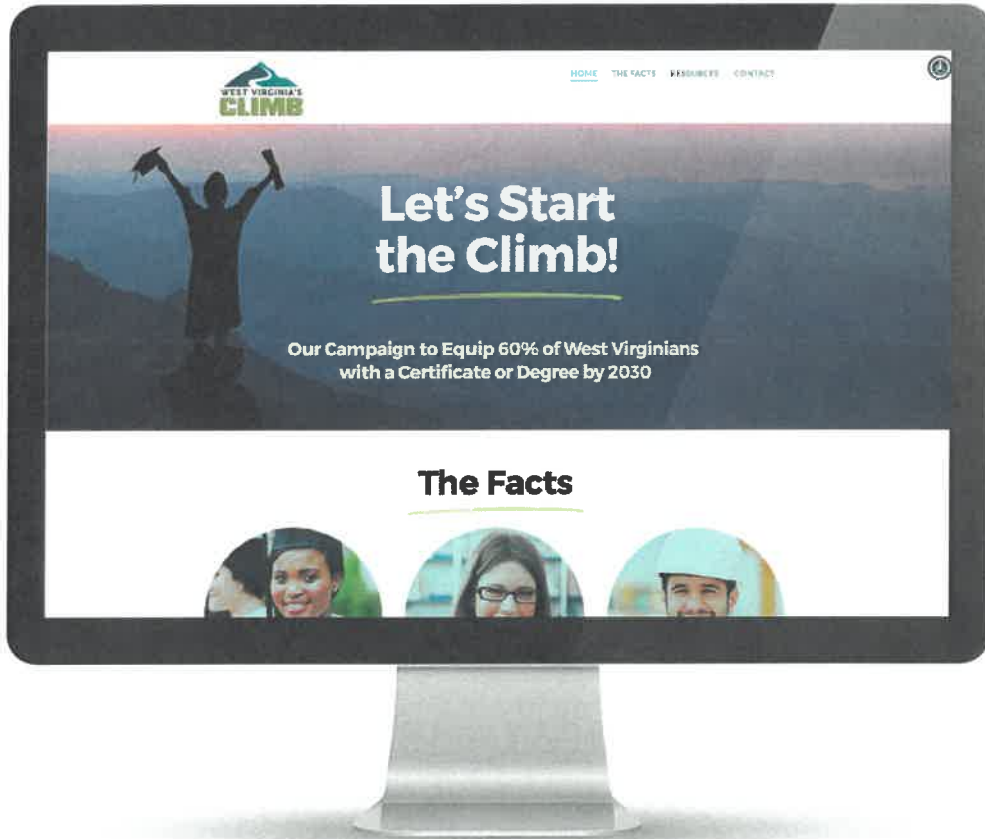
West Virginia Department of Transportation — 511 Microfiber Cloth



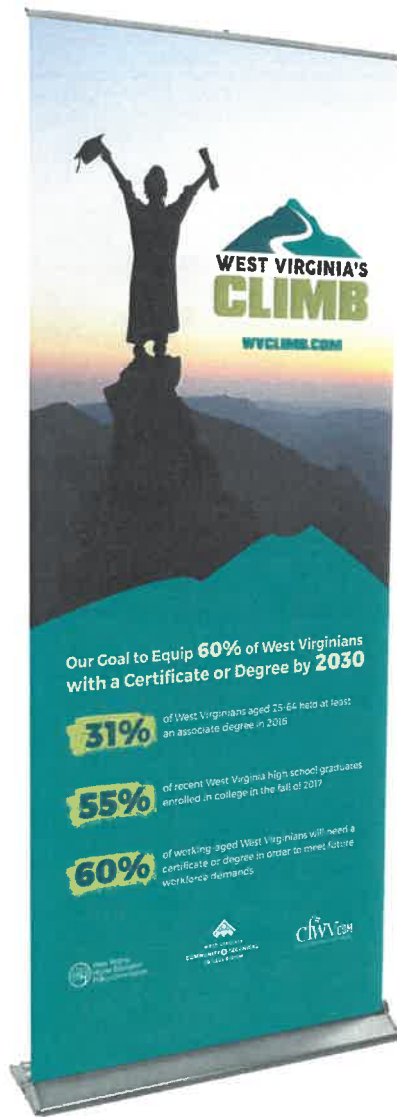
West Virginia Department of Transportation — 511 Keychain



West Virginia Department of Transportation — Work Zone Safety Air Fresheners



West Virginia Higher Education Policy Commission — WV's Climb Website



West Virginia Higher Education Policy Commission — Banner Stand



*Helping people.
Improving lives.*

For more than 50 years, Mountain Mission, Inc. has served families and individuals in the Kanawha Valley by assisting clients with unexpected emergency needs such as financial and in-kind. As a 501(c)(3) not-for-profit, we do this through our programs and believe that providing a "hand up" will give the hope, confidence and means they need to become self-supported, empowering them and their families to create a safer and more nurturing community.



Our Programs

- Food Pantry
- Soup Kitchen
- Social Services
- Emergency Assistance

How You Can Help

We can't do this alone! We are in need of financial, in-kind and food donations year-round. Volunteers are needed on a daily basis. Volunteer individually or bring your office or church group to help. You can also help by shopping or donating to our thrift stores with locations in North Charleston and Charleston's West Side. All proceeds fund our programs.

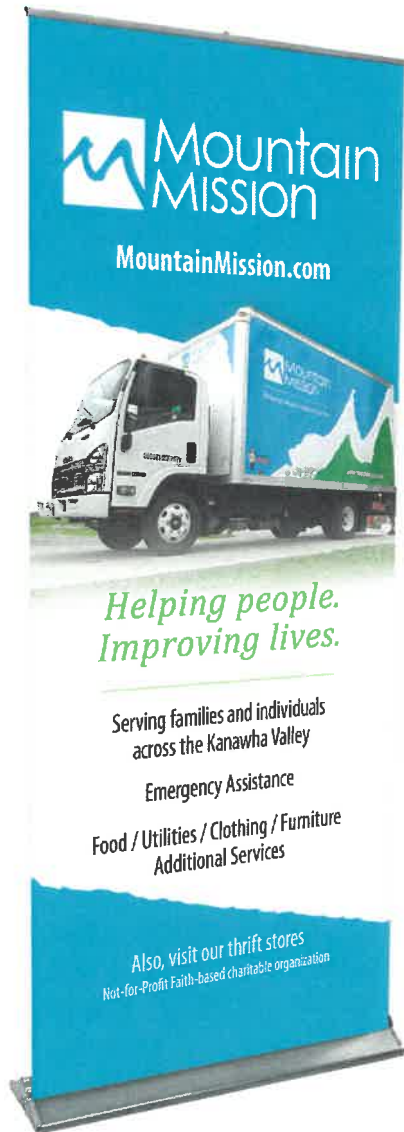
Contact Us

620 7th Avenue
Charleston, WV 25307

304.344.3467
info@mountainmission.com



Mountain Mission — Rack Card



Mountain Mission — Banner Stand



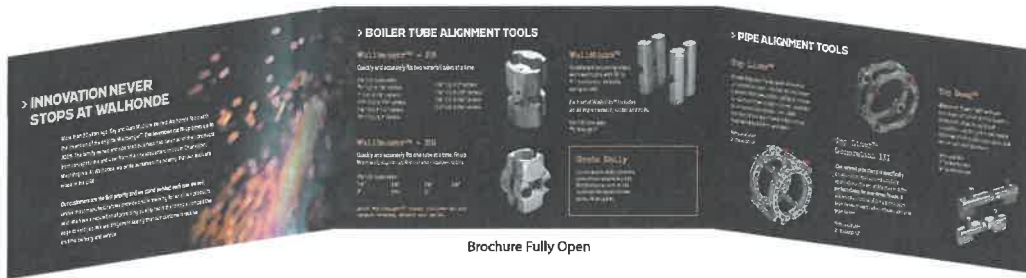
Mountain Mission — Truck Wrap



Front



1st Panel Open



Brochure Fully Open

> TOOLS THAT ARE MADE TO FIT

We know that having the right tool on the right application can make all the difference. We are committed to providing the most innovated solutions to tube & pipe alignment in the heavy construction industry worldwide.

See our full-line of tube and pipe alignment products online at walhonde.com or visit booth #N6717.

Wallbanger™
Quickly and accurately fits tubes ranging from 1/8" to 3 1/4".

Top Liner Gen III™
Spend less time on fit-up. Sizes from 2" to 12".

WALHONDE TOOLS INC.
TUBE & PIPE ALIGNMENT TOOLS

Booth #N6717 / walhonde.com **MADE IN USA**
600.TUBE FIT (600.868.3348)

Walhonde Tool Inc. — Print Ad

> **FAST. PRECISE. EASY.**



Top Liner Gen III™

Spend less time on fit-up. Sizes from 2" to 12".



Wallbanger™

Quickly and accurately fits tubes ranging from 7/8" to 3 1/4".



WALHONDE TOOLS INC.
TUBE & PIPE ALIGNMENT TOOLS

Booth #N6717 / walhonde.com
800.TUBE FIT (800.882.3348)

**MADE IN
USA**

ADDENDA B

MEDIA

4.2.2.4, 4.3.1.2 (C) & 4.3.1.6 West Virginia Department of Transportation

GHSP 2017-2018 Annual Spending Report

Click it or Ticket 2018

Impaired Driving 2017-2018

- Holidays 2017
- 4th of July 2018
- Labor Day 2018

Target Red

CPS Week

4.3.1.5 (B) Hartford Funds-SMART529

**WV Governor's Highway Safety Program
October 2017-September 2018**

									2017-2018
	TV	Radio	Outdoor	Cinema	Digital/Social	Sponsorship	Other		Totals
Click it or Ticket	\$ 182,231.41		\$ 56,082.94		\$ 8,653.75				\$ 246,968.10
Impaired Driving	\$ 509,888.12	\$ -	\$ 142,103.10	\$ 82,087.00	\$ 16,517.73	\$ -	\$ -		\$ 750,595.95
<i>Holidays</i>	\$ 167,320.00		\$ 54,024.50	\$ 26,887.00	\$ 9,377.74				\$ 257,609.24
<i>WV Day/4th of July</i>	\$ 129,999.99				\$ 2,999.99				\$ 132,999.98
<i>Labor Day</i>	\$ 212,568.13		\$ 88,078.60	\$ 55,200.00	\$ 4,140.00				\$ 359,986.73
Target Red			\$ 49,999.53						\$ 49,999.53
CPS Week									\$ -
	\$ 692,119.53	\$ -	\$ 248,185.57	\$ 82,087.00	\$ 25,171.48	\$ -	\$ -		\$ 1,047,563.58

CIOT 2018

PO # DMV180356

Total	\$ 247,000.00
TV	\$ 175,000.00
Billboard	\$ 52,000.00
Social	\$ 10,000.00
Video Production	\$ 10,000.00

Actuals

	<i>Client</i>
TV	\$ 182,231.42
Billboard (Space)	\$ 49,007.25
Billboard (Prod)	\$ 7,075.00
Social	\$ 8,653.75
Video Production	\$ -
	\$ 246,967.42

**Click it or Ticket 2018
Television Summary**

Market	Client	Adults 18+		Males 18-34		Broadcast
		Reach	Frequency	Reach	Frequency	Spots
Beckley/Bluefield	\$ 32,549.77	96.7	10.6	90.5	6.6	327
Charleston/Huntington	\$ 69,759.29	96	10.1	72.8	3.8	368
Clarksburg	\$ 26,575.29	91	6.8	92.6	5.4	273
Parkersburg	\$ 21,148.21	94	4.8	49.9	3.6	111
Washington, DC	\$ 12,262.74					77
Wheeling	\$ 19,936.11	99	7.3	51.6	4.5	123
	\$ 182,231.42	95.34	7.92	71.48	4.78	1279



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • CONSULTING

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Bluefield WV-VA

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 18+ RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
EVNS-TV	M-F	DT	3:00p- 4:00p	JUDGE JUDY/JUDGE JUDY B	1.0	30	2	3	3	8	\$15.00	\$15.00
EVNS-TV	M-F	EN	5:00p- 6:00p	JUDGE JUDY/JUDGE JUDY B	1.6	30	3	3	3	9	\$25.00	\$15.63
EVNS-TV	M-F	PA	7:00p- 8:00p	BIG BNG THEORY/BG BNG THRY B	2.0	30	2	3	3	8	\$50.00	\$25.00
EVNS-TV	M-F	PT	10:00p-11:00p	FOX59 NW @ 10P	1.8	30	2	2	2	6	\$75.00	\$41.67
EVNS-TV	Sa	PT	10:00p-10:30p	FOX WV NEWS @ 10	0.9	30	1	1	0	2	\$50.00	\$55.56
EVNS-TV	Sa	PT	10:30p-11:00p	FUNNY YOU SHOULD ASK	1.1	30	1	0	0	1	\$15.00	\$13.64
EVNS-TV	W	PT	8:00p- 9:00p	EMPIRE	1.4	30	1	1	1	3	\$75.00	\$53.57
EVNS-TV	Th	PT	8:00p- 9:00p	GOTHAM	0.0	30	1	1	1	3	\$100.00	\$0.00
EVNS-TV	Su	PT	7:00p- 7:30p	BOB'S BURGERS	0.3	30	1	0	1	2	\$100.00	\$333.33
EVNS-TV	Su	PT	7:30p- 8:00p	BOB'S-ENC-FOX	0.1	30	1	0	1	2	\$100.00	\$1,000.00
EVNS-TV	Su	PT	8:00p- 8:30p	SIMPSN ENC-FOX	0.0	30	1	1	1	3	\$100.00	\$0.00
EVNS-TV	Su	PT	8:30p- 9:00p	GHOSTED EN-FOX	0.0	30	1	0	0	1	\$100.00	\$0.00
EVNS-TV	F	DT	3:00p- 4:00p		1.0	30	0	1	0	1	\$15.00	\$15.00
EVNS-TV	F	PA	7:00p- 8:00p		2.0	30	0	1	0	1	\$50.00	\$25.00
EVNS-TV	Sa	PT	12:00p- 1:00p		1.1	30	0	1	0	1	\$15.00	\$13.64
EVNS-TV	Su	PT	6:00p- 7:00p		0.3	30	0	1	0	1	\$100.00	\$333.33
EVNS-TV	Su	PT	6:00p- 7:00p		0.1	30	0	1	0	1	\$100.00	\$1,000.00
Station Total:					61.6					53	\$2,915.00	
WOAY-TV	M-F	EF	4:00p- 5:00p	PEOPLE'S COURT	1.0	30	2	2	2	6	\$25.00	\$25.00
				MAY 17								
WOAY-TV	M-F	DT	12:00p-12:30p	NWSWATCH-NOON	1.0	30	3	3	3	9	\$30.00	\$30.00
				MAY 17								
WOAY-TV	M-F	EN	6:00p- 6:30p	NWSWATCH	2.3	30	2	2	2	6	\$115.00	\$50.00
				MAY 17								
WOAY-TV	M-F	PA	7:00p- 7:30p	TWO & HALF MEN	1.1	30	3	3	3	9	\$25.00	\$22.73
				MAY 17								
WOAY-TV	M-F	PA	7:30p- 8:00p	FAMILY FEUD	0.8	30	2	2	2	6	\$25.00	\$31.25
				MAY 17								
WOAY-TV	M-F	LN	11:00p-11:30p	NWSWATCH	0.6	30	2	0	1	3	\$50.00	\$83.33
				MAY 17								



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
ADVERTISING • TELEVISION • RADIO • MULTIMEDIA

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Bluefield WV-VA

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 18+ RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WOAY-TV	W	PT	10:00p-11:00p	DESIGNATED SURVIVOR	0.3	30	1	0	0	1	\$175.00	\$583.33
				MAY 17								
WOAY-TV	Sa	EN	6:00p- 6:30p	NEWSWATCH AT 6	2.3	30	1	1	1	3	\$50.00	\$21.74
				MAY 17								
WOAY-TV	Su	LN	11:00p-11:30p	NEWSWATCH AT11	1.0	30	1	1	1	3	\$45.00	\$45.00
				MAY 17								
WOAY-TV	W	PT	10:00p-11:00p	20/20 special	0.4	30	0	1	0	1	\$0.00	\$0.00
WOAY-TV	W	PT	9:00p-11:00p	NBA FINALS	0.4	30	0	0	1	1	\$175.00	\$437.50
WOAY-TV	Tu	LN	11:00p-12:00a		0.6	30	0	1	0	1	\$50.00	\$83.33
WOAY-TV	W	LN	11:00p-12:00a		0.6	30	0	1	0	1	\$50.00	\$83.33
WOAY-TV	Th	LN	12:00a- 1:00a		0.6	30	0	0	1	1	\$50.00	\$83.33
Station Total:					58.1					51	\$2,420.00	
WVVA-TV	M-F	RT	5:00a- 6:00a	WVVA EARLY TODAY	1.3	30	2	2	2	6	\$45.00	\$34.62
WVVA-TV	M-F	EM	6:00a- 7:00a	WVVA TODAY	5.8	30	2	2	2	6	\$125.00	\$21.55
WVVA-TV	M-F	EM	7:00a- 8:00a	Today Show	6.0	30	2	2	2	6	\$165.00	\$27.50
WVVA-TV	M-F	EM	8:00a- 9:00a	Today Show	5.1	30	2	2	2	6	\$110.00	\$21.57
WVVA-TV	M-F	DT	12:00p-12:30p	WVVA @ NOON	4.3	30	2	2	2	6	\$55.00	\$12.79
WVVA-TV	M	DT	1:00p- 4:00p	NBC SPORTS: ROLAND GARROS TENNIS	1.3	30	0	0	0	0	\$75.00	\$57.69
WVVA-TV	M-F	EF	4:00p- 5:00p	Dr Phil	2.5	30	2	2	2	6	\$60.00	\$24.00
WVVA-TV	M-F	EN	5:30p- 6:00p	Inside Edition	4.0	30	2	2	2	6	\$100.00	\$25.00
WVVA-TV	M-F	EN	6:00p- 6:30p	WVVA @ 6	13.4	30	2	3	3	8	\$325.00	\$24.25
WVVA-TV	M-F	EN	6:30p- 7:00p	NBC Nightly News	12.2	30	1	1	1	3	\$400.00	\$32.79
WVVA-TV	M-F	PA	7:00p- 7:30p	Entertainment Tonight	4.0	30	2	3	3	8	\$115.00	\$28.75
WVVA-TV	M	PT	8:00p-10:00p	THE VOICE	7.2	30	1	1	0	2	\$450.00	\$62.50
WVVA-TV	M	PT	8:00p-11:00p	NHL: STANLEY CUP FINALS: GAME #1	7.3	30	0	0	1	1	\$100.00	\$13.70
WVVA-TV	M-F	LF	11:35p-12:35a	Tonight Show with Jimmy Fallon	2.3	30	2	2	2	6	\$80.00	\$34.78
WVVA-TV	M-F	RT	12:35a- 1:35a	Late Night with Seth Myers	0.4	30	1	1	1	3	\$20.00	\$50.00
WVVA-TV	Tu	PT	8:00p- 9:00p	THE VOICE	5.9	30	1	1	0	2	\$490.00	\$83.05
WVVA-TV	Tu	PT	9:00p-11:00p	THE VOICE Finale	6.1	30	0	1	0	1	\$525.00	\$86.07



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
CONCEPTS • PUBLIC RELATIONS • MULTIMEDIA

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Bluefield WV-VA

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 18+ RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WVVA-TV	W	PT	8:00p-10:00p	AMERICAN NINJA WARRIOR	6.4	30	0	0	1	1	\$225.00	\$35.16
WVVA-TV	W	PT	9:00p-10:00p	LAW & ORDER: SVU	6.6	30	1	1	0	2	\$250.00	\$37.88
WVVA-TV	W	PT	10:00p-11:00p	CHICAGO PD	5.5	30	0	0	0	0	\$225.00	\$40.91
WVVA-TV	W	PT	10:00p-11:00p	TIMELESS	5.5	30	0	0	0	0	\$225.00	\$40.91
WVVA-TV	W	PT	10:00p-11:00p	RUNNING WILD WITH BEAR GRYLLS	3.7	30	0	0	0	0	\$225.00	\$60.81
WVVA-TV	Th	PT	8:00p- 9:00p	AMERICAN NINJA WARRIOR	2.5	30	0	1	0	1	\$175.00	\$70.00
WVVA-TV	Th	PT	9:00p-11:00p	AMERICAN NINJA WARRIOR	4.0	30	1	0	0	1	\$175.00	\$43.75
WVVA-TV	F	PT	8:00p- 9:00p	BLINDSPOT	6.3	30	1	0	0	1	\$175.00	\$27.78
WVVA-TV	F	PT	8:00p-10:00p	AMERICAN NINJA WARRIOR	6.7	30	0	0	1	1	\$175.00	\$26.12
WVVA-TV	F	PT	9:00p-10:00p	TAKEN	7.2	30	0	0	0	0	\$175.00	\$24.31
WVVA-TV	F	PT	10:00p-11:00p	DATELINE NBC	6.1	30	1	0	0	1	\$175.00	\$28.69
WVVA-TV	F	PT	10:00p-11:00p	DATELINE NBC	6.1	30	0	0	1	1	\$175.00	\$28.69
WVVA-TV	F	PT	10:00p-11:00p	*DATELINE NBC	6.1	30	0	1	0	1	\$200.00	\$32.79
WVVA-TV	Sa	RT	7:00a- 9:00a	Today Show	0.9	30	0	1	1	2	\$50.00	\$55.56
WVVA-TV	Sa-Su	EN	6:00p- 6:30p	WVVA News@6 Weekend	7.2	30	1	1	1	3	\$150.00	\$20.83
WVVA-TV	Sa	RT	7:15p-10:00p	NHL CONFERENCE FINALS	3.0	30	1	0	0	1	\$200.00	\$66.67
WVVA-TV	Sa	PT	10:00p-11:00p	SATURDAY NIGHT LIVE PRIME	3.3	30	1	0	0	1	\$150.00	\$45.45
WVVA-TV	Sa	PT	10:00p-11:00p	*SATURDAY NIGHT LIVE PRIME	3.3	30	0	0	0	0	\$150.00	\$45.45
WVVA-TV	Su	RT	3:00p- 6:00p	NHL CONFERENCE FINALS	1.6	30	1	0	0	1	\$200.00	\$125.00
WVVA-TV	Su	PT	7:00p- 8:00p	DATELINE NBC	10.2	30	1	1	1	3	\$175.00	\$17.16
WVVA-TV	Su	PT	8:00p-11:00p	AMERICAN NINJA WARRIOR	12.2	30	0	1	0	1	\$175.00	\$14.34
WVVA-TV	Su	PT	8:00p-11:00p	MOVIE: JURASSIC WORLD	12.2	30	0	0	1	1	\$175.00	\$14.34
WVVA-TV	W	PT	8:00p-10:00p	American Ninja Warrior	0.0	30	0	0	1	1	\$225.00	\$0.00
WVVA-TV	W	PT	9:00p-11:00p	Law & Order SVU Finale	0.0	30	0	0	0	0	\$225.00	\$0.00



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
CORPORATE • PUBLIC RELATIONS • MULTIMEDIA

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Bluefield WV-VA

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 18+ RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WVVA-TV	W	PT	10:00p-11:00p	Royal Wedding Preview	6.5	30	1	0	0	1	\$225.00	\$34.62
WVVA-TV	F	PT	9:00p-11:00p	Dateline	3.3	30	1	0	0	1	\$175.00	\$53.03
WVVA-TV	Sa	RT	9:00a-11:00a	Royal Wedding on Today Show	7.5	30	1	0	0	1	\$50.00	\$6.67
WVVA-TV	Sa	PT	7:15p-10:00p	Hockey	1.5	30	1	0	0	1	\$150.00	\$100.00
WVVA-TV	W	PT	8:00p- 9:00p	Law & Order SVU	0.0	30	0	1	0	1	\$225.00	\$0.00
WVVA-TV	Sa	PT	9:00p-11:00p	Dateline Mystery	3.3	30	0	0	0	0	\$150.00	\$45.45
WVVA-TV	M	DT	12:00p- 1:00p		1.3	30	0	0	1	1	\$75.00	\$57.69
WVVA-TV	Sa	PT	9:00p-10:00p		1.7	30	0	0	1	1	\$75.00	\$44.12
WVVA-TV	Sa	PT	10:00p-11:00p		1.7	30	0	0	1	1	\$75.00	\$44.12
Station Total:					571.6					108	\$16,950.00	
WVNS-TV	M-F	RT	5:00a- 6:00a	59 NEWS @ 5A	1.5	30	1	3	3	7	\$15.00	\$10.00
WVNS-TV	M-F	EM	6:00a- 7:00a	59 NEWS @ 6A	2.7	30	2	3	3	8	\$60.00	\$22.22
WVNS-TV	M-F	EM	7:00a- 9:00a	CBS THS MRNG-2<	3.1	30	1	2	2	5	\$30.00	\$9.68
WVNS-TV	M-F	DT	12:00p-12:30p	59 NEWS @ 12P	3.3	30	3	3	3	9	\$45.00	\$13.64
WVNS-TV	M-F	EN	6:00p- 6:30p	59 NEWS @ 6P	5.6	30	2	3	3	8	\$135.00	\$24.11
WVNS-TV	M-F	PA	7:00p- 7:30p	WHEEL OF FORTUNE	6.3	30	3	3	3	9	\$115.00	\$18.25
WVNS-TV	M-F	PA	7:30p- 8:00p	JEOPARDY	6.8	30	2	2	2	6	\$125.00	\$18.38
WVNS-TV	M	PT	10:00p-11:00p	SCORPION	1.9	30	0	1	1	2	\$225.00	\$118.42
WVNS-TV	M-F	LF	11:35p-12:35a	LATE SHOW W/COLBERT	1.1	30	2	2	2	6	\$30.00	\$27.27
WVNS-TV	Tu	PT	8:00p- 9:00p	NCIS	6.1	30	1	1	1	3	\$350.00	\$57.38
WVNS-TV	Tu	PT	10:00p-11:00p	NCIS: NEW ORLEANS	3.7	30	1	1	1	3	\$275.00	\$74.32
WVNS-TV	W	PT	10:00p-11:00p	CRIMINAL MINDS	1.6	30	1	1	1	3	\$200.00	\$125.00
WVNS-TV	Th	PT	10:00p-11:00p	S.W.A.T.	2.1	30	1	1	1	3	\$225.00	\$107.14
WVNS-TV	F	PT	9:00p-10:00p	HAWAII FIVE- O	2.2	30	1	1	1	3	\$175.00	\$79.55
WVNS-TV	F	PT	10:00p-11:00p	BLUE BLOODS	3.2	30	1	1	1	3	\$175.00	\$54.69
WVNS-TV	Sa	PT	8:00p- 9:00p	CRIMETIME	1.3	30	1	1	1	3	\$125.00	\$96.15
WVNS-TV	Su	PT	9:00p-10:00p	CSI: LA	0.7	30	1	1	1	3	\$200.00	\$285.71
WVNS-TV	Su	LN	11:00p-11:30p	59 NWS WK EDN	3.0	30	1	1	0	2	\$60.00	\$20.00
WVNS-TV	W	RT	5:00p- 6:00p		1.5	30	1	0	0	1	\$15.00	\$10.00
WVNS-TV	F	RT	5:00a- 6:00a		1.5	30	0	1	0	1	\$15.00	\$10.00
WVNS-TV	F	EM	6:00a- 7:00a		2.7	30	0	1	0	1	\$60.00	\$22.22



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Bluefield WV-VA

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 18+ RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WVNS-TV	W	EN	5:00p- 6:00p		5.6	30	0	1	0	1	\$135.00	\$24.11
WVNS-TV	Su	PT	8:00p- 9:00p		1.9	30	1	0	0	1	\$225.00	\$118.42
WVNS-TV	Th	EM	6:00a- 7:00a		3.1	30	1	0	0	1	\$30.00	\$9.68
Station Total:					315.0					92	\$10,410.00	
EVVA-TV	Tu	PT	8:00p- 9:00p	THE FLASH	1.8	30	0	0	0	0	\$50.00	\$27.78
EVVA-TV	Th	PT	9:00p-10:00p	ARROW	0.7	30	1	0	0	1	\$55.00	\$78.57
EVVA-TV	Th	PT	9:00p-10:00p	BLACK LIGHTNING	0.7	30	0	1	1	2	\$55.00	\$78.57
EVVA-TV	M-F	PT	10:00p-10:30p	WVVA News @ 10p	0.0	30	2	2	2	6	\$25.00	\$0.00
Station Total:					2.1					9	\$315.00	
GVVA-TV	M-F	PA	7:00p- 8:00p	MASH/MASH	0.4	30	2	2	2	6	\$5.00	\$12.50
GVVA-TV	M-F	PT	10:00p-11:00p	HOGANS HEROES/HO GANS HEROS	0.4	30	3	3	3	9	\$7.00	\$17.50
GVVA-TV	M-F	PT	9:30p-10:00p	WKRP IN CINCINNATI	0.8	30	1	1	1	3	\$7.00	\$8.75
Station Total:					8.4					18	\$114.00	
Spots Per Week							108	115	108	331		
TRPs Per Week							327.4	355.2	334.2	1,016.8		

SCHEDULE TOTALS

TOTAL SPOTS: 331
TOTAL COST: \$33,124.00
TOTAL Adults 18+ TRPs: 1,016.8
TOTAL Adults 18+ Reach Pct/Frequency: 95.1%/10.7

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
IDENTIFYING • PLACING • MEASURING • MANAGING

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Charleston, WV

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WSAZ-S2	M-F	RT	5:30a-6:00a	NEWS CHANNEL 3 EARLY	3.3	1.1	30	2	3	2	7	\$200.00	\$60.61
				May-2017LP									
WSAZ-S2	M-F	EM	6:00a-7:00a	NEWS CHANNEL 3 TODAY	7.5	0.9	30	3	2	3	8	\$400.00	\$53.33
				May-2017LP									
WSAZ-S2	M-F	EM	7:00a-9:00a	TODAY SHOW	6.6	1.1	30	2	2	2	6	\$400.00	\$60.61
				May-2017LP									
WSAZ-S2	M-F	DT	12:00p-1:00p	NEWSCHANN EL 3 MIDDAY	6.0	0.5	30	2	2	2	6	\$250.00	\$41.67
				May-2017LP									
WSAZ-S2	M-F	EN	5:00p-5:30p	FIRST AT FIVE	6.5	1.1	30	2	2	2	6	\$450.00	\$69.23
				May-2017LP									
WSAZ-S2	M-F	EN	6:00p-6:30p	NEWSCHANN EL 3 @ 6	14.1	3.1	30	1	2	2	5	\$850.00	\$60.28
				May-2017LP									
WSAZ-S2	M-F	PA	7:00p-7:30p	Wheel of Fortune	9.4	1.3	30	2	2	2	6	\$500.00	\$53.19
				May-2017LP									
WSAZ-S2	M-F	LN	11:00p-11:35p	NEWSCHANN EL 3 @ 11	7.5	1.3	30	2	2	2	6	\$550.00	\$73.33
				May-2017LP									
WSAZ-S2	M-F	LF	11:35p-12:37a	Tonight Show	3.1	0.5	30	2	3	2	7	\$250.00	\$80.65
				May-2017LP									
WSAZ-S2	M-F	RT	4:30a-5:00a	NEWS CHANNEL 3 WAKE UP	0.6	0.0	30	2	2	2	6	\$15.00	\$25.00
				May-2017LP									
WSAZ-S2	M	PT	8:00p-11:00p	NLH -Stanley Cup Finals	6.5	0.8	30	0	0	1	1	\$300.00	\$46.15
				May-2017LP									
WSAZ-S2	Tu	PT	9:00p-11:00p	The Voice	3.9	0.0	30	0	1	0	1	\$1,200.00	\$307.69
				May-2017LP									
WSAZ-S2	Tu	PT	10:00p-11:00p	Chicago Med	4.3	0.0	30	1	0	0	1	\$500.00	\$116.28
				May-2017LP									
WSAZ-S2	W	PT	8:00p-10:00p	American Ninja Warrior	5.1	1.5	30	0	0	1	1	\$500.00	\$98.04
				May-2017LP									
WSAZ-S2	W	PT	10:00p-11:00p	Chicago P.D.	5.7	4.1	30	0	1	0	1	\$600.00	\$105.26
				May-2017LP									



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
EXPERTISING • BUILDING RELATIONS • MEASUREMENT

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Charleston, WV

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

											# of SPOTS PER WEEK		
Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WSAZ-S2	W	PT	10:00p-11:00p	Running Wild With Bear Grylls	5.7	4.1	30	0	0	1	1	\$500.00	\$87.72
				May-2017LP									
WSAZ-S2	Th	PT	8:00p- 9:00p	American Ninja Warrior	1.9	3.0	30	0	1	0	1	\$500.00	\$263.16
				May-2017LP									
WSAZ-S2	Th	PT	9:00p-11:00p	American Ninja Warrior	4.2	2.0	30	1	0	0	1	\$500.00	\$119.05
				May-2017LP									
WSAZ-S2	F	PT	8:00p- 9:00p	Blindspot	1.7	0.9	30	1	1	0	2	\$400.00	\$235.29
				May-2017LP									
WSAZ-S2	F	PT	8:00p-10:00p	American Ninja Warrior	2.4	1.5	30	0	0	1	1	\$400.00	\$166.67
				May-2017LP									
WSAZ-S2	Sa	RT	7:15p-10:00p	NHL	1.7	1.9	30	1	0	0	1	\$200.00	\$117.65
				May-2017LP									
WSAZ-S2	Sa	LF	11:30p- 1:00a	Saturday Night Live	3.3	1.1	30	1	1	1	3	\$350.00	\$106.06
				May-2017LP									
WSAZ-S2	Su	RT	3:00p- 6:00p	NHL	1.0	1.8	30	1	0	0	1	\$200.00	\$200.00
				May-2017LP									
WSAZ-S2	Su	PT	8:00p-11:00p	American Ninja Warrior	4.3	12.0	30	0	1	0	1	\$400.00	\$93.02
				May-2017LP									
WSAZ-S2	Su	PT	9:00p-11:00p	American Ninja Warrior	3.5	12.5	30	0	1	1	2	\$400.00	\$114.29
				May-2017LP									
WSAZ-S2	Su	LN	11:00p-11:35p	NEWSCHANN EL 3 @ 11 WKND SUN	6.8	3.5	30	1	1	1	3	\$550.00	\$80.88
				May-2017LP									
Station Total:					482.3	139.0					85	\$33,690.00	
WOWK-TV	M-F	DT	10:00a-11:00a	LETS-DEAL1-CBS<	1.9	0.2	30	3	3	3	9	\$65.00	\$34.21
WOWK-TV	M-F	DT	11:00a-12:00p	PRICE-RT 2-CBS<	3.2	0.2	30	3	3	3	9	\$100.00	\$31.25
WOWK-TV	M-F	EF	4:00p- 5:00p	ELLEN<	1.1	0.1	30	2	2	2	6	\$70.00	\$63.64
WOWK-TV	M-F	EN	5:00p- 5:30p	13 NEWS AT 5P	1.0	0.0	30	3	3	3	9	\$40.00	\$40.00
WOWK-TV	M-F	EN	5:30p- 6:00p	WEST VA TNIGHT	1.0	0.0	30	3	3	3	9	\$40.00	\$40.00
WOWK-TV	M-F	EN	6:00p- 6:30p	13 NEWS AT 6	1.7	0.3	30	2	2	2	6	\$70.00	\$41.18
WOWK-TV	M-F	PA	7:30p- 8:00p	INSIDE EDITION<	1.0	0.0	30	2	2	2	6	\$65.00	\$65.00
WOWK-TV	M-F	LN	11:00p-11:35p	13 NEWS @ 11P<	1.4	0.8	30	4	4	4	12	\$60.00	\$42.86



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
IDENTIFYING • PUBLIC RELATIONS • PROMOTION

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Charleston, WV

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

											# of SPOTS PER WEEK		
Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WOWK-TV	Tu	PT	8:00p- 9:00p	AVG. ALL WKS	5.6	1.8	30	1	1	1	3	\$550.00	\$98.21
WOWK-TV	Tu	PT	9:00p-10:00p	AVG. ALL WKS	4.3	1.3	30	1	1	1	3	\$375.00	\$87.21
WOWK-TV	Tu	PT	10:00p-11:00p	NCIS:NEW ORLEANS	4.0	1.5	30	1	1	1	3	\$350.00	\$87.50
WOWK-TV	Th	PT	10:00p-11:00p	S.W.A.T.	1.9	2.4	30	1	1	1	3	\$300.00	\$157.89
WOWK-TV	F	PT	8:00p- 9:00p	AVG. ALL WKS	2.1	0.8	30	1	1	1	3	\$250.00	\$119.05
WOWK-TV	F	PT	9:00p-10:00p	AVG. ALL WKS	2.0	0.4	30	1	1	1	3	\$300.00	\$150.00
WOWK-TV	Sa	PT	8:00p- 9:00p	CRIMETIME	1.1	0.2	30	1	1	1	3	\$75.00	\$68.18
WOWK-TV	M-F	RT	5:00a- 6:00a	13 NEWS @ 5A	0.7	0.0	30	2	3	2	7	\$15.00	\$21.43
WOWK-TV	M-F	DT	12:00p-12:30p	13 NEWS- NOON	1.9	1.1	30	3	3	3	9	\$50.00	\$26.32
WOWK-TV	M-F	LF	11:35p-12:37a	AVG. ALL WKS	0.5	1.1	30	3	3	3	9	\$40.00	\$80.00
Station Total:					193.0	60.6					112	\$11,670.00	
WCHS-TV	M-F	EM	6:00a- 7:00a	Eyewitness News This Morning	2.2	1.1	30	2	2	2	6	\$105.00	\$47.73
WCHS-TV	M-F	EM	7:00a- 9:00a	Good Morning America	2.2	0.4	30	2	2	2	6	\$105.00	\$47.73
WCHS-TV	M-F	DT	9:00a-10:00a	Live with Kelly and Ryan	1.4	0.0	30	2	2	2	6	\$60.00	\$42.86
WCHS-TV	M-F	DT	12:00p- 1:00p	Eyewitness News At Noon	1.6	0.0	30	2	2	2	6	\$60.00	\$37.50
WCHS-TV	M-F	EN	5:00p- 5:30p	Eyewitness News at 5pm	2.0	0.5	30	2	2	2	6	\$90.00	\$45.00
WCHS-TV	M-F	EN	5:30p- 6:00p	Eyewitness News at 530pm	1.9	0.4	30	2	2	2	6	\$90.00	\$47.37
WCHS-TV	M-F	EN	6:00p- 6:30p	Eyewitness News at 6pm	4.9	1.0	30	2	2	2	6	\$335.00	\$68.37
WCHS-TV	M-F	PA	7:00p- 7:30p	Judge Judy	2.7	0.0	30	2	2	2	6	\$190.00	\$70.37
WCHS-TV	M-F	LN	11:00p-11:35p	Eyewitness News at 11PM	2.3	0.2	30	2	2	2	6	\$175.00	\$76.09
WCHS-TV	Tu	PT	8:00p- 9:00p	Roseanne/The Middle	1.7	1.0	30	1	1	1	3	\$480.00	\$282.35
WCHS-TV	W	PT	8:00p- 9:00p	Goldbergs/Ale x Inc.	2.2	0.8	30	1	1	1	3	\$400.00	\$181.82
WCHS-TV	W	PT	9:00p-10:00p	Modern Family/Americ an Housewife	2.2	1.3	30	0	1	0	1	\$600.00	\$272.73
WCHS-TV	W	PT	10:00p-11:00p	Designated Survivor	2.6	2.4	30	1	0	1	2	\$480.00	\$184.62
WCHS-TV	M-F	RT	5:00a- 6:00a	Eyewitness News This Morning Early Edition	1.3	1.7	30	2	2	2	6	\$60.00	\$46.15
WCHS-TV	M-F	EF	4:00p- 4:30p	Judge Judy	2.2	0.0	30	2	2	2	6	\$95.00	\$43.18
WCHS-TV	M-F	EF	4:30p- 5:00p	Judge Judy	2.2	0.0	30	2	2	2	6	\$95.00	\$43.18



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
ADVERTISING - BUILDING RELATIONSHIPS. WORKING HARD.

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Charleston, WV

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

											# of SPOTS PER WEEK		
Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WCHS-TV	Th	RT	8:30p-11:30p	NBA Finals Game #1	2.1	0.4	30	0	0	1	1	\$600.00	\$285.71
WCHS-TV	Su	RT	11:00a-12:00p	Indy 500: Pre- Race	0.3	0.0	30	0	1	0	1	\$150.00	\$500.00
Station Total:					182.9	43.7					83	\$13,710.00	
WVAH-TV	M-F	DT	11:00a-12:00p	People's Court	1.0	0.6	30	2	2	2	6	\$45.00	\$45.00
WVAH-TV	M-F	DT	12:00p- 1:00p	Judge Joe Mathis	0.8	0.7	30	2	2	2	6	\$45.00	\$56.25
WVAH-TV	M-F	DT	2:00p- 3:00p	Jerry Springer	0.7	0.0	30	2	2	2	6	\$45.00	\$64.29
WVAH-TV	M-F	EF	4:00p- 5:00p	Steve Wilkos	0.8	0.0	30	2	2	2	6	\$50.00	\$62.50
WVAH-TV	M-F	PA	7:00p- 7:30p	The Big Bang Theory	1.5	1.2	30	2	2	2	6	\$250.00	\$166.67
WVAH-TV	M	PT	8:00p-10:00p	Miss USA Competition	2.2	2.0	30	0	1	0	1	\$350.00	\$159.09
WVAH-TV	Su	PT	7:00p- 8:00p	Bob's Burgers/Bob's Burgers	1.5	0.5	30	1	1	1	3	\$300.00	\$200.00
WVAH-TV	Su	PT	8:00p- 9:00p	The Simpsons/Bro oklyn 99	2.0	0.0	30	1	1	1	3	\$350.00	\$175.00
WVAH-TV	Su	PT	9:00p-10:00p	Family Guy/Bob's Burgers	2.0	0.0	30	1	0	0	1	\$325.00	\$162.50
WVAH-TV	Su	PT	9:00p-10:00p	Family Guy/TBA	2.0	0.0	30	0	1	1	2	\$325.00	\$162.50
WVAH-TV	M-F	PT	10:00p-11:00p	FOX 11 Eyewitness News at 10pm	2.4	1.1	30	2	2	2	6	\$200.00	\$83.33
WVAH-TV	Sa-Su	RT	10:00p-11:00p	Fox 11 Weekend News at 10pm	1.5	0.0	30	2	1	2	5	\$175.00	\$116.67
WVAH-TV	Su	RT	8:00p-10:30p	NASCAR: Cup Series in Charlotte	4.0	0.5	30	0	1	0	1	\$600.00	\$150.00
Station Total:					73.4	25.6					52	\$8,560.00	
WQCW-TV	M-F	PA	7:00p- 7:30p	Mom May-2017LP	0.5	0.0	30	2	2	2	6	\$35.00	\$70.00
WQCW-TV	M-F	PA	7:30p- 8:00p	Mom May-2017LP	0.5	0.0	30	2	2	2	6	\$35.00	\$70.00
WQCW-TV	Tu	PT	8:00p- 9:00p	The Flash May-2017LP	2.1	1.0	30	1	1	1	3	\$300.00	\$142.86
WQCW-TV	Th	PT	9:00p-10:00p	Arrow May-2017LP	1.5	0.4	30	1	1	1	3	\$165.00	\$110.00
WQCW-TV	Sa	PT	10:00p-11:00p	WSAZ NEWS @ 10 SAT May-2017LP	1.7	0.0	30	1	1	1	3	\$150.00	\$88.24
WQCW-TV	Su	PT	10:00p-11:00p	WSAZ NEWS @ 10 SUN May-2017LP	1.5	0.5	30	1	1	1	3	\$150.00	\$100.00



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
COMMERCIAL • LOCAL • NATIONAL • MULTIMEDIA

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Charleston, WV

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

												# of SPOTS PER WEEK		
Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP	
WQCW-TV	M-F	EN	5:00p- 6:00p	Meet The Goldbergs	0.3	0.0	30	2	2	2	6	\$20.00	\$66.67	
				May-2017LP										
WQCW-TV	M-F	PT	10:00p-11:00p	WSAZ NEWS @ 10	1.7	0.4	30	2	2	2	6	\$150.00	\$88.24	
				May-2017LP										
Station Total:					38.4	8.1					36	\$3,735.00		
Spots Per Week								120	126	122	368			
TRPs Per Week								305.7	332.1	332.2	970.0			

SCHEDULE TOTALS

TOTAL SPOTS: 368
 TOTAL COST: \$71,365.00
 TOTAL Adults 18+ TRPs: 970.0
 TOTAL Adults 18+ Reach Pct/Frequency: 96.0%/10.1
 TOTAL Men 18-34 TRPs: 277.0
 TOTAL Men 18-34 Reach Pct/Frequency: 72.8%/3.8

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
PUBLISHERS • BROADCAST RELATIONSHIPS • ADVERTISING

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Clarksburg

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									5/14 5/20	5/21 5/27	5/28 6/3			
EBOY-TV	M-F	DT	12:00p-12:30p	12 NEWS AT 12	0.3	0.0	0.3	30	2	2	2	6	\$25.00	\$83.33
EBOY-TV	M-F	EM	7:00a- 9:00a	GD MRN AMR-ABC<	0.4	0.0	0.4	30	2	2	2	6	\$25.00	\$62.50
EBOY-TV	M-F	EN	5:00p- 6:00p	ELLEN	0.2	0.0	0.2	30	2	2	2	6	\$25.00	\$125.00
EBOY-TV	M-F	EN	6:00p- 6:30p	12 NEWS AT 6P	1.1	0.0	1.1	30	2	2	2	6	\$30.00	\$27.27
EBOY-TV	Sa	EN	6:30p- 7:00p	TWO&HALF MN WK	0.1	2.2	0.1	30	1	1	1	3	\$15.00	\$150.00
EBOY-TV	Su	EN	6:30p- 7:00p	BIG BANG THEORY	0.2	7.4	0.2	30	1	1	1	3	\$25.00	\$125.00
EBOY-TV	Sa	LF	11:30p-12:00a	THE MIDDLE	0.3	4.6	0.4	30	1	1	1	3	\$15.00	\$50.00
EBOY-TV	Su	LF	11:30p-12:30a	AVG. ALL WKS/TWO&H ALF MN WK	0.0	3.4	0.0	30	1	1	1	3	\$15.00	\$0.00
EBOY-TV	Sa	LN	11:00p-11:30p	2 AND A HALF MEN	0.7	8.7	0.7	30	1	1	1	3	\$15.00	\$21.43
EBOY-TV	Su	LN	11:00p-11:30p	BG-THEORY WK B	0.0	4.6	0.0	30	1	1	1	3	\$25.00	\$0.00
EBOY-TV	M-F	PA	7:00p- 8:00p	BIG BNG THEORY/BG BNG THRY B	1.8	0.0	1.9	30	2	2	2	6	\$75.00	\$41.67
EBOY-TV	Sa	PA	7:00p- 8:00p	BG BNG THRY W/AVG. ALL WKS	0.6	5.6	0.6	30	1	1	1	3	\$25.00	\$41.67
EBOY-TV	Sa	RT	8:00a- 9:00a	GD MRN-SAT-ABC	1.3	10.2	1.3	30	1	1	1	3	\$25.00	\$19.23
EBOY-TV	Su	RT	8:00a- 9:00a	GD MRN-SUN-ABC	1.9	8.4	2.0	30	1	1	1	3	\$25.00	\$13.16
Station Total:					38.1	165.3	39.3					57	\$1,635.00	
WBOY-TV	M-F	DT	12:00p-12:30p	12 NEWS AT 12	3.4	0.0	3.6	30	2	2	2	6	\$75.00	\$22.06
WBOY-TV	M-F	EM	6:00a- 7:00a	12 NEWS @ 6A	5.4	0.0	5.6	30	2	2	2	6	\$185.00	\$34.26
WBOY-TV	M-F	EN	6:00p- 6:30p	12 NEWS AT 6	11.6	0.8	12.0	30	2	2	2	6	\$375.00	\$32.33
WBOY-TV	Su	LF	11:30p-12:30a	PERSON OF INTEREST	2.1	3.7	2.2	30	1	1	1	3	\$40.00	\$19.05
WBOY-TV	M-F	LN	11:00p-11:35p	12 NEWS AT 11	4.0	2.0	4.2	30	2	2	2	6	\$265.00	\$66.25
WBOY-TV	Sa	LN	11:00p-11:30p	12 NWS WKND ED	3.7	0.0	3.9	30	2	2	2	6	\$240.00	\$64.86
WBOY-TV	Su	LN	11:00p-11:30p	12 NEWS LATE	5.4	4.5	5.6	30	1	1	1	3	\$240.00	\$44.44
WBOY-TV	M-F	PA	7:00p- 7:30p	JEOPARDY	9.3	7.8	9.7	30	2	2	2	6	\$195.00	\$20.97
WBOY-TV	M-F	PA	7:30p- 8:00p	WHEEL OF FORTUNE	6.6	3.6	6.9	30	2	2	2	6	\$195.00	\$29.55
WBOY-TV	Sa	PA	7:00p- 7:30p	JEOPARDY	1.8	3.2	1.7	30	1	1	1	3	\$60.00	\$33.33
WBOY-TV	M	PT	8:00p-10:00p	THE VOICE	7.3	0.0	7.7	30	0	1	0	1	\$525.00	\$71.92
WBOY-TV	W	PT	8:00p- 9:00p	BLACKLIST	9.0	0.0	9.3	30	1	1	0	2	\$525.00	\$58.33
WBOY-TV	F	PT	10:00p-11:00p	DATeline	6.5	0.0	6.8	30	1	0	0	1	\$190.00	\$29.23



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
REDEFINING PUBLIC RELATIONS

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Clarksburg

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									5/14 5/20	5/21 5/27	5/28 6/3			
WBOY-TV	F	PT	8:00p-9:00p	BLINDSPOT	6.8	1.2	7.1	30	1	1	0	2	\$450.00	\$66.18
Station Total:					337.3	121.8	351.2					57	\$12,865.00	
WDTV-TV	M-F	DT	11:00a-12:00p	PRICE-RT 2- CBS<	3.9	0.0	3.5	30	2	2	2	6	\$65.00	\$16.67
				04-27-2017-05-24-2017										
WDTV-TV	M-F	DT	12:00p-12:30p	5 NEWS WV MDDY	3.0	0.4	3.8	30	2	2	2	6	\$50.00	\$16.67
				04-27-2017-05-24-2017										
WDTV-TV	M-F	EM	7:00a-9:00a	CBS THS MRNG-2<	1.7	2.1	3.0	30	2	2	2	6	\$45.00	\$26.47
				04-27-2017-05-24-2017										
WDTV-TV	M-F	EN	6:00p-6:30p	5 NEWS @ 6	2.9	2.4	4.5	30	2	2	2	6	\$125.00	\$43.10
				04-27-2017-05-24-2017										
WDTV-TV	M-F	EN	5:00p-5:30p	5 NEWS FIRST@5	2.4	1.5	5.0	30	2	2	2	6	\$75.00	\$31.25
				04-27-2017-05-24-2017										
WDTV-TV	M-F	EN	5:30p-6:00p	5 NEWS @ 5:30P	2.7	3.2	4.6	30	2	2	2	6	\$85.00	\$31.48
				04-27-2017-05-24-2017										
WDTV-TV	M-F	LN	11:00p-11:35p	5 NEWS @ 11	2.0	0.6	3.3	30	2	2	2	6	\$100.00	\$50.00
				04-27-2017-05-24-2017										
WDTV-TV	Sa	LN	11:00p-11:35p	5 NEWS @ WKND<	1.7	3.8	4.4	30	1	1	1	3	\$70.00	\$41.18
				04-27-2017-05-24-2017										
WDTV-TV	Su	PT	8:00p-10:00p	NCIS: LOS ANGELES	0.7	0.0	4.0	30	1	0	0	1	\$225.00	\$321.43
				04-27-2017-05-24-2017										
WDTV-TV	W	PT	10:00p-11:00p	SURVIVOR	2.0	1.4	2.8	30	0	1	0	1	\$325.00	\$162.50
				04-27-2017-05-24-2017										
WDTV-TV	Th	PT	10:00p-11:00p	S.W.A.T.	2.1	1.8	2.3	30	1	1	1	3	\$250.00	\$119.05
				04-27-2017-05-24-2017										
WDTV-TV	Tu	PT	10:00p-11:00p	NCIS: NEW ORLEANS	4.7	1.6	3.8	30	0	1	1	2	\$325.00	\$69.15
				04-27-2017-05-24-2017										
WDTV-TV	Tu	PT	9:00p-11:00p	NCIS: NEW ORLEANS	4.4	2.3	4.5	30	1	0	0	1	\$350.00	\$79.55
				04-27-2017-05-24-2017										
WDTV-TV	Th	PT	9:00p-9:30p	MOM	4.1	0.0	4.3	30	0	1	1	2	\$350.00	\$85.37
				04-27-2017-05-24-2017										
WDTV-TV	Th	PT	9:30p-10:00p	LIFE IN PIECES	3.1	0.0	3.3	30	0	1	1	2	\$350.00	\$112.90
				04-27-2017-05-24-2017										



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Clarksburg

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP	
					Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	5/14 5/20	5/21 5/27				5/28 6/3
WDTV-TV	Tu	RT	7:58p- 9:00p	NCIS	4.3	1.3	5.9	30	1	1	1	3	\$400.00	\$93.02
				04-27-2017-05-24-2017										
WDTV-TV	W	RT	7:58p- 9:00p	SURVIVOR	2.4	6.5	4.3	30	1	0	0	1	\$300.00	\$125.00
				04-27-2017-05-24-2017										
WDTV-TV	W	RT	7:58p-10:00p	SURVIVOR	2.0	3.4	4.2	30	0	1	0	1	\$325.00	\$162.50
				04-27-2017-05-24-2017										
WDTV-TV	Th	RT	7:58p- 8:30p	BIG BANG THEORY	4.8	4.6	5.2	30	1	1	1	3	\$800.00	\$166.67
				04-27-2017-05-24-2017										
Station Total:					185.6	112.5	262.2					65	\$11,405.00	
WVFX-TV	M-F	DT	9:00a-10:00a	PEOPLE'S COURT	0.5	0.0	1.0	30	2	2	2	6	\$10.00	\$20.00
				04-27-2017-05-24-2017										
WVFX-TV	M-F	DT	12:00p-12:30p	JUDGE JUDY	0.9	0.2	1.1	30	2	2	2	6	\$10.00	\$11.11
				04-27-2017-05-24-2017										
WVFX-TV	M-F	DT	12:30p- 1:00p	JUDGE JUDY B	0.8	0.3	1.3	30	2	2	2	6	\$10.00	\$12.50
				04-27-2017-05-24-2017										
WVFX-TV	M-F	DT	10:30a-11:00a	DIVORCE CRT B	0.6	0.7	0.6	30	2	2	2	6	\$8.00	\$13.33
				04-27-2017-05-24-2017										
WVFX-TV	M-F	DT	11:30a-12:00p	HOT BENCH B	0.8	0.8	0.8	30	2	2	2	6	\$8.00	\$10.00
				04-27-2017-05-24-2017										
WVFX-TV	M-F	EM	8:00a- 9:00a	JUDGE MATHIS	0.2	1.1	0.6	30	2	2	2	6	\$8.00	\$40.00
				04-27-2017-05-24-2017										
WVFX-TV	M-F	EN	6:30p- 7:00p	MOM B	0.3	0.0	0.5	30	2	2	2	6	\$10.00	\$33.33
				04-27-2017-05-24-2017										
WVFX-TV	F	PT	9:00p-10:00p	PHENOMS	0.7	6.4	0.8	30	0	1	1	2	\$75.00	\$107.14
				04-27-2017-05-24-2017										
WVFX-TV	W	RT	7:58p- 9:00p	EMPIRE	2.5	0.0	1.0	30	1	1	0	2	\$150.00	\$60.00
				04-27-2017-05-24-2017										
WVFX-TV	F	RT	7:58p-10:00p	MASATERCH EF	0.9	4.2	0.8	30	1	0	0	1	\$75.00	\$83.33
				04-27-2017-05-24-2017										
Station Total:					31.9	35.6	39.8					47	\$909.00	
EVFX-TV	M-F	EN	5:00p- 6:00p	GOLDBERGS/ GOLDBERGS B	0.1	0.3	0.4	30	3	2	3	8	\$5.00	\$50.00
				04-27-2017-05-24-2017										
EVFX-TV	M-F	EN	6:00p- 6:30p	AMERICAN DAD	0.5	1.2	0.4	30	3	3	3	9	\$5.00	\$10.00
				04-27-2017-05-24-2017										



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
CREATIVES • PUBLIC RELATIONS • ADVERTISING

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Clarksburg

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3			
EVFX-TV	M-F	EN	6:30p- 7:00p	AMERICAN DAD B	0.5	1.0	0.4	30	2	2	2	6	\$5.00	\$10.00
				04-27-2017-05-24-2017										
EVFX-TV	Sa	LN	11:00p-11:30p	KING-QNS WK B	0.6	0.0	0.6	30	1	1	1	3	\$6.00	\$10.00
				04-27-2017-05-24-2017										
EVFX-TV	Su	LN	11:00p-11:30p	CLEVELAND SHOW	0.0	0.0	0.5	30	1	1	1	3	\$5.00	\$0.00
				04-27-2017-05-24-2017										
EVFX-TV	M-F	PA	7:30p- 8:00p	FAMILY GUY B	0.7	1.6	0.5	30	3	3	3	9	\$7.00	\$10.00
				04-27-2017-05-24-2017										
EVFX-TV	Sa	PT	10:00p-10:30p	SEINFELD WK	0.8	5.6	0.6	30	1	1	1	3	\$7.00	\$8.75
				04-27-2017-05-24-2017										
EVFX-TV	Sa	PT	10:30p-11:00p	SEINFELD WK B	0.8	5.6	0.6	30	1	1	1	3	\$7.00	\$8.75
				04-27-2017-05-24-2017										
EVFX-TV	Tu	RT	7:58p- 9:00p	FLASH-CW<	1.0	0.0	0.7	30	1	1	1	3	\$40.00	\$40.00
				04-27-2017-05-24-2017										
Station Total:					24.2	67.2	22.7					47	\$373.00	
Spots Per Week									92	93	88	273		
TRPs Per Week									209.6	218.5	189.0	617.1		

SCHEDULE TOTALS

TOTAL SPOTS:	273
TOTAL COST:	\$27,187.00
TOTAL Adults 18+ TRPs:	617.1
TOTAL Adults 18+ Reach Pct/Frequency:	91.0%/6.8
TOTAL Men 18-34 TRPs:	502.4
TOTAL Men 18-34 Reach Pct/Frequency:	92.6%/5.4
TOTAL Adults 21+ TRPs:	715.2
TOTAL Adults 21+ Reach Pct/Frequency:	94.0%/7.6

Disclaimer:

Agreed to and Accepted by: _____



THE MANAHAN GROUP
Advertising • Media • Production • Post-Production

Spot Calendar by Station

4/25/2019

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Parkersburg-Marietta

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WTAP-TV	M-F	RT	5:58a- 7:00a	DAYBREAK	6.6	1.6	30	2	2	2	6	\$140.00	\$21.21
				Feb-2018LP-May-2017LP									
WTAP-TV	M-F	EM	7:00a- 9:00a	TODAY SHOW	7.7	0.5	30	2	1	2	5	\$125.00	\$16.23
				Feb-2018LP-May-2017LP									
WTAP-TV	M-F	DT	11:59a-12:30p	WTAP NEWS AT NOON	4.3	0.3	30	2	1	2	5	\$125.00	\$29.07
				Feb-2018LP-May-2017LP									
WTAP-TV	M-F	EN	5:00p- 5:30p	WTAP AT FIVE	6.4	0.8	30	1	2	2	5	\$175.00	\$27.34
				Feb-2018LP-May-2017LP									
WTAP-TV	M-F	RT	10:59p-11:35p	WTAP NEWS AT ELEVEN	8.5	2.1	30	2	3	2	7	\$425.00	\$50.00
				Feb-2018LP-May-2017LP									
WTAP-TV	M	RT	7:58p-10:00p	THE VOICE	8.3	1.6	30	1	1	0	2	\$585.00	\$70.48
				Feb-2018LP-May-2017LP									
WTAP-TV	M	PT	10:00p-11:00p	GOOD GIRLS	5.7	2.7	30	1	1	0	2	\$610.00	\$107.02
				Feb-2018LP-May-2017LP									
WTAP-TV	Tu	RT	7:58p- 9:00p	THE VOICE	8.0	1.4	30	1	1	0	2	\$410.00	\$51.25
				Feb-2018LP-May-2017LP									
WTAP-TV	W	PT	8:00p-10:00p	AMERICAN NINJA WARRIOR	7.8	2.8	30	0	0	1	1	\$450.00	\$57.69
				Feb-2018LP-May-2017LP									
WTAP-TV	W	PT	9:00p-10:00p	LAW & ORDER:SVU	8.3	3.3	30	1	1	0	2	\$460.00	\$55.42
				Feb-2018LP-May-2017LP									
WTAP-TV	W	PT	10:00p-11:00p	RUNNING WILD W/BEAR GRYLLS	9.7	3.4	30	0	0	1	1	\$525.00	\$54.12
				Feb-2018LP-May-2017LP									
WTAP-TV	F	PT	8:00p-10:00p	AMERICAN NINJA WARRIOR	6.9	0.2	30	0	0	1	1	\$400.00	\$57.97
				Feb-2018LP-May-2017LP									
WTAP-TV	Sa	EN	6:00p- 6:30p	WTAP NEWS @ SIX	8.7	1.1	30	2	2	2	6	\$175.00	\$20.11
				Feb-2018LP-May-2017LP									
WTAP-TV	Sa	PT	10:00p-11:00p	SNL	5.4	2.9	30	1	1	1	3	\$360.00	\$66.67
				Feb-2018LP-May-2017LP									
WTAP-TV	Sa-Su	LN	11:00p-11:35p	WTAP NEWS AT ELEVEN	8.1	3.1	30	1	2	1	4	\$375.00	\$46.30
				Feb-2018LP-May-2017LP									
WTAP-TV	Su	EN	6:00p- 6:30p	WTAP NEWS AT SIX	10.1	4.7	30	1	1	0	2	\$175.00	\$17.33



THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

Spot Calendar by Station

4/25/2019

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Parkersburg-Marietta

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK				Total Spots	STN Gross Cost	CPP		
					Adults 18+ RTG	Men 18-34 RTG	5/14 5/20	5/21 5/27				5/28 6/3	
Feb-2018LP-May-2017LP													
Station Total:					397.1	93.8				54	\$15,425.00		
WOVA-TV	M-F	EN	6:00p- 7:00p	THE BIG BANG THEORY	0.9	1.4	30	3	3	3	9	\$75.00	\$83.33
Feb-2018LP-May-2017LP													
WOVA-TV	M-F	PA	7:00p- 8:00p	MODERN FAMILY	0.8	2.2	30	3	3	3	9	\$75.00	\$93.75
Feb-2018LP-May-2017LP													
WOVA-TV	M-F	RT	11:00p-12:00a	MOM	0.4	1.7	30	3	3	3	9	\$40.00	\$100.00
Feb-2018LP-May-2017LP													
WOVA-TV	W	PT	8:00p- 9:00p	EMPIRE	1.5	1.4	30	1	1	1	3	\$175.00	\$116.67
Feb-2018LP-May-2017LP													
WOVA-TV	Su	PT	7:00p- 7:30p	BOB'S BURGERS	0.3	0.5	30	1	1	1	3	\$125.00	\$416.67
Feb-2018LP-May-2017LP													
WOVA-TV	Su	PT	7:30p- 8:00p	BOB'S BURGERS	0.7	0.7	30	1	1	1	3	\$125.00	\$178.57
Feb-2018LP-May-2017LP													
WOVA-TV	Su	PT	8:00p- 9:00p	SIMPSONS/BROOKLYN NINE-NINE	0.4	0.5	30	1	1	1	3	\$125.00	\$312.50
Feb-2018LP-May-2017LP													
WOVA-TV	Su	PT	9:00p-10:00p	FAMILY GUY/LAST MAN ON EARTH	0.1	0.4	30	1	1	1	3	\$125.00	\$1,250.00
Feb-2018LP-May-2017LP													
Station Total:					27.9	58.2					42	\$3,735.00	
WIYE-TV	M	PT	10:00p-11:00p	ELEMENTARY	1.1	2.3	30	1	1	1	3	\$150.00	\$136.36
Feb-2018LP-May-2017LP													
WIYE-TV	Tu	PT	10:00p-11:00p	NCIS: NEW ORLEANS	2.0	1.4	30	1	1	1	3	\$175.00	\$87.50
Feb-2018LP-May-2017LP													
WIYE-TV	W	PT	8:00p- 9:00p	SURVIVOR	1.7	1.3	30	1	1	1	3	\$150.00	\$88.24
Feb-2018LP-May-2017LP													
WIYE-TV	W	PT	9:00p-10:00p	SEAL TEAM	1.3	1.8	30	1	1	1	3	\$175.00	\$134.62
Feb-2018LP-May-2017LP													
WIYE-TV	Th	PT	9:00p-10:00p	MOM/LIFE IN PIECES	2.3	2.8	30	1	1	1	3	\$175.00	\$76.09
Feb-2018LP-May-2017LP													
Station Total:					25.2	28.8					15	\$2,475.00	



Spot Calendar by Station

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Parkersburg-Marietta

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK					Total Spots	STN Gross Cost	CPP
					Adults 18+ RTG	Men 18-34 RTG	Dur	5/14 5/20	5/21 5/27			
Spots Per Week								37	38	36	111	
TRPs Per Week								149.6	160.6	140.0	450.2	

SCHEDULE TOTALS

TOTAL SPOTS: 111
 TOTAL COST: \$21,635.00
 TOTAL Adults 18+ TRPs: 450.2
 TOTAL Adults 18+ Reach Pct/Frequency: 94.0%/4.8
 TOTAL Men 18-34 TRPs: 180.8
 TOTAL Men 18-34 Reach Pct/Frequency: 49.9%/3.6

Disclaimer:

Agreed to and Accepted by: _____



THE MANAHAN GROUP
ADVERTISING PUBLIC RELATIONS & MARKETING

Spot Calendar by Station

4/25/2019

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Washington, DC

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) C-DMA Custom Live+7
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WDVM-TV	M-F	RT	5:30a- 6:00a	WDVM News @ 5:30 AM	2.0	0.0	30	3	3	3	9	\$75.00	\$37.50
WDVM-TV	M-F	EM	6:00a- 7:00a	WDVM News @ 6 AM	3.0	0.0	30	3	3	3	9	\$225.00	\$75.00
WDVM-TV	M-F	DT	12:00p- 1:00p	WDVM News @ 12 PM	2.0	0.0	30	3	3	3	9	\$50.00	\$25.00
WDVM-TV	M-F	DT	2:30p- 3:00p	Pawn Stars	1.0	0.0	30	3	3	3	9	\$25.00	\$25.00
WDVM-TV	M-F	EN	5:00p- 5:30p	WDVM News @ 5 PM	4.0	0.0	30	2	2	2	6	\$125.00	\$31.25
WDVM-TV	M-F	EN	6:00p- 7:00p	WDVM News @ 6 PM	5.0	0.0	30	3	2	3	8	\$500.00	\$100.00
WDVM-TV	M-F	PT	10:00p-11:00p	WDVM News at 10 PM	3.0	0.0	30	3	2	3	8	\$250.00	\$83.33
WDVM-TV	M-F	LN	11:00p-11:30p	NOVA News @ 11 PM	2.0	0.0	30	2	3	2	7	\$50.00	\$25.00
WDVM-TV	Sa	RT	11:00a-11:30a	The Bob Huggins Show	1.0	0.0	30	1	1	1	3	\$90.00	\$90.00
WDVM-TV	Sa	PT	8:00p- 9:00p	Hunter	1.5	0.0	30	1	1	1	3	\$100.00	\$66.67
WDVM-TV	Sa	PT	10:00p-10:30p	WDVM News at 10 PM	2.0	0.0	30	1	1	1	3	\$250.00	\$125.00
WDVM-TV	Su	PT	10:00p-11:00p	WDVM News at 10 PM	1.5	0.0	30	1	1	1	3	\$250.00	\$166.67
Station Total:					192.0	0.0					77	\$12,545.00	
Spots Per Week								26	25	26	77		
TRPs Per Week								66.0	60.0	66.0	192.0		

SCHEDULE TOTALS

TOTAL SPOTS: 77
 TOTAL COST: \$12,545.00
 TOTAL Adults 18+ TRPs: 192.0
 TOTAL Adults 18+ Reach Pct/Frequency: 64.2%/3.0
 TOTAL Men 18-34 TRPs: 0.0
 TOTAL Men 18-34 Reach Pct/Frequency: 0.0%/

Disclaimer:

Agreed to and Accepted by: _____



THE MANAHAN GROUP
 COMMERCIAL • PUBLIC RELATIONS • MARKETING

Spot Calendar by Station

4/25/2019

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Wheeling

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Adults 25-54 RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WTRF-TV	M-F	DT	11:00a-12:00p	PRICE-RT 2-CBS<	4.4	2.2	3.9	30	2	2	2	6	\$100.00	\$22.73
WTRF-TV	Tu	PT	9:00p-10:00p	BULL	3.8	6.3	6.5	30	1	1	1	3	\$400.00	\$105.26
WTRF-TV	Tu	PT	10:00p-11:00p	NCIS: NEW ORLEANS	4.5	4.8	5.2	30	1	1	1	3	\$350.00	\$77.78
WTRF-TV	W	PT	8:00p- 9:00p	SURVIVOR	3.0	1.5	5.8	30	1	1	1	3	\$400.00	\$133.33
WTRF-TV	W	PT	9:00p-10:00p	SEAL TEAM	2.6	1.7	6.1	30	1	1	1	3	\$350.00	\$134.62
WTRF-TV	Th	PT	8:00p- 9:00p	BIG BANG THEORY	6.1	2.2	8.8	30	1	1	1	3	\$600.00	\$98.36
WTRF-TV	Su	PT	8:00p- 9:00p	INSTINCT	2.9	1.7	5.6	30	1	1	1	3	\$350.00	\$120.69
Station Total:					95.1	67.8	137.4					24	\$7,950.00	
ETOV-TV	M-F	DAYT	2:00p- 3:00p	JERRY SPRINGER	0.5	0.1	0.6	30	2	2	2	6	\$5.00	\$10.00
ETOV-TV	M-F	EARL	5:00p- 5:30p	FUNNY YOU SHOULD ASK	0.9	0.5	0.0	30	2	2	2	6	\$10.00	\$11.11
Station Total:					8.4	3.6	3.6					12	\$90.00	
GTRF-TV	W	PT	8:00p- 9:00p	GOLDBERGS	1.0	2.0	1.9	30	1	1	1	3	\$200.00	\$200.00
GTRF-TV	W	PT	9:00p-10:00p	MODERN FAMILY	1.1	1.6	1.9	30	1	1	1	3	\$225.00	\$204.55
GTRF-TV	M-F	EF	5:00p- 6:00p	JUDGE JUDY/JUDGE JUDY B	0.6	0.0	1.0	30	2	2	2	6	\$25.00	\$41.67
Station Total:					9.9	10.8	17.4					12	\$1,425.00	
WTOV-TV	Su	ACCE	7:00p- 8:00p	DATELINE - SUNDAY	7.3	4.5	7.1	30	1	1	1	3	\$125.00	\$17.12
WTOV-TV	M-F	DAYT	12:00p-12:30p	NEWS 9 MIDDAY	8.3	3.2	4.5	30	3	3	3	9	\$80.00	\$9.64
WTOV-TV	M-F	EARL	5:00p- 6:00p	NEWS 9 LIVE @ FIVE	11.4	1.6	5.4	30	3	3	3	9	\$140.00	\$12.28
WTOV-TV	M-F	EARL	6:00p- 6:30p	NEWS 9 AT SIX	16.7	1.9	6.5	30	2	2	2	6	\$280.00	\$16.77
WTOV-TV	Sa	EARL	6:00p- 6:30p	NEWS 9 AT SIX	8.4	0.0	3.3	30	1	1	1	3	\$100.00	\$11.90
WTOV-TV	Su	EARL	6:00p- 6:30p	NEWS 9 AT SIX	10.4	6.0	8.7	30	1	1	1	3	\$100.00	\$9.62
WTOV-TV	M-F	LATE	11:35p-12:35a	TONIGHT SHOW-FALLON	3.8	1.5	3.7	30	2	2	2	6	\$70.00	\$18.42
WTOV-TV	Sa	LATE	11:30p- 1:00a	SAT NIGHT LIVE	4.0	0.0	4.8	30	1	1	1	3	\$50.00	\$12.50
WTOV-TV	M-F	LATE	11:00p-11:35p	NEWS 9 TONIGHT	9.9	3.0	7.2	30	2	2	2	6	\$275.00	\$27.78
WTOV-TV	Sa	LATE	11:00p-11:30p	NEWS 9 TONIGHT-SATURDAY	7.8	1.1	4.8	30	1	1	1	3	\$150.00	\$19.23



THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

Spot Calendar by Station

4/25/2019

Client: CIOT
Media: TV
Product: CIOT
Flight Date: 05/14/2018 - 06/03/2018
Market/System: Wheeling

Estimate: 25
Survey: May18 Proj. (May17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Adults 25-54 RTG	Dur	5/14 5/20	5/21 5/27	5/28 6/3	Total Spots	STN Gross Cost	CPP
WTOV-TV	Su	LATE	11:00p-11:30p	NEWS 9 TONIGHT-SUNDAY	9.0	1.6	3.1	30	1	1	1	3	\$150.00	\$16.67
WTOV-TV	M-F	MOR	6:00a- 7:00a	NEWS9 SUNRISE-6A	5.7	1.3	5.6	30	3	3	3	9	\$100.00	\$17.54
WTOV-TV	M	PRIM	10:00p-11:00p	RUNNING WILD WITH BEAR GRYLLS	6.7	1.3	5.6	30	1	1	0	2	\$300.00	\$44.78
WTOV-TV	W	PRIM	8:00p- 9:00p	THE BLACKLIST	3.3	0.8	4.9	30	1	1	0	2	\$200.00	\$60.61
WTOV-TV	W	PRIM	8:00p-10:00p	AMERICAN NINJA WARRIOR	8.1	0.4	5.5	30	0	0	1	1	\$250.00	\$30.86
WTOV-TV	Th	PRIM	8:00p- 8:30p	SUPERSTOR E	2.9	2.8	7.8	30	1	0	0	1	\$125.00	\$43.10
WTOV-TV	Th	PRIM	10:00p-11:00p	CHICAGO FIRE	5.1	1.5	8.2	30	1	0	0	1	\$250.00	\$49.02
WTOV-TV	F	PRIM	8:00p- 9:00p	BLINDSPOT	3.4	3.3	7.4	30	1	0	0	1	\$100.00	\$29.41
WTOV-TV	F	PRIM	8:00p-10:00p	AMERICAN NINJA WARRIOR	8.2	1.7	6.6	30	0	0	1	1	\$250.00	\$30.49
WTOV-TV	F	PRIM	10:00p-11:00p	DATELINE FRIDAY	2.9	1.0	8.2	30	1	1	1	3	\$100.00	\$34.48
Station Total:					608.1	149.8	420.4					75	\$10,930.00	
Spots Per Week									43	40	40	123		
TRPs Per Week									246.0	234.6	240.9	721.5		

SCHEDULE TOTALS

TOTAL SPOTS:	123
TOTAL COST:	\$20,395.00
TOTAL Adults 18+ TRPs:	721.5
TOTAL Adults 18+ Reach Pct/Frequency:	99.0%/7.3
TOTAL Men 18-34 TRPs:	232.0
TOTAL Men 18-34 Reach Pct/Frequency:	51.6%/4.5
TOTAL Adults 25-54 TRPs:	578.8
TOTAL Adults 25-54 Reach Pct/Frequency:	94.2%/6.2

Disclaimer:

Agreed to and Accepted by: _____

Click it or Ticket 2018 Billboard Locations

#	Panel	Location	City	Size	IL	EOI +18 weekly impressions
1	A0508	RT. 19 WESTOVER BRIDGE	Morgantown	10.6 x 22.9	No	37,371
2	A0406	RT. 220 LOC 2 NEAR FORD DEALERSHIP	Keyser	10.6 x 22.9	No	28,017
3	A0313	RT. 220 NORTH @ BARN (LOC 2)	Moorefield	10.6 x 22.9	Yes	34,766
4	A0700	RT. 220 SOUTH	Franklin	10.6 x 22.9	No	1,129
5	A0302	RT. 220 SOUTH NEAR HARDY PUBLIC SERV (LOC 2)	Moorefield	10.6 x 22.9	No	33,724
6	A0400	RT. 42 IN TURN @ BRIDGE TO KITZMILLER	Blaine	10.6 x 22.9	No	2,558
7	A0200	RT. 50 @ JCT RT. 28	Junction	10.6 x 22.9	No	7,886
8	A0602	RT. 522 @ GREEN GATE RD.	Berkley Springs	10.6 x 22.9	No	25,033
9	A0814	RT. 7 WEST OF TERRA ALTA (LOC 2)	Terra Alta	10.6 x 22.9	No	7,095
10	A0536	RT. 857 GREEN BAG RD @ DECKERS CR	Morgantown	10.6 x 22.9	No	21,701
11	A0546	RT. 857-N PAST CHEAT LAKE UM CHURCH	Morgantown	10.6 x 10	Yes	12,303
12	A5001	US 50 e/o Bridgeport @ Maple Valley Meat Market	Bridgeport	10.6 x 22.9	Yes	46,241
13	A4002	US 50 w/o Grafton (.8 m from Tygart River Bridge)	Grafton	10.6 x 22.9	Yes	35,125
14	A0563	Rt. 705 (new Mon General entrance)	Morgantown	11x22D	Yes	43,195
15	A0555	Junction of Rt. 119 University Ave. & Rt. 857 Green Bag Rd.	Morgantown	10.6 x 22.9	Yes	54,337
16	K7	Rt 16 between Clay and High School	Clay	10.6 x 22.9	No	3,255
17	K12	1.6 M (MP 23) N of WV 62 & WV 2 Jct (PTPLeasant)	Pt. Pleasant	10.6 x 22.9	Yes	21,174
18	K113	US 119 2.8 Mi N/O C/L	Charleston	10.6 x 22.9	No	20,449
19	K134	Falling Rock US 119 Hill	Clendenin	10.6 x 22.9	No	15,384
20	K212	Rand, US 60 Opp Service Station	Rand	10.6 x 22.9	No	32,764
21	K317	Corner Smith and Shrewsbury	Charleston	10.6 x 22.9	No	43,352
22	K329	Piedmont Rd w/o RR Crossing	Charleston	10.6 x 22.9	No	13,888
23	K368	Patrick Street RR Crossing	Charleston	10.6 x 22.9	No	47,504
24	K369	Delaware Ave at RR tracks	Charleston	10.6 x 22.9	No	9,339
25	K420	5219 MacCorkle Avenue	Kanawha City	10.6 x 22.9	Yes	51,021
26	K444	I-64/77 & Rt. 61 (3/4 Mi N of Marmet CL N/O Turnpike Ford)	Marmet	10.6 x 22.9	Yes	98,314
27	K462	8100 MacCorkle Ave (350' W of 81st St)	Marmet	10.6 x 22.9	No	17,807
28	K506	W/S Rt 21 North Hill	Charleston	10.6 x 22.9	No	11,402
29	K531	3631 7TH AVENUE (Mt. Mission Thrift)	Charleston	10.6 x 22.9	Yes	45,614
30	K605	Expressway Jct Oakwood Road #1	Charleston	10.6 x 22.9	Yes	48,279
31	K623	Expressway Opposite Trojan Steel	Charleston	10.6 x 22.9	Yes	45,630
32	K731	St. Albans US 60 .5 Mi E/O C/L	St Albans	10.6 x 22.9	Yes	93,037
33	K755	S/S US 35 .1Mi S/O Scary Road	St Albans	10.6 x 22.9	Yes	25,606
34	K809	Nitro WV 25 Hill East	Nitro	10.6 x 22.9	No	28,491

35	K852	WV 62 .6 MILE N/O ELEANOR	Eleanor	10.6 x 22.9	No	13,804
36	K853	WINFIELD WV 34 400' W/O JCT 817	Winfield	10.6 x 22.9	No	59,366
37	K903	US 60 2 MI W/O MONTGOMERY BRIDGE	Smithers	10.6 x 22.9	No	20,274
38	K922	US 60 RR Crossing	Rainelle	10.6 x 22.9	No	11,464
39	K929	US 60 Hill Curve	Caldwell	10.6 x 22.9	No	13,043
40	K974	RT. 62 WEST 1 MI W/O C/L	Ripley	10.6 x 22.9	No	27,599
41	K980	WV 4 (1/4 Mi S/O Jct 19)	Sutton	10.6 x 22.9	No	14,730
42	K985	WV 39 N/O Filling Station	Summersville	10.6 x 22.9	No	15,320
43	K787	4916 Teays Valley Rd. (at storage units)	Scott Depot	10.6 x 22.9	Yes	18,900
44	K1182	Rt 622 - 300 Goff Mtn Rd	Cross Lanes	11x22D	Yes	27,495
45	P311	Grand Central Ave S/O 27th St	Vienna	10.6 x 22.9	Yes	37,782
46	P405	Garfield Ave EL S/O 19th St	Parkersburg	10.6 x 22.9	Yes	64,575
47	P448	7th St W/O Jeanette St	Parkersburg	10.6 x 22.9	Yes	56,092
48	P477	Dudley Ave S/O 19th St	Parkersburg	10.6 x 22.9	No	26,297
49	P487	Emerson Ave 1.3 Miles N/O Rosemar Rd	Parkersburg	10.6 x 22.9	Yes	49,421
50	P606	Camden Ave NL W/O East St	Parkersburg	10.6 x 22.9	Yes	54,721
51	P623	Rt 95 NL .4 Mile W/O Rt 14	Parkersburg	10.6 x 22.9	No	42,155
52	P4034	Garfield Ave (s/o 12th Street)	Parkersburg	11x22D	Yes	36,674
53	P4043	1044 Emerson Ave.	Parkersburg	11x22D	Yes	28,057
54	P4071	Rt. 14 & Clinton Ave.	Parkersburg	11x22D	Yes	11,380
55	R5101	US 60 E Barboursville @ C/L	Huntington	10.6 x 22.9	No	51,486
56	R5154	1456 3rd Avenue, Huntington	Huntington	10.6 x 22.9	Yes	98,923
57	R5158	300 4th Avenue Huntington	Huntington	10.6 x 22.9	Yes	32,835
58	R5445	WV 2 at 5271 A Ohio River Rd	Huntington	10.6 x 22.9	No	27,237
59	R51519	8th Avenue & 14th Street	Huntington	10.6 x 22.9	No	28,118
60	R5399	Rt 86 Country Corner Stodge	Danville	10.6 x 22.8	Yes	19,109
61	R52710	SR 3 Hamlin WV	Hamlin	10.6 x 22.9	No	9,704
62	R5265	733 7th Avenue, Huntington	Huntington	10.6 x 22.9	Yes	46,628
63	R5196	.5 mile from Jct rt 3 & 214	Yawkey	10.6 x 22.9	Yes	13,031
64	R51109	Rt 60, 1.3 W of Cabell Midland High School	Milton	10.6 x 22.9	Yes	45,745
65	R52111	RT. 37 (.3 MILE W/O US 52)	FORT GAY	10.6 x 22.8	Yes	29,330
66	R7022	Rt. 60 - 547 THIRTY-FIRST STREET	Huntington	11x22D	Yes	44,912
67	R7031	825 Hal Greer Blvd	Huntington	10x36D	Yes	39,287
68	LA35106	S/S RT 45, 1.4 MI E/O MARTINSBURG	Martinsburg	10.6 x 22.9	Yes	30,636
69	LA35182	RT 9, .5 MI E/O RT 81	Martinsburg	10.6 x 22.9	No	52,963
70	LH1122	Rt 3 w/o Hamlin	Hamlin	10.6x22.9	No	13,429
71	LH1194	US60 & 8th St	Kenova	10.6 x 22.9	Yes	32,599
72	LH1498	16th St W @ RR	Huntington	10.5 x 22.8	Yes	48,540
73	LH1519	Rt 75 @ Kenova	Kenova	10.5 x 22.8	Yes	23,899
74	LH1623	Rt 152 Behind Lube Time	Lavalette	10.6 x 22.9	No	30,123
75	LH2012	2455 3rd Ave @ Justice Glass	Huntington	10.6 x 22.9	Yes	103,423
76	LH4091	Rt 119 2mi n/o Elkview	Elkview	10.6 x 22.9	No	19,518
77	LH4280	Rt 2, 33mi N/o Ravenswood	Ravenswood	10.6 x 22.9	No	28,769
78	LH4571	Rt 33 1mi W/O Spencer	Spencer	10.6 x 22.9	No	19,293
79	LH5054	Rt 56, .5 mi E/O Ravenswood	Ravenswood	10.6 x 22.9	No	50,609
80	LH6090	I-64 & 2319 Fairlawn Ave	Dunbar	10.6 x 22.9	Yes	153,193
81	LBR1191	US 250 1114 Farimont Ave @ 12th St	Fairmont	10.6 x 22.9	Yes	71,714
82	LBR2015	US33 W @ H&R Block	Weston	10.6 x 22.9	No	30,794
83	LBR101	Rt 279 .1mi E/O Benedum Dr	Bridgeport	10.6 x 22.9	No	26,330
84	LW1372	Jefferson & RR	Moundsville	10.6 x 22.9	Yes	43,975

85	LW3032	US40 & Bella Via	Wheeling	10.6 x 22.9	No	24,282
86	LW80462	WV2 .05mi S/O Chester	Chester	10.6 x 22.9	No	23,751
87	LBL94	Rt 460 w/o Oakvale	Princeton	10.6 x 22.9	Yes	64,369
88	LBL4030	US RT 52 @ Big Four (Pennington's)	Welch	10.6 x 22.9	No	16,115
89	LBL188	N/S Fayette Opp Barber Ave #1		10.6 x 22.9	No	18,941
90	LBL921	I-77 s/o Ghent Toll Booth	Ghent	10.6 x 22.9	Yes	94,318
91	LBL236	W/S RC Byrd Dr S/O Oakwood Ave #1	Beckley	10.6 x 22.9	No	41,813
92	LBL408	US 460 W/O Rt 52 & 290	Bluefield	10.6 x 22.9	Yes	56,543
<i>Total Impressions</i>						3,298,224
<i>Space Total</i> \$ 49,007.94						
<i>Production Total</i> \$ 7,075.00						
<i>Client Total</i> \$ 56,082.94						

Impaired Driving-Holidays 2017

PO# DMV180186

Total

Media Buy/TV Station Contracts	\$ 167,500.00
National Cinemedia (NCM)	\$ 27,000.00
Digital (Facebook)	\$ 10,000.00
Billboards	\$ 55,500.00
	\$ 260,000.00

Actuals

<i>Media Buy/TV Station Contracts</i>	<i>\$ 167,320.00</i>
<i>National Cinemedia (NCM)</i>	<i>\$ 26,887.00</i>
<i>Digital (Facebook)</i>	<i>\$ 10,000.00</i>
<i>Billboards</i>	<i>\$ 54,024.50</i>
	<i>\$ 258,231.50</i>

**Impaired Driving-Holidays 2017
Television Summary**

Market	Client	
Statewide-OTT	\$ 6,900.00	150,000 Impressions Statewide in OTT content (ads served through internet connection to devices such as Amazon Fire TV, ROKU, AppleTV and apps for cable and broadcast networks)

Males 18-34					
Market	Client	Reach	Frequency	GRPs	Broadcast
Beckley/Bluefield	\$ 28,110.00	52.4	6.4	336.5	195
Charleston/Huntington	\$ 44,375.00	41.4	3.1	121.3	128
Clarksburg	\$ 30,535.00	56.6	6.3	356.7	234
Hagerstown	\$ 8,350.00			12.6	80
Parkersburg	\$ 23,055.00	28.9	4.8	136.9	109
Wheeling	\$ 25,995.00	60.5	4	242.9	163
	\$ 167,320.00	47.96	4.92	1206.9	909



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Bluefield WV-VA

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	HH RTG	Dur	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
									11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31				
EVNS-TV	M-F	EN	6:00p- 6:30p	2 BROKE GIRLS	0.7	1.6	1.0	30	2	2	2	2	2	2	12	\$30.00	\$42.86	
EVNS-TV	M-F	PA	7:00p- 7:30p	BIG BNG THEORY	3.4	3.2	2.8	30	2	3	2	3	2	3	15	\$60.00	\$17.65	
EVNS-TV	M-F	PA	7:30p- 8:00p	BG BNG THRY B<	4.8	3.2	3.9	30	3	2	3	2	3	2	15	\$60.00	\$12.50	
EVNS-TV	M-F	PT	10:00p-10:30p	FOX59 NW @ 10P<	1.3	2.7	3.5	30	2	2	2	2	2	2	12	\$75.00	\$57.69	
EVNS-TV	M	PT	8:00p-10:00p	Showtime @ The Apollo	4.4	1.7	1.5	30	0	0	1	0	0	0	1	\$125.00	\$28.41	
EVNS-TV	Th	PT	8:00p- 9:00p	Taraji's White Hot Holiday	2.4	2.2	3.1	30	0	0	1	0	0	0	1	\$125.00	\$52.08	
EVNS-TV	F	PT	8:00p- 9:00p	Taraji's White Hot Holiday	0.8	1.9	0.4	30	0	0	0	0	1	0	1	\$125.00	\$156.25	
EVNS-TV	Su	PT	7:00p- 7:30p	BOB'S-ENC-FOX	0.0	1.5	0.0	30	0	1	0	1	0	1	3	\$100.00	\$0.00	
EVNS-TV	Su	PT	7:30p- 8:00p	BOB-SU730P-FOX	0.2	1.5	0.1	30	1	0	1	0	1	0	3	\$75.00	\$375.00	
EVNS-TV	Su	PT	8:00p- 8:30p	SIMPSN ENC-FOX	1.1	2.8	1.6	30	1	0	1	0	1	0	3	\$100.00	\$90.91	
EVNS-TV	Su	PT	9:00p- 9:30p	AMRCN GRIT-FOX	1.6	1.9	1.3	30	1	0	1	0	1	0	3	\$100.00	\$62.50	
EVNS-TV	Su	PT	9:30p-10:00p	AMRCN GRIT-FOX	1.7	1.4	1.3	30	0	1	0	1	0	1	3	\$75.00	\$44.12	
EVNS-TV	Th	DT	1:00p- 4:00p	NFL: Minn/Det	1.1	0.1	0.8	30	1	0	0	0	0	0	1	\$350.00	\$318.18	
EVNS-TV	Su	WK	1:00p- 4:30p	NFL: Car/NYJ	1.2	0.3	0.5	30	1	0	0	0	0	0	1	\$300.00	\$250.00	
EVNS-TV	Su	WK	1:00p- 4:30p	NFL: Car/NO	1.2	0.3	0.5	30	0	1	0	0	0	0	1	\$300.00	\$250.00	
EVNS-TV	Su	WK	1:00p- 4:30p	NFL: Chic/Cincy	1.2	0.3	0.5	30	0	0	1	0	0	0	1	\$300.00	\$250.00	
EVNS-TV	Su	WK	1:00p- 4:30p	NFL: Ariz/Wash	1.2	0.3	0.5	30	0	0	0	1	0	0	1	\$300.00	\$250.00	
EVNS-TV	Su	WK	1:00p- 4:30p	NFL: TB/Car	1.2	0.3	0.5	30	0	0	0	0	1	0	1	\$300.00	\$250.00	
EVNS-TV	Su	WK	1:00p- 4:30p	NFL: Wash/NYG	1.2	0.3	0.5	30	0	0	0	0	0	1	1	\$300.00	\$250.00	
EVNS-TV	Su	RT	4:30p- 7:30p	NFL: NYG/Oak	1.1	0.0	0.6	30	0	1	0	0	0	0	1	\$300.00	\$272.73	
EVNS-TV	Su	RT	4:30p- 7:30p	NFL: Dall/NYG	1.1	0.0	0.6	30	0	0	1	0	0	0	1	\$300.00	\$272.73	
EVNS-TV	Su	RT	4:30p- 7:30p	NFL: Sea/Dall	1.1	0.0	0.6	30	0	0	0	0	1	0	1	\$300.00	\$272.73	
EVNS-TV	Su	RT	4:30p- 7:30p	NFL: Ariz/Sea	1.1	0.0	0.6	30	0	0	0	0	0	1	1	\$300.00	\$272.73	
Station Total:					181.1	182.6	178.6								83	\$8,135.00		
WVNS-TV	M-F	EN	6:00p- 6:30p	59 NEWS @ 6P	2.6	5.5	9.2	30	3	3	3	3	3	3	18	\$125.00	\$48.08	
WVNS-TV	Th	DT	1:00p- 4:00p	NFL: LA Chargers/Dallas	1.7	0.4	1.7	30	1	0	0	0	0	0	1	\$400.00	\$235.29	
WVNS-TV	Su	WK	1:00p- 4:30p	NFL: Clev/Cincy	1.6	0.0	0.8	30	1	0	0	0	0	0	1	\$300.00	\$187.50	
WVNS-TV	Su	WK	1:00p- 4:30p	NFL: Hou/Tenn	1.6	0.0	0.8	30	0	1	0	0	0	0	1	\$300.00	\$187.50	
WVNS-TV	Su	WK	1:00p- 4:30p	NFL: Minn/Cart	1.6	0.0	0.8	30	0	0	1	0	0	0	1	\$300.00	\$187.50	
WVNS-TV	Su	WK	1:00p- 4:30p	NFL: Cincy/Minn	1.6	0.0	0.8	30	0	0	0	1	0	0	1	\$300.00	\$187.50	



Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Bluefield WV-VA

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Men 18-34 RTG	Adults 25-54 RTG	HH RTG	Dur	11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
WVNS-TV	Su	WK	1:00p- 4:30p	NFL: Dan/Wash	1.6	0.0	0.8	30	0	0	0	0	1	0	1	\$300.00	\$187.50
WVNS-TV	Su	WK	1:00p- 4:30p	NFL: Clev/Pitt	1.6	0.0	0.8	30	0	0	0	0	0	1	1	\$300.00	\$187.50
WVNS-TV	Su	RT	4:30p- 7:30p	NFL: NE/Pitt	1.6	0.4	4.3	30	0	0	0	1	0	0	1	\$300.00	\$187.50
WVNS-TV	Su	RT	4:30p- 7:30p	NFL: NE/Pitt	1.6	0.4	4.3	30	1	0	0	0	0	0	1	\$300.00	\$187.50
WVNS-TV	Su	RT	4:30p- 7:30p	NFL: Oak/LA Chargers	1.6	0.4	4.3	30	0	0	0	0	0	1	1	\$300.00	\$187.50
WVNS-TV	M-F	DT	12:00p-12:30p	59 NEWS @ 12P	0.7	3.0	5.5	30	3	0	0	0	0	3	6	\$45.00	\$64.29
WVNS-TV	M	PT	10:00p-11:00p	VS Fashion Show	1.8	2.6	3.0	30	0	0	1	0	0	0	1	\$225.00	\$125.00
Station Total:					68.9	121.2	221.0								35	\$5,845.00	
WVVA-TV	M-F	EN	6:00p- 6:30p	WVVA NEWS @ 6	1.5	6.9	16.9	30	3	2	3	2	3	2	15	\$325.00	\$216.67
WVVA-TV	M-F	DT	12:00p-12:30p	WVVA NEWS@NOON	0.4	2.9	8.0	30	3	0	0	0	0	3	6	\$55.00	\$137.50
WVVA-TV	M	RT	4:30p- 7:30p	NFL: THURSDAY NIGHT FOOTBALL - WEEK 16	2.5	8.1	28.9	30	0	0	0	0	0	1	1	\$750.00	\$300.00
WVVA-TV	Th	RT	7:30p- 8:15p	FOOTBALL NIGHT IN AMERICA	4.1	4.1	6.1	30	0	1	1	1	0	0	3	\$200.00	\$48.78
WVVA-TV	Th	RT	8:15p-11:30p	NFL: THURSDAY NIGHT FOOTBALL - WEEK 14	0.0	4.8	6.3	30	0	0	1	0	0	0	1	\$525.00	\$0.00
WVVA-TV	Th	RT	8:18p-11:30p	NFL: THURSDAY NIGHT FOOTBALL - WEEK 13	3.5	4.8	6.3	30	0	1	0	0	0	0	1	\$525.00	\$150.00
WVVA-TV	Th	RT	8:18p-11:30p	NFL: THURSDAY NIGHT FOOTBALL - WEEK 15	3.5	4.8	6.3	30	0	0	0	1	0	0	1	\$525.00	\$150.00
WVVA-TV	Th	RT	8:30p-11:30p	NFL: THURSDAY NIGHT FOOTBALL - WEEK 12	3.4	4.7	7.2	30	1	0	0	0	0	0	1	\$750.00	\$220.59
WVVA-TV	Sa	RT	7:00p- 8:15p	FOOTBALL NIGHT IN AMERICA	4.1	0.8	1.8	30	0	0	0	0	1	0	1	\$200.00	\$48.78
WVVA-TV	Sa	RT	8:15p-11:30p	NFL: SUNDAY NIGHT FOOTBALL - WEEK 16	4.7	1.1	1.9	30	0	0	0	0	1	0	1	\$525.00	\$111.70
WVVA-TV	Sa	LF	11:30p- 1:00a	SAT NITE LIVE<	0.9	2.1	3.0	30	1	1	1	1	1	1	6	\$55.00	\$61.11



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
- ADVERTISING - PUBLIC RELATIONS - WEBSITE

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Bluefield WV-VA

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP	
					Men 18-34 RTG	Adults 25-54 RTG	HH RTG	Dur	11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31				
WVVA-TV	Su	RT	8:15p-11:30p	NFL: SUNDAY NIGHT FOOTBALL - WEEK 12	1.8	36.8	102.7	30	1	0	0	0	0	0	0	1	\$525.00	\$291.67
WVVA-TV	Su	RT	8:15p-11:30p	NFL: SUNDAY NIGHT FOOTBALL - WEEK 13	1.8	36.8	102.7	30	0	1	0	0	0	0	0	1	\$525.00	\$291.67
WVVA-TV	Su	RT	8:15p-11:30p	NFL: SUNDAY NIGHT FOOTBALL - WEEK 14	1.8	36.8	102.7	30	0	0	1	0	0	0	0	1	\$525.00	\$291.67
WVVA-TV	Su	RT	8:15p-11:30p	NFL: SUNDAY NIGHT FOOTBALL - WEEK 15	1.8	36.8	102.7	30	0	0	0	1	0	0	0	1	\$525.00	\$291.67
WVVA-TV	Su	RT	8:15p-11:30p	NFL: SUNDAY NIGHT FOOTBALL - WEEK 17	1.8	36.8	102.7	30	0	0	0	0	0	1	1	1	\$750.00	\$416.67
Station Total:					73.3	358.9	910.0									42	\$12,785.00	
WOAY-TV	M-F	EF	4:00p- 5:00p	PEOPLE'S COURT	0.6	1.2	1.9	30	2	2	2	2	2	2	2	12	\$25.00	\$41.67
				NOV 16														
WOAY-TV	W	PT	8:00p- 9:00p	AVG. ALL WKS	0.0	4.7	0.1	30	0	0	0	0	0	0	1	1	\$175.00	\$0.00
				NOV 16														
WOAY-TV	M-F	DT	12:00p-12:30p	NWSWATCH-NOON	0.2	0.8	1.9	30	3	0	0	0	0	0	3	6	\$40.00	\$200.00
				NOV 16														
WOAY-TV	M-F	EN	5:00p- 5:30p	NWSWATCH	0.3	1.0	1.0	30	2	2	2	2	2	2	2	12	\$45.00	\$150.00
				NOV 16														
WOAY-TV	M-F	LF	11:35p-12:37a	J KIMMEL-ABC	0.2	1.0	0.6	30	3	0	0	0	0	0	3	6	\$15.00	\$75.00
				NOV 16														
Station Total:					13.2	41.9	49.9									37	\$1,345.00	



Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Bluefield WV-VA

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Men 18-34 RTG	Adults 25-54 RTG	HH RTG	Dur	11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
Spots Per Week									42	27	32	27	29	40	197		
TRPs Per Week									60.0	52.3	61.5	52.8	56.6	53.3	336.5		

SCHEDULE TOTALS

TOTAL SPOTS: 197
TOTAL COST: \$28,110.00
TOTAL Men 18-34 TRPs: 336.5
TOTAL Men 18-34 Reach Pct/Frequency: 52.4%/6.4
TOTAL Adults 25-54 TRPs: 704.6
TOTAL Adults 25-54 Reach Pct/Frequency: 94.2%/7.5
TOTAL HH TRPs: 1,359.5
TOTAL HH Reach Pct/Frequency: 99.0%/13.7

Disclaimer:

Agreed to and Accepted by: _____



THE MANAHAN GROUP
 A DIVISION OF THE MANAHAN COMPANY

Spot Calendar by Station

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Charleston, WV

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
WOWK-TV	M-F	EM	7:00a- 9:00a	VARIOUS	0.3	1.0	30	0	0	0	0	0	0	0	\$25.00	\$83.33
WOWK-TV	M-F	DT	11:00a-12:00p	PRICE-RT 1- CBS/PRICE- RT 2-CBS	1.2	16.9	30	3	0	0	0	0	3	6	\$100.00	\$83.33
WOWK-TV	M-F	EF	4:00p- 5:00p	ELLEN	0.8	1.7	30	3	0	0	0	0	3	6	\$50.00	\$62.50
WOWK-TV	Sa	S	3:30p- 7:00p	College Football- SEC Game TBA	0.6	3.2	30	1	0	0	0	0	0	1	\$75.00	\$125.00
WOWK-TV	F	S	2:30p- 6:00p	College Football- Missouri at Arkansas	0.0	1.1	30	1	0	0	0	0	0	1	\$75.00	\$0.00
WOWK-TV	Sa	S	4:00p- 7:30p	College Football -SEC Championship	0.4	3.2	30	0	1	0	0	0	0	1	\$300.00	\$750.00
WOWK-TV	Sa	S	3:00p- 6:30p	College Football- Army Navy Game	0.8	3.2	30	0	0	1	0	0	0	1	\$75.00	\$93.75
WOWK-TV	F	S	2:00p- 6:00p	College Football- Sun Bowl	3.0	4.0	30	0	0	0	0	0	1	1	\$250.00	\$83.33
WOWK-TV	Su	S	12:00p- 1:00p	Football NFL - NFL Today	1.2	2.1	30	1	1	1	1	1	1	6	\$150.00	\$125.00
WOWK-TV	Th	S	4:30p- 4:31p	Football NFL- LA Chargers at Dallas (Thanksgiving)	0.0	2.1	30	1	0	0	0	0	0	1	\$600.00	\$0.00
WOWK-TV	Su	S	1:00p- 1:01p	Football NFL- Cleveland at Cincinnati	0.0	8.0	30	1	0	0	0	0	0	1	\$600.00	\$0.00
WOWK-TV	Su	S	4:25p- 4:26p	Football NFL- Denver at Oakland (Doubleheader)	0.9	8.9	30	1	0	0	0	0	0	1	\$650.00	\$722.22
WOWK-TV	Su	S	1:00p- 1:01p	Football NFL- New England at Buffalo	0.0	8.0	30	0	1	0	0	0	0	1	\$600.00	\$0.00
WOWK-TV	Su	S	1:00p- 1:01p	Football NFL - Oakland at Kansas City	0.0	8.0	30	0	0	1	0	0	0	1	\$600.00	\$0.00
WOWK-TV	Su	S	1:00p- 1:01p	Football NFL- Cincinnati at Minnesota	0.0	8.0	30	0	0	0	1	0	0	1	\$600.00	\$0.00
WOWK-TV	Su	S	4:25p- 4:26p	Football NFL- New England at Pittsburgh (Doubleheader)	0.9	8.9	30	0	0	0	1	0	0	1	\$650.00	\$722.22
WOWK-TV	Su	S	1:00p- 1:01p	Football NFL Buffalo at New England	0.0	8.0	30	0	0	0	0	1	0	1	\$600.00	\$0.00
WOWK-TV	Su	S	1:00p- 1:01p	Football NFL- Cleveland at Pittsburgh	0.0	8.0	30	0	0	0	0	0	1	1	\$600.00	\$0.00



THE MANAHAN GROUP
TELEVISION • RADIO • DIRECT • MULTIMEDIA

Spot Calendar by Station

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Charleston, WV

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Men 18-34 RTG	Adults 25-54 RTG	Dur	11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31				
WOWK-TV	Su	S	4:25p- 4:26p	Football NFL-Kansas City at Denver (Doubleheader)	0.9	8.9	30	0	0	0	0	0	0	1	1	\$650.00	\$722.22
Station Total:					26.7	215.7									33	\$8,725.00	
WCHS-TV	M-F		DAYTI 10:00a-11:00a	Harry ME	0.6	0.2	30	3	0	0	0	0	0	3	6	\$60.00	\$100.00
WCHS-TV	F		DAYTI 12:00p- 3:30p	ABC College Football: Day After Thanksgiving	0.4	2.9	30	1	0	0	0	0	0	0	1	\$350.00	\$875.00
WCHS-TV	F		DAYTI 3:30p- 7:00p	ABC College Football: Day After Thanksgiving	0.3	1.4	30	1	0	0	0	0	0	0	1	\$350.00	\$1,166.67
WCHS-TV	M-F		EARL 4:00p- 4:30p	JUDGE JUDY FRIN GE	0.4	1.0	30	3	0	0	0	0	0	3	6	\$90.00	\$225.00
WCHS-TV	M-F		ACCE 7:00p- 7:30p	JUDGE JUDY SS	0.6	2.1	30	3	0	0	0	0	0	3	6	\$125.00	\$208.33
WCHS-TV	M		PRIM 8:00p-10:01p	CMA Country Christmas E	3.2	363.7	30	0	1	0	0	0	0	0	1	\$500.00	\$156.25
WCHS-TV	Su		PRIM 9:00p-10:00p	Shark Tank E	2.5	2.7	30	1	0	1	0	1	0	0	3	\$300.00	\$120.00
WCHS-TV	M-F		LATE 11:35p-12:37a	Jimmy Kimmel Live FRIN GE	0.4	0.8	30	2	2	2	2	2	2	2	12	\$70.00	\$175.00
WCHS-TV	Sa		SPOR 12:00p- 3:30p	ABC College Football TS	0.2	0.4	30	1	0	0	0	0	0	0	1	\$250.00	\$1,250.00
WCHS-TV	Sa		SPOR 12:00p- 3:30p	ABC College Football TS	0.2	0.4	30	0	1	0	0	0	0	0	1	\$250.00	\$1,250.00
WCHS-TV	Sa		SPOR 12:00p- 3:30p	Celebration Bowl TS	0.2	2.8	30	0	0	0	1	0	0	0	1	\$350.00	\$1,750.00
WCHS-TV	Sa		SPOR 3:00p- 7:30p	*2017 American Athletic Conference Championship Game TS	0.2	1.4	30	0	1	0	0	0	0	0	1	\$250.00	\$1,250.00
WCHS-TV	Sa		SPOR 3:30p- 7:00p	ABC College Football TS	0.2	1.0	30	1	0	0	0	0	0	0	1	\$250.00	\$1,250.00
WCHS-TV	Sa		SPOR 3:30p- 7:00p	AVG. ALL WKS<	0.2	4.0	30	0	0	0	1	0	0	0	1	\$400.00	\$2,000.00
WCHS-TV	Sa		SPOR 8:00p-11:30p	ABC College Football TS	0.2	2.9	30	1	0	0	0	0	0	0	1	\$350.00	\$1,750.00
WCHS-TV	Sa		SPOR 8:00p-11:30p	2017 Dr. Pepper ACC Football Championship Game TS	0.2	6.2	30	0	1	0	0	0	0	0	1	\$600.00	\$3,000.00
Station Total:					27.4	424.6									44	\$7,290.00	
WSAZ-S2	M		DAYTI 4:30p- 7:30p	NFL Football ME	3.4	9.5	30	0	0	0	0	0	0	1	1	\$1,100.00	\$323.53
Nov-2016LP-Nov-2015LP																	



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
EXPERIENCE • CREATIVITY • RELIABILITY • MULTIMEDIA

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Charleston, WV

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK									Total Spots	STN Gross Cost	CPP
					Men 18-34 RTG	Adults 25-54 RTG	Dur	11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
WSAZ-S2	W	PRIM E	9:00p-11:00p	SNL Christmas	1.2	15.4	30	0	0	0	1	0	0	1	\$350.00	\$291.67
				Nov-2016LP-Nov-2015LP												
WSAZ-S2	W	PRIM E	9:00p-11:00p	SNL THINKSGIVIN G	1.2	15.4	30	1	0	0	0	0	0	1	\$350.00	\$291.67
				Nov-2016LP-Nov-2015LP												
WSAZ-S2	Th	PRIM E	8:20p-11:30p	NFL Football	3.8	9.5	30	1	1	1	1	0	0	4	\$1,100.00	\$289.47
				Nov-2016LP-Nov-2015LP												
WSAZ-S2	Sa	PRIM E	7:00p- 8:20p	Football Night In America	5.6	6.0	30	0	0	0	0	1	0	1	\$550.00	\$98.21
				Nov-2016LP-Nov-2015LP												
WSAZ-S2	Sa	PRIM E	8:20p-11:30p	NFL Football	3.0	9.5	30	0	0	0	0	1	0	1	\$1,100.00	\$366.67
				Nov-2016LP-Nov-2015LP												
WSAZ-S2	Sa	PRIM E	10:00p-11:00p	Saturday Night Live	2.5	2.1	30	1	1	1	1	0	0	4	\$300.00	\$120.00
				Nov-2016LP-Nov-2015LP												
WSAZ-S2	Su	PRIM E	8:20p-11:30p	NBC Sunday Night Football	0.7	9.5	30	1	1	1	1	1	1	6	\$1,100.00	\$1,571.43
				Nov-2016LP-Nov-2015LP												
Station Total:					43.8	159.2								19	\$15,650.00	
WQCW-TV	M-F	Late News	10:00p-11:00p	WSAZ NEWS @ 10	0.5	1.3	30	2	2	2	2	2	2	12	\$130.00	\$260.00
				Nov-2016LP												
WQCW-TV	M-F	LATE FRIN GE	11:00p-11:30p	FAMILY GUY	0.5	0.9	30	0	0	0	0	0	0	0	\$25.00	\$50.00
				Nov-2016LP												
WQCW-TV	Sa	WK	12:00p- 3:00p	ACC: NC State/NC	1.0	0.0	30	2	0	0	0	0	0	2	\$100.00	\$100.00
Station Total:					8.0	15.6								14	\$1,760.00	
WVAH-TV	W	SPOR TS	8:00p- 8:30p	FOX College Football: Foster Farms Bowl Game Pre-Game	2.1	3.0	30	0	0	0	0	0	1	1	\$200.00	\$95.24
WVAH-TV	W	SPOR TS	8:30p-12:00a	FOX College Football: Foster Farms Bowl Game	0.9	4.5	30	0	0	0	0	0	1	1	\$350.00	\$388.89
WVAH-TV	Th	SPOR TS	12:30p- 3:30p	NFL on FOX Thanksgiving Day: Vikings @ Lions	0.4	7.0	30	1	0	0	0	0	0	1	\$750.00	\$1,875.00
WVAH-TV	F	SPOR TS	8:00p-11:30p	FOX Saturday Night College Football: Texas Tech @ Texas	0.6	3.0	30	1	0	0	0	0	0	1	\$300.00	\$500.00
WVAH-TV	F	SPOR TS	9:00p-12:30a	*PAC 12 Championship	0.6	10.2	30	0	1	0	0	0	0	1	\$750.00	\$1,250.00



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
CERTIFIED AD SALES REPRESENTATIVE

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Charleston, WV

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31				
WVAH-TV	Sa	SPOR TS	12:00p- 3:30p	FOX College Football	0.5	11.3	30	1	0	0	0	0	0	1	\$1,000.00	\$2,000.00	
WVAH-TV	Sa	SPOR TS	4:00p- 5:00p	UFC Road to the Octagon	1.3	0.7	30	0	0	1	0	0	0	1	\$200.00	\$153.85	
WVAH-TV	Sa	SPOR TS	4:00p- 7:30p	FOX College Football	0.8	7.0	30	1	0	0	0	0	0	1	\$350.00	\$437.50	
WVAH-TV	Sa	SPOR TS	7:00p- 8:00p	FOX College Football	0.8	7.1	30	0	1	0	0	0	0	1	\$750.00	\$937.50	
WVAH-TV	Sa	SPOR TS	8:00p-10:00p	UFC Fight Night	0.8	3.2	30	0	0	0	1	0	0	1	\$250.00	\$312.50	
WVAH-TV	Sa	SPOR TS	8:00p-10:00p	Premiere Boxing Champions	0.8	2.1	30	0	0	0	0	1	0	1	\$250.00	\$312.50	
WVAH-TV	Sa	SPOR TS	8:00p-11:30p	FOX Saturday Night College Football	0.4	0.8	30	1	0	0	0	0	0	1	\$350.00	\$875.00	
WVAH-TV	Sa	SPOR TS	8:00p-11:30p	FOX College Football: Big 10 Championship	0.4	8.8	30	0	1	0	0	0	0	1	\$1,000.00	\$2,500.00	
WVAH-TV	Su	SPOR TS	1:00p- 4:00p	NFL on FOX: Detroit @ Baltimore	0.2	3.0	30	0	1	0	0	0	0	1	\$450.00	\$2,250.00	
WVAH-TV	Su	SPOR TS	1:00p- 4:00p	NFL on FOX: Packers @ Browns	0.2	3.0	30	0	0	1	0	0	0	1	\$450.00	\$2,250.00	
WVAH-TV	Su	SPOR TS	1:00p- 4:00p	NFL on FOX: Arizona @ Washington	0.2	3.0	30	0	0	0	1	0	0	1	\$450.00	\$2,250.00	
WVAH-TV	Su	SPOR TS	1:00p- 4:00p	NFL on FOX: TBA	0.2	3.0	30	0	0	0	0	1	0	1	\$450.00	\$2,250.00	
WVAH-TV	Su	SPOR TS	4:25p- 7:30p	NFL on FOX: Giants @ Raiders	1.0	7.0	30	0	1	0	0	0	0	1	\$550.00	\$550.00	
WVAH-TV	Su	SPOR TS	4:25p- 7:30p	AVG. ALL WKS<	1.0	7.0	30	0	0	1	0	0	0	1	\$550.00	\$550.00	
WVAH-TV	Su	SPOR TS	4:25p- 7:30p	NFL on FOX: TBA	1.0	7.0	30	0	0	0	0	1	0	1	\$550.00	\$550.00	
WVAH-TV	Su	SPOR TS	4:25p- 7:30p	NFL on FOX: TBA	1.0	7.0	30	0	0	0	0	0	1	1	\$550.00	\$550.00	
Station Total:					15.4	111.7								22	\$10,950.00		



Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Charleston, WV

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
Spots Per Week								42	19	14	15	13	29	132		
TRPs Per Week								32.0	17.2	15.8	13.5	16.8	26.0	121.3		

SCHEDULE TOTALS

TOTAL SPOTS: 132
 TOTAL COST: \$44,375.00
 TOTAL Men 18-34 TRPs: 121.3
 TOTAL Men 18-34 Reach Pct/Frequency: 41.3%/3.0
 TOTAL Adults 25-54 TRPs: 926.8
 TOTAL Adults 25-54 Reach Pct/Frequency: 99.0%/9.4

Disclaimer:

Agreed to and Accepted by: _____



THE MANAHAN GROUP
 TELEVISION • RADIO • MULTIMEDIA

Spot Calendar by Station

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Clarksburg

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31				
EBOY-TV	M-F	EF	5:00p- 6:00p	ELLEN	0.3	1.2	30	2	0	0	0	0	2	4	\$25.00	\$83.33	
EBOY-TV	M-F	EN	6:00p- 6:30p	12 NEWS AT 6P	0.4	1.2	30	2	0	2	0	2	0	6	\$25.00	\$62.50	
EBOY-TV	M-F	LF	11:35p-12:37a	JIMMY KIMMEL LIVE	0.3	1.3	30	2	0	0	0	0	2	4	\$15.00	\$50.00	
EBOY-TV	Su	LF	11:00p-11:30p	BG-THEORY WK B	0.3	0.9	30	1	1	0	0	1	1	4	\$15.00	\$50.00	
EBOY-TV	Sa	WK	12:00p- 3:30p	COLLEGE FOOTBALL	3.0	5.0	30	1	1	1	1	1	1	6	\$150.00	\$50.00	
EBOY-TV	Sa	WK	3:30p- 8:00p	COLLEGE FOOTBALL	1.2	3.6	30	1	1	1	1	1	1	6	\$150.00	\$125.00	
EBOY-TV	Sa	WK	8:00p-11:30p	COLLEGE FOOTBALL	5.0	10.6	30	1	1	1	1	1	1	6	\$350.00	\$70.00	
Station Total:					61.2	136.0								36	\$4,270.00		
WDTV-TV	M-F	Early Fringe	4:00p- 4:30p	JUDGE JUDY	1.2	3.4	30	2	0	2	0	2	0	6	\$55.00	\$45.83	
10-27-2016-11-23-2016																	
WDTV-TV	M-F	Early Fringe	4:30p- 5:00p	JUDGE JUDY B	2.0	4.0	30	2	2	2	2	2	2	12	\$55.00	\$27.50	
10-27-2016-11-23-2016																	
WDTV-TV	M-F	News	6:00p- 6:30p	5 NEWS @ 6	1.5	5.0	30	2	2	2	2	2	2	12	\$135.00	\$90.00	
10-27-2016-11-23-2016																	
Station Total:					49.2	128.4								30	\$2,610.00		
WVFX-TV	M-F	Daytime	12:00p-12:30p	JUDGE JUDY	0.5	0.9	30	3	2	2	2	2	3	14	\$15.00	\$30.00	
10-27-2016-11-23-2016																	
WVFX-TV	M-F	Daytime	12:30p- 1:00p	JUDGE JUDY B	0.4	1.2	30	3	2	2	2	2	3	14	\$15.00	\$37.50	
10-27-2016-11-23-2016																	
WVFX-TV	M-F	News	10:00p-10:30p	FOX 10 NEWS@10<	0.5	2.8	30	3	3	3	3	3	3	18	\$60.00	\$120.00	
10-27-2016-11-23-2016																	
WVFX-TV	Th	Sports	10:30a-11:30a	FOX NFL KICKOFF	0.2	0.8	30	1	0	0	0	0	0	1	\$40.00	\$200.00	
10-27-2016-11-23-2016																	
WVFX-TV	Th	Sports	11:30a-12:30p	FOX NFL SUNDAY	0.3	1.0	30	1	0	0	0	0	0	1	\$80.00	\$266.67	
10-27-2016-11-23-2016																	
WVFX-TV	Th	Sports	12:30p- 4:00p	NFL ON FOX THANKSGIVING	0.2	0.8	30	1	0	0	0	0	0	1	\$350.00	\$1,750.00	
10-27-2016-11-23-2016																	
WVFX-TV	F	Sports	7:30p- 8:00p	FOX COLLEGE FOOTBALL EXTRA	0.5	1.2	30	1	0	0	0	0	0	1	\$100.00	\$200.00	
10-27-2016-11-23-2016																	



THE MANAHAN GROUP

Spot Calendar by Station

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Market/System: Clarksburg

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
WVFX-TV	F	Sports	8:00p-11:30p	TEXAS TECH VS TEXAS	1.2	2.5	30	1	0	0	0	0	0	1	\$225.00	\$187.50
				10-27-2016-11-23-2016												
WVFX-TV	Sa	Sports	11:00a-12:00p	FOX FOOTBALL PRE-GAME	0.6	1.1	30	1	0	0	0	0	0	1	\$100.00	\$166.67
				10-27-2016-11-23-2016												
WVFX-TV	Sa	Sports	12:00p- 3:30p	FOX COLLEGE FOOTBALL	2.6	5.5	30	1	1	1	1	1	1	6	\$60.00	\$23.08
				10-27-2016-11-23-2016												
WVFX-TV	Sa	Sports	3:30p- 4:00p	FOX COLLEGE FOOTBALL	1.7	3.7	30	1	0	0	0	0	0	1	\$100.00	\$58.82
				10-27-2016-11-23-2016												
WVFX-TV	Sa	Sports	4:00p- 5:00p	UFC ROAD TO THE OCTAGON	1.6	3.1	30	0	0	1	0	0	0	1	\$10.00	\$6.25
				10-27-2016-11-23-2016												
WVFX-TV	Sa	Sports	4:00p- 7:30p	FOX COLLEGE FOOTBALL	1.2	2.7	30	0	0	1	1	1	1	4	\$100.00	\$83.33
				10-27-2016-11-23-2016												
WVFX-TV	Sa	Sports	7:00p- 8:00p	FOX COLLEGE FOOTBALL	0.6	2.3	30	0	1	0	0	0	0	1	\$100.00	\$166.67
				10-27-2016-11-23-2016												
WVFX-TV	Sa	Sports	7:30p- 8:00p	FOX COLLEGE FOOTBALL	1.2	2.8	30	1	0	0	0	0	0	1	\$100.00	\$83.33
				10-27-2016-11-23-2016												
WVFX-TV	Sa	Sports	8:00p-10:00p	UFC FIGHT NIGHT	1.5	3.6	30	0	0	0	1	0	0	1	\$150.00	\$100.00
				10-27-2016-11-23-2016												
WVFX-TV	Sa	Sports	8:00p-11:30p	FOX BIG 10 CHAMPIONS HIP	1.4	3.5	30	0	1	0	0	0	0	1	\$250.00	\$178.57
				10-27-2016-11-23-2016												
WVFX-TV	Sa	Sports	8:00p-11:30p	FOX COLLEGE FOOTBALL	1.4	3.5	30	1	0	1	1	1	1	5	\$225.00	\$160.71
				10-27-2016-11-23-2016												
WVFX-TV	Su	Sports	11:00a-12:00p	FOX NFL FOX KICKOFF	0.8	1.9	30	1	1	1	1	1	1	6	\$40.00	\$50.00
				10-27-2016-11-23-2016												
WVFX-TV	Su	Sports	12:00p- 1:00p	FOX NFL SUNDAY	2.0	3.1	30	1	1	1	1	1	1	6	\$80.00	\$40.00
				10-27-2016-11-23-2016												
WVFX-TV	Su	Sports	1:00p- 4:00p	NFL ON FOX	2.8	4.9	30	0	1	0	0	0	0	1	\$125.00	\$44.64
				10-27-2016-11-23-2016												



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Clarksburg

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
WVFX-TV	Su	Sports	1:00p- 4:00p	NFL ON FOX 10-27-2016-11-23-2016	2.8	4.9	30	0	0	1	0	0	0	1	\$125.00	\$44.64
WVFX-TV	Su	Sports	1:00p- 4:00p	NFL ON FOX 10-27-2016-11-23-2016	2.8	4.9	30	0	0	0	0	1	0	1	\$125.00	\$44.64
WVFX-TV	Su	Sports	1:00p- 4:00p	NFL ON FOX 10-27-2016-11-23-2016	2.8	4.9	30	0	0	0	0	0	1	1	\$125.00	\$44.64
WVFX-TV	Su	Sports	1:00p- 4:30p	NFL ON FOX 10-27-2016-11-23-2016	3.2	5.1	30	1	0	0	0	0	0	1	\$125.00	\$39.06
WVFX-TV	Su	Sports	1:00p- 4:30p	NFL ON FOX 10-27-2016-11-23-2016	3.2	5.1	30	0	0	0	1	0	0	1	\$125.00	\$39.06
WVFX-TV	Su	Sports	4:00p- 7:30p	NFL ON FOX 10-27-2016-11-23-2016	4.1	96.7	30	0	1	0	0	0	0	1	\$250.00	\$60.98
WVFX-TV	Su	Sports	4:00p- 7:30p	NFL ON FOX 10-27-2016-11-23-2016	4.1	96.7	30	0	0	1	0	0	0	1	\$250.00	\$60.98
WVFX-TV	Su	Sports	4:00p- 7:30p	NFL ON FOX 10-27-2016-11-23-2016	4.1	96.7	30	0	0	0	0	1	0	1	\$250.00	\$60.98
WVFX-TV	Su	Sports	4:00p- 7:30p	NFL ON FOX 10-27-2016-11-23-2016	4.1	96.7	30	0	0	0	0	0	1	1	\$250.00	\$60.98
WVFX-TV	Su	Sports	4:30p- 5:30p	HERD FOR THE HOLIDAY 10-27-2016-11-23-2016	2.0	8.3	30	0	0	0	1	0	0	1	\$20.00	\$10.00
WVFX-TV	Su	Prime	7:30p- 8:00p	BOB-SU730P- FOX 10-27-2016-11-23-2016	4.6	7.8	30	1	0	0	0	0	0	1	\$150.00	\$32.61
WVFX-TV	Su	Prime	8:00p- 8:30p	SIMPSN ENC- FOX 10-27-2016-11-23-2016	1.4	5.6	30	1	0	1	0	1	0	3	\$175.00	\$125.00
WVFX-TV	Su	Prime	8:30p- 9:00p	GHOSTED 10-27-2016-11-23-2016	0.7	4.6	30	0	1	0	1	0	1	3	\$150.00	\$214.29
WVFX-TV	Su	Prime	9:00p- 9:30p	AMRCN GRIT- FOX 10-27-2016-11-23-2016	0.0	4.2	30	1	0	1	0	1	0	3	\$150.00	\$0.00
WVFX-TV	Su	Prime	9:30p-10:00p	AMRCN GRIT- FOX 10-27-2016-11-23-2016	0.0	3.7	30	0	1	0	1	0	1	3	\$150.00	\$0.00
Station Total:					123.7	684.5								109	\$9,505.00	
WBOY-TV	M-F	EM	6:00a- 7:00a	12 NEWS @ 6A	1.0	7.5	30	0	2	2	2	2	0	8	\$125.00	\$125.00
WBOY-TV	M-F	DT	12:00p-12:30p	12 NEWS AT 12	2.0	6.3	30	3	0	0	0	0	3	6	\$75.00	\$37.50
WBOY-TV	M-F	EN	6:00p- 6:30p	12 NEWS AT 6	3.9	10.4	30	3	2	2	2	2	3	14	\$250.00	\$64.10
WBOY-TV	Su	EN	6:00p- 6:30p	AVG. ALL WKS	2.2	8.8	30	1	1	1	1	1	1	6	\$50.00	\$22.73



THE MANAHAN GROUP
GENERATING FOCUS FOR YOUR BUSINESS

Spot Calendar by Station

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Clarksburg

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
WBOY-TV	Su	PT	7:00p- 8:20p	FOOTBALL NIGHT IN AMERICA	2.2	4.3	30	1	1	0	0	1	1	4	\$200.00	\$90.91
WBOY-TV	Su	PT	8:20p-11:30p	NFL SUNDAY NIGHT FOOTBALL	3.5	21.5	30	1	1	0	0	1	1	4	\$700.00	\$200.00
WBOY-TV	Th	PT	7:30p-11:30p	NFL THURSDAY NIGHT FOOTBALL	2.4	10.1	30	1	1	1	1	1	0	5	\$700.00	\$291.67
WBOY-TV	Sa	WK	9:00a-10:00a	AVG. ALL WKS	0.0	3.4	30	1	1	1	1	1	1	6	\$150.00	\$0.00
WBOY-TV	Sa	WK	10:00a-11:00a	AVG. ALL WKS	0.0	2.9	30	1	1	1	1	1	1	6	\$150.00	\$0.00
Station Total:					122.6	487.7								59	\$14,150.00	
Spots Per Week								53	34	36	32	38	41	234		
TRPs Per Week								75.0	54.9	55.0	49.3	59.4	63.1	356.7		

SCHEDULE TOTALS

TOTAL SPOTS: 234
 TOTAL COST: \$30,535.00
 TOTAL Men 18-34 TRPs: 356.7
 TOTAL Men 18-34 Reach Pct/Frequency: 56.6%/6.3
 TOTAL Adults 25-54 TRPs: 1,436.6
 TOTAL Adults 25-54 Reach Pct/Frequency: 99.0%/14.5

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Washington, DC

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Sep17 SHR) DMA Custom Live+7
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Dur	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
							11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31				
WDVM-TV	Sa	RT	11:00a-12:00p	WVU Coaches Show	0.2	30	1	1	1	1	1	1	6	\$90.00	\$450.00	
WDVM-TV	Sa	WK	12:00p- 3:00p	ACC Game of the Week	0.3	30	1	1	1	1	1	1	6	\$125.00	\$416.67	
WDVM-TV	Su	LN	11:00p-11:30p	WDVM Sports Connection	0.1	30	1	1	1	1	1	1	6	\$60.00	\$600.00	
WDVM-TV	M-F	EM	6:00a- 7:00a	WHAG News @ 6a	0.3	30	2	3	3	3	3	2	16	\$200.00	\$666.67	
WDVM-TV	M-F	DT	12:00p- 1:00p	WHAG Noon News	0.1	30	3	2	2	2	2	3	14	\$50.00	\$500.00	
WDVM-TV	M-F	EN	5:30p- 6:00p	WHAG News @ 5:30	0.2	30	3	2	2	2	2	3	14	\$200.00	\$1,000.00	
Station Total:					12.6								62	\$8,350.00		
Spots Per Week								11	10	10	10	10	11	62		
TRPs Per Week								2.1	2.1	2.1	2.1	2.1	2.1	12.6		

SCHEDULE TOTALS

TOTAL SPOTS: 62
 TOTAL COST: \$8,350.00
 TOTAL Men 18-34 TRPs: 12.6
 TOTAL Men 18-34 Reach Pct/Frequency: 2.7%/4.6

Disclaimer:

Agreed to and Accepted by: _____



THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

Spot Calendar by Station

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Parkersburg-Marietta

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
WTAP-TV	M-F	EM	6:00a- 7:00a	DAYBREAK 6:00/DAYBRE AK 6:30 May-2017LP-Nov-2016LP	0.6	8.6	30	2	3	3	3	3	2	16	\$150.00	\$250.00
WTAP-TV	M-F	DT	12:00p-12:30p	WTAP NEWS- NOON May-2017LP-Nov-2016LP	0.3	3.1	30	3	2	2	2	2	3	14	\$125.00	\$416.67
WTAP-TV	M-F	EN	6:00p- 6:30p	WTAP NEWS AT 6< May-2017LP-Nov-2016LP	3.6	12.5	30	3	0	0	0	0	3	6	\$480.00	\$133.33
WTAP-TV	M-F	LF	11:35p-12:35a	TONIGHT SHOW May-2017LP-Nov-2016LP	0.5	2.1	30	2	2	2	2	2	2	12	\$110.00	\$220.00
WTAP-TV	M	RT	8:30p-11:30p	STEELERS @ TEXANS May-2017LP-Nov-2016LP	2.3	3.7	30	0	0	0	0	0	1	1	\$575.00	\$250.00
WTAP-TV	Th	RT	8:00p-11:30p	THURSDAY NIGHT FOOTBALL May-2017LP-Nov-2016LP	3.2	9.5	30	1	1	1	1	0	0	4	\$575.00	\$179.69
WTAP-TV	Sa	PT	10:00p-11:00p	SATURDAY NIGHT LIVE VINTAGE May-2017LP-Nov-2016LP	2.8	0.6	30	1	1	1	1	1	1	6	\$370.00	\$132.14
WTAP-TV	Su	PT	7:00p- 8:15p	FOOTBALL NIGHT IN AMERICA May-2017LP-Nov-2016LP	3.1	1.8	30	1	1	1	1	1	1	6	\$425.00	\$137.10
WTAP-TV	Su	RT	8:15p-11:30p	SUNDAY NIGHT FOOTBALL May-2017LP-Nov-2016LP	2.2	3.3	30	1	1	1	1	1	1	6	\$575.00	\$261.36
Station Total:					105.1	357.1								71	\$19,445.00	
WOVA-TV	M-F	DT	3:00p- 4:00p	JUDGE JUDY/JUDGE JUDY B May-2017LP-Nov-2016LP	0.2	1.0	30	3	2	2	2	2	3	14	\$10.00	\$50.00
WOVA-TV	M-F	PT	10:00p-10:30p	FOX NW PRKRBRG< May-2017LP-Nov-2016LP	1.3	0.9	30	3	2	2	2	2	3	14	\$200.00	\$153.85
WOVA-TV	Su	PT	7:00p- 8:00p	BOB'S-ENC- FOX/BOB- SU730P-FOX May-2017LP-Nov-2016LP	0.0	1.3	30	1	1	1	1	0	0	4	\$85.00	\$0.00
WOVA-TV	Su	PT	9:00p-10:00p	FAMILY GUY/LAST MAN ON EARTH May-2017LP-Nov-2016LP	1.8	2.4	30	1	1	1	1	1	1	6	\$55.00	\$30.56
Station Total:					31.8	46.2								38	\$3,610.00	



Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Parkersburg-Marietta

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP		
					Men 18-34 RTG	Adults 25-54 RTG	Dur	11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17				12/18 12/24	12/25 12/31
Spots Per Week								22	17	17	17	15	21		109	
TRPs Per Week								31.5	19.5	19.5	19.5	16.3	30.6		136.9	

SCHEDULE TOTALS

TOTAL SPOTS: 109
 TOTAL COST: \$23,055.00
 TOTAL Men 18-34 TRPs: 136.9
 TOTAL Men 18-34 Reach Pct/Frequency: 28.9%/4.8
 TOTAL Adults 25-54 TRPs: 403.3
 TOTAL Adults 25-54 Reach Pct/Frequency: 54.0%/7.5

Disclaimer:

Agreed to and Accepted by: _____



THE MANAHAN GROUP
 AGENCY • PUBLIC RELATIONS • ADVERTISING

Spot Calendar by Station

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Wheeling

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
GTRF-TV	M-F	EM	7:00a- 9:00a	GD MRN AMR-ABC<	0.3	0.7	30	3	2	2	2	2	3	14	\$15.00	\$50.00
GTRF-TV	M-F	PA	7:00p- 8:00p	BIG BNG THEORY/BG BNG THRY B	1.4	2.2	30	3	3	3	3	3	3	18	\$25.00	\$17.86
GTRF-TV	M	PT	8:00p-10:00p	CMA COUNTRY CHRISTMAS	2.3	2.7	30	0	1	0	0	0	0	1	\$175.00	\$76.09
GTRF-TV	F	PT	9:00p-10:00p	MARVEL'S INHUMANS	2.7	1.6	30	1	0	1	1	0	1	4	\$125.00	\$46.30
GTRF-TV	F	PT	10:00p-11:00p	20/20	3.1	1.3	30	0	1	0	0	1	0	2	\$100.00	\$32.26
Station Total:					48.7	61.1								39	\$1,535.00	
WTRF-TV	Tu	PT	10:00p-11:00p	VICTORIA SECRET FASHION SHOW	2.3	12.1	30	0	1	0	0	0	0	1	\$250.00	\$108.70
WTRF-TV	W	PT	10:00p-11:00p	BRUNO MARS - 24K Magic Live at the Appollo	2.5	4.6	30	0	1	0	0	0	0	1	\$300.00	\$120.00
WTRF-TV	Th	PT	8:00p- 9:00p	BIG BANG THEORY / YOUNG SHELDON	2.6	8.4	30	0	1	1	1	1	0	4	\$500.00	\$192.31
Station Total:					15.2	50.3								6	\$2,550.00	
WTOV-TV	Sa	RT	9:00a-10:00a	AVG. ALL WKS	0.7	3.1	30	0	1	1	1	1	0	4	\$40.00	\$57.14
WTOV-TV	M-F	DT	12:00p-12:30p	NWS 9 MIDDAY	0.6	3.8	30	3	0	0	0	0	3	6	\$80.00	\$133.33
WTOV-TV	M-F	EN	6:00p- 6:30p	NEWS 9 AT SIX<	2.3	10.9	30	3	2	2	2	2	3	14	\$300.00	\$130.43
WTOV-TV	Sa	PT	10:00p-11:00p	SATURDAY NIGHT LI	1.5	0.8	30	1	1	1	1	1	1	6	\$100.00	\$66.67
WTOV-TV	M-F	LF	11:35p-12:35a	TONIGHT SHOW-FALL	0.7	2.6	30	3	2	2	2	2	3	14	\$75.00	\$107.14
WTOV-TV	Sa	LF	11:30p- 1:00a	SAT NITE LIVE<	1.3	34.0	30	1	1	1	1	1	1	6	\$80.00	\$61.54
WTOV-TV	M-F	LN	11:00p-11:35p	NEWS 9 TONIGHT<	1.0	6.3	30	3	2	2	2	2	3	14	\$300.00	\$300.00
WTOV-TV	M	EF	4:00p- 4:30p	NFL: FOOTBALL NIG	1.6	1.6	30	0	0	0	0	0	1	1	\$150.00	\$93.75



THE MANAHAN GROUP
ACCEPTING • FORTI ASSOCIATES • WASHINGTON

Spot Calendar by Station

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Wheeling

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31				
WTOV-TV	M	RT	4:30p- 7:30p	NFL: STEELERS @ T	12.0	238.4	30	0	0	0	0	0	1	1	\$1,500.00	\$125.00	
WTOV-TV	Th	RT	7:30p- 8:20p	NFL: FOOTBALL NIG	2.0	46.8	30	0	1	1	1	0	0	3	\$200.00	\$100.00	
WTOV-TV	Th	RT	8:20p-11:30p	NFL: REDSKINS @ C	2.0	6.0	30	0	1	0	0	0	0	1	\$300.00	\$150.00	
WTOV-TV	Th	RT	8:20p-11:30p	NFL: SAINTS @ FAL	2.0	6.0	30	0	0	1	0	0	0	1	\$300.00	\$150.00	
WTOV-TV	Th	RT	8:20p-11:30p	NFL: BRONCOS @ CO	2.0	6.0	30	0	0	0	1	0	0	1	\$300.00	\$150.00	
WTOV-TV	Th	RT	8:30p-11:30p	NFL: GIANTS @ RED	2.5	6.3	30	1	0	0	0	0	0	1	\$400.00	\$160.00	
WTOV-TV	Sa	RT	4:00p- 6:00p	NBC SPORTS SPECIA	1.3	2.1	30	0	0	0	0	1	0	1	\$50.00	\$38.46	
WTOV-TV	Sa	RT	4:30p- 6:00p	ACTION SPORTS: DE	1.4	2.1	30	0	0	0	0	0	1	1	\$50.00	\$35.71	
WTOV-TV	Sa	EN	5:00p- 6:00p	WINTER SPORTS: US	1.6	2.5	30	0	0	1	0	0	0	1	\$50.00	\$31.25	
WTOV-TV	Sa	RT	7:00p- 8:20p	NFL: FOOTBALL NIG	3.5	1.7	30	0	0	0	0	1	0	1	\$150.00	\$42.86	
WTOV-TV	Sa	RT	8:20p-11:30p	NFL: VIKINGS @ PA	2.5	4.5	30	0	0	0	0	1	0	1	\$200.00	\$80.00	
WTOV-TV	Su	PT	7:00p- 8:20p	NFL: FOOTBALL NIG	1.2	4.4	30	1	1	1	1	1	1	6	\$150.00	\$125.00	
WTOV-TV	Su	RT	8:20p-11:30p	NFL: PACKERS @ ST	2.3	23.0	30	1	0	0	0	0	0	1	\$1,500.00	\$652.17	
WTOV-TV	Su	RT	8:20p-11:30p	NFL: EAGLES @ SEA	2.3	6.5	30	0	1	0	0	0	0	1	\$300.00	\$130.43	



Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 11/20/2017 - 12/31/2017
Market/System: Wheeling

Estimate: 20
Survey: Nov17 Proj. (Nov16 HUT, Jul17 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Men 18-34 RTG	Adults 25-54 RTG	Dur	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP
								11/20 11/26	11/27 12/3	12/4 12/10	12/11 12/17	12/18 12/24	12/25 12/31			
WTOV-TV	Su	RT	8:20p-11:30p	NFL: RAVENS @ STE	2.3	23.0	30	0	0	1	0	0	0	1	\$1,500.00	\$652.17
WTOV-TV	Su	RT	8:20p-11:30p	NFL: COWBOYS @ RA	2.3	6.5	30	0	0	0	1	0	0	1	\$300.00	\$130.43
Station Total:					134.0	1024.2								88	\$19,720.00	
ETOV-TV	Su	PT	7:30p- 8:00p	BOB-SU730P-FOX	2.0	3.1	30	1	1	1	1	1	1	6	\$100.00	\$50.00
ETOV-TV	Su	PT	8:00p- 8:30p	SIMPSN ENC-FOX	2.5	2.7	30	1	1	1	1	1	1	6	\$100.00	\$40.00
ETOV-TV	Su	PT	8:30p- 9:00p	GHOSTED-FOX	1.0	1.1	30	1	1	1	1	1	1	6	\$75.00	\$75.00
ETOV-TV	Su	PT	9:00p- 9:30p	FAMILY GUY-FOX	1.0	0.5	30	1	1	1	1	1	1	6	\$40.00	\$40.00
ETOV-TV	Su	PT	9:30p-10:00p	LAST MAN ON EARTH	1.0	0.8	30	1	1	1	1	1	1	6	\$50.00	\$50.00
Station Total:					45.0	49.2								30	\$2,190.00	
Spots Per Week								29	28	26	25	25	30	163		
TRPs Per Week								37.9	44.1	38.2	36.6	38.0	48.1	242.9		

SCHEDULE TOTALS

TOTAL SPOTS: 163
 TOTAL COST: \$25,995.00
 TOTAL Men 18-34 TRPs: 242.9
 TOTAL Men 18-34 Reach Pct/Frequency: 60.5%/4.0
 TOTAL Adults 25-54 TRPs: 1,184.8
 TOTAL Adults 25-54 Reach Pct/Frequency: 99.0%/12.0

Disclaimer:

Agreed to and Accepted by: _____

**Impaired Driving-Holidays 2017
National CineMedia Summary**

<i>Theater</i>	<i>Location</i>	<i># Screens</i>	<i>Impressions</i>	
			<i>On-screen</i>	<i>Client Cost</i>
Martinsburg 10	Martinsburg	10	13,812	\$ 1,518.00
Morgantown Stadium 12	Morgantown	12	23,169	\$ 2,944.00
Huntington Mall	Barboursville	12	33,675	\$ 2,691.00
Nitro Stadium 12	Nitro	12	19,201	\$ 2,691.00
Pullman Square 16	Huntington	16	58,576	\$ 3,519.00
Southridge 12	Charleston	12	62,830	\$ 2,691.00
Summersville 4	Summersville	4	12,238	\$ 1,035.00
Galleria 14	Beckley	14	77,777	\$ 3,105.00
Welch 3	Welch	3	4,717	\$ 828.00
Highland 14	Triadelphia	14	37,339	\$ 2,070.00
Cinemark 10 Bridgeport	Bridgeport	10	28,552	\$ 1,518.00
Grand Central 12	Parkersburg	12	9,235	\$ 2,277.00
		<i>131</i>	<i>381121</i>	<i>\$ 26,887.00</i>

**In Cinema rates were negotiated to 60% of regular prices.*

Total Value \$45,135

**Impaired Driving-Holidays 2017
Billboard Summary-Posting Date 11/27/17**

#	Panel	Location Description	City	State	EOI	Style	Space Cost/4 wks.
1	A0100	RT. 42 WEST OF PETERSBURG IN FIELD (LOC 1)	Petersburg	WV	7,500	Poster	\$517.50
2	A0206	RT. 50 @ ROMNEY AUCTION	Romney	WV	10,598	Poster	\$517.50
3	A0308	RT. 220 NORTH ADJ MARKWOOD CHEVY (LOC 1)	Moorefield	WV	55,854	Poster	\$517.50
4	A5003	US 50 e/o Bridgeport @ Maple Valley Meat Market	Bridgeport	WV	60,322	Poster	\$517.50
5	A0406	RT. 220 LOC 2 NEAR FORD DEALERSHIP	Keyser	WV	28,017	Poster	\$517.50
6	A0533	RT. 7 DELLSLOW @ PIONEER ROCK	Morgantown	WV	72,947	Poster	\$517.50
7	A0602	RT. 522 @ GREEN GATE RD.	Berkley Springs	WV	25,033	Poster	\$517.50
8	A0803	RT. 7 (IN FIELD NEAR ALLSTAR DAIRY MART)	Masontown	WV	8,775	Poster	\$517.50
9	A0570	Rt19N Star City Bridge @ Car Wash	Morgantown	WV	79,486	Digital	\$2,070.00
10	K114	US 119 Near RR #2	Charleston	WV	20,351	Poster	\$517.50
11	K229	Belle, US 60 W/O 84 Lumber Company	Belle	WV	31,422	Poster	\$517.50
12	K301	(1/2 block W Greenbrier) 1621 Washington Street	Charleston	WV	35,971	Poster	\$517.50
13	K331	Court St underpass	Charleston	WV	23,398	Poster	\$517.50
14	K373	611 Washington St W	Charleston	WV	37696	Poster	\$517.50
15	K416	5018 MacCorkle Avenue	Kanawha City	WV	69,399	Poster	\$517.50
16	K464	8100 MacCorkle Ave (350' W of 81st St)	Marmet	WV	22,339	Poster	\$517.50
17	K484	WV 61 @ Cheylan Post Office	Cheylan	WV	15,484	Poster	\$517.50
18	K706	US 60 RR #1 - Left (opposite JMD Mining Products)	St Albans	WV	70,339	Poster	\$517.50
19	K783	150' NW St. Albans Exit	St Albans	WV	42,708	Poster	\$517.50
20	K798	TEAYS VALLEY WV 34 .3 MILE N/O I-64	Teays Valley	WV	72,809	Poster	\$517.50
21	K870	JCT RT. 62/501 (Tyler Mt. Rd)	Cross Lanes	WV	22,746	Poster	\$517.50
22	K864	WV 62 @ STOREALL N/S RT. 62 CROSS LANES	Cross Lanes	WV	22,288	Poster	\$517.50
23	K819	Nitro WV 25 Main & 13th Street	Nitro	WV	32,941	Poster	\$517.50
24	K854	WINFIELD WV 34 400' W/O JCT 817	Winfield	WV	38,317	Poster	\$517.50
25	K900	US 60 2 MI W/O MONTGOMERY BRIDGE	Smithers	WV	14,006	Poster	\$517.50

26	K923	US 60 RR East (quarter mile east of Rainelle)	Rainelle	WV	12,004	Poster	\$517.50
27	K928	US 60 Hill Curve	Caldwell	WV	10,573	Poster	\$517.50
28	K951	WV 85 Pond Fork (Price Hill)	Madison	WV	18,035	Poster	\$517.50
29	K952	WV 85 jct US 119 CORRIDOR G (just off ramp)	Danville	WV	31,731	Poster	\$517.50
30	K961	WV 2 BYPASS NEAR FOODLAND	Pt. Pleasant	WV	19,404	Poster	\$517.50
31	K990	RT. 62 (.1 M W/O I-77 S/S RT. 33)	Ripley	WV	25,991	Poster	\$517.50
32	K5	.45 Mi W of WV 14 Jct	Spencer	WV	18,891	Poster	\$517.50
33	K978	US 60 RR East (quarter mile east of Rainelle)	Rainelle	WV	12,004	Poster	\$517.50
34	K1094	South Charleston I-64 Piggyback Ld Dock	Charleston	WV	237,963	Poster	\$517.50
35	K1149	I-64 (.1 mile e/o exit 53)	Dunbar	WV	211,714	Digital	\$2,990.00
36	P407	Garfield Ave WL .1 Mile S/O 19th St	Parkersburg	WV	82,392	Poster	\$517.50
37	P495	7th St W/O Fairview Ave	Parkersburg	WV	57,914	Poster	\$517.50
38	P466	Emerson Ave .2 MI W/O 27th St	Parkersburg	WV	56,050	Poster	\$517.50
39	P482	WV Rt 2 & Rt 31 Intersection	Parkersburg	WV	31,557	Poster	\$517.50
40	P497	Rt 47 .3 Mile W/O I-77	Parkersburg	WV	28,020	Poster	\$517.50
41	P6001	Camden Ave .5 Mile W/O I-77	Parkersburg	WV	105,398	Poster	\$517.50
42	P653	Blizzard Drive N/O 19th St	Parkersburg	WV	26,586	Poster	\$517.50
43	P699	Divison St .1 Mi S/O Rt 50	Parkersburg	WV	97,196	Poster	\$517.50
44	P4055	Grand Central @ 29th St.	Parkersburg	WV	61,461	Digital	\$1,610.00
45	R7033	825 Hal Greer Blvd	Huntington	WV	39287	Digital	\$1,610.00
46	R51109	Rt 60, 1.3 W of Cabell Midland High School	Milton	WV	45,745	Poster	\$517.50
47	R5103	US 60 Culloden	Culloden	WV	30,300	Poster	\$517.50
48	R5134	Rt 60 Milton C/L	Milton	WV	20,560	Poster	\$517.50
49	R5284	3554 Rt 60 East Barboursville	Barboursville	WV	51,161	Poster	\$517.50
50	R5265	733 7th Avenue, Huntington	Huntington	WV	46,628	Poster	\$517.50
51	R5150	1940 Rear 8th Ave @ 20th St	Huntington	WV	23,762	Poster	\$517.50
52	R5296	.5 mile from Jct rt 3 & 214	Yawkey	WV	15,182	Poster	\$517.50
53	R5275	4502 M US 152 Lavalette	Lavalette	WV	43,004	Poster	\$517.50
54	R52709	Rt 3 Box 3020-A Wayne WV	Wayne	WV	29,237	Poster	\$517.50
55	R5192	St Rt 10 1 M W.Hamlin City Hall	W. Hamlin	WV	10,283	Poster	\$517.50
56	R5121	729 Washington Avenue	Huntington	WV	46,511	Poster	\$517.50
57	R5116	US 60 West Kenova	Kenova	WV	27,101	Poster	\$517.50

58	LBL5	Bland St S/O Jones St (#2)	Bluefield	WV	31,077	Poster	\$431.25
59	LBL171	Rt 52N S/O WELC Radio (Left)	Welch	WV	11,553	Poster	\$431.25
60	LBL266	RC Byrd Drive @ Hemlock St	Beckley	WV	50,088	Poster	\$431.25
61	LBL325	RT 54N N/O River Drive	Mullins	WV	6,734	Poster	\$431.25
62	LBL429	Harper Rd W/O Sunrise Ave (Low Left)	Beckley	WV	41,764	Poster	\$431.25
63	LBL716	Rt 16S S/O Grey Lumber (High)	Crab Orchard	WV	50,358	Poster	\$431.25
64	LBL4571	I-64 .3mi E/O Exit 181	White Sulphur Springs	WV	19,263	Poster	\$431.25
65	LBL513	US RT460 W/O Willowbrook Rd (Low)	Princeton	WV	50,515	Poster	\$431.25
66	LWL184	US 30 E/O WV8 (Low)	Chester	WV	11,562	Poster	\$603.75
67	LWL2752	Jefferson Ave Exit	Moundsville	WV	39,678	Poster	\$603.75
68	LWL3001	US 40 Wheeling Hill	Wheeling	WV	42,135	Poster	\$603.75
69	LWL3381	WV2 1mi S/O WV180	New Martinsville	WV	25,427	Poster	\$603.75
70	LBR1006	US119 S/O Burner (Top)	Philippi	WV	13,123	Poster	\$575.00
71	LBR1124	East Pike @ City Limits	Clarksburg	WV	32,145	Poster	\$575.00
72	LBR1185	US 19 1/4 mi E/O Davis Ridge Rd	Monogah	WV	18,458	Poster	\$575.00
73	LBR1222	WV73 @ City Limits	Fairmont	WV	22,277	Poster	\$575.00
74	LBR1094	Main & Monticello (Low)	Clarksburg	WV	8,984	Poster	\$575.00
75	LBR1517	US33 1/4 mi W/O WBUC Rd (Left)	Buckhannon	WV	30,146	Poster	\$575.00
76	LH4350	Rt25 N Charleston	North Charleston	WV	44,471	Poster	\$345.00
77	LH4091	Rt119 2mi N/O Elkview	Elkview	WV	19,518	Poster	\$345.00
78	LH6050	Rt 25 @ Poca	Poca	WV	23,643	Poster	\$345.00
79	LH5110	Rt 62 1.2 mi N/O Pt. Pleasant	Pt. Pleasant	WV	14,198	Poster	\$345.00
80	LH4370	Scott Depot Rd S/O Poplar Fork (Low)	Teays Valley	WV	22,940	Poster	\$345.00
81	LH1276	4640 Rt 60 East (Low)	Huntington	WV	107,266	Poster	\$345.00
82	LH1486	7th Ave E/O 8th St	Huntington	WV	21,629	Poster	\$345.00
83	LH9000	2146 3rd Ave	Huntington	WV	106,553	Digital	\$920.00
84	LH4101	Rt 21 E/O Call Rd, Tappers Creek	Sissonville	WV	9,787	Poster	\$345.00
85	LH4001	Rt 119 No/ Jct Rt 4	Clendenin	WV	12,125	Poster	\$345.00

Totals

EOI
3,381,808

\$49,047.50 Space
\$4,977.00 Production
\$54,024.50 Total

Digital Media Report
Impaired Driving 2017 11/20-12/31

Dates	Platform	Target Audience	Description	Ad Spend	Impressions	Engagements	Engagement Rate
11/22/2017	Facebook	Persons 16+	Motorcycle in the Mirror	\$ 287.50	14,664	152	1.04%
11/22/2017	Facebook	Persons 16+	Slice of Pie	\$ 230.00	14,912	1,025	6.87%
11/22/2017	Facebook	Persons 16+	Thanksgiving Eve Drunk Drivng	\$ 143.75	10,379	119	1.15%
11/22/2017	Facebook	Persons 16+	1 of 3 Deaths	\$ 115.00	7,285	745	10.23%
11/22/2017	Facebook	Persons 16+	Sobering Facts	\$ 86.25	4,652	69	1.48%
11/22/2017	Twitter	Persons 16+	Thanksgiving Eve Tweets	\$ 51.24	6,498	50	0.77%
11/23/2017	Facebook	Persons 16+	Thanksgiving Day	\$ 86.25	5,600	372	6.64%
12/7-12/10	Facebook	Persons 16+	Checkpoint Spots	\$ 973.76	115,726	59,926	51.78%
12/8/2017	Twitter	Persons 16+	Don't Wreck the Holidays	\$ 86.25	27,686	134	0.48%
12/14-12/18	Facebook	Persons 16+	Checkpoint Spots	\$ 996.90	81,120	46,581	57.42%
12/16-12/23	Facebook	Persons 16+	Always find a sober driver (video)	\$ 805.00	70,463	574	0.81%
12/16/2017	Twitter	Persons 16+	Always find a sober driver (video)	\$ 86.25	22,936	84	0.37%
12/18/2017	Twitter	Persons 16+	840 Deaths	\$ 86.25	27,317	258	0.94%
12/20/2017	Twitter	Persons 16+	Drive Sober App	\$ 57.50	14,836	42	0.28%
12/21-12/25	Facebook	Persons 16+	Checkpoint Spots	\$ 982.71	73,436	40,179	54.71%
12/21/2017	Facebook	Persons 16+	Janet Snow woman	\$ 471.50	45,935	3,826	8.33%
12/21/2017	Twitter	Persons 16+	Janet Snow woman	\$ 57.50	13,956	131	0.94%
12/22/2017	Facebook	Persons 16+	John & Jack Snowmen	\$ 471.50	38,427	3,299	8.59%
12/22/2017	Twitter	Persons 16+	John & Jack Snowmen	\$ 57.50	14,274	144	1.01%
12/23/2017	Facebook	Persons 16+	Brian Snowman	\$ 471.50	42,970	2,918	6.79%
12/23/2017	Twitter	Persons 16+	Brian Snowman	\$ 57.49	17,017	55	0.32%
12/23-12/30	Facebook	Persons 16+	Designated Driver (video)	\$ 805.00	62,763	946	1.51%
12/24/2018	Facebook	Persons 16+	Bob Snowman	\$ 230.00	18,866	1,366	7.24%
12/28-12/31	Facebook	Persons 16+	Checkpoint Spots	\$ 726.63	70,937	41,388	58.34%
12/29-12/31	Facebook	Persons 16+	Safe Ride App	\$ 345.00	41,462	154	0.37%
12/29/2017	Twitter	Persons 16+	Safe Ride App	\$ 104.44	28,780	51	0.18%
12/30/2017	Facebook	Persons 16+	#DRIVESOBER (video)	\$ 287.50	26,680	186	0.70%
12/30/2017	Twitter	Persons 16+	#DRIVESOBER (video)	\$ 16.32	3,048	23	0.75%
12/31/2017	Facebook	Persons 16+	Partying #DRIVESOBER	\$ 201.25	47,358	2,581	5.45%
				\$ 9,377.74	969,983	207,378	10.19%

ID July 4th 2018
PO # DMV180397

Total \$ 133,000.00

 TV \$ 130,000.00

 Social \$ 3,000.00

Actuals

Client

 TV \$ 131,300.74

 Social \$ 1,696.25

 \$ 132,996.99

Impaired Driving - 4th of July 2018

Television Summary

Market	Client	Adults 18+		Males 18-34		Broadcast
		Reach	Frequency	Reach	Frequency	Spots
Beckley/Bluefield	\$ 20,630.14	91.4	7.2	48.1	3.4	280
Charleston/Huntington	\$ 46,318.84	96.1	7	66.8	2.6	251
Clarksburg	\$ 21,024.07	90	7.5	67.3	3.8	289
Parkersburg	\$ 22,805.08	88.7	6.8	48.5	4.2	202
Washington, DC	\$ 3,440.80					48
Wheeling	\$ 17,081.81	92.5	7.1	64.4	4.6	204
	\$ 131,300.74	91.74	7.12	59.02	3.72	1274



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
PUBLIC RELATIONS • PUBLIC RELATIONS • MULTIMEDIA

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Bluefield WV-VA

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4	Total Spots	STN Gross Cost	CPP
EVNS-TV	M-F	DT	3:00p- 4:00p	JUDGE JUDY	1.2	1.2	0.0	30	2	3	0	5	\$15.00	\$12.50
EVNS-TV	M-W	DT	3:00p- 4:00p	JUDGE JUDY	1.4	1.3	0.0	30	0	0	2	2	\$15.00	\$10.71
EVNS-TV	M-F	EF	4:00p- 5:00p	CRIMEWATC H	1.1	0.7	0.0	30	2	2	0	4	\$15.00	\$13.64
EVNS-TV	M-W	EF	4:00p- 5:00p	CRIMEWATC H	1.1	0.7	0.0	30	0	0	2	2	\$15.00	\$13.64
EVNS-TV	M-F	EN	5:00p- 6:00p	JUDGE JUDY	2.3	1.6	0.0	30	2	2	0	4	\$25.00	\$10.87
EVNS-TV	M-W	EN	5:00p- 6:00p	JUDGE JUDY	1.8	1.3	0.0	30	0	0	2	2	\$25.00	\$13.89
EVNS-TV	M-F	EN	6:00p- 7:00p	2 BROKE GIRLS	1.4	0.5	0.8	30	3	3	0	6	\$30.00	\$21.43
EVNS-TV	M-W	EN	6:00p- 7:00p	2 BROKE GIRLS	1.2	0.5	0.5	30	0	0	2	2	\$30.00	\$25.00
EVNS-TV	M-F	PA	7:00p- 8:00p	BIG BANG THEORY	2.5	1.7	0.0	30	2	3	0	5	\$50.00	\$20.00
EVNS-TV	M-W	PA	7:00p- 8:00p	BIG BANG THEORY	2.2	1.5	0.0	30	0	0	2	2	\$50.00	\$22.73
EVNS-TV	M-F	PT	10:00p-11:00p	59NEWS @10P ON FOX	3.2	1.5	0.1	30	2	3	0	5	\$75.00	\$23.44
EVNS-TV	M-W	PT	10:00p-11:00p	59NEWS @10P ON FOX	2.9	1.2	0.0	30	0	0	2	2	\$75.00	\$25.86
EVNS-TV	Sa	PA	7:00p- 7:30p	BIG BANG THEORY	1.2	0.9	0.0	30	1	1	0	2	\$30.00	\$25.00
EVNS-TV	Sa	PA	7:30p- 8:00p	BIG BANG THEORY	1.5	0.6	0.0	30	1	1	0	2	\$30.00	\$20.00
EVNS-TV	Sa	PT	10:00p-10:30p	FOX WV NEWS @ 10	2.6	0.7	0.0	30	1	1	0	2	\$50.00	\$19.23
EVNS-TV	Su	PT	10:00p-10:30p	FOX WV NEWS @ 10	4.8	0.5	0.0	30	1	1	0	2	\$60.00	\$12.50
EVNS-TV	Tu	PT	9:00p- 9:30p	LA TO VEGAS	1.6	0.6	0.0	30	1	1	1	3	\$75.00	\$46.88
EVNS-TV	W	PT	8:00p- 9:00p	EMPIRE	1.9	1.1	0.0	30	1	0	1	2	\$75.00	\$39.47
EVNS-TV	Th	PT	8:00p- 9:00p	GOTHAM	1.7	0.0	0.0	30	1	1	0	2	\$100.00	\$58.82
EVNS-TV	F	PT	8:00p- 9:00p	Hell's Kitchen	1.5	0.5	0.0	30	1	1	0	2	\$75.00	\$50.00
EVNS-TV	Su	PT	8:00p- 8:30p	THE SIMPSONS	2.0	0.0	0.0	30	1	1	0	2	\$100.00	\$50.00
Station Total:					116.9	57.6	6.3					60	\$2,725.00	
WVNS-TV	Sa	PA	7:00p- 7:30p	WHEEL OF FORTUNE	3.6	0.8	0.0	30	1	1	0	2	\$50.00	\$13.89
WVNS-TV	Sa	PA	7:30p- 8:00p	JEOPARDY	3.2	1.2	0.0	30	1	1	0	2	\$50.00	\$15.63
WVNS-TV	Tu	PT	8:00p- 9:00p	NCIS	6.1	4.3	2.8	30	1	1	1	3	\$350.00	\$57.38
WVNS-TV	W	PT	8:00p- 9:00p	SURVIVOR	3.8	1.6	0.0	30	0	1	0	1	\$225.00	\$59.21
WVNS-TV	W	PT	9:00p-10:00p	SEAL TEAM	4.4	1.5	0.0	30	1	1	0	2	\$275.00	\$62.50
WVNS-TV	W	PT	9:00p-10:00p	Big Brother	4.4	1.5	0.0	30	0	0	1	1	\$275.00	\$62.50
WVNS-TV	F	PT	9:00p-10:00p	HAWAII FIVE-O	3.4	1.8	0.7	30	1	1	0	2	\$175.00	\$51.47
WVNS-TV	M-F	RT	5:00a- 6:00a	59 NEWS THIS MORNING @ 5A	2.4	1.5	0.0	30	2	2	0	4	\$15.00	\$6.25



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING PUBLIC RELATIONS WELLNESS

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Bluefield WV-VA

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
WVNS-TV	M-W	RT	5:00a- 6:00a	59 NEWS THIS MORNING @ 5A	2.6	1.6	0.0	30	0	0	1	1	\$15.00	\$5.77
WVNS-TV	M-F	EM	6:00a- 7:00a	59 NEWS THIS MORNING @ 6A	3.8	1.9	1.0	30	2	2	0	4	\$60.00	\$15.79
WVNS-TV	M-W	EM	6:00a- 7:00a	59 NEWS THIS MORNING @ 6A	3.8	1.9	1.7	30	0	0	2	2	\$60.00	\$15.79
WVNS-TV	M-F	EM	7:00a- 9:00a	CBS THIS MORNING	2.7	2.6	0.0	30	3	3	0	6	\$30.00	\$11.11
WVNS-TV	M-W	EM	7:00a- 9:00a	CBS THIS MORNING	2.8	2.7	0.0	30	0	0	2	2	\$30.00	\$10.71
WVNS-TV	M-F	DT	10:00a-11:00a	LET'S MAKE A DEAL	2.1	1.6	0.0	30	2	2	0	4	\$40.00	\$19.05
WVNS-TV	M-W	DT	10:00a-11:00a	LET'S MAKE A DEAL	2.2	1.7	0.0	30	0	0	2	2	\$40.00	\$18.18
WVNS-TV	M-F	DT	11:00a-12:00p	PRICE IS RIGHT	3.1	2.6	0.0	30	2	2	0	4	\$60.00	\$19.35
WVNS-TV	M-W	DT	11:00a-12:00p	PRICE IS RIGHT	3.1	2.6	0.0	30	0	0	2	2	\$60.00	\$19.35
WVNS-TV	M-F	DT	12:00p-12:30p	59 NEWS AT NOON	3.6	3.0	0.0	30	2	2	0	4	\$45.00	\$12.50
WVNS-TV	M-W	DT	12:00p-12:30p	59 NEWS AT NOON	3.6	3.1	0.0	30	0	0	2	2	\$45.00	\$12.50
WVNS-TV	M-F	EN	5:00p- 5:30p	59 NEWS AT 5P	4.4	4.0	0.0	30	2	3	0	5	\$80.00	\$18.18
WVNS-TV	M-W	EN	5:00p- 5:30p	59 NEWS AT 5P	4.5	4.1	0.0	30	0	0	2	2	\$80.00	\$17.78
WVNS-TV	M-F	EN	5:30p- 6:00p	WEST VIRGINIA TONIGHT LIVE	4.8	3.8	0.0	30	2	2	0	4	\$80.00	\$16.67
WVNS-TV	M-F	EN	6:00p- 6:30p	59 NEWS AT 6P	6.2	4.8	0.6	30	0	3	0	3	\$135.00	\$21.77
WVNS-TV	M-W	EN	6:00p- 6:30p	59 NEWS AT 6P	5.8	4.5	0.6	30	0	0	3	3	\$135.00	\$23.28
WVNS-TV	M-F	LN	11:00p-11:35p	59 NEWS AT 11P	3.5	2.9	0.0	30	2	2	0	4	\$85.00	\$24.29
WVNS-TV	M-W	LN	11:00p-11:35p	59 NEWS AT 11P	3.1	2.5	0.0	30	0	0	2	2	\$85.00	\$27.42
WVNS-TV	M-F	LF	11:35p-12:35a	LATE SHOW W/ COLBERT	1.7	1.3	0.0	30	2	2	0	4	\$30.00	\$17.65
WVNS-TV	Su	EN	6:00p- 6:30p	59 NEWS WEEKEND	4.1	0.7	0.0	30	1	1	0	2	\$50.00	\$12.20
WVNS-TV	Su	LN	11:00p-11:30p	59 NEWS WEEKEND @ 11P	3.7	2.6	0.0	30	1	1	0	2	\$60.00	\$16.22
WVNS-TV	Su	LF	11:30p-12:30a	RIZZOLI & ISLES	1.6	1.1	0.0	30	1	1	0	2	\$20.00	\$12.50
WVNS-TV	Tu	PT	10:00p-11:00p	NCIS: NEW ORLEANS	4.0	3.3	1.3	30	1	1	1	3	\$275.00	\$68.75
WVNS-TV	Th	PT	9:00p- 9:30p	MOM	3.7	2.2	0.0	30	1	1	0	2	\$250.00	\$67.57
Station Total:					316.9	226.4	24.7					58	\$8,100.00	



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING - PUBLIC RELATIONS - MEDIA SALES

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Bluefield WV-VA

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP	
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1				7/2 7/4
WOAY-TV	M-F	EF	4:00p- 5:00p	PEOPLE'S COURT	1.3	1.0	0.0	30	2	2	0	4	\$25.00	\$19.23
				06-18-2017-07-04-2017										
WOAY-TV	M-W	EF	4:00p- 5:00p	PEOPLE'S COURT	1.0	0.8	0.0	30	0	0	2	2	\$25.00	\$25.00
				06-18-2017-07-04-2017										
WOAY-TV	M-F	EM	7:00a- 9:00a	GOOD MORNING AMERICA	1.3	0.4	0.0	30	2	3	0	5	\$15.00	\$11.54
				06-18-2017-07-04-2017										
WOAY-TV	M-W	EM	7:00a- 9:00a	GOOD MORNING AMERICA	1.4	0.5	0.0	30	0	0	2	2	\$15.00	\$10.71
				06-18-2017-07-04-2017										
WOAY-TV	M-F	DT	9:00a-10:00a	LIVE WITH KELLY	1.0	0.8	0.0	30	0	2	0	2	\$20.00	\$20.00
				06-18-2017-07-04-2017										
WOAY-TV	M-W	DT	9:00a-10:00a	LIVE WITH KELLY	0.9	0.7	0.0	30	0	0	2	2	\$20.00	\$22.22
				06-18-2017-07-04-2017										
WOAY-TV	M-F	DT	12:00p-12:30p	THE NEWSWATCH @NOON	0.8	0.9	0.0	30	2	2	0	4	\$30.00	\$37.50
				06-18-2017-07-04-2017										
WOAY-TV	M-W	DT	12:00p-12:30p	THE NEWSWATCH @NOON	0.6	0.7	0.0	30	0	0	2	2	\$30.00	\$50.00
				06-18-2017-07-04-2017										
WOAY-TV	M-F	EN	5:00p- 5:30p	NEWSWATCH AT 5PM	1.1	0.6	0.0	30	2	2	0	4	\$40.00	\$36.36
				06-18-2017-07-04-2017										
WOAY-TV	M-W	EN	5:00p- 5:30p	NEWSWATCH AT 5PM	1.1	0.6	0.0	30	0	0	2	2	\$40.00	\$36.36
				06-18-2017-07-04-2017										
WOAY-TV	M-F	PA	7:00p- 7:30p	TWO AND A HALF MEN	1.4	0.9	0.0	30	2	2	0	4	\$25.00	\$17.86
				06-18-2017-07-04-2017										
WOAY-TV	M-W	PA	7:00p- 7:30p	TWO AND A HALF MEN	1.0	0.7	0.0	30	0	0	2	2	\$25.00	\$25.00
				06-18-2017-07-04-2017										
WOAY-TV	Su	EN	6:00p- 6:30p	NEWSWATCH AT 6 SUNDAY	2.1	2.0	0.0	30	1	1	0	2	\$45.00	\$21.43
				06-18-2017-07-04-2017										
WOAY-TV	Sa	LF	11:30p-12:00a	SATURDAY NIGHT WRESTLING	1.0	0.2	0.0	30	1	1	0	2	\$15.00	\$15.00
				06-18-2017-07-04-2017										
Station Total:					45.1	29.6	0.0					39	\$1,025.00	
WVVA-TV	M-F	DT	3:00p- 4:00p	Doctors	1.4	1.7	0.4	30	2	3	0	5	\$35.00	\$25.00



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
CREATIVITY • LOCAL RELATIONSHIPS • MEASUREMENT

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Bluefield WV-VA

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
WVVA-TV	M-W	DT	3:00p- 4:00p	Doctors	1.0	1.2	0.6	30	0	0	2	2	\$35.00	\$35.00
WVVA-TV	M-F	EF	4:00p- 5:00p	Dr Phil	2.6	2.8	0.7	30	2	3	0	5	\$45.00	\$17.31
WVVA-TV	M-W	EF	4:00p- 5:00p	Dr Phil	2.1	2.3	0.6	30	0	0	2	2	\$45.00	\$21.43
WVVA-TV	Th	PT	8:00p- 9:00p	LITTLE BIG SHOTS	3.6	5.3	0.4	30	1	1	0	2	\$250.00	\$69.44
WVVA-TV	M-F	RT	5:00a- 6:00a	WVVA EARLY TODAY	1.4	1.3	1.1	30	3	3	0	6	\$25.00	\$17.86
WVVA-TV	M-F	EM	6:00a- 7:00a	WVVA TODAY	6.0	4.2	0.3	30	2	2	0	4	\$120.00	\$20.00
WVVA-TV	M-W	EM	6:00a- 7:00a	WVVA TODAY	5.4	3.8	0.4	30	0	0	2	2	\$120.00	\$22.22
WVVA-TV	M-F	DT	9:00a-10:00a	Megyn Kelly Today	2.0	1.8	0.0	30	0	2	0	2	\$60.00	\$30.00
WVVA-TV	M-W	DT	9:00a-10:00a	Megyn Kelly Today	2.1	1.9	0.0	30	0	0	2	2	\$60.00	\$28.57
WVVA-TV	M-F	DT	12:00p-12:30p	WVVA @ NOON	4.5	3.9	0.0	30	2	2	0	4	\$55.00	\$12.22
WVVA-TV	M-W	DT	12:00p-12:30p	WVVA @ NOON	4.7	4.1	0.0	30	0	0	1	1	\$55.00	\$11.70
WVVA-TV	M-F	EN	5:00p- 5:30p	WVVA @ 5	5.3	5.0	0.4	30	3	3	0	6	\$125.00	\$23.58
WVVA-TV	M-W	EN	5:00p- 5:30p	WVVA @ 5	4.7	4.4	0.8	30	0	0	2	2	\$125.00	\$26.60
WVVA-TV	M-F	EN	6:00p- 6:30p	WVVA @ 6	13.5	11.6	4.2	30	2	2	0	4	\$275.00	\$20.37
WVVA-TV	M-W	EN	6:00p- 6:30p	WVVA @ 6	12.6	10.9	4.1	30	0	0	2	2	\$275.00	\$21.83
WVVA-TV	M-F	PA	7:00p- 7:30p	Entertainment Tonight	3.7	3.3	2.1	30	2	2	0	4	\$90.00	\$24.32
WVVA-TV	M-W	PA	7:00p- 7:30p	Entertainment Tonight	3.7	3.3	4.0	30	0	0	2	2	\$90.00	\$24.32
WVVA-TV	M-F	LN	11:00p-11:35p	WVVA @ 11	6.5	5.3	1.2	30	2	2	0	4	\$190.00	\$29.23
WVVA-TV	M-W	LN	11:00p-11:35p	WVVA @ 11	6.3	5.1	1.0	30	0	0	2	2	\$190.00	\$30.16
WVVA-TV	M	PT	10:00p-11:00p	RUNNING WILD WITH BEAR GRYLLES	3.4	4.0	0.4	30	1	1	1	3	\$175.00	\$51.47
WVVA-TV	Su	PT	10:00p-11:00p	SHADES OF BLUE	2.9	7.8	4.5	30	1	1	0	2	\$175.00	\$60.34
WVVA-TV	F	PT	8:00p-10:00p	AMERICAN NINJA WARRIOR	3.2	5.7	3.7	30	1	1	0	2	\$175.00	\$54.69
WVVA-TV	Sa	PT	9:00p-11:00p	DATELINE SATURDAY NIGHT MYSTERY	3.8	3.0	0.8	30	1	1	0	2	\$75.00	\$19.74
WVVA-TV	Sa	LF	11:30p- 1:00a	SATURDAY NIGHT LIVE	3.3	3.3	5.1	30	1	1	0	2	\$55.00	\$16.67
WVVA-TV	Sa-Su	EN	6:00p- 6:30p	WVVA News@6 Weekend	7.1	7.2	4.5	30	1	2	0	3	\$125.00	\$17.61
WVVA-TV	Sa-Su	LN	11:00p-11:30p	WVVA @ 11 Sat & Sun	7.1	6.2	3.3	30	1	1	0	2	\$160.00	\$22.54
Station Total:					360.8	343.2	119.0					79	\$8,955.00	



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MEDIA SERVICES

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Bluefield WV-VA

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
EVVA-TV	M-F	EN	5:00p- 6:00p	THE GOLDBERGS / THE GOLDBERGS	0.4	0.3	1.0	30	2	2	0	4	\$15.00	\$37.50
EVVA-TV	M-W	EN	5:00p- 6:00p	THE GOLDBERGS / THE GOLDBERGS	0.2	0.2	0.9	30	0	0	2	2	\$15.00	\$75.00
EVVA-TV	M-F	EN	6:00p- 7:00p	AMERICAN DAD / AMERICAN DAD	0.2	0.2	0.6	30	2	2	0	4	\$15.00	\$75.00
EVVA-TV	M-W	EN	6:00p- 7:00p	AMERICAN DAD / AMERICAN DAD	0.1	0.1	0.6	30	0	0	2	2	\$15.00	\$150.00
EVVA-TV	Th	PT	9:00p-10:00p	BLACK LIGHTNING	0.7	0.6	0.9	30	1	1	0	2	\$60.00	\$85.71
Station Total:					4.4	3.8	11.2					14	\$300.00	
Spots Per Week									98	113	69	280		
TRPs Per Week									296.0	346.2	201.9	844.1		

SCHEDULE TOTALS

TOTAL SPOTS: 280
 TOTAL COST: \$21,105.00
 TOTAL Adults 21+ TRPs: 844.1
 TOTAL Adults 21+ Reach Pct/Frequency: 95.8%/8.8
 TOTAL Adults 18+ TRPs: 660.6
 TOTAL Adults 18+ Reach Pct/Frequency: 91.5%/7.2
 TOTAL Men 18-34 TRPs: 161.2
 TOTAL Men 18-34 Reach Pct/Frequency: 48.1%/3.4

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

THE MANAHAN GROUP
RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Charleston, WV

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
WCHS-TV	M-F	EM	6:00a- 7:00a	Eyewitness News This Morning	2.3	2.0	0.8	30	0	2	0	2	\$85.00	\$36.96
WCHS-TV	M-F	EM	7:00a- 9:00a	Good Morning America	2.3	2.0	0.3	30	0	3	0	3	\$85.00	\$36.96
WCHS-TV	M-W	EM	7:00a- 9:00a	Good Morning America	2.3	2.0	0.4	30	0	0	2	2	\$85.00	\$36.96
WCHS-TV	M-F	DT	9:00a-10:00a	Live with Kelly and Ryan	1.5	1.3	0.0	30	0	3	0	3	\$50.00	\$33.33
WCHS-TV	M-F	DT	12:00p- 1:00p	Eyewitness News At Noon	1.7	1.7	0.0	30	1	0	0	1	\$60.00	\$35.29
WCHS-TV	M-F	DT	12:00p- 1:00p	Eyewitness News At Noon	1.7	1.7	0.0	30	0	3	0	3	\$50.00	\$29.41
WCHS-TV	M-W	DT	12:00p- 1:00p	Eyewitness News At Noon	1.8	1.7	0.0	30	0	0	2	2	\$50.00	\$27.78
WCHS-TV	M-F	EN	5:30p- 6:00p	Eyewitness News at 530pm	2.0	1.8	0.4	30	0	3	0	3	\$75.00	\$37.50
WCHS-TV	M-F	EN	6:00p- 6:30p	Eyewitness News at 6pm	5.1	4.4	1.0	30	0	3	0	3	\$280.00	\$54.90
WCHS-TV	M-F	PA	7:00p- 7:30p	Judge Judy	2.8	2.5	0.0	30	2	0	0	2	\$190.00	\$67.86
WCHS-TV	M-F	PA	7:00p- 7:30p	Judge Judy	2.8	2.5	0.0	30	0	3	0	3	\$160.00	\$57.14
WCHS-TV	M-W	PA	7:00p- 7:30p	Judge Judy	2.6	2.3	0.0	30	0	0	2	2	\$160.00	\$61.54
WCHS-TV	M-F	PA	7:30p- 8:00p	Entertainment Tonight	2.1	1.8	0.1	30	0	2	0	2	\$110.00	\$52.38
WCHS-TV	M-F	LN	11:00p-11:35p	Eyewitness News at 11PM	2.4	1.9	0.1	30	0	2	0	2	\$145.00	\$60.42
WCHS-TV	Su	RT	8:00a- 9:00a	Good Morning America Sunday	2.1	1.7	0.0	30	1	0	0	1	\$70.00	\$33.33
WCHS-TV	Su	RT	8:00a- 9:00a	Good Morning America Sunday	2.1	1.7	0.0	30	0	1	0	1	\$60.00	\$28.57
WCHS-TV	M-W	EM	6:00a- 7:00a	Eyewitness News This Morning	2.2	1.8	0.4	30	0	0	2	2	\$85.00	\$38.64
WCHS-TV	M-W	DT	9:00a-10:00a	Live with Kelly and Ryan	1.5	1.4	0.0	30	0	0	1	1	\$50.00	\$33.33
WCHS-TV	M-W	EN	5:30p- 6:00p	Eyewitness News at 530pm	1.6	1.4	0.0	30	0	0	2	2	\$75.00	\$46.88
WCHS-TV	M-W	PA	7:30p- 8:00p	Entertainment Tonight	1.9	1.7	0.0	30	0	0	2	2	\$110.00	\$57.89
WCHS-TV	M-W	LN	11:00p-11:35p	Eyewitness News at 11PM	2.4	1.9	0.0	30	0	0	1	1	\$145.00	\$60.42
WCHS-TV	M-F	RT	5:00a- 6:00a	Eyewitness News This Morning Early Edition	1.4	1.1	0.6	30	3	0	0	3	\$60.00	\$42.86
WCHS-TV	M-F	RT	5:00a- 6:00a	Eyewitness News This Morning Early Edition	1.4	1.1	0.6	30	0	3	0	3	\$50.00	\$35.71



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
CORPORATION PUBLIC RELATIONS MULTIMEDIA

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Charleston, WV

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
WCHS-TV	M-W	RT	5:00a- 6:00a	Eyewitness News This Morning Early Edition	1.2	0.9	0.0	30	0	0	1	1	\$50.00	\$41.67
WCHS-TV	M-F	EF	4:00p- 4:30p	Judge Judy	2.3	2.2	0.0	30	2	0	0	2	\$95.00	\$41.30
WCHS-TV	M-F	EF	4:00p- 4:30p	Judge Judy	2.3	2.2	0.0	30	0	2	0	2	\$80.00	\$34.78
WCHS-TV	M-F	EF	4:30p- 5:00p	Judge Judy	2.3	2.2	0.0	30	0	2	0	2	\$80.00	\$34.78
WCHS-TV	M-W	EF	4:30p- 5:00p	Judge Judy	2.3	2.2	0.0	30	0	0	2	2	\$80.00	\$34.78
WCHS-TV	Sa-Su	EN	6:00p- 6:30p	Eyewitness News at 6pm Weekend	2.4	2.4	0.1	30	0	2	0	2	\$130.00	\$54.17
WCHS-TV	Su	PT	8:00p- 9:00p	Celebrity Family Feud	2.1	1.4	0.0	30	1	1	0	2	\$400.00	\$190.48
Station Total:					137.0	120.4	12.5					62	\$6,785.00	
WVAH-TV	M-F	EM	6:00a- 7:00a	Eyewitness News at 6am Simulcast	0.2	0.2	0.5	30	3	3	0	6	\$15.00	\$75.00
WVAH-TV	M-W	EM	6:00a- 7:00a	Eyewitness News at 6am Simulcast	0.1	0.1	0.7	30	0	0	3	3	\$15.00	\$150.00
WVAH-TV	M-F	DT	10:00a-11:00a	Couple's Court	0.4	0.4	0.0	30	1	2	0	3	\$20.00	\$50.00
WVAH-TV	M-F	DT	12:00p- 1:00p	Judge Joe Mathis	0.8	0.8	0.6	30	1	2	0	3	\$30.00	\$37.50
WVAH-TV	M-W	DT	12:00p- 1:00p	Judge Joe Mathis	0.8	0.8	0.0	30	0	0	1	1	\$30.00	\$37.50
WVAH-TV	W	PT	8:00p- 9:00p	MasterChef	2.3	1.9	0.5	30	1	1	0	2	\$300.00	\$130.43
WVAH-TV	W	PT	9:00p-10:00p	Gordon Ramsey's 24 Hours to Hell and Back	4.0	3.2	2.4	30	0	1	1	2	\$300.00	\$75.00
WVAH-TV	M-F	DT	11:00a-12:00p	People's Court	1.0	1.0	0.6	30	3	3	0	6	\$30.00	\$30.00
WVAH-TV	M-W	DT	11:00a-12:00p	People's Court	0.9	0.9	0.0	30	0	0	2	2	\$30.00	\$33.33
WVAH-TV	M-W	DT	10:00a-11:00a	Couple's Court	0.4	0.4	0.0	30	0	0	1	1	\$20.00	\$50.00
WVAH-TV	M-F	LF	11:30p-12:00a	2 Broke Girls	0.2	0.2	0.0	30	1	2	0	3	\$40.00	\$200.00
WVAH-TV	M-W	LF	11:30p-12:00a	2 Broke Girls	0.2	0.2	0.0	30	0	0	1	1	\$40.00	\$200.00
Station Total:					27.5	25.1	16.3					33	\$1,935.00	
WOWK-TV	M-F	EM	6:00a- 7:00a	13 NEWS THIS MORNING @ 6	1.4	0.8	0.0	30	1	2	0	3	\$45.00	\$32.14
WOWK-TV	M-F	EM	7:00a- 9:00a	CBS EARLY SHOW	1.3	0.5	0.0	30	2	3	0	5	\$45.00	\$34.62
WOWK-TV	M-W	EM	7:00a- 9:00a	CBS EARLY SHOW	1.1	0.4	0.0	30	0	0	1	1	\$45.00	\$40.91
WOWK-TV	M-F	DT	10:00a-11:00a	LETS MAKE A DEAL	1.7	1.9	0.1	30	1	2	0	3	\$65.00	\$38.24
WOWK-TV	M-F	EF	4:00p- 5:00p	ELLEN	1.8	1.1	0.1	30	1	3	0	4	\$50.00	\$27.78
WOWK-TV	M-W	EF	4:00p- 5:00p	ELLEN	2.0	1.2	0.1	30	0	0	2	2	\$50.00	\$25.00



Spot Calendar by Station

THE MANAHAN GROUP
COMMERCIAL • SPORTS • ENTERTAINMENT • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Charleston, WV

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									6/18 6/24	6/25 7/1	7/2 7/4			
WOWK-TV	M-F	EN	5:30p- 6:00p	WV TONIGHT NEWS	1.5	0.9	0.0	30	1	3	0	4	\$50.00	\$33.33
WOWK-TV	M-F	EN	6:00p- 6:30p	13 NEWS AT 6	1.7	1.5	0.3	30	1	3	0	4	\$85.00	\$50.00
WOWK-TV	M-W	EN	6:00p- 6:30p	13-NEWS AT 6	1.6	1.4	0.3	30	0	0	2	2	\$85.00	\$53.13
WOWK-TV	M-F	PA	7:00p- 7:30p	13 NEWS AT 7	2.3	1.0	0.0	30	1	2	0	3	\$85.00	\$36.96
WOWK-TV	M-W	PA	7:00p- 7:30p	13 NEWS AT 7	2.5	1.1	0.0	30	0	0	1	1	\$85.00	\$34.00
WOWK-TV	M-F	PA	7:30p- 8:00p	INSIDE EDITION	2.6	0.9	0.0	30	2	2	0	4	\$100.00	\$38.46
WOWK-TV	M-F	LN	11:00p-11:35p	13 NEWS AT 11	2.0	1.3	0.1	30	1	2	0	3	\$85.00	\$42.50
WOWK-TV	M-F	LF	11:35p-12:37a	LATE SHOW w Stephen Colbert	1.2	0.5	0.1	30	2	2	0	4	\$40.00	\$33.33
WOWK-TV	W	PT	10:00p-11:00p	Code Black	2.4	1.5	0.9	30	1	1	0	2	\$325.00	\$135.42
WOWK-TV	Th	PT	8:00p- 9:00p	Big Bang/Young Sheldon	6.1	4.3	3.0	30	1	1	0	2	\$750.00	\$122.95
WOWK-TV	Sa	LN	11:00p-11:30p	13 News AT 11 Weekend (Saturday)	2.5	1.1	0.0	30	1	1	0	2	\$60.00	\$24.00
WOWK-TV	Su	EN	6:00p- 6:30p	13 News Weekend (Sunday)	1.7	1.0	0.3	30	1	1	0	2	\$60.00	\$35.29
WOWK-TV	M-W	EM	6:00a- 7:00a	13 NEWS THIS MORNING @ 6	1.3	0.7	0.0	30	0	0	2	2	\$45.00	\$34.62
WOWK-TV	M-W	EN	5:30p- 6:00p	WV TONIGHT NEWS	1.3	0.8	0.0	30	0	0	1	1	\$50.00	\$38.46
WOWK-TV	M-W	LN	11:00p-11:35p	13 NEWS AT 11	2.1	1.4	0.0	30	0	0	1	1	\$85.00	\$40.48
WOWK-TV	W	PT	8:00p- 9:00p	Big Brother	3.9	2.0	0.7	30	0	0	1	1	\$475.00	\$121.79
WOWK-TV	W	PT	9:00p-10:00p	Seal Team	4.0	1.6	1.1	30	1	1	0	2	\$450.00	\$112.50
WOWK-TV	Th	PT	9:00p-10:00p	Mom/Life In Pieces	5.8	1.7	0.6	30	1	0	0	1	\$400.00	\$68.97
WOWK-TV	Th	PT	9:00p-10:00p	Big Brother Premier	5.8	1.7	0.6	30	0	1	0	1	\$475.00	\$81.90
WOWK-TV	F	PT	8:00p- 9:00p	Undercover Boss	2.8	2.0	0.4	30	1	1	0	2	\$275.00	\$98.21
WOWK-TV	Su	PT	8:00p- 9:00p	Instinct	3.7	1.1	0.2	30	1	0	0	1	\$300.00	\$81.08
WOWK-TV	Su	PT	8:00p- 9:00p	Big Brother Premier	3.5	1.1	0.2	30	0	1	0	1	\$450.00	\$128.57
WOWK-TV	M-W	DT	10:00a-11:00a	LETS MAKE A DEAL	1.7	1.8	0.1	30	0	0	1	1	\$65.00	\$38.24
WOWK-TV	Tu	PT	8:00p- 9:00p	NCIS	5.5	4.4	1.0	30	0	1	1	2	\$600.00	\$109.09
WOWK-TV	F	PT	9:00p-10:00p	Hawaii Five-O	3.5	1.8	0.1	30	1	1	0	2	\$375.00	\$107.14
WOWK-TV	M-F	DT	12:00p-12:30p	13 NEWS at NOON	2.1	1.9	0.8	30	2	2	0	4	\$70.00	\$33.33
WOWK-TV	Su	LN	11:00p-11:30p	13 News AT 11 Weekend (Sunday)	1.5	1.2	0.0	30	1	1	0	2	\$60.00	\$40.00
Station Total:					173.5	102.2	22.6					75	\$11,345.00	



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING SALES & PROMOTION

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Charleston, WV

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									6/18 6/24	6/25 7/1	7/2 7/4			
WQCW-TV	M-F	PA	7:00p- 7:30p	Mom	0.5	0.5	0.0	30	2	3	0	5	\$30.00	\$60.00
				Feb-2018LP-May-2017LP										
WQCW-TV	M-W	PA	7:00p- 7:30p	Mom	0.6	0.5	0.0	30	0	0	2	2	\$30.00	\$50.00
				Feb-2018LP-May-2017LP										
WQCW-TV	M-F	PA	7:30p- 8:00p	Mom	0.6	0.5	0.0	30	2	3	0	5	\$35.00	\$58.33
				Feb-2018LP-May-2017LP										
WQCW-TV	Th	PT	8:00p- 9:00p	Supernatural	0.4	0.3	0.9	30	1	1	0	2	\$135.00	\$337.50
				Feb-2018LP-May-2017LP										
WQCW-TV	Su	PT	10:00p-11:00p	WSAZ NEWS @ 10 SUN	1.4	1.2	0.2	30	1	1	0	2	\$140.00	\$100.00
				Feb-2018LP-May-2017LP										
WQCW-TV	M-W	PA	7:30p- 8:00p	Mom	0.7	0.5	0.0	30	0	0	2	2	\$35.00	\$50.00
				Feb-2018LP-May-2017LP										
WQCW-TV	Sa	PT	10:00p-11:00p	WSAZ NEWS @ 10 SAT	1.6	1.4	0.0	30	1	1	0	2	\$150.00	\$93.75
				Feb-2018LP-May-2017LP										
WQCW-TV	Tu	PT	8:00p- 9:00p	The Flash	0.7	0.5	0.8	30	1	1	1	3	\$165.00	\$235.71
				Feb-2018LP-May-2017LP										
Station Total:					17.0	14.3	4.6							
WSAZ-TV	M-F	RT	5:30a- 6:00a	NEWS CHANNEL 3 EARLY	4.4	0.0	0.0	30	1	2	0	3	\$200.00	\$45.45
				May 17-July 17										
WSAZ-TV	M-W	RT	5:30a- 6:00a	NEWS CHANNEL 3 EARLY	4.4	0.0	0.0	30	0	0	1	1	\$200.00	\$45.45
				May 17-July 17										
WSAZ-TV	M-F	EM	7:00a- 9:00a	TODAY SHOW	8.3	0.0	0.0	30	1	2	0	3	\$400.00	\$48.19
				May 17-July 17										
WSAZ-TV	M-W	EM	7:00a- 9:00a	TODAY SHOW	8.3	0.0	0.0	30	0	0	1	1	\$400.00	\$48.19
				May 17-July 17										
WSAZ-TV	M-F	DT	10:00a-11:00a	Today Show 3	5.0	0.0	0.0	30	2	2	0	4	\$150.00	\$30.00
				May 17-July 17										
WSAZ-TV	M-W	DT	10:00a-11:00a	Today Show 3	5.0	0.0	0.0	30	0	0	1	1	\$150.00	\$30.00
				May 17-July 17										
WSAZ-TV	M-F	DT	11:00a-11:30a	Millionaire	4.1	0.0	0.0	30	1	2	0	3	\$125.00	\$30.49
				May 17-July 17										
WSAZ-TV	M-W	DT	11:00a-11:30a	Millionaire	4.1	0.0	0.0	30	0	0	1	1	\$125.00	\$30.49
				May 17-July 17										



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Charleston, WV

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									6/18 6/24	6/25 7/1	7/2 7/4			
WSAZ-TV	M-F	DT	12:00p- 1:00p	NewsChannel 3 Midday	7.0	0.0	0.0	30	1	2	0	3	\$225.00	\$32.14
				May 17-July 17										
WSAZ-TV	M-W	DT	12:00p- 1:00p	NewsChannel 3 Midday	7.0	0.0	0.0	30	0	0	1	1	\$225.00	\$32.14
				May 17-July 17										
WSAZ-TV	M-F	DT	2:00p- 3:00p	The Doctors	2.9	0.0	0.0	30	3	3	0	6	\$125.00	\$43.10
				May 17-July 17										
WSAZ-TV	M-W	DT	2:00p- 3:00p	The Doctors	2.9	0.0	0.0	30	0	0	2	2	\$125.00	\$43.10
				May 17-July 17										
WSAZ-TV	M-F	EF	4:00p- 5:00p	First Look @ 4	5.9	0.0	0.0	30	1	2	0	3	\$150.00	\$25.42
				May 17-July 17										
WSAZ-TV	M-W	EF	4:00p- 5:00p	First Look @ 4	5.9	0.0	0.0	30	0	0	2	2	\$150.00	\$25.42
				May 17-July 17										
WSAZ-TV	M-F	EN	6:00p- 6:30p	NEWSCHANN EL 3 @ 6	13.5	0.0	0.0	30	1	2	0	3	\$850.00	\$62.96
				May 17-July 17										
WSAZ-TV	M-W	EN	6:00p- 6:30p	NEWSCHANN EL 3 @ 6	13.5	0.0	0.0	30	0	0	2	2	\$850.00	\$62.96
				May 17-July 17										
WSAZ-TV	M-F	PA	7:00p- 7:30p	Wheel of Fortune	10.5	0.0	0.0	30	0	2	0	2	\$500.00	\$47.62
				May 17-July 17										
WSAZ-TV	M-W	PA	7:00p- 7:30p	Wheel of Fortune	10.5	0.0	0.0	30	0	0	1	1	\$500.00	\$47.62
				May 17-July 17										
WSAZ-TV	M-F	LN	11:00p-11:35p	NEWSCHANN EL 3 @ 11	9.6	0.0	0.0	30	2	2	0	4	\$500.00	\$52.08
				May 17-July 17										
WSAZ-TV	M-F	LF	11:35p-12:37a	Tonight Show	5.7	0.0	0.0	30	0	2	0	2	\$250.00	\$43.86
				May 17-July 17										
WSAZ-TV	M-W	LF	11:35p-12:35a	Tonight Show	5.7	0.0	0.0	30	0	0	2	2	\$250.00	\$43.86
				May 17-July 17										
WSAZ-TV	W	PT	10:00p-11:00p	Reverie	4.0	0.0	0.0	30	1	1	1	3	\$500.00	\$125.00
				May 17-July 17										
WSAZ-TV	Th	PT	8:00p- 9:00p	Little Big Shots	5.8	0.0	0.0	30	1	1	0	2	\$500.00	\$86.21
				May 17-July 17										
WSAZ-TV	Th	PT	10:00p-11:00p	Law & Order: SVU	4.9	0.0	0.0	30	1	1	0	2	\$500.00	\$102.04
				May 17-July 17										
WSAZ-TV	F	PT	8:00p-10:00p	American Ninja Warrior	7.2	0.0	0.0	30	0	1	0	1	\$500.00	\$69.44
				May 17-July 17										



Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Charleston, WV

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
WSAZ-TV	Sa	RT	7:00a- 9:00a	SATURDAY TODAY	8.0	0.0	0.0	30	1	1	0	2	\$200.00	\$25.00
				May 17-July 17										
WSAZ-TV	Sa	RT	9:00a- 1:00p	Horse Racing: Royal Ascot	3.1	0.0	0.0	30	1	0	0	1	\$120.00	\$38.71
				May 17-July 17										
WSAZ-TV	Sa	EN	6:00p- 6:30p	NEWSCHANN EL 3 @ 6 WKND SAT	8.3	0.0	0.0	30	1	1	0	2	\$400.00	\$48.19
				May 17-July 17										
WSAZ-TV	Sa	PA	7:00p- 7:30p	Wheel of Fortune	9.0	0.0	0.0	30	1	1	0	2	\$200.00	\$22.22
				May 17-July 17										
WSAZ-TV	Sa	PA	7:30p- 8:00p	Cash Explosion-OH Lottery	7.3	0.0	0.0	30	1	1	0	2	\$150.00	\$20.55
				May 17-July 17										
WSAZ-TV	Sa	LN	11:00p-11:30p	NEWSCHANN EL 3 @ 11 WKND SAT	11.4	0.0	0.0	30	1	1	0	2	\$450.00	\$39.47
				May 17-July 17										
WSAZ-TV	Sa	LF	11:30p- 1:00a	Saturday Night Live	6.7	0.0	0.0	30	1	1	0	2	\$300.00	\$44.78
				May 17-July 17										
WSAZ-TV	Sa	RT	2:30a- 3:00a	Forensic Files	2.5	0.0	0.0	30	1	1	0	2	\$25.00	\$10.00
				May 17-July 17										
WSAZ-TV	Su	RT	8:00a- 9:00a	SUNDAY TODAY	5.9	0.0	0.0	30	1	1	0	2	\$200.00	\$33.90
				May 17-July 17										
WSAZ-TV	Su	EN	6:00p- 6:30p	NEWSCHANN EL 3 @ 6 WKND SUN	10.0	0.0	0.0	30	1	1	0	2	\$400.00	\$40.00
				May 17-July 17										
WSAZ-TV	Su	PT	8:00p-10:00p	America's Got Talent	5.9	0.0	0.0	30	0	1	0	1	\$400.00	\$67.80
				May 17-July 17										
WSAZ-TV	Su	PT	10:00p-11:00p	Shades of Blue	5.6	0.0	0.0	30	1	0	0	1	\$400.00	\$71.43
				May 17-July 17										
WSAZ-TV	Su	LN	11:00p-11:35p	NEWSCHANN EL 3 @ 11 WKND SUN	11.2	0.0	0.0	30	1	1	0	2	\$450.00	\$40.18
				May 17-July 17										
Station Total:					548.9	0.0	0.0					81	\$25,520.00	



Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Charleston, WV

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
Spots Per Week									81	134	59		274	
TRPs Per Week									279.5	451.9	172.5		903.9	

SCHEDULE TOTALS

TOTAL SPOTS: 274
 TOTAL COST: \$47,385.00
 TOTAL Adults 21+ TRPs: 903.9
 TOTAL Adults 21+ Reach Pct/Frequency: 95.9%/9.4
 TOTAL Adults 18+ TRPs: 262.0
 TOTAL Adults 18+ Reach Pct/Frequency: 65.1%/4.0
 TOTAL Men 18-34 TRPs: 56.0
 TOTAL Men 18-34 Reach Pct/Frequency: 22.8%/2.5

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • TELEVISION

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Clarksburg

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
WBOY-TV	Su	RT	9:00a-10:00p	SUNDAY TODAY SHOW	1.0	2.9	0.0	30	1	1	0	2	\$45.00	\$45.00
WBOY-TV	Su	RT	10:00a-11:00p	MEET THE PRESS	1.0	3.3	0.3	30	1	1	0	2	\$45.00	\$45.00
WBOY-TV	M-F	DT	9:00a-10:00a	TODAY SHOW 2	4.4	3.3	0.0	30	3	3	0	6	\$50.00	\$11.36
WBOY-TV	M-W	DT	9:00a-10:00a	TODAY SHOW 2	4.5	3.3	0.0	30	0	0	3	3	\$50.00	\$11.11
WBOY-TV	M-F	DT	10:00a-11:00a	TODAY SHOW 3	3.4	3.2	0.5	30	2	2	0	4	\$45.00	\$13.24
WBOY-TV	M-W	DT	10:00a-11:00a	TODAY SHOW 3	3.5	3.2	0.6	30	0	0	2	2	\$45.00	\$12.86
WBOY-TV	M-F	DT	12:00p-12:30p	12 NEWS AT NOON	4.7	3.9	0.0	30	2	2	0	4	\$75.00	\$15.96
WBOY-TV	M-W	DT	12:00p-12:30p	12 NEWS AT NOON	4.4	3.7	0.0	30	0	0	2	2	\$75.00	\$17.05
WBOY-TV	M-F	EF	4:00p- 5:00p	DR. PHIL	3.7	2.0	0.5	30	2	2	0	4	\$50.00	\$13.51
WBOY-TV	M-W	EF	4:00p- 5:00p	DR. PHIL	3.4	1.8	0.6	30	0	0	2	2	\$50.00	\$14.71
WBOY-TV	M-F	EN	5:00p- 5:30p	12 NEWS FIRST EDITION	8.5	8.3	0.0	30	2	2	0	4	\$225.00	\$26.47
WBOY-TV	M-W	EN	5:00p- 5:30p	12 NEWS FIRST EDITION	7.7	7.5	0.0	30	0	0	2	2	\$225.00	\$29.22
WBOY-TV	M-F	EN	5:30p- 6:00p	TONIGHT LIVE	9.6	7.2	0.0	30	2	2	0	4	\$225.00	\$23.44
WBOY-TV	M-W	EN	5:30p- 6:00p	TONIGHT LIVE	8.8	6.7	0.0	30	0	0	2	2	\$225.00	\$25.57
WBOY-TV	Sa	EN	6:00p- 6:30p	12 NEWS WEEKEND	7.7	5.2	0.3	30	1	1	0	2	\$75.00	\$9.74
WBOY-TV	Su	EN	6:00p- 6:30p	12 NEWS WEEKEND	7.9	5.5	0.0	30	1	1	0	2	\$75.00	\$9.49
WBOY-TV	M-F	PA	7:00p- 7:30p	JEOPARDY	9.8	10.4	2.8	30	2	3	0	5	\$195.00	\$19.90
WBOY-TV	M-W	PA	7:00p- 7:30p	JEOPARDY	9.0	9.5	3.8	30	0	0	2	2	\$195.00	\$21.67
WBOY-TV	M-F	PA	7:30p- 8:00p	WHEEL OF FORTUNE	8.4	6.9	1.4	30	2	2	0	4	\$195.00	\$23.21
WBOY-TV	M-W	PA	7:30p- 8:00p	WHEEL OF FORTUNE	7.9	6.4	2.6	30	0	0	2	2	\$195.00	\$24.68
WBOY-TV	Sa	LN	11:00p-11:30p	12 NEWS LATE WEEKEND	7.6	4.6	0.0	30	1	1	0	2	\$240.00	\$31.58
WBOY-TV	M-F	LF	11:35p-12:35a	TONIGHT SHOW WITH JIMMY FALLON	3.5	2.0	0.0	30	3	3	0	6	\$75.00	\$21.43
WBOY-TV	M-W	LF	11:35p-12:35a	TONIGHT SHOW WITH JIMMY FALLON	2.7	1.5	0.0	30	0	0	2	2	\$75.00	\$27.78
WBOY-TV	Su	LF	11:30p-12:30a	PERSON OF INTEREST	2.8	2.2	1.1	30	1	1	0	2	\$40.00	\$14.29
WBOY-TV	Su	RT	12:30a- 1:30a	MAJOR CRIMES	1.5	0.6	0.0	30	1	1	0	2	\$25.00	\$16.67
Station Total:					416.9	348.9	42.2					74	\$8,395.00	



Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Clarksburg

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
EBOY-TV	Sa	LN	11:00p-11:30p	AVG. ALL WKS	0.9	0.9	1.1	30	1	1	0	2	\$15.00	\$16.67
EBOY-TV	Su	RT	8:00a- 9:00a	GD MRN-SUN-ABC	2.1	2.0	0.0	30	1	1	0	2	\$25.00	\$11.90
EBOY-TV	M-F	PA	7:00p- 8:00p	BIG BNG THEORY/BG BNG THRY B	2.0	1.9	0.0	30	2	2	0	4	\$75.00	\$37.50
EBOY-TV	M-W	PA	7:00p- 8:00p	BIG BNG THEORY/BG BNG THRY B	1.8	1.7	0.0	30	0	0	2	2	\$75.00	\$41.67
EBOY-TV	Sa	PT	8:00p-11:00p	AVG. ALL WKS	0.4	0.4	1.1	30	1	1	0	2	\$190.00	\$475.00
Station Total:					18.4	17.6	4.4					12	\$910.00	
WDTV-TV	M-F	EM	7:00a- 9:00a	CBS THIS MORNING 2 HR	2.5	1.8	1.6	30	2	2	0	4	\$45.00	\$18.00
			06-01-2017-06-28-2017											
WDTV-TV	M-W	EM	7:00a- 9:00a	CBS THIS MORNING 2 HR	2.5	1.8	1.3	30	0	0	2	2	\$45.00	\$18.00
			06-01-2017-06-28-2017											
WDTV-TV	M-F	DT	9:00a-10:00a	LIVE WITH KELLY & RYAN	1.8	0.9	0.0	30	2	2	0	4	\$25.00	\$13.89
			06-01-2017-06-28-2017											
WDTV-TV	M-W	DT	9:00a-10:00a	LIVE WITH KELLY & RYAN	1.7	0.9	0.0	30	0	0	2	2	\$25.00	\$14.71
			06-01-2017-06-28-2017											
WDTV-TV	M-F	DT	11:00a-12:00p	PRICE IS RIGHT	3.3	4.4	0.0	30	2	2	0	4	\$65.00	\$19.70
			06-01-2017-06-28-2017											
WDTV-TV	M-W	DT	11:00a-12:00p	PRICE IS RIGHT	2.8	3.8	0.0	30	0	0	2	2	\$65.00	\$23.21
			06-01-2017-06-28-2017											
WDTV-TV	M-F	DT	12:00p-12:30p	5 NEWS WV @ MIDDAY	3.7	3.4	1.6	30	2	3	0	5	\$50.00	\$13.51
			06-01-2017-06-28-2017											
WDTV-TV	M-W	DT	12:00p-12:30p	5 NEWS WV @ MIDDAY	2.9	2.6	0.0	30	0	0	2	2	\$50.00	\$17.24
			06-01-2017-06-28-2017											
WDTV-TV	M-F	EN	5:00p- 5:30p	FIRST NEWS @ 5 PM	4.6	2.9	1.2	30	2	3	0	5	\$75.00	\$16.30
			06-01-2017-06-28-2017											
WDTV-TV	M-W	EN	5:00p- 5:30p	FIRST NEWS @ 5 PM	3.8	2.4	0.0	30	0	0	2	2	\$75.00	\$19.74
			06-01-2017-06-28-2017											
WDTV-TV	M-F	EN	5:30p- 6:00p	FIRST NEWS @ 5:30 PM	4.3	3.2	2.9	30	2	2	0	4	\$85.00	\$19.77
			06-01-2017-06-28-2017											



Spot Calendar by Station

THE MANAHAN GROUP
COMMERCIAL SALES & PROMOTION

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Clarksburg

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									6/18 6/24	6/25 7/1	7/2 7/4			
WDTV-TV	M-W	EN	5:30p- 6:00p	FIRST NEWS @ 5:30 PM	3.7	2.7	1.6	30	0	0	2	2	\$85.00	\$22.97
				06-01-2017-06-28-2017										
WDTV-TV	M-F	EN	6:00p- 6:30p	FIRST NEWS @ 6 PM	4.3	3.3	1.7	30	2	3	0	5	\$125.00	\$29.07
				06-01-2017-06-28-2017										
WDTV-TV	M-W	EN	6:00p- 6:30p	FIRST NEWS @ 6 PM	3.3	2.5	0.8	30	0	0	2	2	\$125.00	\$37.88
				06-01-2017-06-28-2017										
WDTV-TV	M-F	LN	11:00p-11:35p	5 NEWS @ 11 PM	3.2	2.3	0.4	30	1	1	0	2	\$90.00	\$28.13
				06-01-2017-06-28-2017										
WDTV-TV	M-F	EM	7:00a- 8:00a	CBS EARLY SHOW HR 1	2.7	2.1	2.4	30	1	1	0	2	\$60.00	\$22.22
				06-01-2017-06-28-2017										
WDTV-TV	M-F	EF	4:00p- 4:30p	JUDGE JUDY	3.3	1.4	0.0	30	2	3	0	5	\$45.00	\$13.64
				06-01-2017-06-28-2017										
WDTV-TV	M-W	EF	4:00p- 4:30p	JUDGE JUDY	2.5	1.1	0.0	30	0	0	2	2	\$45.00	\$18.00
				06-01-2017-06-28-2017										
WDTV-TV	M-F	EF	4:30p- 5:00p	JUDGE JUDY	3.9	1.8	0.0	30	2	2	0	4	\$45.00	\$11.54
				06-01-2017-06-28-2017										
WDTV-TV	M-W	EF	4:30p- 5:00p	JUDGE JUDY	2.8	1.3	0.0	30	0	0	2	2	\$45.00	\$16.07
				06-01-2017-06-28-2017										
WDTV-TV	Tu	RT	7:58p- 9:00p	NCIS	3.7	4.0	1.7	30	1	1	1	3	\$400.00	\$108.11
				06-01-2017-06-28-2017										
WDTV-TV	Tu	PT	9:00p-10:00p	BULL	3.0	3.7	1.9	30	1	1	1	3	\$350.00	\$116.67
				06-01-2017-06-28-2017										
WDTV-TV	W	RT	7:58p- 9:00p	SEAL TEAM	2.8	2.5	5.8	30	1	0	0	1	\$300.00	\$107.14
				06-01-2017-06-28-2017										
WDTV-TV	W	PT	9:00p-10:00p	SEAL TEAM	3.0	1.7	0.0	30	1	0	0	1	\$300.00	\$100.00
				06-01-2017-06-28-2017										
WDTV-TV	F	PT	9:00p-10:00p	HAWAII FIVE O	3.3	1.9	0.0	30	1	1	0	2	\$240.00	\$72.73
				06-01-2017-06-28-2017										
WDTV-TV	Sa	WK	2:00p- 3:00p	CBS SPORTS SPECTACULAR	0.7	0.6	0.0	30	1	1	0	2	\$40.00	\$57.14
				06-01-2017-06-28-2017										
WDTV-TV	Sa	PA	7:00p- 8:00p	ENTERTAINM ENT TONIGHT	1.9	0.2	0.0	30	1	1	0	2	\$25.00	\$13.16
				06-01-2017-06-28-2017										



Spot Calendar by Station

THE MANAHAN GROUP

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Clarksburg

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP	
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1				7/2 7/4
WDTV-TV	M-F	LF	11:35p-12:37a	LATE SHOW THE	1.7	0.6	0.1	30	2	2	0	4	\$35.00	\$20.58
				06-01-2017-06-28-2017										
WDTV-TV	M-W	RT	11:35p- 1:35a	LATE SHOW THE	1.0	0.3	0.1	30	0	0	2	2	\$35.00	\$35.00
				06-01-2017-06-28-2017										
WDTV-TV	M-F	PA	7:30p- 7:58p	INSIDE EDITION	3.0	1.2	0.0	30	2	2	0	4	\$45.00	\$15.00
				06-01-2017-06-28-2017										
WDTV-TV	M-W	PA	7:30p- 7:58p	INSIDE EDITION	2.9	1.2	0.0	30	0	0	2	2	\$45.00	\$15.52
				06-01-2017-06-28-2017										
WDTV-TV	M	DT	10:00a-10:30a	MOMS EVERYDAY	1.5	0.7	0.0	30	1	1	1	3	\$25.00	\$16.67
				06-01-2017-06-28-2017										
WDTV-TV	Tu	PT	10:00p-11:00p	48 HOURS: NCIS	2.8	5.1	2.7	30	1	1	0	2	\$325.00	\$116.07
				06-01-2017-06-28-2017										
WDTV-TV	Tu	PT	10:00p-11:00p	NCIS: NEW ORLEANS	2.8	5.1	2.7	30	0	0	1	1	\$325.00	\$116.07
				06-01-2017-06-28-2017										
WDTV-TV	Th	PT	8:30p- 9:00p	BIG BANG THEORY	3.4	6.0	1.9	30	0	1	0	1	\$675.00	\$198.53
				06-01-2017-06-28-2017										
WDTV-TV	Th	PT	8:30p- 9:00p	YOUNG SHELDON	3.4	6.0	1.9	30	1	0	0	1	\$400.00	\$117.65
				06-01-2017-06-28-2017										
WDTV-TV	Th	PT	10:00p-11:00p	S.W.A.T.	2.2	2.3	1.6	30	1	1	0	2	\$250.00	\$113.64
				06-01-2017-06-28-2017										
WDTV-TV	Sa	LN	11:00p-11:35p	5 NEWS @ 11P	3.5	2.0	1.7	30	1	1	0	2	\$70.00	\$20.00
				06-01-2017-06-28-2017										
WDTV-TV	Sa	LF	11:35p-12:35a	CASTLE	1.6	0.5	0.4	30	1	1	0	2	\$15.00	\$9.38
				06-01-2017-06-28-2017										
Station Total:					305.1	232.3	90.0					102	\$10,690.00	
EVFX-TV	M-F	EN	6:00p- 6:30p	AMERICAN DAD	0.4	0.5	0.8	30	2	2	0	4	\$5.00	\$12.50
				06-01-2017-06-28-2017										
EVFX-TV	M-W	EN	6:00p- 6:30p	AMERICAN DAD	0.4	0.5	0.9	30	0	0	2	2	\$5.00	\$12.50
				06-01-2017-06-28-2017										
EVFX-TV	M-F	PA	7:00p- 7:30p	FAMILY GUY	0.5	0.7	1.3	30	2	2	0	4	\$5.00	\$10.00
				06-01-2017-06-28-2017										
EVFX-TV	M-W	PA	7:00p- 7:30p	FAMILY GUY	0.5	0.7	1.7	30	0	0	2	2	\$5.00	\$10.00
				06-01-2017-06-28-2017										



Spot Calendar by Station

THE MANAHAN GROUP
COMMERCIAL • PUBLIC RELATIONS • ADVERTISING

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Clarksburg

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
EVFX-TV	M-F	PA	7:30p- 8:00p	FAMILY GUY	0.5	0.7	1.5	30	2	2	0	4	\$5.00	\$10.00
			06-01-2017-06-28-2017											
EVFX-TV	M-W	PA	7:30p- 8:00p	FAMILY GUY	0.5	0.6	1.8	30	0	0	2	2	\$5.00	\$10.00
			06-01-2017-06-28-2017											
EVFX-TV	M-F	EN	5:00p- 6:00p	THE GOLDBERGS	0.4	0.1	0.2	30	2	2	0	4	\$5.00	\$12.50
			06-01-2017-06-28-2017											
EVFX-TV	M-W	EN	5:00p- 6:00p	THE GOLDBERGS	0.4	0.1	0.3	30	0	0	2	2	\$5.00	\$12.50
			06-01-2017-06-28-2017											
EVFX-TV	W	RT	7:58p- 9:00p	SUPERGIRL	0.5	0.2	1.1	30	1	1	0	2	\$30.00	\$60.00
			06-01-2017-06-28-2017											
EVFX-TV	Th	PT	9:00p-10:00p	BLACK LIGHTNING	0.6	0.4	1.8	30	1	1	0	2	\$35.00	\$58.33
			06-01-2017-06-28-2017											
EVFX-TV	Sa	PT	10:00p-10:30p	SEINFELD	0.6	0.9	2.4	30	1	1	0	2	\$3.00	\$5.00
			06-01-2017-06-28-2017											
EVFX-TV	Sa	PT	10:30p-11:00p	SEINFELD	0.6	0.9	2.3	30	1	1	0	2	\$3.00	\$5.00
			06-01-2017-06-28-2017											
Station Total:					15.4	16.6	39.8					32	\$262.00	
WVFX-TV	M-F	EM	8:00a- 9:00a	JUDGE MATHIS	0.5	0.2	0.9	30	2	2	0	4	\$7.00	\$14.00
			06-01-2017-06-28-2017											
WVFX-TV	M-W	EM	8:00a- 9:00a	JUDGE MATHIS	0.7	0.3	1.2	30	0	0	2	2	\$7.00	\$10.00
			06-01-2017-06-28-2017											
WVFX-TV	M-F	DT	9:00a-10:00a	PEOPLE'S COURT	0.9	0.6	0.0	30	2	2	0	4	\$10.00	\$11.11
			06-01-2017-06-28-2017											
WVFX-TV	M-W	DT	9:00a-10:00a	PEOPLE'S COURT	1.2	0.9	0.0	30	0	0	2	2	\$10.00	\$8.33
			06-01-2017-06-28-2017											
WVFX-TV	M-F	DT	10:00a-10:30a	DIVORCE COURT	0.7	0.8	1.7	30	2	2	0	4	\$7.00	\$10.00
			06-01-2017-06-28-2017											
WVFX-TV	M-W	DT	10:00a-10:30a	DIVORCE COURT	1.2	1.3	2.3	30	0	0	2	2	\$7.00	\$5.83
			06-01-2017-06-28-2017											
WVFX-TV	M-F	DT	10:30a-11:00a	DIVORCE COURT	0.6	0.8	1.8	30	2	2	0	4	\$7.00	\$11.67
			06-01-2017-06-28-2017											
WVFX-TV	M-W	DT	10:30a-11:00a	DIVORCE COURT	1.0	1.3	2.0	30	0	0	2	2	\$7.00	\$7.00
			06-01-2017-06-28-2017											



Spot Calendar by Station

THE MANAHAN GROUP
EXPERIENCE • PUBLIC RELATIONS • ADVERTISING

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Clarksburg

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
WVFX-TV	M-F	DT	12:00p-12:30p	JUDGE JUDY	1.0	1.0	0.8	30	2	2	0	4	\$10.00	\$10.00
			06-01-2017-06-28-2017											
WVFX-TV	M-W	DT	12:00p-12:30p	JUDGE JUDY	1.4	1.4	1.5	30	0	0	2	2	\$10.00	\$7.14
			06-01-2017-06-28-2017											
WVFX-TV	M-F	DT	12:30p- 1:00p	JUDGE JUDY	1.3	1.0	0.9	30	2	2	0	4	\$10.00	\$7.69
			06-01-2017-06-28-2017											
WVFX-TV	M-W	DT	12:30p- 1:00p	JUDGE JUDY	1.7	1.3	1.5	30	0	0	2	2	\$10.00	\$5.88
			06-01-2017-06-28-2017											
WVFX-TV	M-F	EN	5:30p- 6:00p	FAMILY FEUD	0.6	0.5	0.0	30	2	2	0	4	\$10.00	\$16.67
			06-01-2017-06-28-2017											
WVFX-TV	M-W	EN	5:30p- 6:00p	FAMILY FEUD	0.9	0.7	0.0	30	0	0	2	2	\$10.00	\$11.11
			06-01-2017-06-28-2017											
WVFX-TV	M-F	EN	6:00p- 6:30p	MOM	0.5	0.4	0.0	30	2	2	0	4	\$10.00	\$20.00
			06-01-2017-06-28-2017											
WVFX-TV	M-W	EN	6:00p- 6:30p	MOM	0.7	0.6	0.0	30	0	0	2	2	\$10.00	\$14.29
			06-01-2017-06-28-2017											
WVFX-TV	M-F	EN	6:30p- 7:00p	MOM	0.5	0.3	0.0	30	2	2	0	4	\$10.00	\$20.00
			06-01-2017-06-28-2017											
WVFX-TV	M-W	EN	6:30p- 7:00p	MOM	0.6	0.4	0.0	30	0	0	2	2	\$10.00	\$16.67
			06-01-2017-06-28-2017											
WVFX-TV	M-F	PT	10:30p-11:00p	TMZ	0.9	0.9	0.0	30	3	3	0	6	\$10.00	\$11.11
			06-01-2017-06-28-2017											
WVFX-TV	M-W	PT	10:30p-11:00p	TMZ	0.7	0.8	0.0	30	0	0	1	1	\$10.00	\$14.29
			06-01-2017-06-28-2017											
WVFX-TV	M-Su	RT	9:00a-10:00a	WORLD CUP TODAY	0.8	0.4	0.0	30	0	1	0	1	\$10.00	\$12.50
			06-01-2017-06-28-2017											
WVFX-TV	M-Su	RT	10:00a-12:00p	WORLD CUP SOCCER GAME	0.6	0.6	1.0	30	0	1	0	1	\$10.00	\$16.67
			06-01-2017-06-28-2017											
WVFX-TV	W	PT	9:00p-10:00p	24 HOURS TO HELL AND BACK	0.7	3.0	10.6	30	1	1	1	3	\$150.00	\$214.29
			06-01-2017-06-28-2017											
WVFX-TV	F	RT	7:58p- 9:00p	THE RESIDENT	0.7	1.0	1.5	30	1	0	0	1	\$75.00	\$107.14
			06-01-2017-06-28-2017											
WVFX-TV	F	PT	8:00p-11:00p	BIG3 BASKETBALL LEAGUE	0.9	1.2	2.3	30	0	1	0	1	\$75.00	\$83.33
			06-01-2017-06-28-2017											



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • SALES • SOLUTIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Clarksburg

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4						
WVFX-TV	F	PT	9:00p-10:00p	THE ORVILLE	0.6	0.7	4.2	30	1	0	0				1	\$75.00	\$125.00

Station Total:					57.0	57.9	82.2										
Spots Per Week									105	109	75				69	\$1,251.00	
TRPs Per Week									292.7	313.6	206.5				289		
															812.8		

SCHEDULE TOTALS

TOTAL SPOTS:	289
TOTAL COST:	\$21,508.00
TOTAL Adults 21+ TRPs:	812.8
TOTAL Adults 21+ Reach Pct/Frequency:	95.4%/8.5
TOTAL Adults 18+ TRPs:	673.3
TOTAL Adults 18+ Reach Pct/Frequency:	90.0%/7.5
TOTAL Men 18-34 TRPs:	258.6
TOTAL Men 18-34 Reach Pct/Frequency:	67.3%/3.8

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Parkersburg-Marietta

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
WTAP-TV	M-F	RT	5:30a- 5:58a	EARLY DAYBREAK	2.8	1.9	0.3	30	3	3	0	6	\$60.00	\$21.43
				Feb-2018LP-May-2017LP										
WTAP-TV	M-W	RT	5:30a- 5:58a	EARLY DAYBREAK	2.5	1.7	0.0	30	0	0	2	2	\$60.00	\$24.00
				Feb-2018LP-May-2017LP										
WTAP-TV	M-F	RT	5:58a- 7:00a	DAYBREAK	6.8	5.0	0.8	30	3	3	0	6	\$140.00	\$20.59
				Feb-2018LP-May-2017LP										
WTAP-TV	M-F	EM	7:00a- 9:00a	TODAY SHOW	8.0	7.7	1.3	30	3	3	0	6	\$125.00	\$15.63
				Feb-2018LP-May-2017LP										
WTAP-TV	M-W	EM	7:00a- 9:00a	TODAY SHOW	7.0	6.7	0.9	30	0	0	2	2	\$125.00	\$17.86
				Feb-2018LP-May-2017LP										
WTAP-TV	M-F	DT	11:59a-12:30p	WTAP NEWS AT NOON	4.6	4.7	0.6	30	2	2	0	4	\$125.00	\$27.17
				Feb-2018LP-May-2017LP										
WTAP-TV	M-W	DT	11:59a-12:35p	WTAP NEWS AT NOON	3.8	3.9	0.0	30	0	0	2	2	\$125.00	\$32.89
				Feb-2018LP-May-2017LP										
WTAP-TV	M-F	EN	5:00p- 5:30p	WTAP AT FIVE	6.8	7.0	1.3	30	1	3	0	4	\$175.00	\$25.74
				Feb-2018LP-May-2017LP										
WTAP-TV	M-W	EN	5:00p- 5:30p	WTAP AT FIVE	6.5	6.7	2.2	30	0	0	2	2	\$175.00	\$26.92
				Feb-2018LP-May-2017LP										
WTAP-TV	M-F	EN	5:30p- 5:59p	INSIDE EDITION	5.8	5.8	0.7	30	2	3	0	5	\$95.00	\$16.38
				Feb-2018LP-May-2017LP										
WTAP-TV	M-W	EN	5:30p- 5:35p	INSIDE EDITION	5.5	5.5	1.5	30	0	0	2	2	\$95.00	\$17.27
				Feb-2018LP-May-2017LP										
WTAP-TV	M-F	PA	7:00p- 7:30p	WHEEL OF FORTUNE	9.4	8.5	0.2	30	3	3	0	6	\$165.00	\$17.55
				Feb-2018LP-May-2017LP										
WTAP-TV	M-W	PA	7:00p- 7:30p	WHEEL OF FORTUNE	9.0	8.0	0.0	30	0	0	2	2	\$165.00	\$18.33
				Feb-2018LP-May-2017LP										
WTAP-TV	M-F	PA	7:30p- 7:57p	JEOPARDY	9.0	8.6	0.2	30	3	3	0	6	\$165.00	\$18.33
				Feb-2018LP-May-2017LP										
WTAP-TV	M-W	PA	7:30p- 7:57p	JEOPARDY	8.5	8.1	0.0	30	0	0	2	2	\$165.00	\$19.41
				Feb-2018LP-May-2017LP										
WTAP-TV	M-F	RT	10:59p-11:35p	WTAP NEWS AT ELEVEN	8.8	7.0	1.8	30	3	3	0	6	\$425.00	\$48.30
				Feb-2018LP-May-2017LP										



Spot Calendar by Station

THE MANAHAN GROUP
CORPORATION OF VIRGINIA, INC. 10010 WOODBURN DRIVE, SUITE 100, FARMERSVILLE, VA 22434

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Parkersburg-Marietta

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK						Total Spots	STN Gross Cost	CPP	
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1				7/2 7/4
WTAP-TV	M-F	LF	11:35p-12:35a	TONIGHT SHOW	2.9	2.1	0.5	30	3	3	0	6	\$105.00	\$36.21
				Feb-2018LP-May-2017LP										
WTAP-TV	M-W	LF	11:35p-12:35a	TONIGHT SHOW	2.5	1.9	0.4	30	0	0	2	2	\$105.00	\$42.00
				Feb-2018LP-May-2017LP										
WTAP-TV	Tu-F	DT	12:30p-1:00p	INSIDE EDITION	3.8	4.2	0.8	30	3	3	0	6	\$60.00	\$15.79
				Feb-2018LP-May-2017LP										
WTAP-TV	Tu-W	DT	12:30p-1:00p	INSIDE EDITION	2.8	3.0	0.0	30	0	0	2	2	\$60.00	\$21.43
				Feb-2018LP-May-2017LP										
WTAP-TV	W	PT	9:00p-10:00p	THE CARMICHAEL SHOW	8.5	7.2	2.7	30	1	1	1	3	\$460.00	\$54.12
				Feb-2018LP-May-2017LP										
WTAP-TV	Th	PT	9:00p-10:00p	THE WALL	7.3	7.3	2.6	30	1	1	0	2	\$460.00	\$63.01
				Feb-2018LP-May-2017LP										
WTAP-TV	Sa	PT	9:00p-10:00p	DATELINE SATURDAY NIGHT MYSTER	4.5	3.9	2.3	30	1	1	0	2	\$260.00	\$57.78
				Feb-2018LP-May-2017LP										
WTAP-TV	Sa	PT	10:00p-11:00p	SNL	5.5	4.3	2.3	30	1	1	0	2	\$360.00	\$65.45
				Feb-2018LP-May-2017LP										
WTAP-TV	Su	PT	8:00p-9:00p	THE WALL	14.8	11.3	3.8	30	1	0	0	1	\$310.00	\$20.95
				Feb-2018LP-May-2017LP										
WTAP-TV	Su	PT	8:00p-9:00p	THE WALL	14.8	11.3	3.8	30	0	1	0	1	\$410.00	\$27.70
				Feb-2018LP-May-2017LP										
Station Total:					569.5	512.0	86.6					90	\$15,555.00	
WIYE-TV	M-F	DT	10:00a-11:00a	LETS MAKE A DEAL	0.9	0.9	0.5	30	3	3	0	6	\$75.00	\$83.33
				Feb-2018LP-May-2017LP										
WIYE-TV	M-W	DT	10:00a-11:00a	LETS MAKE A DEAL	0.9	0.9	0.3	30	0	0	2	2	\$75.00	\$83.33
				Feb-2018LP-May-2017LP										
WIYE-TV	M	PT	10:00p-11:00p	ELEMENTARY	0.9	0.8	1.1	30	1	1	1	3	\$150.00	\$166.67
				Feb-2018LP-May-2017LP										
WIYE-TV	Th	PT	9:00p-10:00p	BIG BROTHER	2.4	2.4	3.5	30	0	1	0	1	\$175.00	\$72.92
				Feb-2018LP-May-2017LP										
WIYE-TV	Th	PT	9:00p-10:00p	MOM/LIFE IN PIECES	2.4	2.4	3.5	30	1	0	0	1	\$175.00	\$72.92
				Feb-2018LP-May-2017LP										



Spot Calendar by Station

THE MANAHAN GROUP

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Parkersburg-Marietta

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
WIYE-TV	M	PT	9:00p-10:00p	ME MYSELF & SUPERIOR DONUTS	1.5	1.4	1.0	30	1	0	0	1	\$175.00	\$116.67
				Feb-2018LP-May-2017LP										
WIYE-TV	M	PT	9:00p-10:00p	SALVATION	1.5	1.4	1.0	30	0	1	1	2	\$175.00	\$116.67
				Feb-2018LP-May-2017LP										
WIYE-TV	W	PT	8:00p- 9:00p	SURVIVOR	1.8	1.4	1.2	30	1	0	1	2	\$150.00	\$83.33
				Feb-2018LP-May-2017LP										
WIYE-TV	M-F	DT	11:00a-12:00p	THE PRICE IS RIGHT	1.0	1.1	0.4	30	3	3	0	6	\$75.00	\$75.00
				Feb-2018LP-May-2017LP										
WIYE-TV	M-W	DT	11:00a-12:00p	THE PRICE IS RIGHT	1.0	1.0	0.0	30	0	0	2	2	\$75.00	\$75.00
				Feb-2018LP-May-2017LP										
WIYE-TV	M	PT	9:30p-10:00p	LIVING BIBLICALLY	1.5	1.4	0.9	30	1	1	1	3	\$175.00	\$116.67
				Feb-2018LP-May-2017LP										
WIYE-TV	W	PT	8:00p-10:00p	BIG BROTHER	1.6	1.3	1.3	30	0	1	0	1	\$175.00	\$109.38
				Feb-2018LP-May-2017LP										
Station Total:					36.9	35.5	25.7					30	\$3,525.00	
WOVA-TV	M-F	DT	3:00p- 4:00p	JUDGE JUDY	1.8	1.8	0.8	30	3	3	0	6	\$20.00	\$11.11
				Feb-2018LP-May-2017LP										
WOVA-TV	M-W	DT	3:00p- 4:00p	JUDGE JUDY	1.4	1.4	1.2	30	0	0	3	3	\$20.00	\$14.29
				Feb-2018LP-May-2017LP										
WOVA-TV	M-F	EF	4:00p- 5:00p	ANDY GRIFFITH	1.1	1.0	1.0	30	3	3	0	6	\$20.00	\$18.18
				Feb-2018LP-May-2017LP										
WOVA-TV	M-W	EF	4:00p- 5:00p	ANDY GRIFFITH	0.9	0.8	1.8	30	0	0	3	3	\$20.00	\$22.22
				Feb-2018LP-May-2017LP										
WOVA-TV	W	PT	9:00p-10:00p	STAR	1.7	1.4	1.6	30	0	1	0	1	\$200.00	\$117.65
				Feb-2018LP-May-2017LP										
WOVA-TV	Su	PT	8:00p- 9:00p	SIMPSONS/BROOKLYN NINE-NINE	0.4	0.3	0.4	30	1	1	0	2	\$125.00	\$312.50
				Feb-2018LP-May-2017LP										
WOVA-TV	Tu	PT	9:00p-10:00p	LOVE CONNECTION	0.6	0.5	1.5	30	1	1	1	3	\$200.00	\$333.33
				Feb-2018LP-May-2017LP										
WOVA-TV	W	PT	8:00p- 9:00p	EMPIRE	1.6	1.3	1.4	30	1	1	1	3	\$175.00	\$109.38
				Feb-2018LP-May-2017LP										



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING SALES & SERVICE • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Parkersburg-Marietta

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
WOVA-TV	M-F	EN	6:00p- 7:00p	THE BIG BANG THEORY	1.0	0.9	1.7	30	3	3	0	6	\$75.00	\$75.00
				Feb-2018LP-May-2017LP										
WOVA-TV	M-W	EN	6:00p- 7:00p	THE BIG BANG THEORY	1.0	0.9	2.3	30	0	0	3	3	\$75.00	\$75.00
				Feb-2018LP-May-2017LP										
WOVA-TV	M-F	RT	11:00p-12:00a	MOM	0.4	0.4	1.7	30	3	3	0	6	\$40.00	\$100.00
				Feb-2018LP-May-2017LP										
WOVA-TV	M-W	RT	11:00p-12:00a	MOM	0.3	0.3	2.3	30	0	0	3	3	\$40.00	\$133.33
				Feb-2018LP-May-2017LP										
WOVA-TV	M-F	LF	12:00a- 1:00a	2 1/2 MEN/THE GAME	0.3	0.2	1.2	30	3	3	0	6	\$40.00	\$133.33
				Feb-2018LP-May-2017LP										
WOVA-TV	M-W	LF	12:00a- 1:00a	2 1/2 MEN/THE GAME	0.3	0.2	1.0	30	0	0	3	3	\$40.00	\$133.33
				Feb-2018LP-May-2017LP										
WOVA-TV	M-F	LF	12:00a- 1:00a	2 1/2 MEN/THE GAME	0.3	0.2	1.2	30	3	3	0	6	\$40.00	\$133.33
				Feb-2018LP-May-2017LP										
WOVA-TV	M-W	LF	12:00a- 1:00a	2 1/2 MEN/THE GAME	0.3	0.2	1.0	30	0	0	2	2	\$40.00	\$133.33
				Feb-2018LP-May-2017LP										
WOVA-TV	Tu	PT	8:00p- 9:00p	BEAT SHAZAM	1.2	1.0	1.2	30	0	1	0	1	\$175.00	\$145.83
				Feb-2018LP-May-2017LP										
WOVA-TV	Su	PT	7:30p- 8:00p	BOB'S BURGERS	0.8	0.5	0.8	30	1	1	0	2	\$125.00	\$156.25
				Feb-2018LP-May-2017LP										
Station Total:					53.6	47.6	87.3							
EIYE-TV	M-F	DT	11:00a-12:00p	DIAGNOSIS MURDER	0.3	0.4	0.0	30	3	3	0	65	\$4,075.00	
				Feb-2018LP-May-2017LP								6	\$5.00	\$16.67
EIYE-TV	M-Tu	DT	11:00a-12:00p	DIAGNOSIS MURDER	0.2	0.3	0.0	30	0	0	2	2	\$5.00	\$25.00
				Feb-2018LP-May-2017LP										
EIYE-TV	M-F	EN	6:00p- 7:00p	HAWAII FIVE-O	1.0	0.9	0.2	30	3	3	0	6	\$15.00	\$15.00
				Feb-2018LP-May-2017LP										
EIYE-TV	M-W	EN	6:00p- 7:00p	HAWAII FIVE-O	1.0	0.9	0.0	30	0	0	3	3	\$15.00	\$15.00
				Feb-2018LP-May-2017LP										
Station Total:					11.2	11.1	1.2					17	\$175.00	



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • TELEVISION • RADIO • DIRECT RESPONSE

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Parkersburg-Marietta

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP	
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4				
Spots Per Week															
TRPs Per Week									73	78	51				
									258.5	280.6	132.1				

SCHEDULE TOTALS

TOTAL SPOTS: 202
 TOTAL COST: \$23,330.00
 TOTAL Adults 21+ TRPs: 671.2
 TOTAL Adults 21+ Reach Pct/Frequency: 95.7%/7.0
 TOTAL Adults 18+ TRPs: 606.2
 TOTAL Adults 18+ Reach Pct/Frequency: 88.7%/6.8
 TOTAL Men 18-34 TRPs: 200.8
 TOTAL Men 18-34 Reach Pct/Frequency: 48.5%/4.2

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

THE MANAHAN GROUP
CORPORATION PUBLIC RELATIONS AND MARKETING

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Washington, DC

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Apr18 SHR) DMA Custom Live+7
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									6/18 6/24	6/25 7/1	7/2 7/4			
WDVM-TV	M-F	EM	8:00a- 8:30a	Justice for All	1.1	0.0	0.0	30	2	2	0	4	\$30.00	\$27.27
WDVM-TV	M-W	EM	8:00a- 8:30a	Justice for All	1.1	0.0	0.0	30	0	0	2	2	\$30.00	\$27.27
WDVM-TV	M-F	EM	8:30a- 9:00a	Supreme Justice with Judge Karen	1.1	0.0	0.0	30	2	2	0	4	\$30.00	\$27.27
WDVM-TV	M-W	EM	8:30a- 9:00a	Supreme Justice with Judge Karen	1.1	0.0	0.0	30	0	0	2	2	\$30.00	\$27.27
WDVM-TV	M-F	DT	2:00p- 2:30p	Justice With Judge Mablean	1.1	0.0	0.0	30	2	2	0	4	\$25.00	\$22.73
WDVM-TV	M-W	DT	2:00p- 2:30p	Justice With Judge Mablean	1.1	0.0	0.0	30	0	0	2	2	\$25.00	\$22.73
WDVM-TV	M-F	DT	2:30p- 3:00p	Pawn Stars	1.1	0.0	0.0	30	2	2	0	4	\$25.00	\$22.73
WDVM-TV	M-W	DT	2:30p- 3:00p	Pawn Stars	1.1	0.0	0.0	30	0	0	2	2	\$25.00	\$22.73
WDVM-TV	M-F	EF	5:30p- 6:00p	West Virginia Tonight	4.1	0.0	0.0	30	3	3	0	6	\$225.00	\$54.88
WDVM-TV	M-W	EF	5:30p- 6:00p	West Virginia Tonight	4.1	0.0	0.0	30	0	0	2	2	\$225.00	\$54.88
WDVM-TV	M-F	LF	11:30p-12:00a	Impractical Jokers	1.1	0.0	0.0	30	3	3	0	6	\$50.00	\$45.45
WDVM-TV	M-W	LF	11:30p-12:00a	Impractical Jokers	1.1	0.0	0.0	30	0	0	2	2	\$50.00	\$45.45
WDVM-TV	Sa	W	10:00a-11:00a	Mountaineer Game Day Live	0.8	0.0	0.0	30	1	1	0	2	\$90.00	\$112.50
WDVM-TV	Sa	W	11:00a-12:00p	Dana Holgorsen Show	1.0	0.0	0.0	30	1	1	0	2	\$90.00	\$90.00
WDVM-TV	Sa	RT	11:00p-12:00a	Comedy.TV	1.0	0.0	0.0	30	1	1	0	2	\$75.00	\$75.00
WDVM-TV	Su	LN	11:00p-11:30p	Sports Connection	1.5	0.0	0.0	30	1	1	0	2	\$75.00	\$50.00
Station Total:					76.6	0.0	0.0					48	\$3,520.00	



Spot Calendar by Station

THE MANAHAN GROUP
PUBLISHERS OF PUBLIC RELATIONS

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Washington, DC

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Apr18 SHR) DMA Custom Live+7
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP	
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4				
Spots Per Week										18	18	12			
TRPs Per Week										28.7	28.7	19.2		48	

SCHEDULE TOTALS

TOTAL SPOTS: 48
 TOTAL COST: \$3,520.00
 TOTAL Adults 21+ TRPs: 76.6
 TOTAL Adults 21+ Reach Pct/Frequency: 27.7%/2.7
 TOTAL Adults 18+ TRPs: 0.0
 TOTAL Adults 18+ Reach Pct/Frequency: 0.0%/0.0
 TOTAL Men 18-34 TRPs: 0.0
 TOTAL Men 18-34 Reach Pct/Frequency: 0.0%/0.0

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • SALES • TELEVISION • RADIO

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Wheeling

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP	
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4				
WTRF-TV	M-F	DT	11:00a-12:00p	THE PRICE IS RIGHT	4.8	3.9	2.0	30		3	3	0	6	\$100.00	\$20.83
WTRF-TV	M-W	DT	11:00a-12:00p	THE PRICE IS RIGHT	4.6	3.7	2.4	30		0	0	3	3	\$100.00	\$21.74
WTRF-TV	M-F	EF	4:00p- 5:00p	JUDGE JUDY	4.9	3.5	0.3	30		2	2	0	4	\$60.00	\$12.24
WTRF-TV	M-W	EF	4:00p- 5:00p	JUDGE JUDY	4.2	3.0	0.2	30		0	0	2	2	\$60.00	\$14.29
WTRF-TV	M-F	PA	7:00p- 7:30p	ENTERTAINMENT TONIGHT	4.9	1.7	0.3	30		3	3	0	6	\$70.00	\$14.29
WTRF-TV	M-W	PA	7:00p- 7:30p	ENTERTAINMENT TONIGHT	4.4	1.5	0.0	30		0	0	3	3	\$70.00	\$15.91
WTRF-TV	M-F	PA	7:30p- 8:00p	INSIDE EDITION	5.2	1.4	0.3	30		3	3	0	6	\$70.00	\$13.46
WTRF-TV	M-W	PA	7:30p- 8:00p	INSIDE EDITION	4.6	1.2	0.2	30		0	0	3	3	\$70.00	\$15.22
WTRF-TV	Tu	PT	8:00p- 9:00p	NCIS	8.7	4.2	4.7	30		1	1	1	3	\$600.00	\$68.97
WTRF-TV	Tu	PT	9:00p-10:00p	BULL	7.3	3.1	6.5	30		1	1	1	3	\$400.00	\$54.79
WTRF-TV	Tu	PT	10:00p-11:00p	NCIS: NEW ORLEANS	5.6	3.8	4.3	30		1	1	1	3	\$350.00	\$62.50
WTRF-TV	W	PT	8:00p- 9:00p	Big Bang / Sheldon	6.7	2.6	1.5	30		1	1	1	3	\$350.00	\$52.24
WTRF-TV	Su	RT	9:00a-10:30a	CBS SUNDAY MORNING	3.1	2.4	0.6	30		1	1	0	2	\$50.00	\$16.13
Station Total:					249.3	127.1	77.2						47	\$7,720.00	
GTRF-TV	M-F	DT	2:00p- 3:00p	GENERAL HOSPITAL	0.5	0.3	0.3	30		2	2	0	4	\$25.00	\$50.00
GTRF-TV	M-W	DT	2:00p- 3:00p	GENERAL HOSPITAL	0.4	0.3	0.4	30		0	0	2	2	\$25.00	\$62.50
GTRF-TV	M-F	LF	11:35p-12:35a	JIMMY KIMMEL	0.5	0.2	0.2	30		2	2	0	4	\$20.00	\$40.00
GTRF-TV	M-W	LF	11:35p-12:35a	JIMMY KIMMEL	0.2	0.1	0.4	30		0	0	2	2	\$20.00	\$100.00
GTRF-TV	W	PT	8:00p- 9:00p	GOLDBERG'S ALEX INC.	2.0	0.8	1.9	30		1	1	1	3	\$200.00	\$100.00
GTRF-TV	W	PT	9:00p-10:00p	MODERN FAMILY / AMERICAN HOUSEWIFE	1.8	0.9	1.3	30		1	1	1	3	\$225.00	\$125.00
Station Total:					16.6	7.9	13.2						18	\$1,545.00	
WTOV-TV	M-F	RT	5:00a- 5:30a	NEWS9 SUNRISE-5A	2.4	2.1	0.5	30		3	3	0	6	\$30.00	\$12.50
WTOV-TV	M-W	RT	5:00a- 5:30a	NEWS9 SUNRISE-5A	2.2	1.9	0.8	30		0	0	3	3	\$30.00	\$13.64
WTOV-TV	M-F	RT	5:30a- 6:00a	NEWS9 SUNRISE-5:30A	3.6	2.2	0.8	30		3	3	0	6	\$40.00	\$11.11
WTOV-TV	M-W	RT	5:30a- 6:00a	NEWS9 SUNRISE-5:30A	3.3	2.0	1.0	30		0	0	3	3	\$40.00	\$12.12
WTOV-TV	Sa	RT	7:00a- 8:30a	SATURDAY TODAY	2.8	2.4	0.9	30		1	1	0	2	\$30.00	\$10.71
WTOV-TV	M-F	DT	12:00p-12:30p	NEWS 9 MIDDAY	7.9	7.2	3.1	30		3	3	0	6	\$50.00	\$6.33



Spot Calendar by Station

THE MANAHAN GROUP
CONCEPTS • STRATEGY • RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Wheeling

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK											Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4							
WTOV-TV	M-W	DT	12:00p-12:30p	NEWS 9 MIDDAY	8.1	7.3	2.7	30	0	0	3				3	\$50.00	\$6.17	
WTOV-TV	M-F	DT	12:30p- 1:00p	WHO WANTS TO BE A MILLIONAIRE	5.8	4.4	0.4	30	2	2	0				4	\$30.00	\$5.17	
WTOV-TV	M-W	DT	12:30p- 1:00p	WHO WANTS TO BE A MILLIONAIRE	6.1	4.6	0.7	30	0	0	2				2	\$30.00	\$4.92	
WTOV-TV	M-F	DT	3:00p- 4:00p	DR PHIL	3.1	1.8	1.1	30	2	2	0				4	\$50.00	\$16.13	
WTOV-TV	M-W	DT	3:00p- 4:00p	DR PHIL	3.4	1.9	1.0	30	0	0	2				2	\$50.00	\$14.71	
WTOV-TV	M-F	EN	5:00p- 6:00p	NEWS 9 LIVE @ FIVE	9.5	7.6	1.9	30	2	2	0				4	\$140.00	\$14.74	
WTOV-TV	M-W	EN	5:00p- 6:00p	NEWS 9 LIVE @ FIVE	9.2	7.4	2.3	30	0	0	2				2	\$140.00	\$15.22	
WTOV-TV	M-F	EN	6:00p- 6:30p	NEWS 9 AT SIX	14.0	10.3	2.3	30	3	3	0				6	\$260.00	\$18.57	
WTOV-TV	M-W	EN	6:00p- 6:30p	NEWS 9 AT SIX	13.0	9.5	2.2	30	0	0	3				3	\$260.00	\$20.00	
WTOV-TV	Su	EN	6:00p- 6:30p	NEWS 9 AT SIX	7.4	11.4	2.7	30	3	3	0				6	\$100.00	\$13.51	
WTOV-TV	Sa	PA	7:00p- 7:30p	WEEKEND WHEEL	4.6	3.9	0.9	30	1	1	0				2	\$30.00	\$6.52	
WTOV-TV	Su	PT	7:00p- 8:00p	DATELINE - SUNDAY	5.1	9.8	2.4	30	1	1	0				2	\$125.00	\$24.51	
WTOV-TV	Th	PT	8:00p- 9:00p	LITTLE BIG SHOTS	2.2	7.4	2.2	30	1	1	0				2	\$125.00	\$56.82	
WTOV-TV	Th	PT	9:00p-10:00p	MARLON	6.8	8.9	3.0	30	1	1	0				2	\$125.00	\$18.38	
WTOV-TV	Sa	PT	8:00p-10:00p	DATELINE SATURDAY NIGHT MYSTERY	5.2	5.9	2.3	30	0	1	0				1	\$50.00	\$9.62	
WTOV-TV	Sa	PT	9:00p-10:00p	DATELINE SATURDAY NIGHT MYSTERY	5.2	6.4	2.3	30	1	0	0				1	\$100.00	\$19.23	
WTOV-TV	Su	PT	8:00p-10:00p	AMERICAS GOT TALENT	6.6	14.0	5.5	30	1	1	0				2	\$200.00	\$30.30	
WTOV-TV	Su	PT	10:00p-11:00p	SHADES OF BLUE	4.8	12.1	5.9	30	1	1	0				2	\$150.00	\$31.25	
WTOV-TV	M-F	LF	11:35p-12:35a	TONIGHT SHOW-FALLON	3.8	3.4	1.8	30	1	1	0				2	\$40.00	\$10.53	
WTOV-TV	M-F	RT	1:05a- 1:35a	LATE NIGHT WITH SETH MEYERS	0.4	0.4	0.5	30	3	3	0				6	\$5.00	\$12.50	
WTOV-TV	M-W	RT	1:05a- 1:35a	LATE NIGHT WITH SETH MEYERS	0.3	0.4	4.1	30	0	0	3				3	\$5.00	\$16.67	
WTOV-TV	Su	LN	11:00p-11:30p	NEWS 9 TONIGHT-SUNDAY	9.0	6.1	2.4	30	1	1	0				2	\$150.00	\$16.67	
WTOV-TV	Su	WK	2:00p- 4:00p	ACTION SPORTS: RED BULL #3	1.6	1.3	0.5	30	1	0	0				1	\$25.00	\$15.63	



Spot Calendar by Station

THE MANAHAN GROUP
CORPORATE & MEDIA RELATIONS

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Wheeling

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4						
WTOV-TV	Su	RT	4:00p- 6:00p	TRACK & FIELD: USA T&F CHAMPIONS HIPS	2.8	2.6	2.2	30	1	0	0				1	\$25.00	\$8.93
Station Total:					512.1	500.1	170.7								91	\$7,535.00	
ETOV-TV	M-F	DT	10:00a-11:00a	WENDY WILLIAMS	0.3	0.3	1.1	30	2	2	0				4	\$5.00	\$16.67
ETOV-TV	M-W	DT	10:00a-11:00a	WENDY WILLIAMS	0.2	0.2	1.3	30	0	0	2				2	\$5.00	\$25.00
ETOV-TV	M-F	DT	11:00a-12:00p	HOT BENCH	0.4	0.3	0.4	30	2	2	0				4	\$5.00	\$12.50
ETOV-TV	M-W	DT	11:00a-12:00p	HOT BENCH	0.3	0.2	0.5	30	0	0	2				2	\$5.00	\$16.67
ETOV-TV	M-F	DT	12:00p- 1:00p	PATERNITY COURT	0.0	0.3	0.1	30	2	2	0				4	\$5.00	\$0.00
ETOV-TV	M-W	DT	12:00p- 1:00p	PATERNITY COURT	0.0	0.2	0.0	30	0	0	2				2	\$5.00	\$0.00
ETOV-TV	M-F	EN	5:30p- 7:00p	FAMILY FEUD	0.9	0.8	0.3	30	2	2	0				4	\$10.00	\$11.11
ETOV-TV	M-W	EN	5:30p- 7:00p	FAMILY FEUD	1.0	0.8	0.0	30	0	0	2				2	\$10.00	\$10.00
ETOV-TV	Tu	PT	8:00p- 9:00p	BEAT SHAZAM	0.5	0.5	0.9	30	1	1	1				3	\$50.00	\$100.00
ETOV-TV	Th	PT	8:00p-10:00p	THE FOUR: BATTLE FOR STARDOM	0.8	0.5	1.0	30	1	1	0				2	\$50.00	\$62.50
ETOV-TV	Su	PT	8:00p- 8:30p	THE SIMPSONS	0.8	1.5	3.9	30	1	1	0				2	\$50.00	\$62.50
ETOV-TV	Su	PT	9:00p- 9:30p	BROOKLYN 99	0.5	0.5	2.9	30	1	1	0				2	\$50.00	\$100.00
ETOV-TV	M-F	RT	11:00p-12:00a	DAILY MAIL	0.4	0.3	0.5	30	3	3	0				6	\$5.00	\$12.50
ETOV-TV	M-W	RT	11:00p-12:00a	DAILY MAIL	0.3	0.3	1.2	30	0	0	3				3	\$5.00	\$16.67
ETOV-TV	Sa-Su	WK	4:00p- 4:30p	WORLD CUP TODAY	0.0	1.3	0.4	30	2	0	0				2	\$5.00	\$0.00
ETOV-TV	Sa-Su	WK	4:00p- 4:30p	WORLD CUP TODAY	0.0	1.3	0.4	30	0	2	0				2	\$5.00	\$0.00
ETOV-TV	M-Tu	DT	1:00p- 2:00p	WORLD CUP TODAY	0.2	0.2	0.2	30	0	0	2				2	\$5.00	\$25.00
Station Total:					18.8	24.4	38.1								48	\$675.00	



Spot Calendar by Station

4/25/2019

THE MANAHAN GROUP
EXPERIENCE • PUBLIC RELATIONS • MULTIMEDIA

Client: DMV
Media: TV
Product: DMV
Flight Date: 06/18/2018 - 07/04/2018
Market/System: Wheeling

Estimate: 29
Survey: Jul18 Proj. (Jul17 HUT, Feb18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	6/18 6/24	6/25 7/1	7/2 7/4			
Spots Per Week									75	73	56			
TRPs Per Week									297.9	293.5	205.4		204	
												796.8		

SCHEDULE TOTALS

TOTAL SPOTS: 204
 TOTAL COST: \$17,475.00
 TOTAL Adults 21+ TRPs: 796.8
 TOTAL Adults 21+ Reach Pct/Frequency: 98.4%/8.1
 TOTAL Adults 18+ TRPs: 659.5
 TOTAL Adults 18+ Reach Pct/Frequency: 92.5%/7.1
 TOTAL Men 18-34 TRPs: 299.2
 TOTAL Men 18-34 Reach Pct/Frequency: 65.6%/4.6

Disclaimer:

Agreed to and Accepted by:

Digital Media Report
Impaired Driving 6/18/18-7/4/18

Dates	Platform	Description	Ad Spend	Impressions	Engagements	Engagement Rate
6/21/2018	Facebook	Safe at Night	\$ -	267	2	0.75%
6/21/2018	Twitter	Safe at Night	\$ -	68	2	2.94%
6/23/2018	Facebook	\$10k in Fees & Fines	\$ -	716	14	1.96%
6/23/2018	Twitter	\$10k in Fees & Fines	\$ -	135	2	1.48%
6/25/2018	Facebook	Deadly Holiday	\$ -	1,292	22	1.70%
6/25/2018	Twitter	Deadly Holiday	\$ -	123	1	0.81%
6/27/2018	Facebook	46% of 18-34 y/o	\$ -	294	2	0.68%
6/27/2018	Twitter	46% of 18-34 y/o	\$ -	223	1	0.45%
6/28/2018	Facebook	188 Killed	\$ -	375	1	0.27%
6/28/2018	Twitter	188 Killed	\$ -	320	1	0.31%
6/29/2018	Facebook	13 colonies/50 states	\$ 86.25	3,543	218	6.15%
6/29/2018	Twitter	13 colonies/50 states	\$ 57.50	9,378	698	7.44%
6/30/2018	Twitter	Independence Day	\$ 57.50	9,178	615	6.70%
7/1-7/4/18	Facebook	Checkpoint Spot	\$ 460.00	51,363	1,255	2.44%
7/1-7/4/18	Twitter	Checkpoint Spot	\$ 345.00	21,878	1,522	6.96%
7/2/2018	Facebook	Zero Tolerance	\$ 201.25	26,370	2,444	9.27%
7/2/2018	Twitter	Zero Tolerance	\$ 86.25	18,876	801	4.24%
7/3/2018	Facebook	Fireworks	\$ 115.00	25,824	2,059	7.97%
7/3/2018	Twitter	Fireworks	\$ 86.25	15,812	913	5.77%
7/4/2018	Facebook	Our Forefathers	\$ 115.00	16,956	334	1.97%
7/4/2018	Twitter	Our Forefathers	\$ 86.25	20,405	463	2.27%
			\$ 1,696.25	186,035	10,573	3.45%

Impaired Driving Labor Day 2018

Work Plan Totals

Labor	\$	-
TV	\$	200,000.00
NCM	\$	55,000.00
Digital	\$	5,000.00
Outdoor	\$	100,000.00
	\$	360,000.00

Actuals

Labor	\$	-
TV	\$	212,568.13
NCM	\$	55,200.00
Digital	\$	4,140.00
Outdoor		\$88,079
	\$	359,986.73

**Impaired Driving-Labor Day 2018
Television Summary**

Broadcast Television

Market	Client	Adults 18+		Males 18-34		Spots
		Reach	Frequency	Reach	Frequency	
Beckley/Bluefield	\$ 26,441.38	88.8	9	42.6	5.3	286
Charleston/Huntington	\$ 53,571.89	84.8	9.9	44.9	6.2	352
Clarksburg	\$ 25,502.98	83.9	8.9	41.9	4.5	190
Parkersburg	\$ 17,746.51	82.7	8.6	50.9	4.5	162
Washington, DC	\$ 11,436.75					90
Wheeling	\$ 18,434.67	94	9.1	66.9	6.1	250
	\$ 153,134.17	86.84	9.1	49.44	5.32	1330

Cable Television

Market	Client	Adults 18+		Males 18-34		Spots
		Reach	Frequency	Reach	Frequency	
Beckley/Bluefield	\$ 13,460.18	14.5	2	15.8	1.9	270
Charleston/Huntington	\$ 19,411.20	11.1	2.1	9.8	1.8	305
Clarksburg	\$ 4,371.38	10.1	2.7	6	2.1	846
Parkersburg	\$ 8,661.63	14.2	2	13	1.7	285
Washington, DC	\$ 7,045.82					1650
Wheeling	\$ 6,483.76	71.9	2.7	51.3	2.1	2078
	\$ 59,433.96	24.36	2.30	19.18	1.92	5434
	\$ 212,568.13					6764



Spot Calendar by Station

THE MANAHAN GROUP
CORPORATE PUBLIC RELATIONS MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Bluefield WV-VA

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/9					
EVNS-TV	M-F	EM	7:00a-8:00a	59 NEWS (REPLAY)	1.1	0.4	0.0	30	2	2	2	0	6	\$15.00	\$13.64		
EVNS-TV	Sa	PT	10:30p-11:00p	FUNNY YOU SHOULD ASK	1.8	0.4	0.0	30	1	1	1	0	3	\$15.00	\$8.33		
EVNS-TV	F	PT	9:00p-11:00p	BIG 3 Basketball League: Championship	3.0	0.9	0.0	30	0	1	0	0	1	\$50.00	\$16.67		
EVNS-TV	Th	RT	9:00p-11:30p	NASCAR: Camping World Truck Series from Bristol	2.3	0.7	0.0	30	1	0	0	0	1	\$75.00	\$32.61		
EVNS-TV	Sa	PT	10:00p-10:30p	FOX WV NEWS @ 10	3.7	0.9	0.0	30	1	1	1	0	3	\$50.00	\$13.51		
EVNS-TV	M	PT	9:00p-10:00p	9-1-1	1.5	2.2	2.7	30	1	1	1	1	4	\$75.00	\$50.00		
EVNS-TV	M	PT	8:00p-10:00p	SO YOU THINK YOU CAN DANCE 2HR	1.5	2.0	2.1	30	1	1	1	1	4	\$75.00	\$50.00		
EVNS-TV	M-F	DT	12:00p-1:00p	AMERICA'S COURT	0.7	0.5	0.4	30	3	3	3	0	9	\$15.00	\$21.43		
EVNS-TV	Su	PT	8:00p-8:30p	THE SIMPSONS	1.5	0.8	1.5	30	1	1	1	0	3	\$100.00	\$66.67		
EVNS-TV	M-F	DT	10:00a-10:30a	JUDGE MATHIS	0.6	0.4	0.2	30	2	2	2	0	6	\$15.00	\$25.00		
EVNS-TV	M-F	DT	9:30a-10:00a	THE VERDICT W/JUDGE HATCHETT	0.5	0.4	0.2	30	2	2	2	0	6	\$15.00	\$30.00		
EVNS-TV	M-F	DT	10:00a-11:00a	JUDGE MATHIS	0.6	0.4	0.1	30	2	2	2	0	6	\$15.00	\$25.00		
Station Total:					61.4	38.8	30.3						52	\$1,715.00			
WVVA-TV	M-F	EM	7:00a-8:00a	Today Show	4.2	4.1	0.9	30	3	3	3	0	9	\$150.00	\$35.71		
WVVA-TV	M-F	PA	7:30p-8:00p	Millionaire	2.5	2.4	0.6	30	2	2	2	0	6	\$75.00	\$30.00		
WVVA-TV	M-F	PA	7:00p-7:30p	Entertainment Tonight	2.6	2.5	0.2	30	2	2	2	0	6	\$95.00	\$36.54		
WVVA-TV	M-F	DT	2:00p-3:00p	Steve Harvey	1.4	1.4	0.0	30	3	3	3	0	9	\$35.00	\$25.00		
WVVA-TV	Th	PT	9:00p-10:00p	TRIAL & ERROR / TRIAL & ERROR	2.1	2.0	0.0	30	1	1	0	0	2	\$325.00	\$154.76		
WVVA-TV	Th	PT	9:00p-10:00p	WILL & GRACE / SUPERSTOR E	2.1	2.0	0.0	30	0	0	1	0	1	\$325.00	\$154.76		
WVVA-TV	M-F	RT	5:00a-6:00a	WVVA EARLY TODAY	1.4	1.4	0.5	30	2	2	2	0	6	\$45.00	\$32.14		
WVVA-TV	M-F	EN	6:00p-6:30p	WVVA @ 6	11.2	10.8	1.1	30	3	3	3	0	9	\$325.00	\$29.02		
WVVA-TV	M-F	DT	12:00p-12:30p	WVVA @ NOON	3.7	3.5	0.7	30	3	3	3	0	9	\$45.00	\$12.16		
WVVA-TV	M-F	EN	5:30p-6:00p	Inside Edition	5.1	4.9	0.4	30	2	2	2	0	6	\$95.00	\$18.63		
WVVA-TV	M-F	EN	5:00p-5:30p	WVVA @ 5	5.3	5.1	0.0	30	2	2	2	0	6	\$120.00	\$22.64		



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING SALES & RELATIONS (800) 456-7890

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Bluefield WV-VA

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	# of SPOTS PER WEEK				Total Spots	STN Gross Cost	CPP
									8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/9			
WVVA-TV	M	PT	8:00p-10:00p	AMERICAN NINJA WARRIOR	6.5	6.4	2.9	30	1	1	1	0	3	\$225.00	\$34.62
WVVA-TV	F	PT	10:00p-11:00p	DATELINE NBC	2.5	2.5	0.6	30	1	1	1	0	3	\$175.00	\$70.00
WVVA-TV	M	PT	10:00p-11:00p	AMERICA'S GOT TALENT	1.5	1.5	0.8	30	0	1	1	1	3	\$200.00	\$133.33
WVVA-TV	M-F	EM	6:00a- 7:00a	WVVA TODAY	4.4	4.2	1.4	30	3	3	3	0	9	\$115.00	\$26.14
WVVA-TV	M-F	LN	11:00p-11:35p	WVVA @ 11	6.3	5.4	1.3	30	2	2	2	0	6	\$185.00	\$29.37
WVVA-TV	M-F	LF	11:35p-12:35a	Tonight Show with Jimmy Fallon	2.1	1.8	0.2	30	2	2	2	0	6	\$75.00	\$35.71
WVVA-TV	Sa	LF	11:30p- 1:00a	SATURDAY NIGHT LIVE	2.6	2.5	1.3	30	1	1	1	0	3	\$55.00	\$21.15
WVVA-TV	Sa-Su	EN	6:00p- 6:30p	WVVA News@6 Weekend	4.0	3.8	0.7	30	2	2	2	0	6	\$125.00	\$31.25
WVVA-TV	F	PT	8:00p-10:00p	AMERICAN NINJA WARRIOR	1.8	1.8	0.3	30	1	1	1	0	3	\$175.00	\$97.22
Station Total:					450.9	429.9	78.0						111	\$14,385.00	
WOAY-TV	M-F	PA	7:30p- 8:00p	Family Feud	2.1	1.1	0.5	30	3	3	3	0	9	\$25.00	\$11.90
WOAY-TV	M-F	PA	7:00p- 7:30p	2.5 Men	1.3	0.7	0.3	30	3	3	3	0	9	\$25.00	\$19.23
WOAY-TV	M-F	LN	11:00p-11:30p	NewsWatch	2.7	1.4	0.6	30	3	3	3	0	9	\$50.00	\$18.52
WOAY-TV	Su	PT	7:00p- 8:00p	AFV	3.6	1.9	1.1	30	1	1	1	0	3	\$35.00	\$9.72
Station Total:					65.7	34.5	15.9						30	\$1,005.00	
WVNS-TV	M-F	EF	4:00p- 5:00p	ELLEN	1.2	1.7	0.0	30	2	2	2	0	6	\$30.00	\$25.00
WVNS-TV	M-F	PA	7:30p- 8:00p	JEOPARDY	4.6	5.8	1.9	30	2	2	2	0	6	\$160.00	\$34.78
WVNS-TV	M-F	PA	7:00p- 7:30p	WHEEL OF FORTUNE	5.2	6.0	0.9	30	3	3	3	0	9	\$160.00	\$30.77
WVNS-TV	Su	LF	11:30p-12:30a	RIZZOLI & ISLES	1.7	1.3	0.0	30	2	2	2	0	6	\$25.00	\$14.71
WVNS-TV	Su	EN	6:30p- 7:00p	CBS EVENING NEWS	3.7	2.4	0.0	30	1	1	1	0	3	\$60.00	\$16.22
WVNS-TV	W	PT	9:00p-10:00p	BIG BROTHER	1.6	4.0	5.9	30	1	1	1	0	3	\$250.00	\$156.25
WVNS-TV	F	PT	9:00p-10:00p	HAWAII FIVE- O	2.3	3.2	1.7	30	1	1	1	0	3	\$200.00	\$86.96
WVNS-TV	M-F	DT	11:00a-12:00p	PRICE IS RIGHT	2.9	2.9	0.6	30	3	3	3	0	9	\$75.00	\$25.86
WVNS-TV	Tu	PT	8:00p- 9:00p	NCIS	3.6	5.3	2.2	30	1	1	1	0	3	\$375.00	\$104.17
WVNS-TV	M-F	EN	6:00p- 6:30p	59 NEWS AT 6P	6.0	4.6	0.9	30	2	2	2	0	6	\$175.00	\$29.17
WVNS-TV	M-F	DT	12:00p-12:30p	59 NEWS AT NOON	3.6	3.1	0.5	30	2	2	2	0	6	\$50.00	\$13.89
WVNS-TV	M-F	EN	5:30p- 6:00p	WEST VIRGINIA TONIGHT LIVE	4.6	2.5	0.5	30	2	2	2	0	6	\$100.00	\$21.74
WVNS-TV	Sa	LN	11:00p-11:30p	WEEKEND LIVE @ 11P	3.6	2.4	1.7	30	1	1	1	0	3	\$60.00	\$16.67



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MEDIA SERVICES

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Bluefield WV-VA

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK												Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/9							
WVNS-TV	Su	RT	9:00a-10:30a	CBS SUNDAY MORNING	1.8	2.6	0.0	30	1	1	1	0				3	\$35.00	\$19.44	
WVNS-TV	M-F	EM	6:00a- 7:00a	59 NEWS THIS MORNING @ 6A	3.2	2.2	2.2	30	3	3	3	0				9	\$75.00	\$23.44	
WVNS-TV	Sa	LF	11:30p-12:30a	PERSON OF INTEREST	1.7	0.5	0.5	30	1	1	1	0				3	\$25.00	\$14.71	
WVNS-TV	M-F	LN	11:00p-11:35p	59 NEWS AT 11P	3.2	2.4	1.2	30	3	3	3	0				9	\$100.00	\$31.25	
Station Total:					315.6	296.7	102.9												
Spots Per Week									94	95	94	3				93	\$9,945.00		
TRPs Per Week									295.9	298.1	295.1	4.5				286			
																893.6			

SCHEDULE TOTALS

TOTAL SPOTS: 286
 TOTAL COST: \$27,050.00
 TOTAL Adults 21+ TRPs: 893.6
 TOTAL Adults 21+ Reach Pct/Frequency: 92.5%/9.7
 TOTAL Adults 18+ TRPs: 799.9
 TOTAL Adults 18+ Reach Pct/Frequency: 88.8%/9.0
 TOTAL Men 18-34 TRPs: 227.1
 TOTAL Men 18-34 Reach Pct/Frequency: 42.5%/5.3

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • SALES RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 09/13/2018 - 09/09/2018
Market/System: Charleston, WV

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK									Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/9				
WCHS-TV	M-F	RT	5:00a- 6:00a	Eyewitness News This Morning Early Edition	1.4	0.3	0.3	30	3	2	3	0	8	\$50.00	\$35.71	
WCHS-TV	Su	PT	8:00p- 9:00p	Celebrity Family Feud	4.4	4.0	2.3	30	1	1	1	0	3	\$400.00	\$90.91	
WCHS-TV	Su	PT	9:00p-10:00p	The \$100,000 Pyramid	2.9	3.9	1.6	30	1	1	1	0	3	\$350.00	\$120.69	
WCHS-TV	M-F	EM	6:00a- 7:00a	Eyewitness News This Morning	2.1	1.1	0.8	30	3	3	3	0	9	\$85.00	\$40.48	
WCHS-TV	Sa	PT	9:00p-10:00p	20/20 Saturday	5.1	1.3	1.1	30	1	1	0	0	2	\$100.00	\$19.61	
WCHS-TV	M-F	EN	6:00p- 6:30p	Eyewitness News at 6pm	4.2	4.1	1.3	30	3	2	3	0	8	\$280.00	\$66.67	
WCHS-TV	M-F	DT	3:00p- 4:00p	Steve Harvey	1.1	0.7	0.0	30	2	2	2	0	6	\$40.00	\$36.36	
WCHS-TV	M-F	EM	6:00a- 9:00a	Morning News Rotator 6-9am	1.7	1.6	0.4	30	2	2	2	0	6	\$85.00	\$50.00	
WCHS-TV	M-F	PA	7:30p- 8:00p	Entertainment Tonight	3.1	2.1	0.1	30	2	2	2	0	6	\$110.00	\$35.48	
WCHS-TV	M-F	PA	7:00p- 7:30p	Judge Judy	3.8	3.4	0.6	30	3	2	3	0	8	\$160.00	\$42.11	
WCHS-TV	M-F	EM	7:00a- 9:00a	Good Morning America	1.9	1.8	0.3	30	2	2	2	0	6	\$85.00	\$44.74	
WCHS-TV	Su	RT	8:00a- 9:00a	Good Morning America Sunday	2.5	1.3	0.0	30	1	1	1	0	3	\$60.00	\$24.00	
WCHS-TV	M-F	EN	5:00p- 5:30p	Eyewitness News at 5pm	2.8	1.8	0.0	30	3	3	3	0	9	\$75.00	\$26.79	
WCHS-TV	M-F	DT	11:00a-12:00p	The View	1.3	1.2	0.1	30	2	2	2	0	6	\$50.00	\$38.46	
WCHS-TV	M-F	EF	4:30p- 5:00p	Judge Judy	2.5	2.2	0.1	30	3	2	3	0	8	\$80.00	\$32.00	
WCHS-TV	Sa	RT	8:00a- 9:00a	Good Morning America Saturday	2.5	1.4	0.0	30	1	1	1	0	3	\$50.00	\$20.00	
WCHS-TV	M-F	EF	4:00p- 4:30p	Judge Judy	2.1	2.4	0.2	30	2	3	2	0	7	\$80.00	\$38.10	
WCHS-TV	M-F	DT	12:00p- 1:00p	Eyewitness News At Noon	1.9	1.8	0.5	30	2	2	2	0	6	\$50.00	\$26.32	
WCHS-TV	Su	LF	11:30p-12:00a	Entertainment Tonight	3.1	0.8	0.0	30	1	1	1	0	3	\$15.00	\$4.84	
Station Total:					276.4	214.9	49.3									
WVAH-TV	Sa	PA	7:00p- 8:00p	Big Bang/Two and a Half Men	1.9	0.4	0.0	30	1	1	1	0	110	\$11,905.00		
WVAH-TV	Sa	RT	11:00p-12:00a	24 Hours to Hell and Back	1.5	0.3	0.0	30	1	0	0	0	3	\$150.00	\$78.95	
WVAH-TV	Th	PT	8:00p- 8:30p	NASCAR: Camping World Truck Series in Bristol Pre-Race	1.7	1.0	1.0	30	1	0	0	0	1	\$75.00	\$50.00	
WVAH-TV	F	PT	8:00p- 9:00p	The Resident (encores)	1.0	1.8	1.4	30	1	1	1	0	1	\$250.00	\$250.00	
WVAH-TV	M-F	PA	7:00p- 7:30p	The Big Bang Theory	2.1	1.7	0.8	30	2	3	2	0	7	\$200.00	\$95.24	



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Charleston, WV

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/9					
WVAH-TV	M-F	PA	7:30p- 8:00p	The Big Bang Theory	2.7	1.8	0.6	30	3	3	3	0	9	\$210.00	\$77.78		
WVAH-TV	M-F	EM	6:00a- 7:00a	Eyewitness News at 6am Simulcast	0.3	0.1	0.2	30	2	2	2	0	6	\$10.00	\$33.33		
WVAH-TV	M-F	EN	5:00p- 6:00p	Family Feud	1.4	1.1	0.0	30	2	2	2	0	6	\$50.00	\$35.71		
Station Total:					61.1	43.2	17.4						36	\$5,175.00			
WOWK-TV	M	PT	10:00p-11:00p	Elementary	2.0	2.0	0.5	30	0	1	1	1	3	\$275.00	\$137.50		
WOWK-TV	Th	PT	10:00p-11:00p	S.W.A.T.	4.1	2.6	2.3	30	1	1	1	0	3	\$300.00	\$73.17		
WOWK-TV	F	PT	9:00p-10:00p	Hawaii Five-O	2.1	3.0	0.4	30	1	1	1	0	3	\$325.00	\$154.76		
WOWK-TV	Tu	PT	8:00p- 9:00p	NCIS	3.1	5.1	0.8	30	1	1	1	0	3	\$500.00	\$161.29		
WOWK-TV	M-F	EN	6:00p- 6:30p	13 NEWS AT 6	1.5	1.1	0.0	30	2	2	2	0	6	\$100.00	\$66.67		
WOWK-TV	M-F	EF	4:00p- 5:00p	ELLEN	1.3	0.7	0.3	30	2	2	2	0	6	\$60.00	\$46.15		
WOWK-TV	M-F	EM	6:00a- 7:00a	13 NEWS THIS MORNING @ 6	1.0	0.5	0.3	30	2	2	2	0	6	\$40.00	\$40.00		
WOWK-TV	M-F	LN	11:00p-11:35p	13 NEWS AT 11	1.6	1.0	0.2	30	2	2	2	0	6	\$75.00	\$46.88		
WOWK-TV	M-F	RT	11:30p- 1:30a	Late Fringe	1.0	0.4	0.2	30	2	2	2	0	6	\$25.00	\$25.00		
WOWK-TV	M-F	DT	12:00p-12:30p	13 NEWS at NOON	2.0	1.3	0.1	30	2	2	2	0	6	\$60.00	\$30.00		
WOWK-TV	M-F	DT	11:00a-12:00p	Price Is Right	2.7	2.3	0.3	30	2	2	2	0	6	\$100.00	\$37.04		
WOWK-TV	M-F	LF	11:35p-12:37a	LATE SHOW w Stephen Colbert	1.0	0.6	0.2	30	2	2	2	0	6	\$25.00	\$25.00		
WOWK-TV	M-F	RT	5:00a- 6:00a	13 NEWS THIS MORNING @ 5	0.7	0.4	0.4	30	2	2	2	0	6	\$15.00	\$21.43		
WOWK-TV	Su	EN	6:00p- 6:30p	13 News Weekend (Sunday)	2.0	1.1	0.0	30	1	1	1	0	3	\$40.00	\$20.00		
WOWK-TV	Sa	LN	11:00p-11:30p	13 News AT 11 Weekend (Saturday)	1.8	1.1	0.0	30	1	1	1	0	3	\$40.00	\$22.22		
WOWK-TV	Su	RT	9:00a-10:30a	CBS SUNDAY MORNING	2.6	2.1	0.0	30	1	1	1	0	3	\$75.00	\$28.85		
WOWK-TV	M-F	DT	10:00a-11:00a	LETS MAKE A DEAL	1.7	1.7	0.2	30	2	2	2	0	6	\$50.00	\$29.41		
Station Total:					140.1	111.6	25.2						81	\$7,965.00			
WSAZ-S2	M-F	LN	11:00p-11:35p	NEWSCHANN EL 3 @ 11	9.0	5.4	0.7	30	2	2	2	0	6	\$500.00	\$55.56		
				July-17 Comscore													
WSAZ-S2	Su	LN	11:00p-11:35p	NEWSCHANN EL 3 @ 11 WKND SUN	10.0	4.7	0.3	30	1	1	1	0	3	\$400.00	\$40.00		
				July-17 Comscore													
WSAZ-S2	M-F	EN	5:30p- 6:00p	WSAZ 5:30 EDITION	10.2	5.9	3.0	30	2	2	2	0	6	\$450.00	\$44.12		
				July-17 Comscore													



Spot Calendar by Station

THE MANAHAN GROUP
CONSTITUTIONAL CONTRACT RELATIONSHIP • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Charleston, WV

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/9					
WSAZ-S2	M-F	EN	6:00p- 6:30p	NEWSCHANN EL 3 @ 6	14.1	10.8	3.8	30	2	2	2	0	6	\$800.00	\$56.74		
				July-17 Comscore													
WSAZ-S2	M-F	EM	7:00a- 9:00a	TODAY SHOW	9.1	4.9	1.4	30	3	3	3	0	9	\$350.00	\$38.46		
				July-17 Comscore													
WSAZ-S2	M-F	PA	7:00p- 7:30p	Wheel of Fortune	10.8	8.3	3.5	30	2	2	2	0	6	\$500.00	\$46.30		
				July-17 Comscore													
WSAZ-S2	M-F	DT	11:30a-12:00p	Millionaire	3.8	1.7	1.2	30	2	3	2	0	7	\$100.00	\$26.32		
				July-17 Comscore													
WSAZ-S2	M-F	PA	7:30p- 8:00p	Jeopardy	9.5	8.1	4.0	30	3	3	3	0	9	\$450.00	\$47.37		
				July-17 Comscore													
WSAZ-S2	Sa	RT	6:00a- 7:00a	WSAZ Saturday Morning	6.3	2.8	0.0	30	1	1	1	0	3	\$150.00	\$23.81		
				July-17 Comscore													
WSAZ-S2	Su	EN	6:00p- 6:30p	NEWSCHANN EL 3 @ 6 WKND SUN	10.6	6.9	0.8	30	1	1	1	0	3	\$350.00	\$33.02		
				July-17 Comscore													
WSAZ-S2	Sa	EN	6:00p- 6:30p	NEWSCHANN EL 3 @ 6 WKND SAT	8.3	7.0	0.8	30	1	1	1	0	3	\$350.00	\$42.17		
				July-17 Comscore													
WSAZ-S2	M-F	DT	12:00p- 1:00p	NewsChannel 3 Midday	7.5	5.7	1.0	30	2	2	2	0	6	\$225.00	\$30.00		
				July-17 Comscore													
WSAZ-S2	M-F	DT	3:00p- 4:00p	Dr. Phil	3.2	2.6	2.0	30	2	2	2	0	6	\$100.00	\$31.25		
				July-17 Comscore													
WSAZ-S2	Sa	PA	7:00p- 7:30p	Wheel of Fortune	8.0	3.7	2.5	30	1	1	1	0	3	\$125.00	\$15.63		
				July-17 Comscore													
WSAZ-S2	M-F	RT	12:37a- 1:37a	Late Night With Seth Meyers	2.9	0.5	0.2	30	2	2	2	0	6	\$15.00	\$5.17		
				July-17 Comscore													
WSAZ-S2	M-F	RT	4:30a- 5:00a	NEWS CHANNEL 3 WAKE UP	2.5	0.7	0.0	30	3	3	3	0	9	\$15.00	\$6.00		
				July-17 Comscore													
WSAZ-S2	Su	LF	11:35p-12:00a	In Depth	6.2	2.9	0.0	30	1	1	1	0	3	\$20.00	\$3.23		
				July-17 Comscore													
Station Total:					710.9	454.4	155.4										
WQCW-TV	Su	PT	10:00p-11:00p	WSAZ NEWS @ 10 SUN	3.9	1.0	0.0	30	2	2	2	0	6	\$150.00	\$38.46		
				08-13-2017-09-03-2017													



Spot Calendar by Station

THE MANAHAN GROUP
COMMERCIAL • SPORTS • ENTERTAINMENT • WEATHER

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Charleston, WV

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	# of SPOTS PER WEEK					Total Spots	STN Gross Cost	CPP
									8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/9				
WQCW-TV	M-F	EN	6:00p- 6:30p	Seinfeld	0.6	0.3	0.4	30	2	2	2	0	6	\$35.00	\$58.33	
			08-13-2017-09-03-2017													
WQCW-TV	M-F	EF	4:30p- 5:00p	Friends	0.6	0.3	1.7	30	2	2	2	0	6	\$30.00	\$50.00	
			08-13-2017-09-03-2017													
WQCW-TV	M-F	EN	6:30p- 7:00p	Seinfeld	0.6	0.4	0.8	30	2	2	2	0	6	\$35.00	\$58.33	
			08-13-2017-09-03-2017													
WQCW-TV	M-F	EF	4:00p- 4:30p	King of Queens	0.4	0.3	2.1	30	2	2	2	0	6	\$25.00	\$62.50	
			08-13-2017-09-03-2017													
WQCW-TV	Sa	RT	4:00p- 7:00p	Steelers vs Tenn Titans	8.1	0.0	0.0	30	0	1	0	0	1	\$350.00	\$43.21	
			08-13-2017-09-03-2017													
Station Total:					44.7	13.8	30.0									
Spots Per Week									118	117	116	1	31	\$2,000.00		
TRPs Per Week									411.5	414.5	405.2	2.0	352			
													1,233.2			

SCHEDULE TOTALS

TOTAL SPOTS: 352
 TOTAL COST: \$54,805.00
 TOTAL Adults 21+ TRPs: 1,233.2
 TOTAL Adults 21+ Reach Pct/Frequency: 99.0%/12.5
 TOTAL Adults 18+ TRPs: 837.3
 TOTAL Adults 18+ Reach Pct/Frequency: 84.8%/9.9
 TOTAL Men 18-34 TRPs: 277.3
 TOTAL Men 18-34 Reach Pct/Frequency: 45.5%/6.1

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

THE MANAHAN GROUP
PUBLISHERS • RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Clarksburg

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK											Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/9						
WVFX-TV	M-F	DT	12:00p-12:30p	JUDGE JUDY	1.0	1.8	0.0	30	2	2	2	0			6	\$10.00	\$10.00	
				07-27-2017-08-23-2017														
WVFX-TV	Su	PT	8:00p- 8:30p	SIMPSONS	0.6	0.7	3.1	30	1	1	1	0			3	\$150.00	\$250.00	
				07-27-2017-08-23-2017														
WVFX-TV	Su	PT	8:30p- 9:00p	BOB BURGERS	0.7	0.0	0.0	30	1	0	1	0			2	\$150.00	\$214.29	
				07-27-2017-08-23-2017														
WVFX-TV	Su	PT	9:00p- 9:30p	FAMILY GUY	0.6	0.1	0.0	30	1	0	1	0			2	\$150.00	\$250.00	
				07-27-2017-08-23-2017														
WVFX-TV	Su	PT	9:30p-10:00p	FAMILY GUY	0.6	0.0	0.0	30	0	1	0	0			1	\$150.00	\$250.00	
				07-27-2017-08-23-2017														
Station Total:					11.0	13.1	9.3											
WDTV-TV	M-F	DT	9:00a-10:00a	LIVE WITH KELLY & RYAN	1.7	0.9	0.4	30	2	2	2	0			14	\$1,260.00		
				07-27-2017-08-23-2017											6	\$25.00	\$14.71	
WDTV-TV	M-F	DT	12:00p-12:30p	5 NEWS WV @ MIDDAY	3.9	3.1	1.5	30	2	2	2	0			6	\$50.00	\$12.82	
				07-27-2017-08-23-2017														
WDTV-TV	M-F	DT	3:00p- 4:00p	LET'S MAKE A DEAL	2.2	3.1	0.4	30	2	2	2	0			6	\$35.00	\$15.91	
				07-27-2017-08-23-2017														
WDTV-TV	M-F	EN	5:00p- 5:30p	FIRST NEWS @ 5 PM	4.8	4.5	0.5	30	3	3	3	0			9	\$90.00	\$18.75	
				07-27-2017-08-23-2017														
WDTV-TV	M-F	EN	6:00p- 6:30p	FIRST NEWS @ 6 PM	4.4	2.8	0.1	30	3	2	3	0			8	\$125.00	\$28.41	
				07-27-2017-08-23-2017														
WDTV-TV	M-F	PA	7:00p- 7:30p	ENTERTAINMENT TONIGHT	3.1	1.7	0.4	30	2	2	2	0			6	\$50.00	\$16.13	
				07-27-2017-08-23-2017														
WDTV-TV	M-F	PA	7:30p- 7:58p	INSIDE EDITION	3.0	1.7	0.6	30	2	2	2	0			6	\$50.00	\$16.67	
				07-27-2017-08-23-2017														
WDTV-TV	Tu	RT	7:58p- 9:00p	NCIS	4.0	7.9	3.4	30	1	1	1	0			3	\$500.00	\$125.00	
				07-27-2017-08-23-2017														
WDTV-TV	Tu	PT	9:00p-10:00p	BULL	3.1	7.4	1.7	30	1	1	1	0			3	\$450.00	\$145.16	
				07-27-2017-08-23-2017														
WDTV-TV	W	RT	7:58p- 9:00p	TKO : TOTAL KNOCK OUT	2.9	4.4	1.9	30	1	1	1	0			3	\$300.00	\$103.45	
				07-27-2017-08-23-2017														
WDTV-TV	F	PT	9:00p-10:00p	HAWAII FIVE O	2.8	3.7	1.4	30	1	1	1	0			3	\$250.00	\$89.29	
				07-27-2017-08-23-2017														



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Clarksburg

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/9					
WDTV-TV	Sa	EN	6:00p- 6:30p	FIRST NEWS @ 6 PM	3.6	1.6	0.0	30	1	1	1	0	3	\$50.00	\$13.89		
				07-27-2017-08-23-2017													
WDTV-TV	Sa	PT	10:00p-11:00p	48 HOURS	2.1	2.5	0.0	30	1	1	1	0	3	\$100.00	\$47.62		
				07-27-2017-08-23-2017													
WDTV-TV	M-F	EM	7:00a- 8:00a	CBS EARLY SHOW HR 1	2.8	2.3	2.2	30	3	3	3	0	9	\$75.00	\$26.79		
				07-27-2017-08-23-2017													
WDTV-TV	M-F	DT	11:00a-12:00p	PRICE IS RIGHT	3.4	4.4	1.4	30	2	2	2	0	6	\$75.00	\$22.06		
				07-27-2017-08-23-2017													
WDTV-TV	M-F	LN	11:00p-11:35p	5 NEWS @ 11 PM	3.2	2.0	2.0	30	2	2	0	0	4	\$100.00	\$31.25		
				07-27-2017-08-23-2017													
WDTV-TV	M	PT	10:00p-11:00p	ELEMENTARY	1.9	2.7	1.8	30	0	1	1	1	3	\$350.00	\$184.21		
				07-27-2017-08-23-2017													
WDTV-TV	M-Th	LN	11:00p-11:35p	5 NEWS @ 11PM	3.3	2.1	1.5	30	0	0	2	2	4	\$100.00	\$30.30		
				07-27-2017-08-23-2017													
WDTV-TV	Tu-F	DT	10:00a-11:00a	ANDY GRIFFITH SHOW	1.8	1.0	1.0	30	2	2	2	0	6	\$25.00	\$13.89		
				07-27-2017-08-23-2017													
WDTV-TV	W	PT	10:00p-11:00p	SEAL TEAM	2.0	3.9	3.8	30	0	1	0	0	1	\$350.00	\$175.00		
				07-27-2017-08-23-2017													
WDTV-TV	Th	PT	10:00p-11:00p	S.W.A.T.	1.9	6.4	1.5	30	1	0	1	0	2	\$300.00	\$157.89		
				07-27-2017-08-23-2017													
Station Total:					311.2	302.7	110.7						100	\$12,095.00			
WBOY-TV	M-F	DT	12:00p-12:30p	12 NEWS AT NOON	0.0	0.0	0.0	30	2	2	2	0	6	\$75.00	\$0.00		
WBOY-TV	M-F	EF	4:00p- 5:00p	DR. PHIL	2.4	2.7	0.5	30	2	2	2	0	6	\$50.00	\$20.83		
WBOY-TV	M-F	EN	6:00p- 6:30p	12 NEWS AT 6	10.8	12.9	1.1	30	2	3	2	0	7	\$375.00	\$34.72		
WBOY-TV	M-F	PA	7:00p- 7:30p	JEOPARDY	8.0	10.6	0.8	30	2	2	2	0	6	\$195.00	\$24.38		
WBOY-TV	M-F	LN	11:00p-11:35p	12 NEWS AT 11	6.0	7.3	0.4	30	3	3	3	0	9	\$265.00	\$44.17		
WBOY-TV	M-F	RT	5:00a- 6:00a	12 NEWS TODAY	3.4	3.5	1.3	30	2	2	2	0	6	\$75.00	\$22.06		
WBOY-TV	Sa	RT	7:00a- 9:00a	SATURDAY TODAY SHOW	3.6	3.5	2.0	30	1	1	1	0	3	\$50.00	\$13.89		
WBOY-TV	Su	RT	10:00a-11:00p	MEET THE PRESS	0.9	1.5	0.5	30	1	1	1	0	3	\$45.00	\$50.00		
WBOY-TV	M-F	PA	7:30p- 8:00p	WHEEL OF FORTUNE	6.8	7.8	1.0	30	3	3	3	0	9	\$195.00	\$28.68		
WBOY-TV	Su	LN	11:00p-11:30p	12 NEWS LATE WEEKEND	7.0	7.5	3.6	30	1	1	1	0	3	\$240.00	\$34.29		



Spot Calendar by Station

THE MANAHAN GROUP
TELEVISION • RADIO • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Clarksburg

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/9					
WBOY-TV	Su	LF	11:30p-12:30a	PERSON OF INTEREST	2.6	1.6	1.4	30	1	1	1	0			3	\$40.00	\$15.38
WBOY-TV	M-F	RT	5:00a- 9:00a	ANNUAL MORNING ROTATION	6.0	4.7	0.8	30	3	3	3	0			9	\$75.00	\$12.50
WBOY-TV	M-Su	RT	8:00p-11:00p	ANNUAL PRIME ROTATION	6.2	3.0	1.0	30	2	2	2	0			6	\$300.00	\$48.39
Station Total:					407.1	429.6	71.6								76	\$12,735.00	
Spots Per Week									62	62	63	3			190		
TRPs Per Week									237.0	244.7	239.1	8.5			729.3		

SCHEDULE TOTALS

TOTAL SPOTS: 190
 TOTAL COST: \$26,090.00
 TOTAL Adults 21+ TRPs: 729.3
 TOTAL Adults 21+ Reach Pct/Frequency: 89.6%/8.1
 TOTAL Adults 18+ TRPs: 745.4
 TOTAL Adults 18+ Reach Pct/Frequency: 83.9%/8.9
 TOTAL Men 18-34 TRPs: 191.6
 TOTAL Men 18-34 Reach Pct/Frequency: 41.9%/4.5

Disclaimer:

Agreed to and Accepted by: _____

Spot Calendar by Station

THE MANAHAN GROUP
CONSTITUTIONAL • PUBLIC RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Parkersburg-Marietta

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK								Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2				
WIYE-TV	W	PT	9:00p-10:00p	BIG BROTHER	2.6	2.2	0.8	30	1	1	1	3	\$150.00	\$57.69	
			May-2018LP												
WIYE-TV	Tu	PT	10:00p-11:00p	NCIS: NEW ORLEANS	4.3	3.9	0.0	30	1	0	1	2	\$150.00	\$34.88	
			May-2018LP												
WIYE-TV	Th	PT	8:00p- 9:00p	BIG BANG/YOUNG SHELDON	3.5	4.1	1.2	30	1	1	1	3	\$150.00	\$42.86	
			May-2018LP												
WIYE-TV	M-F	DT	10:00a-11:00a	LETS MAKE A DEAL	1.4	1.6	0.0	30	3	3	3	9	\$50.00	\$35.71	
			May-2018LP												
Station Total:					39.5	41.1	6.0								
WOVA-TV	F	PT	8:00p- 9:00p	THE RESIDENT	0.7	0.7	0.0	30	1	1	1	17	\$1,650.00		
			May-2018LP									3	\$160.00	\$228.57	
WOVA-TV	Su	RT	11:00p-12:00a	MOM	0.2	0.2	1.0	30	1	1	1	3	\$20.00	\$100.00	
			May-2018LP												
WOVA-TV	Sa	PT	10:00p-11:00p	MAJOR CRIMES	0.7	0.6	1.1	30	1	1	1	3	\$20.00	\$28.57	
			May-2018LP												
WOVA-TV	M-F	EN	6:00p- 7:00p	THE BIG BANG THEORY	1.4	1.4	1.1	30	3	3	3	9	\$40.00	\$28.57	
			May-2018LP												
WOVA-TV	W	PT	8:00p-10:00p	MASTERCHEF	0.6	0.6	0.6	30	0	1	1	2	\$0.00	\$0.00	
			May-2018LP												
Station Total:					18.6	18.3	17.4								
WTAP-TV	Su	PT	10:00p-11:00p	SHADES OF BLUE	2.9	2.5	1.5	30	1	0	0	20	\$960.00		
			May-2018LP									1	\$350.00	\$120.69	
WTAP-TV	M	PT	8:00p-10:00p	AMERICAN NINJA WARRIOR	6.7	6.5	1.7	30	1	0	1	2	\$450.00	\$67.16	
			May-2018LP												
WTAP-TV	M-F	RT	10:59p-11:35p	WTAP NEWS AT ELEVEN	7.0	6.5	1.5	30	2	2	2	6	\$400.00	\$57.14	
			May-2018LP												
WTAP-TV	Sa	LF	11:35p- 1:00a	SATURDAY NIGHT LIVE	3.0	2.1	1.0	30	1	1	1	3	\$90.00	\$30.00	
			May-2018LP												
WTAP-TV	M-F	EN	5:59p- 6:30p	WTAP NEWS @ SIX	12.0	12.2	2.7	30	2	2	2	6	\$460.00	\$38.33	
			May-2018LP												



Spot Calendar by Station

THE MANAHAN GROUP
SERVING THE PUBLIC THROUGH COMMUNICATIONS

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Parkersburg-Marietta

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2						
WTAP-TV	M-F	DT	10:00a-11:00a	TODAY W/MEGYN KELLY	1.2	1.4	0.3	30		2	2	2			6	\$50.00	\$41.67
				May-2018LP													
WTAP-TV	M-F	RT	5:58a-7:00a	DAYBREAK	4.5	4.6	1.6	30		2	2	2			6	\$125.00	\$27.78
				May-2018LP													
WTAP-TV	M-F	DT	11:00a-11:59a	TODAY SHOW - 3RD HOUR	1.7	1.9	0.7	30		2	2	2			6	\$50.00	\$29.41
				May-2018LP													
WTAP-TV	M-F	EN	5:00p-5:30p	WTAP AT FIVE	5.8	6.9	2.2	30		2	2	2			6	\$150.00	\$25.86
				May-2018LP													
WTAP-TV	Sa	PA	7:00p-7:30p	SAT. WHEEL OF FORTUNE	3.8	3.4	0.8	30		1	1	1			3	\$75.00	\$19.74
				May-2018LP													
WTAP-TV	Sa	EN	6:00p-6:30p	WTAP NEWS @ SIX	8.4	7.7	1.3	30		1	1	1			3	\$160.00	\$19.05
				May-2018LP													
WTAP-TV	M-F	DT	11:59a-12:30p	WTAP NEWS AT NOON	5.2	6.0	0.8	30		2	2	2			6	\$120.00	\$23.08
				May-2018LP													
WTAP-TV	M-F	EM	7:00a-9:00a	TODAY SHOW	5.7	6.7	3.9	30		3	3	3			9	\$120.00	\$21.05
				May-2018LP													
WTAP-TV	M-F	EN	5:30p-5:59p	INSIDE EDITION	5.3	5.7	2.1	30		3	2	3			8	\$90.00	\$16.98
				May-2018LP													
WTAP-TV	M-F	DT	1:00p-2:00p	DAYS OF OUR LIVES	3.7	5.1	1.8	30		2	2	2			6	\$80.00	\$21.62
				May-2018LP													
WTAP-TV	M-F	PA	7:30p-7:57p	JEOPARDY	10.5	10.4	2.2	30		2	3	2			7	\$150.00	\$14.29
				May-2018LP													
WTAP-TV	M-F	PA	7:00p-7:30p	WHEEL OF FORTUNE	11.1	10.6	2.4	30		3	2	3			8	\$150.00	\$13.51
				May-2018LP													
WTAP-TV	Tu-F	DT	12:30p-1:00p	INSIDE EDITION	4.4	5.7	1.0	30		3	3	3			9	\$55.00	\$12.50
				May-2018LP													
Station Total:					604.1	637.5	179.3										
EIYE-TV	M-F	DT	3:00p-4:00p	RIFLEMAN	0.6	0.7	1.8	30		3	3	3			101	\$15,380.00	
				May-2018LP											9	\$10.00	\$16.67
EIYE-TV	Sa	WK	3:00p-4:00p	RAWHIDE	0.4	0.4	1.3	30		1	1	1			3	\$5.00	\$12.50
				May-2018LP													
EIYE-TV	M-F	DT	10:00a-11:00a	MATLOCK	0.5	0.5	0.3	30		3	3	3			9	\$5.00	\$10.00
				May-2018LP													



Spot Calendar by Station

THE MANAHAN GROUP
COMMUNICATIONS • PUBLIC RELATIONS • MARKETING

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Parkersburg-Marietta

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP		
					Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2					
EIYE-TV	Sa	WK	1:00p- 2:00p	GUNSMOKE	0.5	0.6	1.0	30		1	1	1		3	\$5.00	\$10.00
May-2018LP																
Station Total:					12.6	13.8	25.8							24	\$165.00	
Spots Per Week										55	52	55		162		
TRPs Per Week									232.1	212.9	229.8		674.8			

SCHEDULE TOTALS

TOTAL SPOTS: 162
 TOTAL COST: \$18,155.00
 TOTAL Adults 21+ TRPs: 674.8
 TOTAL Adults 21+ Reach Pct/Frequency: 78.8%/8.6
 TOTAL Adults 18+ TRPs: 710.7
 TOTAL Adults 18+ Reach Pct/Frequency: 82.7%/8.6
 TOTAL Men 18-34 TRPs: 228.5
 TOTAL Men 18-34 Reach Pct/Frequency: 50.9%/4.5

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Washington, DC

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Custom Live+7
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 21+ RTG	Adults 18+ RTG	Men 18-34 RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									8/13 8/19	8/20 8/26	8/27 9/2			
WDVM-TV	M-F	RT	5:00a- 5:30a	AgDay News	1.0	0.0	0.0	30	2	2	2			
WDVM-TV	M-F	RT	5:30a- 6:00a	WDVM News @ 5:30 AM	2.1	0.0	0.0	30	2	2	2	6	\$15.00	\$15.00
WDVM-TV	M-F	EM	6:00a- 7:00a	WDVM News @ 6 AM	3.1	0.0	0.0	30	2	2	2	6	\$75.00	\$35.71
WDVM-TV	M-F	EM	8:30a- 9:00a	Supreme Justice with Judge Karen	1.1	0.0	0.0	30	2	2	2	6	\$300.00	\$96.77
WDVM-TV	M-F	DT	12:00p- 1:00p	WDVM News @ 12 PM	2.2	0.0	0.0	30	3	3	3	9	\$50.00	\$22.73
WDVM-TV	M-F	DT	2:00p- 2:30p	Justice With Judge Mablean	1.0	0.0	0.0	30	2	2	2	6	\$25.00	\$25.00
WDVM-TV	M-F	DT	2:30p- 3:00p	Pawn Stars	1.1	0.0	0.0	30	3	3	3	9	\$25.00	\$22.73
WDVM-TV	M-F	DT	3:30p- 4:00p	Celebrity Page	1.1	0.0	0.0	30	2	2	2	6	\$30.00	\$27.27
WDVM-TV	M-F	EN	5:00p- 5:30p	WDVM News @ 5 PM	4.3	0.0	0.0	30	2	2	2	6	\$125.00	\$29.07
WDVM-TV	M-F	EN	5:30p- 6:00p	West Virginia Tonight	4.1	0.0	0.0	30	3	3	3	9	\$225.00	\$54.88
WDVM-TV	M-F	EN	6:00p- 7:00p	WDVM News @ 6 PM	5.2	0.0	0.0	30	2	2	2	6	\$500.00	\$96.15
WDVM-TV	M-F	PT	10:00p-11:00p	WDVM News at 10 PM	3.2	0.0	0.0	30	2	2	2	6	\$250.00	\$78.13
WDVM-TV	Su	RT	3:00p- 6:00p	Heroes & Icons Sunday PM Block	1.1	0.0	0.0	30	2	2	2	6	\$25.00	\$22.73
WDVM-TV	Su	PT	10:00p-11:00p	WDVM News at 10 PM	1.4	0.0	0.0	30	1	1	1	3	\$250.00	\$178.57
Station Total:					210.0	0.0	0.0					90	\$11,700.00	
Spots Per Week									30	30	30			
TRPs Per Week									70.0	70.0	70.0			
SCHEDULE TOTALS												210.0		

TOTAL SPOTS: 90
 TOTAL COST: \$11,700.00
 TOTAL Adults 21+ TRPs: 210.0
 TOTAL Adults 21+ Reach Pct/Frequency: 73.2%/2.9
 TOTAL Adults 18+ TRPs: 0.0
 TOTAL Adults 18+ Reach Pct/Frequency: 0.0%/
 TOTAL Men 18-34 TRPs: 0.0
 TOTAL Men 18-34 Reach Pct/Frequency: 0.0%/

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

THE MANAHAN GROUP
CONCEPTS • SALES • PRODUCTION • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Wheeling

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 21+ RTG	Men 18-34 RTG	Adults 18+ RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	Total Spots	STN Gross Cost	CPP
ETOV-TV	Sa	RT	11:30a-12:00p	FOX COLLEGE FOOTBALL: PREGAME	0.0	0.0	0.0	30	0	0	1	1	\$15.00	\$0.00
ETOV-TV	Su	PT	10:30p-11:00p	FULL MEASURE	2.3	1.5	2.1	30	1	1	1	3	\$3.00	\$1.30
ETOV-TV	W	PT	8:00p- 9:00p	MASTERCHE F	1.8	4.4	1.6	30	1	1	1	3	\$50.00	\$27.78
ETOV-TV	W	PT	9:00p-10:00p	24 HOURS TO HELL AND BACK	0.7	2.6	0.6	30	1	1	1	3	\$50.00	\$71.43
ETOV-TV	F	PT	8:00p-10:00p	VARIOUS ENCORE	2.4	2.5	1.7	30	1	1	1	3	\$50.00	\$20.83
ETOV-TV	Su	PT	9:00p- 9:30p	FAMILY GUY	2.1	2.2	1.5	30	1	1	1	3	\$50.00	\$23.81
ETOV-TV	M-F	PT	10:00p-11:00p	NEWS9 AT TEN	2.9	2.1	2.5	30	2	3	2	7	\$50.00	\$17.24
ETOV-TV	F	PT	8:00p-11:00p	BIG 3 BASKETBALL LEAGUE	2.4	1.9	1.8	30	0	1	0	1	\$50.00	\$20.83
ETOV-TV	F	PT	8:00p-11:00p	BIG 3 BASKETBALL LEAGUE	2.4	1.9	1.8	30	1	0	0	1	\$50.00	\$20.83
Station Total:					53.0	58.1	43.6					25	\$1,074.00	
WTRF-TV	Sa	LN	11:00p-11:30p	7 NEWS @ 11P SATURDAY	5.3	0.0	2.1	30	1	1	1	3	\$25.00	\$4.72
WTRF-TV	Sa	RT	12:30a- 1:30a	RIZZOLI & ILES	1.8	1.0	0.4	30	1	1	1	3	\$4.00	\$2.22
WTRF-TV	Su	RT	9:00a-10:30a	CBS SUNDAY MORNING	2.9	1.1	1.8	30	1	1	1	3	\$15.00	\$5.17
WTRF-TV	Su	LF	11:30p-12:30a	PERSON OF INTEREST	2.8	0.4	0.7	30	1	1	1	3	\$6.00	\$2.14
WTRF-TV	M-F	DT	3:00p- 4:00p	LET'S MAKE A DEAL	2.7	0.9	1.6	30	2	2	2	6	\$15.00	\$5.56
WTRF-TV	M-F	LF	11:35p-12:35a	LATE SHOW WITH STEPHEN COLBERT	2.6	0.5	1.0	30	2	2	2	6	\$10.00	\$3.85
WTRF-TV	M-F	EN	5:00p- 5:30p	7 NEWS @ 5P	6.1	1.8	4.4	30	2	2	2	6	\$50.00	\$8.20
WTRF-TV	M-F	EN	5:00p- 6:30p	7 AFTERNOON NEWS	5.7	1.0	4.1	30	2	2	2	6	\$35.00	\$6.14
WTRF-TV	M-F	DT	12:00p-12:30p	7 NEWS @ 12P	5.0	0.7	4.3	30	2	2	2	6	\$25.00	\$5.00
WTRF-TV	M-F	EN	5:30p- 6:00p	TONIGHT LIVE	5.3	0.7	3.8	30	2	2	2	6	\$40.00	\$7.55
WTRF-TV	M-F	LN	11:00p-11:35p	7 NEWS @ 11P	4.9	1.1	3.1	30	2	2	2	6	\$65.00	\$13.27
WTRF-TV	Tu	PT	10:00p-11:00p	NCIS: NEW ORLEANS	4.5	1.3	4.1	30	1	0	1	2	\$175.00	\$38.89
WTRF-TV	Th	PT	8:00p- 9:00p	BIG BANG THEORY / YOUNG SHELDON	6.7	1.6	5.8	30	1	1	1	3	\$250.00	\$37.31



Spot Calendar by Station

THE MANAHAN GROUP
PROFESSIONAL PUBLIC RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Wheeling

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 21+ RTG	Men 18-34 RTG	Adults 18+ RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	Total Spots	STN Gross Cost	CPP
WTRF-TV	M-F	EN	6:00p- 6:30p	7 NEWS @ 6P	5.7	0.5	4.1	30	2	2	2	6	\$80.00	\$14.04
Station Total:					295.5	58.1	199.0					65	\$3,170.00	
ETRF-TV	M-F	EN	5:00p- 6:00p	MIKE & MOLLY	0.0	0.0	0.0	30	2	2	2	6	\$10.00	\$0.00
ETRF-TV	Sa	PT	8:00p- 9:00p	2 BROKE GIRLS	0.0	0.0	0.0	30	1	1	1	3	\$10.00	\$0.00
ETRF-TV	M-F	DT	12:00p- 1:00p	JUDGE MATHIS	0.0	0.0	0.0	30	2	2	2	6	\$5.00	\$0.00
ETRF-TV	M-F	EM	8:00a- 9:00a	THE VERDICT	0.0	0.0	0.0	30	3	3	3	9	\$5.00	\$0.00
ETRF-TV	M-F	PT	10:00p-11:00p	7 NEWS @ 10PM	0.0	0.0	0.0	30	2	2	2	6	\$30.00	\$0.00
ETRF-TV	M-F	DT	9:00a-10:00a	DIVORCE COURT	0.0	0.0	0.0	30	3	3	3	9	\$5.00	\$0.00
ETRF-TV	M-F	DT	10:00a-11:00a	JUSTICE FOR ALL	0.0	0.0	0.0	30	2	2	2	6	\$5.00	\$0.00
ETRF-TV	M-F	EN	6:00p- 7:00p	TWO BROKE GIRLS	0.0	0.0	0.0	30	2	2	2	6	\$10.00	\$0.00
ETRF-TV	M-F	DT	2:00p- 3:00p	PEOPLE'S COURT	0.0	0.0	0.0	30	2	2	2	6	\$5.00	\$0.00
Station Total:					0.0	0.0	0.0					57	\$510.00	
WTOV-TV	M-F	LF	11:35p-12:35a	TONIGHT SHOW-FALLON	2.8	4.5	2.2	30	3	2	3	8	\$50.00	\$17.86
WTOV-TV	Sa	LF	11:30p- 1:00a	SAT NIGHT LIVE	3.1	3.7	2.7	30	1	1	1	3	\$50.00	\$16.13
WTOV-TV	Sa	LN	11:00p-11:30p	NEWS 9 TONIGHT-SATURDAY	7.2	5.4	6.5	30	1	1	1	3	\$150.00	\$20.83
WTOV-TV	Sa	PT	8:00p- 9:00p	DATELINE SATURDAY NIGHT MYSTERY	3.2	1.5	2.7	30	0	1	1	2	\$50.00	\$15.63
WTOV-TV	M-Th	LN	11:00p-11:35p	NEWS 9 TONIGHT	7.8	6.7	6.8	30	3	3	3	9	\$225.00	\$28.85
WTOV-TV	M-F	PA	7:00p- 7:30p	JEOPARDY	12.2	4.6	10.3	30	2	2	2	6	\$160.00	\$13.11
WTOV-TV	M-F	PA	7:30p- 8:00p	WHEEL OF FORTUNE	10.7	3.6	9.1	30	3	3	3	9	\$150.00	\$14.02
WTOV-TV	M-F	EM	7:00a- 9:00a	THE TODAY SHOW	6.3	2.1	5.4	30	2	2	2	6	\$90.00	\$14.29
WTOV-TV	Sa	PT	8:00p-10:00p	DATELINE SATURDAY NIGHT MYSTERY	3.0	1.1	2.6	30	1	0	0	1	\$50.00	\$16.67
WTOV-TV	M-F	DT	9:00a-10:00a	LIVE WITH KELLY & RYAN	3.5	0.7	3.2	30	3	3	3	9	\$40.00	\$11.43
WTOV-TV	M-F	EN	5:00p- 6:00p	NEWS 9 LIVE @ FIVE	9.6	2.1	8.6	30	2	2	2	6	\$130.00	\$13.54
WTOV-TV	M-F	EM	6:00a- 7:00a	NEWS9 SUNRISE-6A	5.1	1.3	5.1	30	2	2	2	6	\$90.00	\$17.65
WTOV-TV	M-F	DT	12:00p-12:30p	NEWS 9 MIDDAY	8.2	0.8	7.7	30	2	2	2	6	\$60.00	\$7.32



Spot Calendar by Station

THE MANAHAN GROUP
COMMERCIAL • BROADCAST • MEDIA SERVICES

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/09/2018
Market/System: Wheeling

Estimate: 36
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

of SPOTS PER WEEK

Station	Day	DP	Time	Program	Adults 21+ RTG	Men 18-34 RTG	Adults 18+ RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	Total Spots	STN Gross Cost	CPP
WTOV-TV	Sa	RT	7:00a- 8:30a	SATURDAY TODAY	4.0	0.5	2.8	30	2	2	2	6	\$40.00	\$10.00
WTOV-TV	W	PT	8:00p- 9:00p	THE BLACKLIST	5.9	2.5	5.1	30	1	1	1	3	\$200.00	\$33.90
WTOV-TV	M-F	EN	6:00p- 6:30p	NEWS 9 AT SIX	12.9	2.8	10.9	30	2	2	2	6	\$275.00	\$21.32
WTOV-TV	F	LN	11:00p-11:10p	NEWS 9 TONIGHT	7.7	2.7	7.1	30	0	1	1	2	\$275.00	\$35.71
WTOV-TV	M	PT	9:00p-11:00p	AMERICAN NINJA WARRIOR	4.5	2.3	3.6	30	1	1	1	3	\$250.00	\$55.56
WTOV-TV	F	LN	11:10p-11:35p	SPORTS FRIDAY	6.9	2.5	6.0	30	0	1	1	2	\$275.00	\$39.86
WTOV-TV	M	PT	8:00p- 9:00p	RUNNING WILD WITH BEAR GRYLLS	7.1	2.2	4.9	30	1	1	1	3	\$250.00	\$35.21
WTOV-TV	Su	PT	8:00p-10:00p	AMERICAS GOT TALENT	4.1	1.7	3.2	30	1	0	0	1	\$200.00	\$48.78
WTOV-TV	Tu	PT	8:00p-10:00p	AMERICAS GOT TALENT	5.8	1.4	4.7	30	1	1	1	3	\$250.00	\$43.10
Station Total:					713.7	288.9	614.2					103	\$14,105.00	
Spots Per Week									83	83	84			
TRPs Per Week									349.2	355.5	357.5	250		
												1,062.2		

SCHEDULE TOTALS

TOTAL SPOTS: 250
TOTAL COST: \$18,859.00
TOTAL Adults 21+ TRPs: 1,062.2
TOTAL Adults 21+ Reach Pct/Frequency: 99.0%/10.7
TOTAL Men 18-34 TRPs: 405.1
TOTAL Men 18-34 Reach Pct/Frequency: 66.9%/6.1
TOTAL Adults 18+ TRPs: 858.8
TOTAL Adults 18+ Reach Pct/Frequency: 94.0%/9.1

Disclaimer:

Agreed to and Accepted by: _____



Spot Calendar by Station

THE MANAHAN GROUP
PUBLIC RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/03/2018
Market/System: Bluefield WV-VA
 SUDDENLINK MEDIA, Suddenlink/Beckley-Bluefield I, 7890

Estimate: 37
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2			
TWC-TV	M-Su	RT	6:00a- 6:00p	WEATHER CENTER<	0.1	0.0	0.1	30	10	10	10	30	\$48.75	\$487.50
TWC-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.1	0.0	0.1	30	5	5	5	15	\$48.75	\$487.50
HIST-TV	M-Su	RT	6:00a- 6:00p	AVG. ALL WKS<	0.0	0.0	0.0	30	10	10	10	30	\$73.50	\$0.00
HIST-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.2	0.1	0.2	30	5	5	5	15	\$73.50	\$367.50
AMC-TV	M-Su	RT	6:00a- 6:00p	VARIOUS	0.0	0.0	0.0	30	10	10	10	30	\$1.00	\$0.00
AMC-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.1	0.1	0.2	30	5	5	5	15	\$1.00	\$10.00
USA-TV	M-Su	RT	6:00a- 6:00p	AVG. ALL WKS<	0.1	0.0	0.1	30	10	10	10	30	\$83.25	\$832.50
USA-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.1	0.1	0.1	30	5	5	5	15	\$83.25	\$832.50
ESPN-TV	M-Su	RT	6:00a- 6:00p	VARIOUS	0.1	0.3	0.1	30	10	10	10	30	\$83.25	\$832.50
ESPN-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.3	0.4	0.3	30	5	5	5	15	\$83.25	\$277.50
FRFM-TV	M-Su	RT	6:00a- 6:00p	VARIOUS	0.0	0.0	0.0	30	10	10	10	30	\$16.25	\$0.00
FRFM-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.1	0.1	0.1	30	5	5	5	15	\$16.25	\$162.50
Station Total:					22.5	21.0	24.0					270	\$13,770.00	
Spots Per Week									90	90	90	270		
TRPs Per Week									7.5	7.5	7.5	270		
SCHEDULE TOTALS												22.5		

TOTAL SPOTS: 270
TOTAL COST: \$13,770.00
TOTAL Adults 18+ TRPs: 22.5
TOTAL Adults 18+ Reach Pct/Frequency: 12.3%/2.0
TOTAL Men 18-34 TRPs: 21.0
TOTAL Men 18-34 Reach Pct/Frequency: 13.4%/1.9
TOTAL Adults 21+ TRPs: 24.0
TOTAL Adults 21+ Reach Pct/Frequency: 12.8%/2.0

Disclaimer:

Agreed to and Accepted by: _____

Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • TELEVISION • RADIO • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/03/2018
Market/System: Charleston, WV
SUDDENLINK MEDIA, Suddenlink/Charleston, WV Inlt, 8008

Estimate: 37
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2			
HIST-TV	M-Su	RT	6:00a- 6:00p	AVG. ALL WKS<	0.1	0.1	0.1	30	10	10	10	30	\$68.25	\$682.50
HIST-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.2	0.1	0.2	30	5	5	5	15	\$68.25	\$341.25
TWC-TV	M-Su	RT	6:00a- 6:00p	WEATHER CENTER<	0.1	0.0	0.1	30	10	10	0	20	\$27.38	\$273.80
TWC-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.0	0.0	0.0	30	5	5	5	15	\$27.38	\$0.00
AMC-TV	M-Su	RT	6:00a- 6:00p	VARIOUS	0.0	0.0	0.0	30	10	10	10	30	\$36.75	\$0.00
AMC-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.1	0.1	0.1	30	5	5	5	15	\$36.75	\$367.50
DISC-TV	M-Su	RT	6:00a- 6:00p	AVG. ALL WKS<	0.1	0.0	0.1	30	10	10	10	30	\$63.00	\$630.00
DISC-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.1	0.2	0.2	30	5	5	5	15	\$63.00	\$630.00
USA-TV	M-Su	RT	6:00a- 6:00p	AVG. ALL WKS<	0.1	0.0	0.1	30	10	10	10	30	\$78.75	\$787.50
USA-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.1	0.1	0.1	30	5	5	5	15	\$78.75	\$787.50
ESPN-TV	M-Su	RT	6:00a- 6:00p	VARIOUS	0.0	0.0	0.0	30	10	10	10	30	\$94.50	\$0.00
ESPN-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.2	0.3	0.2	30	5	5	5	15	\$94.50	\$472.50
TBSC-TV	M-Su	RT	6:00a- 6:00p	VARIOUS	0.0	0.0	0.0	30	10	10	10	30	\$78.75	\$0.00
TBSC-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.1	0.1	0.1	30	5	5	5	15	\$78.75	\$787.50
Station Total:					23.0	16.5	24.5					305	\$19,858.30	
Spots Per Week									105	105	95			
TRPs Per Week									8.0	8.0	7.0			
SCHEDULE TOTALS														23.0

TOTAL SPOTS: 305
 TOTAL COST: \$19,858.30
 TOTAL Adults 18+ TRPs: 23.0
 TOTAL Adults 18+ Reach Pct/Frequency: 11.0%/2.1
 TOTAL Men 18-34 TRPs: 16.5
 TOTAL Men 18-34 Reach Pct/Frequency: 9.7%/1.8
 TOTAL Adults 21+ TRPs: 24.5
 TOTAL Adults 21+ Reach Pct/Frequency: 11.4%/2.1

Disclaimer:

Agreed to and Accepted by: _____

Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/03/2018

Estimate: 37
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Market/System: Clarksburg
SPECTRUM, Clarksburg, WV, 0065

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/3					
AEN-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.2	30	15	15	21	0	51	\$5.00	\$0.00		
AEN-TV	M	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.2	30	0	0	0	5	5	\$6.00	\$0.00		
CNN-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.4	30	8	8	8	0	24	\$4.00	\$0.00		
CNN-TV	M	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.4	30	0	0	0	3	3	\$4.00	\$0.00		
DISC-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.2	30	15	17	21	0	53	\$6.00	\$0.00		
DISC-TV	M	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.3	30	0	0	0	5	5	\$6.00	\$0.00		
ESPN-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.3	30	15	15	21	0	51	\$9.00	\$0.00		
ESPN-TV	M	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.3	30	0	0	0	5	5	\$9.00	\$0.00		
ESP2-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.0	30	15	15	21	0	51	\$4.00	\$0.00		
FXNC-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.3	0.0	0.8	30	8	8	8	0	24	\$5.00	\$16.67		
FXNC-TV	M	RT	5:00a-12:00a	VARIOUS	0.3	0.0	0.9	30	0	0	0	3	3	\$5.00	\$16.67		
FRFM-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.2	30	15	15	21	0	51	\$5.00	\$0.00		
FRFM-TV	M	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.1	30	0	0	0	5	5	\$5.00	\$0.00		
HIST-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.3	30	21	21	21	0	63	\$5.00	\$0.00		
HIST-TV	M	RT	5:00a-12:00a	AMERICAN PICKE<	0.0	0.0	0.4	30	0	0	0	5	5	\$5.00	\$0.00		
MTV-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.1	30	15	15	21	0	51	\$2.00	\$0.00		
MTV-TV	M	RT	5:00a-12:00a	AVG. ALL WKS<	0.1	0.2	0.2	30	0	0	0	5	5	\$2.00	\$20.00		
NBCS-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.1	30	8	8	8	0	24	\$3.00	\$0.00		
NBCS-TV	M	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.1	30	0	0	0	3	3	\$3.00	\$0.00		
TBSC-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.1	0.1	0.3	30	21	21	21	0	63	\$9.00	\$90.00		
TBSC-TV	M	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.2	30	0	0	0	5	5	\$9.00	\$0.00		
TNT-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.4	30	8	8	8	0	24	\$7.00	\$0.00		
TNT-TV	M	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.5	30	0	0	0	3	3	\$7.00	\$0.00		
TOON-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.2	30	21	21	21	0	63	\$2.00	\$0.00		
TOON-TV	M	RT	5:00a-12:00a		0.0	0.0	0.2	30	0	0	0	5	5	\$2.00	\$0.00		
TRAV-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.1	30	8	8	8	0	24	\$3.00	\$0.00		
TRAV-TV	M	RT	5:00a-12:00a	BIZARRE FOODS<	0.0	0.0	0.1	30	0	0	0	3	3	\$3.00	\$0.00		
TRU-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.1	30	8	8	8	0	24	\$2.00	\$0.00		
TRU-TV	M	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.1	30	0	0	0	3	3	\$2.00	\$0.00		
TWC-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.1	30	8	8	8	0	24	\$4.00	\$0.00		
TWC-TV	M	RT	5:00a-12:00a	VARIOUS	0.0	0.0	0.1	30	0	0	0	3	3	\$4.00	\$0.00		
USA-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.3	30	21	21	21	0	63	\$6.00	\$0.00		



Spot Calendar by Station

THE MANAHAN GROUP
ADVERTISING • PUBLIC RELATIONS • MULTIMEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/03/2018
Market/System: Clarksburg
SPECTRUM, Clarksburg, WV, 0065

Estimate: 37
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK										Total Spots	STN Gross Cost	CPP
					Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/3					
USA-TV	M	RT	5:00a-12:00a	AVG. ALL WKS<	0.0	0.0	0.4	30	0	0	0	5					
Station Total:					14.9	7.3	186.8							5	\$8.00	\$0.00	
Spots Per Week									230	232	266	66		794	\$4,172.00		
TRPs Per Week									4.5	4.5	4.5	1.4		794			

SCHEDULE TOTALS

TOTAL SPOTS: 794
 TOTAL COST: \$4,172.00
 TOTAL Adults 18+ TRPs: 14.9
 TOTAL Adults 18+ Reach Pct/Frequency: 10.2%/2.7
 TOTAL Men 18-34 TRPs: 7.3
 TOTAL Men 18-34 Reach Pct/Frequency: 5.9%/2.1
 TOTAL Adults 21+ TRPs: 186.8
 TOTAL Adults 21+ Reach Pct/Frequency: 19.4%/9.9

Disclaimer:

Agreed to and Accepted by: _____

Spot Calendar by Station

THE MANAHAN GROUP
PROFESSIONAL - PUBLIC RELATIONS - MEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/03/2018

Estimate: 37
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Market/System: Clarksburg
 SUDDENLINK MEDIA, Suddenlink/Clarksburg Zone, WV, 2197

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	# of SPOTS PER WEEK				Total Spots	STN Gross Cost	CPP
									8/13 8/19	8/20 8/26	8/27 9/2	9/3 9/3			
HIST-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.2	0.0	0.2	30	15	15	15	0	45	\$1.00	\$5.00
AMC-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.1	0.2	0.2	30	15	15	15	0	45	\$1.00	\$10.00
USA-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.1	0.1	0.1	30	15	15	15	0	45	\$1.00	\$10.00
ESPN-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.1	0.0	0.1	30	15	15	15	0	45	\$1.00	\$10.00
CNN-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.1	0.0	0.1	30	10	10	10	0	30	\$1.00	\$10.00
TBSC-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.3	0.3	0.3	30	15	15	15	0	45	\$1.00	\$3.33
FRFM-TV	M-Su	RT	6:00a- 6:00p	VARIOUS	0.0	0.1	0.0	30	15	15	15	0	45	\$1.00	\$0.00
Station Total:					39.0	31.5	43.5						45	\$1.00	\$0.00
Spots Per Week									100	100	100	0	300	\$300.00	
TRPs Per Week									13.0	13.0	13.0	0.0	300		
SCHEDULE TOTALS													39.0		

TOTAL SPOTS: 300
 TOTAL COST: \$300.00
 TOTAL Adults 18+ TRPs: 39.0
 TOTAL Adults 18+ Reach Pct/Frequency: 12.6%/3.7
 TOTAL Men 18-34 TRPs: 31.5
 TOTAL Men 18-34 Reach Pct/Frequency: 10.3%/3.2
 TOTAL Adults 21+ TRPs: 43.5
 TOTAL Adults 21+ Reach Pct/Frequency: 13.1%/3.8

Disclaimer:

Agreed to and Accepted by: _____

Spot Calendar by Station

THE MANAHAN GROUP
CORPORATE & PUBLIC RELATIONS - BOSTON, MA

4/25/2019

Client: DMV
 Media: TV
 Product: DMV
 Flight Date: 08/13/2018 - 09/03/2018
 Market/System: Parkersburg-Marietta
 SUDDENLINK MEDIA, Suddenlink/Parkersburg Interco, 7666

Estimate: 37
 Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) DMA Nielsen Live+1
 Buyer: Bethany West
 Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2			
TWC-TV	M-Su	RT	6:00a- 6:00p	WEATHER CENTER<	0.1	0.0	0.2	30	10	10	10	30	\$32.11	\$321.10
TWC-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.0	0.0	0.1	30	5	5	5	15	\$32.11	\$0.00
HIST-TV	M-Su	RT	6:00a- 6:00p	AVG. ALL WKS<	0.0	0.0	0.0	30	10	10	10	30	\$38.87	\$0.00
HIST-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.2	0.1	0.2	30	5	5	5	15	\$38.87	\$194.35
DISC-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.1	0.2	0.1	30	10	10	10	30	\$32.11	\$321.10
USA-TV	M-Su	RT	6:00a- 6:00p	AVG. ALL WKS<	0.1	0.0	0.1	30	10	10	10	30	\$33.80	\$338.00
USA-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.2	0.0	0.2	30	5	5	5	15	\$33.80	\$169.00
ESPN-TV	M-Su	RT	6:00p-12:00a	AVG. ALL WKS<	0.2	0.2	0.2	30	10	10	10	30	\$37.18	\$185.90
TBSC-TV	M-Su	RT	6:00a- 6:00p	VARIOUS	0.0	0.0	0.0	30	10	10	10	30	\$32.11	\$0.00
TBSC-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.1	0.0	0.1	30	5	5	5	15	\$32.11	\$321.10
FRFM-TV	M-Su	RT	6:00a- 6:00p	VARIOUS	0.0	0.0	0.0	30	10	10	10	30	\$13.83	\$0.00
FRFM-TV	M-Su	RT	6:00p-12:00a	VARIOUS	0.1	0.0	0.1	30	5	5	5	15	\$13.83	\$138.30
Station Total:					24.0	13.5	28.5					15	\$13.83	\$138.30
Spots Per Week									95	95	95	285	\$8,861.10	
TRPs Per Week									8.0	8.0	8.0	285		
SCHEDULE TOTALS												24.0		
TOTAL SPOTS:												285		
TOTAL COST:												\$8,861.10		
TOTAL Adults 18+ TRPs:												24.0		
TOTAL Adults 18+ Reach Pct/Frequency:												13.4%/2.0		
TOTAL Men 18-34 TRPs:												13.5		
TOTAL Men 18-34 Reach Pct/Frequency:												12.3%/1.7		
TOTAL Adults 21+ TRPs:												28.5		
TOTAL Adults 21+ Reach Pct/Frequency:												13.8%/2.0		

Disclaimer:

Agreed to and Accepted by: _____

Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/03/2018
Market/System: Washington, DC
 COMCAST, Keyser, WV,8149

Estimate: 37
Survey: Aug18 Proj. (Aug17 HUT, May18 SHR) C-DMA Custom Live+7
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									8/13 8/19	8/20 8/26	8/27 9/2			
AMC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21			
CMDY-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$1.50	\$0.00
CNN-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	8	8	8	63	\$1.00	\$0.00
DISC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	15	15	15	24	\$3.50	\$0.00
ESP2-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	15	15	15	45	\$1.00	\$0.00
ESPN-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	45	\$2.00	\$0.00
FRFM-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$3.25	\$0.00
FXNC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	8	8	8	63	\$2.75	\$0.00
HIST-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	24	\$4.50	\$0.00
MTV-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	15	15	15	63	\$2.00	\$0.00
TBSC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	45	\$1.00	\$0.00
TNT-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$2.75	\$0.00
TOON-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$3.25	\$0.00
TRU-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$1.00	\$0.00
USA-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$1.00	\$0.00
Station Total:					0.0	0.0	0.0					63	\$3.25	\$0.00
Spots Per Week												63	\$3.25	\$0.00
TRPs Per Week								271	271	271		813	\$1,742.25	
								0.0	0.0	0.0		813		
SCHEDULE TOTALS												0.0		

TOTAL SPOTS: 813
 TOTAL COST: \$1,742.25
 TOTAL Adults 18+ TRPs: 0.0
 TOTAL Adults 18+ Reach Pct/Frequency: 0.0%
 TOTAL Men 18-34 TRPs: 0.0
 TOTAL Men 18-34 Reach Pct/Frequency: 0.0%
 TOTAL Adults 21+ TRPs: 0.0
 TOTAL Adults 21+ Reach Pct/Frequency: 0.0%

Disclaimer:

Agreed to and Accepted by: _____

Spot Calendar by Station

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/03/2018
Market/System: Washington, DC
 COMCAST, Martinsburg, WV, 8150

Estimate: 37
Survey: Aug18 Proj. (Aug17 HUT, May18 SHR) C-DMA Custom Live+7
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									8/13 8/19	8/20 8/26	8/27 9/2			
AMC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21			
CMDY-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$7.25	\$0.00
CNN-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	8	8	8	63	\$2.25	\$0.00
DISC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	15	15	15	24	\$12.75	\$0.00
ESP2-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	15	15	15	45	\$3.75	\$0.00
ESPN-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	45	\$3.75	\$0.00
FRFM-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$15.50	\$0.00
FXNC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	8	8	8	63	\$5.50	\$0.00
HIST-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	24	\$14.50	\$0.00
MNBC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	8	8	8	63	\$5.00	\$0.00
MTV-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	24	\$10.00	\$0.00
SYFY-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	15	15	15	63	\$1.50	\$0.00
TBSC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	45	\$1.00	\$0.00
TOON-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$13.00	\$0.00
TRU-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$1.00	\$0.00
USA-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.0	30	21	21	21	63	\$1.00	\$0.00
Station Total:					0.0	0.0	0.0					63	\$14.50	\$0.00
Spots Per Week												63	\$14.50	\$0.00
TRPs Per Week									279	279	279	837	\$5,466.00	
									0.0	0.0	0.0	837		
SCHEDULE TOTALS												837		

TOTAL SPOTS: 837
 TOTAL COST: \$5,466.00
 TOTAL Adults 18+ TRPs: 0.0
 TOTAL Adults 18+ Reach Pct/Frequency: 0.0%/
 TOTAL Men 18-34 TRPs: 0.0
 TOTAL Men 18-34 Reach Pct/Frequency: 0.0%/
 TOTAL Adults 21+ TRPs: 0.0
 TOTAL Adults 21+ Reach Pct/Frequency: 0.0%/

Disclaimer:

Agreed to and Accepted by: _____

Spot Calendar by Station

THE MANAHAN GROUP
COMMERCIAL PUBLIC RELATIONS AND MEDIA

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/03/2018
Market/System: Wheeling
 COMCAST, Weirton, WV, 3271

Estimate: 37
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) C-DMA Custom Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									8/13 8/19	8/20 8/26	8/27 9/2			
PDV-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	92.9	30	1	0	0			
PDV-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.0	30	1	0	0	1	\$550.00	\$0.00
AEN-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	2.1	30	15	15	15	1	\$450.00	\$0.00
AMC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.9	30	15	15	15	45	\$0.90	\$0.00
CMDY-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.2	30	21	21	21	45	\$2.10	\$0.00
CNN-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	3.5	30	15	15	15	63	\$0.30	\$0.00
DISC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	2.0	30	15	15	15	45	\$3.90	\$0.00
ESPN-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	3.3	30	15	15	15	45	\$1.80	\$0.00
FOOD-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	2.3	30	15	15	15	45	\$4.20	\$0.00
FRFM-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.3	30	15	15	15	45	\$3.00	\$0.00
FX-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.7	30	15	15	15	45	\$0.90	\$0.00
FXNC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	7.2	30	15	15	15	45	\$1.20	\$0.00
GSN-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.3	30	15	15	15	45	\$4.20	\$0.00
HGTV-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	3.5	30	15	15	15	45	\$0.30	\$0.00
HIST-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	2.7	30	15	15	15	45	\$3.60	\$0.00
LIF-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.5	30	15	15	15	45	\$4.20	\$0.00
MNBC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	4.8	30	15	15	15	45	\$2.10	\$0.00
NICK-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.8	30	15	15	15	45	\$3.90	\$0.00
SYFY-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.3	30	15	15	15	45	\$1.20	\$0.00
TBSC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	2.5	30	15	15	15	45	\$0.30	\$0.00
TLC-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.6	30	15	15	15	45	\$2.70	\$0.00
TNT-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	2.8	30	15	15	15	45	\$0.60	\$0.00
TOON-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.5	30	21	21	21	45	\$2.40	\$0.00
TRAV-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.2	30	15	15	15	63	\$0.30	\$0.00
TVL-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	2.1	30	15	15	15	45	\$0.30	\$0.00
USA-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	3.1	30	15	15	15	45	\$0.30	\$0.00
VH1-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	1.0	30	15	15	15	45	\$4.20	\$0.00
Station Total:					0.0	0.0	2806.5					45	\$0.30	\$0.00
												1163	\$3,224.80	

Spot Calendar by Station

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/03/2018
Market/System: Wheeling
 COMCAST, Weirton, WV, 3271

Estimate: 37
Survey: Jul18 Proj. (Jul17 HUT, May18 SHR) C-DMA Custom Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2			
Spots Per Week									389	387	387			
TRPs Per Week									0.0	0.0	0.0		1163	
SCHEDULE TOTALS													0.0	

TOTAL SPOTS: 1163
TOTAL COST: \$3,224.80
TOTAL Adults 18+ TRPs: 0.0
TOTAL Adults 18+ Reach Pct/Frequency: 0.0%/
TOTAL Men 18-34 TRPs: 0.0
TOTAL Men 18-34 Reach Pct/Frequency: 0.0%/
TOTAL Adults 21+ TRPs: 2,806.5
TOTAL Adults 21+ Reach Pct/Frequency: 99.0%/28.3

Disclaimer:

Agreed to and Accepted by: _____

Spot Calendar by Station

THE MANAHAN GROUP

4/25/2019

Client: DMV
 Media: TV
 Product: DMV
 Flight Date: 08/13/2018 - 09/03/2018
 Market/System: Wheeling
 COMCAST, Wheeling, WV, 0348

Estimate: 37
 Survey: May19 Proj. (May17 HUT, May18 SHR) DMA Nielsen Live+1
 Buyer: Bethany West
 Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	# of SPOTS PER WEEK			Total Spots	STN Gross Cost	CPP
									8/13 8/19	8/20 8/26	8/27 9/2			
AEN-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.4	0.2	0.4	30	15	15	15			
AMC-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.2	0.1	0.7	30	15	15	15	45	\$3.60	\$9.00
CMDY-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.1	0.1	0.5	30	21	21	21	45	\$4.20	\$21.00
CNN-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.4	0.1	1.5	30	8	8	8	63	\$1.50	\$15.00
DISC-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.3	0.1	0.8	30	8	8	8	24	\$7.50	\$18.75
ESPN-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.3	0.8	1.4	30	10	10	10	24	\$4.50	\$15.00
FOOD-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.2	0.0	1.0	30	8	8	8	30	\$6.60	\$22.00
FRFM-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.1	0.0	0.5	30	15	15	15	24	\$7.20	\$36.00
FX-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.1	0.1	0.7	30	15	15	15	45	\$3.00	\$30.00
FXNC-TV	M-Su	RT	5:00a-12:00a	VARIOUS	1.3	0.1	3.1	30	8	8	8	45	\$3.60	\$36.00
GSN-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.2	0.0	0.5	30	15	15	15	24	\$8.70	\$6.69
HGTV-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.3	0.0	1.5	30	8	8	8	45	\$0.30	\$1.50
HIST-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.4	0.2	1.2	30	15	15	15	24	\$8.40	\$28.00
LIF-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.1	0.0	0.6	30	8	8	8	45	\$7.20	\$18.00
MNBC-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.3	0.0	2.1	30	8	8	8	24	\$5.10	\$51.00
NICK-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.1	0.1	0.8	30	15	15	15	24	\$7.50	\$25.00
SYFY-TV	M-Su	RT	5:00a-12:00a	SYFY MOVIE<	0.1	0.1	0.5	30	15	15	15	45	\$2.40	\$24.00
TBSC-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.2	0.1	1.1	30	8	8	8	45	\$0.30	\$3.00
TLC-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.1	0.0	0.7	30	8	8	8	24	\$8.10	\$40.50
TNT-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.4	0.5	1.2	30	8	8	8	24	\$1.80	\$18.00
TOON-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.1	0.1	0.6	30	21	21	21	24	\$6.60	\$16.50
TRAV-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.2	0.1	0.5	30	15	15	15	63	\$1.20	\$12.00
TVL-TV	M-Su	RT	5:00a-12:00a	VARIOUS	0.4	0.1	0.9	30	15	15	15	45	\$1.20	\$6.00
USA-TV	M-Su	RT	5:00a-12:00a	AVG. ALL WKS<	0.3	0.1	1.3	30	8	8	8	45	\$1.80	\$4.50
VH1-TV	M-Su	RT	5:00a-12:00a		0.0	0.0	0.4	30	15	15	15	24	\$8.40	\$28.00
Station Total:					214.2	105.6	788.4					45	\$0.60	\$0.00
												915	\$3,408.30	

Spot Calendar by Station

THE MANAHAN GROUP
CORPORATIONS - PUBLIC RELATIONS - WHEELING, WV

4/25/2019

Client: DMV
Media: TV
Product: DMV
Flight Date: 08/13/2018 - 09/03/2018
Market/System: Wheeling
 COMCAST, Wheeling, WV, 0348

Estimate: 37
Survey: May19 Proj. (May17 HUT, May18 SHR) DMA Nielsen Live+1
Buyer: Bethany West
Buyer Email: bwest@manahangroup.com

Station	Day	DP	Time	Program	# of SPOTS PER WEEK							Total Spots	STN Gross Cost	CPP
					Adults 18+ RTG	Men 18-34 RTG	Adults 21+ RTG	Dur	8/13 8/19	8/20 8/26	8/27 9/2			
Spots Per Week									305	305	305			
TRPs Per Week									71.4	71.4	71.4	915		
SCHEDULE TOTALS												214.2		
TOTAL SPOTS:												915		
TOTAL COST:												\$3,408.30		
TOTAL Adults 18+ TRPs:												214.2		
TOTAL Adults 18+ Reach Pct/Frequency:												73.6%/2.8		
TOTAL Men 18-34 TRPs:												105.6		
TOTAL Men 18-34 Reach Pct/Frequency:												52.8%/2.1		
TOTAL Adults 21+ TRPs:												788.4		
TOTAL Adults 21+ Reach Pct/Frequency:												99.0%/8.1		

Disclaimer:

Agreed to and Accepted by: _____

NCM Summary

Digital		Impressions			
Statewide Digital Target Males 18-34		505,749	4,150	\$	4,772.50
Theater	Location	# Screens	Net Total/wk	Net Total	Client Cost
Morgantown Stadium 12	Morgantown	12	840	4,200	\$ 4,830.00
Huntington Mall	Barboursville	12	840	4,200	\$ 4,830.00
Nitro Stadium 12	Nitro	12	840	4,200	\$ 4,830.00
Pullman Square 16	Huntington	16	1,120	5,600	\$ 6,440.00
Southridge 12	Charleston	12	1,440	7,200	\$ 8,280.00
Nicholas Showplace	Summersville	4	200	1,000	\$ 1,150.00
Highland 14	Triadelphia	14	980	4,900	\$ 5,635.00
Galleria 14	Beckley	14	700	3,500	\$ 4,025.00
Welch 3	Welch	3	150	750	\$ 862.50
Cinemark 10 Bridgeport	Bridgeport	10	700	3,500	\$ 4,025.00
Grand Central 12	Parkersburg	12	960	4,800	\$ 5,520.00
		121			
Total Impressions: 993,848			\$ 8,770.00	\$ 48,000.00	\$ 55,200.00

***In Cinema rates were negotiated to less than 50% of regular prices.
Total Value - \$104,150**

Impaired Driving-Labor Day 2018

Digital Media Report

Dates	Platform	Description	Ad Spend	Impressions	Engagements	Engagement Rate
8/17-9/3	Facebook	Enforcement Campaign	\$ 920.00	52,816	6,398	12%
8/17-9/3	Twitter	Enforcement Campaign	\$ 460.00	49,852	2,140	4%
8/27-9/3	Facebook	If you plan on partying	\$ 575.00	21,913	3,390	15%
8/27-9/3	Twitter	No Regrets	\$ 287.50	25,306	1,268	5%
8/28-8/29	Facebook	Celebrate safely	\$ 115.00	5,384	751	14%
8/28-8/29	Twitter	Celebrate safely	\$ 57.50	6,487	213	3%
8/29-8/30	Facebook	During 2016	\$ 115.00	5,948	804	14%
8/29-8/30	Twitter	During 2016	\$ 57.50	4,801	227	5%
8/30-8/31	Facebook	Among Drivers	\$ 115.00	1,753	241	14%
8/30-8/31	Twitter	Among Drivers	\$ 57.50	3,437	257	7%
8/31-9/1	Facebook	High Price	\$ 115.00	3,439	468	14%
8/31-9/1	Twitter	High Price	\$ 57.50	4,657	419	9%
9/1-9/2	Facebook	Over the 2016 LD period	\$ 460.00	7,970	791	10%
9/1-9/2	Twitter	Over the 2016 LD period	\$ 230.00	25,671	1,133	4%
9/2-9/3	Facebook	Designate a sober Driver	\$ 345.00	22,784	148	1%
9/2-9/3	Twitter	Designate a sober Driver	\$ 172.50	19,476	3,837	20%
			\$ 4,140.00	159,026	13,947	10%

**Impaired Driving-Labor Day 2018
Billboard Locations**

#	Panel	Location	City	State	Size	EOI	Style	Prod.	Space Cost/4 Weeks	Total Cost
1	K105	WV 114 Jct. Big Chimney Bridge	Big Chimney	WV	10.6 x 22.9	27,604	Poster	\$72	\$ 517.50	\$590
2	K205	US 60 .2 Mi W/O Turnpike Bridge	Rand	WV	10.6 x 22.9	70,722	Poster	\$72	\$ 517.50	\$590
3	K230	Belle, US 60 W/O 84 Lumber Company	Belle	WV	10.6 x 22.9	24,722	Poster	\$72	\$ 517.50	\$590
4	K317	Corner Smith and Shrewsbury	Charleston	WV	10.6 x 22.9	43,352	Poster	\$72	\$ 517.50	\$590
5	K331	Court street underpass	Charleston	WV	10.6 x 22.9	23,398	Poster	\$72	\$ 517.50	\$590
6	K345	W. Washington & Hunt, Charleston	Charleston	WV	10.6 x 22.9	51,583	Poster	\$72	\$ 517.50	\$590
7	K373	611 Washington St W	Charleston	WV	10.6 x 22.9	37,696	Poster	\$72	\$ 517.50	\$590
8	K437	US 119 Near Turnpike Bridge	Charleston	WV	10.6 x 22.9	131,105	Poster	\$72	\$ 517.50	\$590
9	K444	I-64/77 & Rt. 61 (3/4 Mi N of Marmet CL N/O Turnpike Ford)	Marmet	WV	10.6 x 22.9	98,314	Poster	\$72	\$ 517.50	\$590
10	K454	Marmet US 119 Jct. WV 61 #1	Marmet	WV	10.6 x 22.9	26,809	Poster	\$72	\$ 517.50	\$590
11	K459	Cabin Creek WV 79 @ #1 Underpass	Cabin Creek	WV	10.6 x 22.9	60,958	Poster	\$72	\$ 517.50	\$590
12	K472	3719 MacCorkle Avenue SE	Kanawha City	WV	10.6 x 22.9	66,755	Poster	\$72	\$ 517.50	\$590
13	K510	W/S Rt 21 North Culvert	Charleston	WV	10.6 x 22.9	26,927	Poster	\$72	\$ 517.50	\$590
14	K528	3527 7th Ave (adj Bridgestone)	Charleston	WV	10.6 x 22.9	44,565	Poster	\$72	\$ 517.50	\$590
15	K624	Expressway Opposite Trojan Steel	Charleston	WV	10.6 x 22.9	61,607	Poster	\$72	\$ 517.50	\$590
16	K708	US 60 RR #1 - Left (opposite JMD Mining Products)	St Albans	WV	10.6 x 22.9	91,392	Poster	\$72	\$ 517.50	\$590

17	K736	US 60 & 4th St E - Left (adj David Smith)	St Albans	WV	10.6 x 22.9	69,228	Poster	\$72	\$	517.50	\$590
18	K749	US 60 @ Marco Concrete - Left	St Albans	WV	10.6 x 22.9	41,904	Poster	\$72	\$	517.50	\$590
19	K783	150' NW St. Albans Exit	St Albans	WV	10.6 x 22.9	42,708	Poster	\$72	\$	517.50	\$590
20	K816	Nitro WV 25 Main & 13th Street	Nitro	WV	10.6 x 22.9	26,130	Poster	\$72	\$	517.50	\$590
21	K861	WINFIELD US 35 700' N/O ST RT 817	Winfield	WV	10.6 x 22.9	20,333	Poster	\$72	\$	517.50	\$590
22	K830	Nitro WV 25 Near Bridge #2	Nitro	WV	10.6 x 22.9	39,790	Poster	\$72	\$	517.50	\$590
23	K839	Winfield US 35 .1Mi S/O Jct S. 34	Winfield	WV	10.6 x 22.9	30,127	Digital	\$72	\$	517.50	\$590
24	K852	WV 62 .6 MILE N/O ELEANOR	Eleanor	WV	10.6 x 22.9	13,804	Digital	\$72	\$	517.50	\$590
25	K856	RT. 62 BUFFALO ROAD IN CURVE	Winfield	WV	10.6 x 22.9	11,730	Digital	\$72	\$	517.50	\$590
26	K864	WV 62 @ STOREALL N/S RT. 62 CROSS LANES	Cross Lanes	WV	10.6 x 22.9	22,288	Digital	\$72	\$	517.50	\$590
27	K874	WV 817 (@ 5 & 20 Mile Cr Rd - Fraziers Bottom - near BP)	Winfield	WV	10.6 x 22.9	29,345	Poster	\$72	\$	517.50	\$590
28	K1094	South Charleston I-64 Piggyback Ld Dock	Charleston	WV	10.6 x 22.9	237,963	Poster	\$72	\$	517.50	\$590
29	K787	4916 Teays Valley Rd. (at storage units)	Scott Depot	WV	10.6 x 22.9	18,900	Poster	\$72	\$	517.50	\$590
30	K8	.8 Mi S of CR 28 Pisgah Ridge Jct	Clay	WV	10.6 x 22.9	6,262	Poster	\$72	\$	517.50	\$590
31	K12	1.6 M (MP 23) N of WV 62 & WV 2 Jct (PTPLeasant)	Pt. Pleasant	WV	10.6 x 22.9	21,174	Poster	\$72	\$	517.50	\$590
32	K133	Falling Rock US 119 Jct. Jordan Run	Clendenin	WV	10.6 x 22.9	15,425	Poster	\$72	\$	517.50	\$590
33	K538	N/S 7TH AVENUE W/O 37TH STREET (1.5 Mi e/o 25/62 jct)	Charleston	WV	10.6 x 22.9	56,122	Poster	\$72	\$	517.50	\$590
34	K906	US 60 E/O Jct. Cannelton (e/o McDonalds)	Smithers	WV	10.6 x 22.9	19,745	Poster	\$72	\$	517.50	\$590
35	K917	US 60 C/L	Gauley Bridge	WV	10.6 x 22.9	839	Poster	\$72	\$	517.50	\$590

36	K926	US 60 RR East (half mile east of Rainelle)	Rainelle	WV	10.6 x 22.9	12,166	Poster	\$72	\$	517.50	\$590
37	K927	US 60 Hill East #1	Lewisburg	WV	10.6 x 22.9	14,204	Poster	\$72	\$	517.50	\$590
38	K944	DANVILLE WV 85 SOUTH OF CITY LIMITS (by Fastenal @ car wash)	Danville	WV	10.6 x 22.9	29,572	Poster	\$72	\$	517.50	\$590
39	K951	WV 85 Pond Fork (Price Hill)	Madison	WV	10.6 x 22.9	18,035	Poster	\$72	\$	517.50	\$590
40	K962	WV 62 Jefferson Blvd & 14	Pt. Pleasant	WV	10.6 x 22.9	28,599	Poster	\$72	\$	517.50	\$590
41	K969	RT. 21 (2 MI E/O FAIRPLAIN INTERCHANGE)	Ripley	WV	10.6 x 22.9	13,821	Digital	\$72	\$	517.50	\$590
42	K977	US 33 West	Spencer	WV	10.6 x 22.9	19,317	Digital	\$72	\$	517.50	\$590
43	K981	WV 4 (1/4 Mi S/O Jct 19)	Sutton	WV	10.6 x 22.9	12,330	Poster	\$72	\$	517.50	\$590
44	K985	WV 39 N/O Filling Station	Summersville	WV	10.6 x 22.9	15,320	Poster	\$72	\$	517.50	\$590
45	K995	RT. 62 WEST (2 MI W/O C/L)	Ripley	WV	10.6 x 22.9	21,295	Poster	\$72	\$	517.50	\$590
46	K798	TEAYS VALLEY WV 34 .3 MILE N/O I-64	Teays Valley	WV	10.6 x 22.9	72,809	Poster	\$72	\$	517.50	\$590
47	K909	US 60 (.2 M E/O MCDONALDS)	Smithers	WV	10.6 x 22.9	24,195	Poster	\$72	\$	517.50	\$590
48	A0308	RT. 220 NORTH ADJ MARKWOOD CHEVY (LOC 1)	Moorefield	WV	10.6 x 22.9	55,854	Poster	\$72	\$	517.50	\$590
49	A0701	RT. 220 SOUTH	Franklin	WV	10.6 x 22.9	1,129	Poster	\$72	\$	517.50	\$590
50	A0901	RT. 33 & RT. 32 & RT. 52 JUNCTION	Harman	WV	10.6 x 22.9	6,756	Poster	\$72	\$	517.50	\$590
51	A0417	RT. 46 EAST LOC 3 STACK UNIT IN FIELD	Keyser	WV	10.6 x 22.9	11,611	Poster	\$72	\$	517.50	\$590
52	A0206	RT. 50 @ ROMNEY AUCTION	Romney	WV	10.6 x 22.9	10,598	Poster	\$72	\$	517.50	\$590
53	A0107	RT. 55 & 28 - STACK ON LEFT @ VANDEBENDER DR.	Petersburg	WV	10.6 x 22.9	21,164	Poster	\$72	\$	517.50	\$590
54	A0805	RT. 7 (IN FIELD NEAR ALLSTAR DAIRY MART)	Masontown	WV	10.6 x 22.9	14,944	Poster	\$72	\$	517.50	\$590

55	A0521	RT. 705 & MAPLE DR @ TAN 1	Morgantown	WV	10.6 x 22.9	27,937	Poster	\$72	\$ 517.50	\$590
56	A0532	RT. 7-E @ ROCK FORGE	Morgantown	WV	10.6 x 22.9	55,941	Poster	\$72	\$ 517.50	\$590
57	A0540	RT. 857 GREEN BAG RD ADJ GRADE SCHOOL	Morgantown	WV	10.6 x 22.9	27,056	Poster	\$72	\$ 517.50	\$590
58	A0550	RT. 857-N CHEAT LAKE @ BYPASS	Morgantown	WV	10.6 x 22.9	10,331	Poster	\$72	\$ 517.50	\$590
59	A5003	US 50 e/o Bridgeport @ Maple Valley Meat Market	Bridgeport	WV	10.6 x 22.9	60,322	Poster	\$72	\$ 517.50	\$590
60	A4002	US 50 w/o Grafton (.8 m from Tygart River Bridge)	Grafton	WV	10.6 x 22.9	35,125	Poster	\$72	\$ 517.50	\$590
61	R5101	US 60 E Barboursville @ C/L	Barboursville	WV	10.6 x 22.9	51,486	Poster	\$72	\$ 517.50	\$590
62	R5110	Adams Avenue W/O 28th Street	Huntington	WV	10.6 x 22.9	33,453	Poster	\$72	\$ 517.50	\$590
63	R5112	Rt 60 Milton	Milton	WV	10.6 x 22.9	20,623	Poster	\$72	\$ 517.50	\$590
64	R5116	US 60 West Kenova	Kenova	WV	10.6 x 22.9	27,101	Poster	\$72	\$ 517.50	\$590
65	R5121	729 Washington Avenue	Huntington	WV	10.6 x 22.9	46,511	Poster	\$72	\$ 517.50	\$590
66	R5188	Rt 3 4/10 M W/O Rt 34 Jct	Hamlin	WV	10.6 x 22.9	11,547	Poster	\$72	\$ 517.50	\$590
67	R5207	S/W Corner of 101 7th Avenue	Huntington	WV	10.6 x 22.9	25,849	Poster	\$72	\$ 517.50	\$590
68	R5245	WV 2 at 5271 A Ohio River Rd	Huntington	WV	10.6 x 22.9	22,048	Poster	\$72	\$ 517.50	\$590
69	R5306	3316 Rt 60 East #1	Huntington	WV	10.6 x 22.9	116,566	Poster	\$72	\$ 517.50	\$590
70	R5619	8th St & 7th Avenue	Huntington	WV	10.6 x 22.9	33,353	Poster	\$72	\$ 517.50	\$590
71	R52709	Rt 3 Box 3020-A Wayne WV	Wayne	WV	10.6 x 22.9	29,237	Poster	\$72	\$ 517.50	\$590
72	R55726	Rt 35 1m S of Cornstalk Road	Pt. Pleasant	WV	10.6 x 22.9	35,288	Poster	\$72	\$ 517.50	\$590
73	R5271	439 4th Avenue - A	Huntington	WV	10.6 x 22.9	68,332	Poster	\$72	\$ 517.50	\$590
74	R51109	Rt 60, 1.3 W of Cabell Midland High School	Milton	WV	10.6 x 22.9	45,745	Poster	\$72	\$ 517.50	\$590

75	R54111	RT. 37 (.3 MILE W/O US 52)	FORT GAY	WV	10.6 x 22.9	36,311	Poster	\$72	\$ 517.50	\$590
76	P411	Rt 68 @ Memorial Bridge Toll Booth	Parkersburg	WV	10.6 x 22.9	37,439	Poster	\$72	\$ 517.50	\$590
77	P425	511 Ann Street	Parkersburg	WV	10.6 x 22.9	55,937	Poster	\$72	\$ 517.50	\$590
78	P485	WV Rt 2 & Rt 31 Intersection	Parkersburg	WV	10.6 x 22.9	41,866	Poster	\$72	\$ 517.50	\$590
79	P495	7th St W/O Fairview Ave	Parkersburg	WV	10.6 x 22.9	57,914	Poster	\$72	\$ 517.50	\$590
80	P604	Camden Ave NL W/O East St	Parkersburg	WV	10.6 x 22.9	71,380	Poster	\$72	\$ 517.50	\$590
81	P651	Blizzard Drive N/O 19th St	Parkersburg	WV	10.6 x 22.9	33,378	Poster	\$72	\$ 517.50	\$590
82	P660	Rt 14 .5 Mile N/O I-77	Mineral Wells	WV	10.6 x 22.9	29,797	Poster	\$72	\$ 517.50	\$590
83	K1148	I-64 (.1 mil e/o exit 53)	Charleston	WV	14 x 48D	211,714	Digital	\$0	\$ 1,725.00	\$1,725
84	P4033	Garfield Ave (s/o 12th Street)	Parkersburg	WV	11 x 22D	36,674	Digital	\$0	\$ 626.75	\$627
85	A0560	Rt. 705 (Mon General entrance)	Morgantown	WV	11 x 22D	43,195	Digital	\$0	\$ 626.75	\$627
86	p4054	Grand Central @ 29th St.	Parkersburg	WV	10 x 36D	61,461	Digital	\$0	\$ 920.00	\$920
87	K1760	3980 WV 34 TEAYS VALLEY ROAD	Teays Valley	WV	11 x 22D	29,248	Digital	\$0	\$ 920.00	\$920
88	R7045	825 Hal Greer Blvd	Huntington	WV	10 x 36D	36,885	Digital	\$0	\$ 920.00	\$920
89	R7054	2735 5th Avenue	Huntington	WV	10 x 36D	38,109	Digital	\$0	\$ 920.00	\$920
90	LWL184	US30 E/O WV8	Chester	WV	10.6 x 22.9	11,562	Poster	\$75	\$ 603.75	\$679
91	LWL1072	WV2 S/O City Line	New Martinsville	WV	10.6 x 22.9	20,736	Poster	\$75	\$ 603.75	\$679
92	LWL2752	Jefferson Ave Exit	Moundsville	WV	10.6 x 22.9	39,678	Poster	\$75	\$ 603.75	\$679
93	LWL3001	US40 Wheeling Hill	Wheeling	WV	10.6 x 22.9	42,135	Poster	\$75	\$ 603.75	\$679
94	LWL3381	EWV2 1mi s/o WV180	Paden City	WV	10.6 x 22.9	25,427	Poster	\$75	\$ 603.75	\$679
95	LBL76	Rt 19/21N .6mi North of Prosperity Rd	Prosperity	WV	10.6 x 22.9	62,624	Poster	\$75	\$ 517.50	\$593
96	LBL3	US460 E/O Halls Ridge Rd	Princeton	WV	10.6 x 22.9	20,186	Poster	\$75	\$ 517.50	\$593

97	LBL6040	Rt19 1 Mi North of Town	Summersville	WV	10.6 x 22.9	35,172	Poster	\$75	\$ 517.50	\$593
98	LBL4571	I-64 .3mi East of Exit 181	Lewisburg	WV	10.6 x 22.9	19,263	Poster	\$75	\$ 517.50	\$593
99	LBR1053	SR92 .25mi East of Ferguson Rd	Elkins	WV	10.6 x 22.9	22,009	Poster	\$75	\$ 575.00	\$650
100	LBR1142	WV20 at Suann Terrace	NutterFort	WV	10.6 x 22.9	48,319	Poster	\$75	\$ 575.00	\$650
101	LBR1186	Rt19 Main St @ School St	Fairmont	WV	10.6 x 22.9	12,509	Poster	\$75	\$ 575.00	\$650
102	LBR1190	US250 1114 Fairmont Ave at 12th Street	Fairmont	WV	10.6 x 22.9	57,271	Poster	\$75	\$ 575.00	\$650
103	LBR1515	US33 .24 mi. West of WBUC Rd	Buckhannon	WV	10.6 x 22.9	23,273	Poster	\$75	\$ 575.00	\$650
104	LBR11900	US250 & 219S at WV Welding	Elkins	WV	10.6 x 22.9	23,262	Poster	\$75	\$ 575.00	\$650
105	LAL35117	Rt 11 Winchester Ave at Jefferson St	Martinsburg	WV	10.6 x 22.9	30,612	Poster	\$75	\$ 670.43	\$745
106	LAL35181	N/S of Mid-Atlantic Park, 300ft West of Rt9	Martinsburg	WV	10.6 x 22.9	17,342	Poster	\$75	\$ 670.43	\$745
107	LHL1030	164 29th St Exit	Huntington	WV	14 x 42.8	123,794	Bulletin	\$450	\$ 1,150.00	\$1,600
108	LHL1120	204 Adams Ave	Huntington	WV	10.6 x 22.9	58,570	Poster	\$75	\$ 402.50	\$478
109	LHL1218	400 4th Ave	Huntington	WV	10.6 x 22.9	323,301	Poster	\$75	\$ 402.50	\$478
110	LHL1281	4600 Rt 60 East	Barboursville	WV	10.6 x 22.9	110,138	Poster	\$75	\$ 402.50	\$478
111	LHL1400	607 Washington Ave	West Huntington	WV	10.6 x 22.9	81,163	Poster	\$75	\$ 402.50	\$478
112	LHL1405	US60 E at Roby Rd	Huntington	WV	10.6 x 22.9	85,793	Poster	\$75	\$ 402.50	\$478
113	LHL1475	28th St and 8th Ave	Huntington	WV	10.6 x 22.9	31,884	Poster	\$75	\$ 402.50	\$478
114	LHL1496	820 16th St W	West Huntington	WV	10.6 x 22.9	35,879	Poster	\$75	\$ 402.50	\$478
115	LHL1521	Wayne Ave (Rt 75)	Kenova	WV	10.6 x 22.9	29,458	Poster	\$75	\$ 402.50	\$478
116	LHL1613	4753 Rt 12 Beside Chase Bank	Lavalette	WV	10.6 x 22.9	35,039	Poster	\$75	\$ 402.50	\$478

117	LHL2302	Rt 152 @ Jct Rt 75	Lavalette	WV	10.6 x 22.9	39,823	Poster	\$75	\$ 402.50	\$478
118	LHK4001	Rt 119 North of Rt 4	Clendenin	WV	10.6 x 22.9	12,125	Poster	\$75	\$ 402.50	\$478
119	LHL4091	Rt 119 2mi North of Elkview	Elkview	WV	10.6 x 22.9	19,518	Poster	\$75	\$ 402.50	\$478
120	LHL4161	Rt 114 South of Rutledge Rd	Charleston	WV	10.6 x 22.9	23,389	Poster	\$75	\$ 402.50	\$478
121	LHL4280	Rt 2, 3mi North of Ravenswood	Ravenswood	WV	10.6 x 22.9	28,769	Poster	\$75	\$ 402.50	\$478
122	LHL4411	Rt 25, .2mi West of Goff Mt. Rd	Nitro	WV	10.6 x 22.9	22,379	Poster	\$75	\$ 402.50	\$478
123	LHL4510	Rt 2, 2mi North of City Limits	Pt. Pleasant	WV	10.6 x 22.9	35,703	Poster	\$75	\$ 402.50	\$478
124	LHL4600	US60 Opposite Value City	St. Albans	WV	10.6 x 22.9	46,772	Poster	\$75	\$ 402.50	\$478
125	LHL5010	I-64 and I-77 South of Exit 95	Charleston	WV	10.6 x 36	154,410	Bulletin	\$450	\$ 1,150.00	\$1,600
126	LHL5121	West Main @ the Loop	St. Albans	WV	10.6 x 22.9	37,941	Poster	\$75	\$ 402.50	\$478
127	LHL5503	Jct Rt 2 and Old 35	Pt. Pleasant	WV	10.6 x 22.9	50,609	Poster	\$75	\$ 402.50	\$478
128	LHL6050	Rt 25	Poca	WV	10.6 x 22.9	23,643	Poster	\$75	\$ 402.50	\$478
129	LHL6522	I-77 & 64	Charleston	WV	10.6 x 22.9	101,919	Bulletin	\$450	\$ 1,150.00	\$1,600
130	LHL7010	US60 West of Miton	Milton	WV	10.6 x 22.9	21,428	Poster	\$75	\$ 402.50	\$478
131	LHL8022	I-79 1mi South of Mink Shoals	Charleston	WV	10.6 x 22.9	130,268	Bulletin	\$450	\$ 1,150.00	\$1,600
132	S100690S	US119 1.9 mi South of CR3/1 (Lower Hewitt)	Danville	WV	14 x 48	59,665	Bulletin	\$1,344	\$ 345.00	\$1,689
133	S513490SB	SR10 .9 mi North of SR 17	Logan	WV	10.5 x 22.6	37,504	Poster	\$150	\$ 460.00	\$610
134	S515968E	Rt 60, 1.2 mi from I-64	Huntington	WV	10.6 x 36	67,091	Digital	\$0	\$ 1,150.00	\$1,150
135	S111913N	West 3rd Ave, .7mi North of US 119	Williamson	WV	10.5 x 22.6	20,090	Poster	\$150	\$ 460.00	\$610
136-156	Production of 20 extra posters posted at no charge per WVO inventory.							\$1,440		\$1,440
						5,979,649		\$13,638	\$ 74,440.60	\$88,079

**Target Red 2018
Billboard Locations**

#	Panel	Location	City	Facing	Size	IL	EOI	Tab ID	Style	Prod.	Space Cost
1	K112	US 119 2.8 Mi N/O C/L	Charleston	S	10.6 x 22.9	No	17,090	536942	Poster	\$ 65.00	\$ 517.50
2	K203	US 60 .2 Mi W/O Turnpike Bridge	Rand	W	10.6 x 22.9	Yes	53,647	536970	Poster	\$ 65.00	\$ 517.50
3	K303	Corner E. Washington & Dickinson Streets	Charleston	S	10.6 x 22.9	Yes	83,574	537009	Poster	\$ 65.00	\$ 517.50
4	K403	Corner 35th Street & Noyes Avenue	Kanawha City	N	10.6 x 22.9	Yes	144,701	537068	Poster	\$ 65.00	\$ 517.50
5	K453	Marmet US 119 Jct. WV 61 #2	Marmet	E	10.6 x 22.9	No	22,826	537110	Poster	\$ 65.00	\$ 517.50
6	K524	3002 7th Avenue (@ Grainger)	Charleston	W	10.6 x 22.9	Yes	45,265	537157	Poster	\$ 65.00	\$ 517.50
7	K606	Expressway Jct Oakwood Road #2	Charleston	E	10.6 x 22.9	No	34,003	537180	Poster	\$ 65.00	\$ 517.50
8	K730	St. Albans US 60 .6 Mi E/O C/L	St Albans	W	10.6 x 22.9	Yes	91,392	537233	Poster	\$ 65.00	\$ 517.50
9	K781	75' N St Albans Exit	St Albans	S	10.6 x 22.9	No	24,916	537282	Poster	\$ 65.00	\$ 517.50
0	K817	Nitro WV 25 Main & 13th Street	Nitro	E	10.6 x 22.9	No	26,130	537299	Poster	\$ 65.00	\$ 517.50
1	K844	Winfield S/S WV 34 .1 MI W/O Jct. US 35	Winfield	W	10.6 x 22.9	No	38,618	537325	Poster	\$ 65.00	\$ 517.50
2	K916	US 60 Fort Defiance	Gauley Bridge	E	10.6 x 22.9	No	1,148	30572883	Poster	\$ 65.00	\$ 517.50
3	K923	US 60 RR East (quarter mile east of Rainelle)	Rainelle	W	10.6 x 22.9	No	12,004	30577722	Poster	\$ 65.00	\$ 517.50
4	K929	US 60 Hill Curve	Caldwell	W	10.6 x 22.9	No	13,043	30577726	Poster	\$ 65.00	\$ 517.50
5	K943	DANVILLE WV 85 SOUTH OF CITY LIMITS (by Fastenal @ car wash)	Danville	S	10.6 x 22.9	No	23,373	30647539	Poster	\$ 65.00	\$ 517.50
6	K960	WV 2 BYPASS NEAR FOODLAND	Pt. Pleasant	S	10.6 x 22.9	No	16,034	30572903	Poster	\$ 65.00	\$ 517.50
7	K972	RT. 62 WEST 1 MI W/O C/L	Ripley	E	10.6 x 22.9	No	22,531	30572913	Poster	\$ 65.00	\$ 517.50
8	K982	US 19 Against Hill	Sutton	W	10.6 x 22.9	No	14,314	30572919	Poster	\$ 65.00	\$ 517.50
9	P316	Grand Central Ave S/O 23rd St	Vienna	S	10.6 x 22.9	Yes	56,758	13948	Poster	\$ 65.00	\$ 517.50
0	P407	Garfield Ave WL .1 Mile S/O 19th St (North P'burg)	Parkersburg	N	10.6 x 22.9	Yes	82,392	13834	Poster	\$ 65.00	\$ 517.50
1	P484	WV Rt 2 & Rt 31 Intersection	Parkersburg	N	10.6 x 22.9	Yes	41,866	13889	Poster	\$ 65.00	\$ 517.50
2	P496	7th St W/O Fairview Ave	Parkersburg	E	10.6 x 22.9	Yes	57,914	13956	Poster	\$ 65.00	\$ 517.50
3	P603	Camden Ave NL W/O East St	Parkersburg	E	10.6 x 22.9	Yes	71,380	13891	Poster	\$ 65.00	\$ 517.50
4	P625	Rt 95 NL @ 8th Avenue	Parkersburg	E	10.6 x 22.9	No	41,362	13911	Poster	\$ 65.00	\$ 517.50
5	A0406	RT. 220 LOC 2 NEAR FORD DEALERSHIP	Keyser	S	10.6 x 22.9	No	28,017	30573362	Poster	\$ 65.00	\$ 517.50
6	A0300	RT. 220 SOUTH NEAR HARDY PUBLIC SERV (LOC 2)	Moorefield	N	10.6 x 22.9	No	27,039	30573330	Poster	\$ 65.00	\$ 517.50
7	A0205	RT. 50 @ ROMNEY AUCTION	Romney	W	10.6 x 22.9	No	6,612	30573317	Poster	\$ 65.00	\$ 517.50
8	A0804	RT. 7 (IN FIELD NEAR ALLSTAR DAIRY MART)	Masontown	E	10.6 x 22.9	No	14,944	30573437	Poster	\$ 65.00	\$ 517.50
9	A0520	RT. 705 & MAPLE DR @ TAN 1	Morgantown	W	10.6 x 22.9	No	27,937	30573395	Poster	\$ 65.00	\$ 517.50
0	A0538	RT. 857 GREEN BAG RD @ DECKERS CR	Morgantown	S	10.6 x 22.9	No	27,101	30573413	Poster	\$ 65.00	\$ 517.50
1	A5000	US 50 e/o Bridgeport @ Maple Valley Meat Market	Bridgeport	E	10.6 x 22.9	Yes	46,241	30640193	Poster	\$ 65.00	\$ 517.50

32	A4003	US 50 w/o Grafton (.8 m from Tygart River Bridge)	Grafton	W	10.6 x 22.9	Yes	35,125	30640443	Poster	\$ 65.00	\$ 517.50
33	A0556	Junction of Rt. 119 University Ave. & Rt. 857 Green Bag Rd.	Morgantown	N	10.6 x 22.9	Yes	54,337	30753423	Poster	\$ 65.00	\$ 517.50
34	R5134	Rt 60 Milton C/L	Accident	E	10.6 x 22.9	No	20,560	30548208	Poster	\$ 65.00	\$ 517.50
35	R5193	Rt 3 E of Jct 3 & 10 W Hamlin	W. Hamlin	W	10.6 x 22.9	No	16,075	30548293	Poster	\$ 65.00	\$ 517.50
36	R5216	US 60 West Kenova	Kenova	E	10.6 x 22.9	No	27,101	30548322	Poster	\$ 65.00	\$ 517.50
37	R5471	439 4th Avenue - B	Huntington	E	10.6 x 22.9	Yes	62,099	30548124	Poster	\$ 65.00	\$ 517.50
38	R5266	4664 US Rt 153 Lavalette	Lavalette	S	10.6 x 22.9	Yes	46,391	30548147	Poster	\$ 65.00	\$ 517.50
39	R90703	Rt. 68; (.3 mile n/o Rt. 2)	Ravenswood	S	10.6 x 22.9	Yes	35,941	30706437	Poster	\$ 65.00	\$ 517.50
40	R7021	Rt. 60 - 547 THIRTY-FIRST STREET	Huntington	W	11x22D	Yes	44,912	30754499	Digital	\$ -	\$ 592.25
41	LWL33	29th Street @ EOFF St	Wheeling	W	10.6 x 22.9	No	19,337		Poster	\$ 75.00	\$ 603.75
42	LWL172	WV2 @ 27th St	Wellsburg	S	10.6 x 22.9	Yes	28,852		Poster	\$ 75.00	\$ 603.75
43	LWL2275	WV2 S/O Cross Creek	Follansbee	N	10.6 x 22.9	No	27,902		Poster	\$ 75.00	\$ 603.75
44	LWL3181	Cove Rd @ High Rise	Weirton	E	10.6 x 22.9	Yes	23,094		Poster	\$ 75.00	\$ 603.75
45	LWL4322	WV2 .1mi South of St. John Rd	Weirton	N	10.6 x 22.9	No	20,319		Poster	\$ 75.00	\$ 603.75
46	LWL80372	WV2 .1mi South of 1st Street	Chester	N	10.6 x 22.9	No	23,368		Poster	\$ 75.00	\$ 603.75
47	LBL405	US 460 West of US52 & 290	Bluefield	W	10.6 x 22.9	Yes	43,026		Poster	\$ 75.00	\$ 517.50
48	LBL4308	US19 S/o Cherry Creek Rd	Shady Springs	S	10.6 x 22.9	No	10,392		Poster	\$ 75.00	\$ 517.50
49	LBL4312	RC Byrd Dr @ Ball Street	Beckley	N	10.6 x 22.9	No	28,411		Poster	\$ 75.00	\$ 517.50
50	LBL11	US19/21 E/o Grassy Branch	Bluefield	E	10.6 x 22.9	Yes	20,544		Poster	\$ 75.00	\$ 517.50
51	LBL27	Cherry St Opp Lambert's Garage	Bluefield	N	10.6 x 22.9	No	24,778		Poster	\$ 75.00	\$ 517.50
52	LBL97	Rt 20 N/O Old Pisgah Rd	Princeton	N	10.6 x 22.9	Yes	57,859		Poster	\$ 75.00	\$ 517.50
53	LBL99	US 19/21 South of Grape St	Spanishburg	N	10.6 x 22.9	No	11,224		Poster	\$ 75.00	\$ 517.50
54	LBL4005	Rt 219 N/O Lewisburg Ave	Lewisburg	S	10.6 x 22.9	No	34,311		Poster	\$ 75.00	\$ 517.50
55	LBR1006	US119 South of Burner	Philipi	W	10.6 x 22.9	No	13,123		Poster	\$ 75.00	\$ 575.00
56	LBR1098	Main Street near Summner St.	Clarksburg	W	10.6 x 22.9	Yes	29,945		Poster	\$ 75.00	\$ 575.00
57	LBR1124	East Pike at City Limits	Clarksburg	S	10.6 x 22.9	Yes	32,145		Poster	\$ 75.00	\$ 575.00
58	LBR1217	East Park @ Morgantown Ave	Morgantown	S	10.6 x 22.9	No	23,246		Poster	\$ 75.00	\$ 575.00
59	LBR1222	WV73 at City Limits	Fairmont	NE	10.6 x 22.9	No	22,277		Poster	\$ 75.00	\$ 575.00
60	LBR1658	Rt 119 at Stewartown Rd	Morgantown	SE	10.6 x 22.9	Yes	28,952		Poster	\$ 75.00	\$ 575.00
61	LAL35104	Rt 45, 1.4mi East of Martinsburg	Shepherdstown	W	10.6 x 22.9	Yes	38,272		Poster	\$ 75.00	\$ 670.43
62	LAL35110	Rt 45 East of Commerce	Martinsburg	E	10.6 x 22.9	No	50,576		Poster	\$ 75.00	\$ 670.43
63	LAL35169	Rt11 North of Mid-Atlantic Parkway	Martinsburg	S	10.6 x 22.9	Yes	27,620		Poster	\$ 75.00	\$ 670.43
64	LHL1062	102 6TH Ave	Huntington	W	10.6 x 22.9	Yes	29,167		Poster	\$ 75.00	\$ 402.50
65	LHL1065	532 1st Street	Huntington	S	10.6 x 22.9	Yes	37,619		Poster	\$ 75.00	\$ 402.50
66	LHL1216	400 4th Ave	Huntington	W	10.6 x 22.9	Yes	24,863		Poster	\$ 75.00	\$ 402.50
67	LHL126	1114 4th Ave	Huntington	E	10.6 x 22.9	No	19,015		Poster	\$ 75.00	\$ 402.50
68	LHL1265	316 11th St	Huntington	S	10.6 x 22.9	No	13,163		Poster	\$ 75.00	\$ 402.50
69	LHL1408	US60 E at Roby Rd	Huntington	N	10.6 x 22.9	Yes	95,995		Poster	\$ 75.00	\$ 402.50
70	LHL1485	7th Ave east of 8th St	Huntington	W	10.6 x 22.9	Yes	17,795		Poster	\$ 75.00	\$ 402.50
71	LHL1559	3rd Ave & 15th St	Huntington	E	10.6 x 22.9	Yes	70,845		Poster	\$ 75.00	\$ 402.50
72	LHL2300	Rt152 500' North of Rt 75	Lavalette	N	10.6 x 22.9	No	28,646		Poster	\$ 75.00	\$ 402.50
73	LHL4240	164 Cross Lanes	Cross Lanes	N	14 x 28.6	Yes	148,977		Bulletin	\$ 411.00	\$ 805.00

74	LHL4253	Rt 62 at Corner of Pioneer Dr	Nitro	SW	10.6 x 22.9	No	29,367		Poster	\$ 75.00	\$ 402.50
75	LHL4351	Rt 25 at N Charleston	North Charleston	W	10.6 x 22.9	Yes	58,487		Poster	\$ 75.00	\$ 402.50
76	LHL4610	Rt 60 opposite Value City	St. Albans	NW	10.6 x 22.9	Yes	88,440		Poster	\$ 75.00	\$ 402.50
77	LHL4940	Rt 35 & Rt 34	Winfield	SW	10.6 x 22.9	No	24,931		Poster	\$ 75.00	\$ 402.50
78	LHL4962	Rt 35 & Rt 34	Eleanor	NE	10.6 x 22.9	Yes	24,343		Poster	\$ 75.00	\$ 402.50
79	LHL5000	Rt 25 at Rock Branch	Rock Branch	SW	10.6 x 22.9	Yes	55,768		Poster	\$ 75.00	\$ 402.50
80	LHL5336	29th St and 8th Ave	Huntington	N	10.6 x 22.9	No	22,865		Poster	\$ 75.00	\$ 402.50
81	LHL6090	164 & 2319 Fairlawn Ave	Dubar	SE	10.6 x 22.9	Yes	153,193		Poster	\$ 75.00	\$ 402.50
82	LHL7012	US60 West of Milton	Milton	W	10.6 x 22.9	Yes	28,457		Poster	\$ 75.00	\$ 402.50
83	LHL8203	US60 East of Arlington Blvd	Huntington	E	10.6 x 22.9	Yes	97,946		Poster	\$ 75.00	\$ 402.50
84	LHL8211	US 152 at Craig Rd	Wayne	SE	10.6 x 22.9	Yes	29,421		Poster	\$ 75.00	\$ 402.50
100	Production of 15 additional vinyls to be posted at no charge as WVO inventory allows.									\$ 975.00	\$ -
	Totals:									\$ 7,146.00	\$ 42,853.53
Campaign Totals										1,556,713	\$ 49,999.53

**Digital Media Report
Child Passenger Safety 2018 (9/23-9/29/2018)**

Date	Platform	Description	Ad Spend	Impressions	Engagements	Engagement Rate
9/24/2018	Facebook	It's CPS Week!	\$ -	402	4	1.00%
9/24/2018	Twitter	It's CPS Week!	\$ -	53	-	0.00%
9/24/2018	Facebook	But it's different when it happens...	\$ -	283	4	1.41%
9/24/2018	Twitter	But it's different when it happens...	\$ -	66	-	0.00%
9/24/2018	Facebook	In the event of a crash...	\$ -	678	16	2.36%
9/24/2008	Facebook	Choose the Right Seat	\$ -	292	2	0.68%
9/24/2008	Twitter	Choose the Right Seat	\$ -	36	1	2.78%
9/24/2008	Twitter	Are you confident?	\$ -	85	2	2.35%
9/25/2018	Facebook	Image-CPS Tips	\$ -	1,801	35	1.94%
9/25/2018	Twitter	Image-CPS Tips	\$ -	42	1	2.38%
9/25/2018	Facebook	Transition to Booster	\$ -	4	7	175.00%
9/25/2018	Twitter	Transition to Booster	\$ -	48	-	0.00%
9/25/2018	Facebook	Properly Installed	\$ -	315	2	0.63%
9/25/2018	Twitter	Properly Installed	\$ -	20	-	0.00%
9/26/2018	Facebook	Image-Know for Sure	\$ -	308	6	1.95%
9/26/2018	Twitter	Image-Know for Sure	\$ -	35	1	2.86%
9/26/2018	Facebook	Parents Rush	\$ -	760	11	1.45%
9/26/2018	Twitter	Parents Rush	\$ -	59	-	0.00%
9/16/2018	Twitter	Car Seat Check-Welch	\$ -	77	-	0.00%
9/26/2018	Facebook	Children should ride in the back	\$ -	360	6	1.67%
9/26/2018	Twitter	Children should ride in the back	\$ -	46	-	0.00%
9/27/2018	Facebook	Image-Know for Sure	\$ -	537	13	2.42%
9/27/2018	Twitter	Image-Know for Sure	\$ -	75	2	2.67%
9/27/2018	Facebook	Overconfidence	\$ -	287	-	0.00%
9/27/2018	Twitter	Overconfidence	\$ -	72	-	0.00%
9/28/2018	Facebook	Image-Car seat registration	\$ -	463	9	1.94%
9/28/2018	Twitter	Image-Car seat registration	\$ -	71	2	2.82%
9/28/2018	Facebook	Car Seat Check-Wheeling	\$ -	623	13	2.09%
9/28/2018	Facebook	Car Seats are designed...	\$ -	392	3	0.77%
9/28/2018	Twitter	Car Seats are designed...	\$ -	100	1	1.00%
			\$ -	8,390	\$ 141.00	7.07%

CIOT 2018
PO # DMV180356

Total	\$ 247,000.00
TV	\$ 175,000.00
Billboard	\$ 52,000.00
Social	\$ 10,000.00
Video Production	\$ 10,000.00

Actuals

	<i>Client</i>
TV	\$ 182,231.42
Billboard (Space)	\$ 49,007.25
Billboard (Prod)	\$ 7,075.00
Social	\$ 8,653.75
Video Production	\$ -
	\$ 246,967.42

**Click it or Ticket 2018
Television Summary**

Market	Client	Adults 18+		Males 18-34		Broadcast
		Reach	Frequency	Reach	Frequency	Spots
Beckley/Bluefield	\$ 32,549.77	96.7	10.6	90.5	6.6	327
Charleston/Huntington	\$ 69,759.29	96	10.1	72.8	3.8	368
Clarksburg	\$ 26,575.29	91	6.8	92.6	5.4	273
Parkersburg	\$ 21,148.21	94	4.8	49.9	3.6	111
Washington, DC	\$ 12,262.74					77
Wheeling	\$ 19,936.11	99	7.3	51.6	4.5	123
	\$ 182,231.42	95.34	7.92	71.48	4.78	1279

**Click it or Ticket 2018
Billboard Locations**

#	Panel	Location	City	Size	IL	EOI +18 weekly impressions
1	A0508	RT. 19 WESTOVER BRIDGE	Morgantown	10.6 x 22.9	No	37,371
2	A0406	RT. 220 LOC 2 NEAR FORD DEALERSHIP	Keyser	10.6 x 22.9	No	28,017
3	A0313	RT. 220 NORTH @ BARN (LOC 2)	Moorefield	10.6 x 22.9	Yes	34,766
4	A0700	RT. 220 SOUTH	Franklin	10.6 x 22.9	No	1,129
5	A0302	RT. 220 SOUTH NEAR HARDY PUBLIC SERV (LOC 2)	Moorefield	10.6 x 22.9	No	33,724
6	A0400	RT. 42 IN TURN @ BRIDGE TO KITZMILLER	Blaine	10.6 x 22.9	No	2,558
7	A0200	RT. 50 @ JCT RT. 28	Junction	10.6 x 22.9	No	7,886
8	A0602	RT. 522 @ GREEN GATE RD.	Berkley Springs	10.6 x 22.9	No	25,033
9	A0814	RT. 7 WEST OF TERRA ALTA (LOC 2)	Terra Alta	10.6 x 22.9	No	7,095
10	A0536	RT. 857 GREEN BAG RD @ DECKERS CR	Morgantown	10.6 x 22.9	No	21,701
11	A0546	RT. 857-N PAST CHEAT LAKE UM CHURCH	Morgantown	10.6 x 10	Yes	12,303
12	A5001	US 50 e/o Bridgeport @ Maple Valley Meat Market	Bridgeport	10.6 x 22.9	Yes	46,241
13	A4002	US 50 w/o Grafton (.8 m from Tygart River Bridge)	Grafton	10.6 x 22.9	Yes	35,125
14	A0563	Rt. 705 (new Mon General entrance)	Morgantown	11x22D	Yes	43,195
15	A0555	Junction of Rt. 119 University Ave. & Rt. 857 Green Bag Rd.	Morgantown	10.6 x 22.9	Yes	54,337
16	K7	Rt 16 between Clay and High School	Clay	10.6 x 22.9	No	3,255
17	K12	1.6 M (MP 23) N of WV 62 & WV 2 Jct (PTPLeasant)	Pt. Pleasant	10.6 x 22.9	Yes	21,174
18	K113	US 119 2.8 Mi N/O C/L	Charleston	10.6 x 22.9	No	20,449
19	K134	Falling Rock US 119 Hill	Clendenin	10.6 x 22.9	No	15,384
20	K212	Rand, US 60 Opp Service Station	Rand	10.6 x 22.9	No	32,764
21	K317	Corner Smith and Shrewsbury	Charleston	10.6 x 22.9	No	43,352
22	K329	Piedmont Rd w/o RR Crossing	Charleston	10.6 x 22.9	No	13,888
23	K368	Patrick Street RR Crossing	Charleston	10.6 x 22.9	No	47,504
24	K369	Delaware Ave at RR tracks	Charleston	10.6 x 22.9	No	9,339
25	K420	5219 MacCorkle Avenue	Kanawha City	10.6 x 22.9	Yes	51,021
26	K444	I-64/77 & Rt. 61 (3/4 Mi N of Marmet CL N/O Turnpike Ford)	Marmet	10.6 x 22.9	Yes	98,314
27	K462	8100 MacCorkle Ave (350' W of 81st St)	Marmet	10.6 x 22.9	No	17,807
28	K506	W/S Rt 21 North Hill	Charleston	10.6 x 22.9	No	11,402
29	K531	3631 7TH AVENUE (Mt. Mission Thrift)	Charleston	10.6 x 22.9	Yes	45,614
30	K605	Expressway Jct Oakwood Road #1	Charleston	10.6 x 22.9	Yes	48,279
31	K623	Expressway Opposite Trojan Steel	Charleston	10.6 x 22.9	Yes	45,630
32	K731	St. Albans US 60 .5 Mi E/O C/L	St Albans	10.6 x 22.9	Yes	93,037
33	K755	S/S US 35 .1Mi S/O Scary Road	St Albans	10.6 x 22.9	Yes	25,606
34	K809	Nitro WV 25 Hill East	Nitro	10.6 x 22.9	No	28,491

35	K852	WV 62 .6 MILE N/O ELEANOR	Eleanor	10.6 x 22.9	No	13,804
36	K853	WINFIELD WV 34 400' W/O JCT 817	Winfield	10.6 x 22.9	No	59,366
37	K903	US 60 2 MI W/O MONTGOMERY BRIDGE	Smithers	10.6 x 22.9	No	20,274
38	K922	US 60 RR Crossing	Rainelle	10.6 x 22.9	No	11,464
39	K929	US 60 Hill Curve	Caldwell	10.6 x 22.9	No	13,043
40	K974	RT. 62 WEST 1 MI W/O C/L	Ripley	10.6 x 22.9	No	27,599
41	K980	WV 4 (1/4 Mi S/O Jct 19)	Sutton	10.6 x 22.9	No	14,730
42	K985	WV 39 N/O Filling Station	Summersville	10.6 x 22.9	No	15,320
43	K787	4916 Teays Valley Rd. (at storage units)	Scott Depot	10.6 x 22.9	Yes	18,900
44	K1182	Rt 622 - 300 Goff Mtn Rd	Cross Lanes	11x22D	Yes	27,495
45	P311	Grand Central Ave S/O 27th St	Vienna	10.6 x 22.9	Yes	37,782
46	P405	Garfield Ave EL S/O 19th St	Parkersburg	10.6 x 22.9	Yes	64,575
47	P448	7th St W/O Jeanette St	Parkersburg	10.6 x 22.9	Yes	56,092
48	P477	Dudley Ave S/O 19th St	Parkersburg	10.6 x 22.9	No	26,297
49	P487	Emerson Ave 1.3 Miles N/O Rosemar Rd	Parkersburg	10.6 x 22.9	Yes	49,421
50	P606	Camden Ave NL W/O East St	Parkersburg	10.6 x 22.9	Yes	54,721
51	P623	Rt 95 NL .4 Mile W/O Rt 14	Parkersburg	10.6 x 22.9	No	42,155
52	P4034	Garfield Ave (s/o 12th Street)	Parkersburg	11x22D	Yes	36,674
53	P4043	1044 Emerson Ave.	Parkersburg	11x22D	Yes	28,057
54	P4071	Rt. 14 & Clinton Ave.	Parkersburg	11x22D	Yes	11,380
55	R5101	US 60 E Barboursville @ C/L	Huntington	10.6 x 22.9	No	51,486
56	R5154	1456 3rd Avenue, Huntington	Huntington	10.6 x 22.9	Yes	98,923
57	R5158	300 4th Avenue Huntington	Huntington	10.6 x 22.9	Yes	32,835
58	R5445	WV 2 at 5271 A Ohio River Rd	Huntington	10.6 x 22.9	No	27,237
59	R51519	8th Avenue & 14th Street	Huntington	10.6 x 22.9	No	28,118
60	R5399	Rt 86 Country Corner Stoage	Danville	10.6 x 22.8	Yes	19,109
61	R52710	SR 3 Hamlin WV	Hamlin	10.6 x 22.9	No	9,704
62	R5265	733 7th Avenue, Huntington	Huntington	10.6 x 22.9	Yes	46,628
63	R5196	.5 mile from Jct rt 3 & 214	Yawkey	10.6 x 22.9	Yes	13,031
64	R51109	Rt 60, 1.3 W of Cabell Midland High School	Milton	10.6 x 22.9	Yes	45,745
65	R52111	RT. 37 (.3 MILE W/O US 52)	FORT GAY	10.6 x 22.8	Yes	29,330
66	R7022	Rt. 60 - 547 THIRTY-FIRST STREET	Huntington	11x22D	Yes	44,912
67	R7031	825 Hal Greer Blvd	Huntington	10x36D	Yes	39,287
68	LA35106	S/S RT 45, 1.4 MI E/O MARTINSBURG	Martinsburg	10.6 x 22.9	Yes	30,636
69	LA35182	RT 9, .5 MI E/O RT 81	Martinsburg	10.6 x 22.9	No	52,963
70	LH1122	Rt 3 w/o Hamlin	Hamlin	10.6x22.9	No	13,429
71	LH1194	US60 & 8th St	Kenova	10.6 x 22.9	Yes	32,599
72	LH1498	16th St W @ RR	Huntington	10.5 x 22.8	Yes	48,540
73	LH1519	Rt 75 @ Kenova	Kenova	10.5 x 22.8	Yes	23,899
74	LH1623	Rt 152 Behind Lube Time	Lavalette	10.6 x 22.9	No	30,123
75	LH2012	2455 3rd Ave @ Justice Glass	Huntington	10.6 x 22.9	Yes	103,423
76	LH4091	Rt 119 2mi n/o Elkview	Elkview	10.6 x 22.9	No	19,518
77	LH4280	Rt 2, 33mi N/o Ravenswood	Ravenswood	10.6 x 22.9	No	28,769
78	LH4571	Rt 33 1mi W/O Spencer	Spencer	10.6 x 22.9	No	19,293
79	LH5054	Rt 56, .5 mi E/O Ravenswood	Ravenswood	10.6 x 22.9	No	50,609
80	LH6090	I-64 & 2319 Fairlawn Ave	Dunbar	10.6 x 22.9	Yes	153,193
81	LBR1191	US 250 1114 Farimont Ave @ 12th St	Fairmont	10.6 x 22.9	Yes	71,714
82	LBR2015	US33 W @ H&R Block	Weston	10.6 x 22.9	No	30,794
83	LBR101	Rt 279 .1mi E/O Benedum Dr	Bridgeport	10.6 x 22.9	No	26,330
84	LW1372	Jefferson & RR	Moundsville	10.6 x 22.9	Yes	43,975

85	LW3032	US40 & Bella Via	Wheeling	10.6 x 22.9	No	24,282
86	LW80462	WV2 .05mi S/O Chester	Chester	10.6 x 22.9	No	23,751
87	LBL94	Rt 460 w/o Oakvale	Princeton	10.6 x 22.9	Yes	64,369
88	LBL4030	US RT 52 @ Big Four (Pennington's)	Welch	10.6 x 22.9	No	16,115
89	LBL188	N/S Fayette Opp Barber Ave #1		10.6 x 22.9	No	18,941
90	LBL921	I-77 s/o Ghent Toll Booth	Ghent	10.6 x 22.9	Yes	94,318
91	LBL236	W/S RC Byrd Dr S/O Oakwood Ave #1	Beckley	10.6 x 22.9	No	41,813
92	LBL408	US 460 W/O Rt 52 & 290	Bluefield	10.6 x 22.9	Yes	56,543
<i>Total Impressions</i>						3,298,224
<i>Space Total</i>						\$ 49,007.94
<i>Production Total</i>						\$ 7,075.00
<i>Client Total</i>						\$ 56,082.94

Digital Media Report
Click it or Ticket 5/1-6/3/2018

Dates	Platform	Description	Ad Spend	Impressions	Engagements	Engagement Rate
5/1-6/3/18	Facebook	Don't Wait-Sneak Buckle Spot	\$ 3,881.25	226,226	209,106	92.43%
5/1/2018	Twitter	Don't Wait-Sneak Buckle Spot	\$ 115.00	32,582	134	0.41%
5/8/2018	Facebook	BuckleUpWV	\$ 575.00	21,876	2,355	10.77%
5/8/2018	Twitter	BuckleUpWV	\$ 57.50	6,440	116	1.80%
5/10/2018	Facebook	Crashes at Night	\$ 575.00	27,280	1,846	6.77%
5/10/2018	Twitter	Crashes at Night	\$ 57.50	60,334	445	0.74%
5/14/2018	Facebook	18-34 Year Olds	\$ 575.00	31,272	1,927	6.16%
5/14/2018	Twitter	18-34 Year Olds	\$ 57.50	7,529	329	4.37%
5/16/2018	Facebook	Pick-Up Truck Crashes	\$ 575.00	28,013	1,245	4.44%
5/16/2018	Twitter	Pick-Up Truck Crashes	\$ 57.50	6,570	174	2.65%
5/22/2018	Facebook	Every Trip	\$ 575.00	27,848	2,153	7.73%
5/22/2018	Twitter	Every Trip	\$ 57.50	5,776	120	2.08%
5/24/2018	Facebook	Don't Wait for Next Time	\$ 575.00	29,576	2,265	7.66%
5/24/2018	Twitter	Don't Wait for Next Time	\$ 57.50	5,746	129	2.25%
5/29/2018	Facebook	Odds of Dying	\$ 805.00	48,448	550	1.14%
5/29/2018	Twitter	Odds of Dying	\$ 57.50	7,360	252	3.42%
			\$ 8,653.75	572,876	223,146	9.68%



Display / Quantum	Campaign Duration	Monthly Estimates	Cost Per Month
Targeted Banners	Oct. 29, 2018 - Jan. 25, 2019		
Extended Networks Desktop & Mobile *Budget to be split among three audiences			
Audience 1: Parents of Newborns Demographic: WV Adults 18-35 Messaging: Bright Babies, General Branding		500,000 Impressions*	\$4,000.00
Audience 2: Parents of Children 1-12 Demographic: WV Adults 30-55 Messaging: General Branding, Gifting/Gift Cards		500,000 Impressions*	\$4,000.00
Audience 3: Grandparents Demographic: WV Adults 55+ Messaging: General Branding, Bright Babies, Gifting/Gift Cards		625,000 Impressions*	\$5,000.00
	Campaign Totals	1,625,000 Impressions*	\$13,000*
*Costs and impressions are estimates and will vary based on audience size and optimizations based on ad performance and conversion.			
Strategy: Deliver SMART529 ads to individuals online who are most likely to invest in a college savings plan for babies. Conversion Goals: New Accounts & Gift Card Purchases			
Includes: weekly optimization, adjusting budget as needed among audience sectors for best campaign performance/conversions. Reporting of impressions, clicks, post-view clicks and up to 5 landing page conversion points.			
Targeting: audience by Demo, Category, Behavioral, PPC & Retargeting			
ASSETS			
Placement of tracking code on every page of client website per DFM instruction to enable retargeting and tracking of webpage conversions. 300x250, 728x90, 160x600, 300x600 (40k max) - 320x50 (15k max) Due 1 week prior to launch			

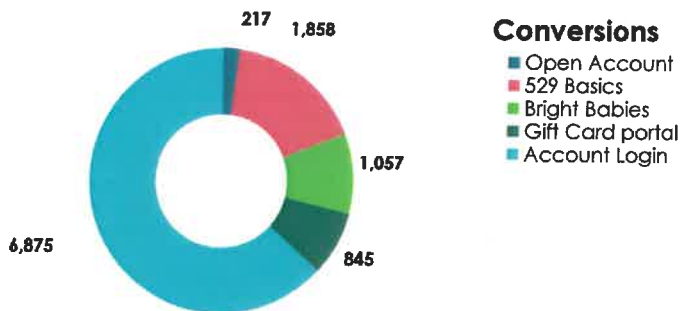
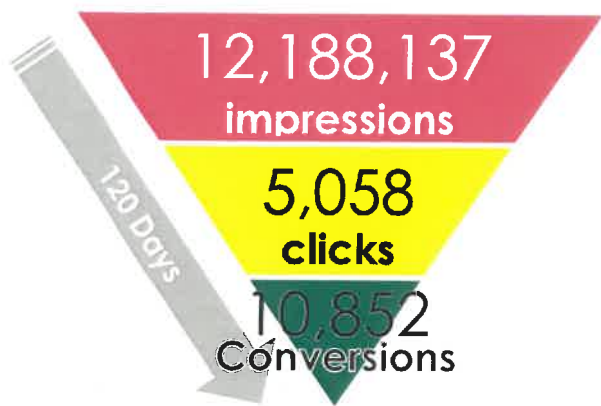
Total Monthly budget: \$13,000*

Total 2018 budget: \$40,000



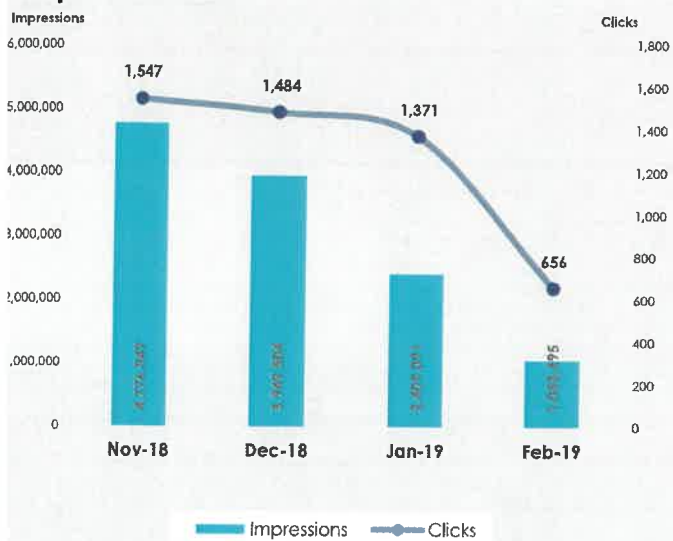
Campaign Overview: 11/1/2018 thru 2/28/2019

Campaign Goal:



Campaign Breakdown: 11/1/2018 thru 2/28/2019

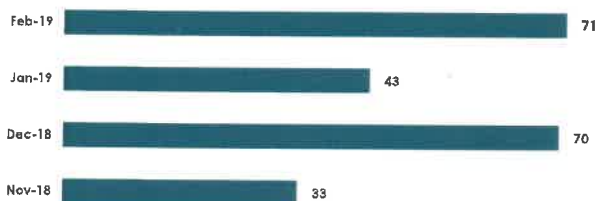
Imps. Vs. Clicks



Conversions vs. CPA



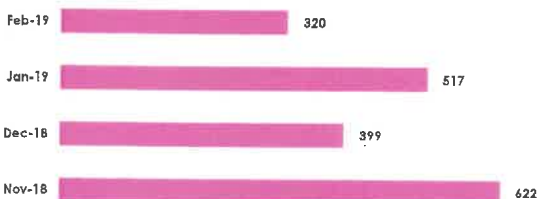
Open Account



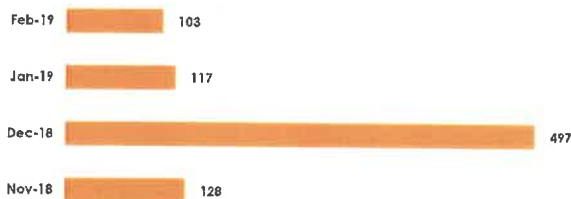
Bright Babies



529 Basics



Gift Card Portal



ADDENDA C

TECHNICAL

- A) Vendor Preference Certificate

- B) Commercial General Liability Policy
Workers Compensation Policy
Errors & Omissions

- C) Designated Contact

Certification & Signature

- D) Purchasing Affidavit
- E) Disclosure of Interested Parties to Contracts
- F) WV Business License
- G) Addendum Acknowledgement
- H) RFP Certification of Acceptance of Terms
- I) Versions 1-3 Signatory Pages

Technical Addendum A

Vendor Preference Certificate

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application is hereby made for Preference in accordance with West Virginia Code, §5A-3-37. (Does not apply to construction contracts). West Virginia Code, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the West Virginia Code. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

- 1. Application is made for 2.5% vendor preference for the reason checked:**
Bidder is an individual resident vendor and has resided continuously in West Virginia, or bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia, for four (4) years immediately preceding the date of this certification; or,
- Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; or,
- Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,

- 2. Application is made for 2.5% vendor preference for the reason checked:**
Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,

- 3. Application is made for 2.5% vendor preference for the reason checked:**
Bidder is a nonresident vendor that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's bid; or,

- 4. Application is made for 5% vendor preference for the reason checked:**
Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,

- 5. Application is made for 3.5% vendor preference who is a veteran for the reason checked:**
Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,

- 6. Application is made for 3.5% vendor preference who is a veteran for the reason checked:**
Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

- 7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.**
Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

- 8. Application is made for reciprocal preference.**
Bidder is a West Virginia resident and is requesting reciprocal preference to the extent that it applies.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) rescind the contract or purchase order; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: THE MANAWAN GROUP LLC Signed: [Signature]
Date: 4/24/2019 Title: OWNER/CEO

Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

Technical Addendum B

Commercial General Liability Policy

Workers' Compensation

Errors & Omissions



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

04/22/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Capital Insurance Group LLC 84 Summers St Ste 310 Charleston WV 25301		CONTACT NAME: Donteako Wilson PHONE (A/C No. Ext): (304)346-5232 E-MAIL ADDRESS: don@cigww.com FAX (A/C No.):	
INSURED The Manahan Group 222 Capitol St Charleston WV 25301		INSURER(B) AFFORDING COVERAGE INSURER A : Travelers Insurance Company INSURER B : Burns & Wilcox INSURER C : INSURER D : INSURER E : INSURER F :	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR Travelers Insurance Company GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	X		680-00L282488	07/30/18	07/30/19	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG deductible \$ 1,000
AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	X		BA-0L28409A	07/30/18	07/30/19	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ 1,000,000 BODILY INJURY (Per accident) \$ 1,000,000 PROPERTY DAMAGE (Per accident) \$
<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$	X		CUP-001L212693	07/30/18	07/30/19	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000
WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		N/A				PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
Professional Liability	X		ESH00717791	07/30/18	07/30/19	Professional liability \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Development Office Administration

CERTIFICATE HOLDER WV Development Office Administration 11900 Kanawha Blvd E Building 3 Room 800 Charleston, WV 25305-0311	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

Email:

© 1988-2015 ACORD CORPORATION. All rights reserved.

Technical Addendum C

Designated Contact
Certification & Signature

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

RON JARRETT, COMPTROLLER
(Name, Title)
RONALD A. JARRETT, COMPTROLLER
(Printed Name and Title)
222 CAPITOL ST STE 400, CHARLESTON, WV 25301
(Address)
304-343-2800 / 304-343-2788
(Phone Number) / (Fax Number)
R.JARRETT@MANAHANGROUP.COM
(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

THE MANAHAN GROUP LLC
(Company)
 OWNER/CEO
(Authorized Signature) (Representative Name, Title)
GEORGE B. MANAHAN, OWNER/CEO
(Printed Name and Title of Authorized Representative)
4/26/2019
(Date)
304-343-2800 / 304-343-2788
(Phone Number) (Fax Number)

Addendum D

Purchasing Affidavit

STATE OF WEST VIRGINIA
Purchasing Division
PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

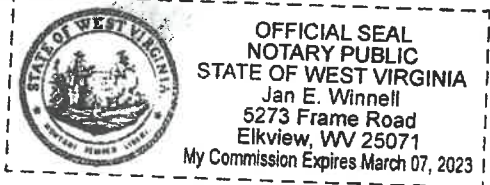
Vendor's Name: THEY MANAWAN GROUP LLC
Authorized Signature: [Signature] Date: 4-25-19
State of West Virginia
County of Kanawha, to-wit:

Taken, subscribed, and sworn to before me this 25th day of April, 2019.
My Commission expires March 7, 2023.

AFFIX SEAL HERE

NOTARY PUBLIC

[Signature]
Purchasing Affidavit (Revised 01/19/2018)



Addendum E

Disclosure of Interested Parties to Contracts

West Virginia Ethics Commission
Disclosure of Interested Parties to Contracts

(Required by W. Va. Code § 6D-1-2)

Name of Contracting Business Entity: THE MANAHAN GROUP ^{LC} Address: 222 CAPITOL ST STE 400
CHARLESTON, WV 25301

Name of Authorized Agent: GEORGE B MANAHAN Address: 222 CAPITOL ST, STE 400, CHAR 25301

Contract Number: 2019-04-26/CRFP 0307 DEV1900000001 Contract Description: ADVERTISING SERVICES

Governmental agency awarding contract: WV DEVELOPMENT OFFICE

Check here if this is a Supplemental Disclosure

List the Names of Interested Parties to the contract which are known or reasonably anticipated by the contracting business entity for each category below (attach additional pages if necessary):

1. Subcontractors or other entities performing work or service under the Contract

Check here if none, otherwise list entity/individual names below.

2. Any person or entity who owns 25% or more of contracting entity (not applicable to publicly traded entities)

2. Check here if none, otherwise list entity/individual names below. NONE

3. Any person or entity that facilitated, or negotiated the terms of, the applicable contract (excluding legal services related to the negotiation or drafting of the applicable contract)

Check here if none, otherwise list entity/individual names below.

Signature: [Handwritten Signature]

Date Signed: 4/25/2019

Notary Verification

State of West Virginia, County of Kanawha:

Jan E. Winnell, the authorized agent of the contracting business entity listed above, being duly sworn, acknowledge that the Disclosure herein is being made under oath and under the penalty of perjury.

Witnessed, sworn to and subscribed before me this 25th day of April, 2019

Jan E. Winnell
Notary Public's Signature

to be completed by State Agency:
Date Received by State Agency: _____
Date submitted to Ethics Commission: _____
Governmental agency submitting Disclosure: _____



West Virginia Ethics Commission



Disclosure of Interested Parties to Contracts

Pursuant to *W. Va. Code* § 6D-1-2, a state agency may not enter into a contract, or a series of related contracts, that has/have an actual or estimated value of \$1 million or more until the business entity submits to the contracting state agency a Disclosure of Interested Parties to the applicable contract. In addition, the business entity awarded a contract is obligated to submit a supplemental Disclosure of Interested Parties reflecting any new or differing interested parties to the contract within 30 days following the completion or termination of the applicable contract.

For purposes of complying with these requirements, the following definitions apply:

"Business entity" means any entity recognized by law through which business is conducted, including a sole proprietorship, partnership or corporation, but does not include publicly traded companies listed on a national or international stock exchange.

"Interested party" or *"Interested parties"* means:

- (1) A business entity performing work or service pursuant to, or in furtherance of, the applicable contract, including specifically sub-contractors;
- (2) the person(s) who have an ownership interest equal to or greater than 25% in the business entity performing work or service pursuant to, or in furtherance of, the applicable contract. (This subdivision does not apply to a publicly traded company); and
- (3) the person or business entity, if any, that served as a compensated broker or intermediary to actively facilitate the applicable contract or negotiated the terms of the applicable contract with the state agency. (This subdivision does not apply to persons or business entities performing legal services related to the negotiation or drafting of the applicable contract.)

"State agency" means a board, commission, office, department or other agency in the executive, judicial or legislative branch of state government, including publicly funded institutions of higher education; Provided, that for purposes of *W. Va. Code* § 6D-1-2, the West Virginia Investment Management Board shall not be deemed a state agency nor subject to the requirements of that provision.

The contracting business entity must complete this form and submit it to the contracting state agency prior to contract award and to complete another form within 30 days of contract completion or termination.

This form was created by the State of West Virginia Ethics Commission, 210 Brooks Street, Suite 300, Charleston, WV 25301-1804. Telephone: (304)558-0664; fax: (304)558-2169; e-mail: ethics@wv.gov; website: www.ethics.wv.gov.

Addendum F

WV Business License

**WEST VIRGINIA
STATE TAX DEPARTMENT
BUSINESS REGISTRATION
CERTIFICATE**

ISSUED TO:
**MANAHAN GROUP LLC THE
DBA MANAHAN GROUP THE
222 CAPITOL ST 400
CHARLESTON, WV 25301-2415**

BUSINESS REGISTRATION ACCOUNT NUMBER: 1008-7832

This certificate is issued on: **11/16/2010**

*This certificate is issued by
the West Virginia State Tax Commissioner
in accordance with Chapter 11, Article 12, of the West Virginia Code*

*The person or organization identified on this certificate is registered
to conduct business in the State of West Virginia at the location above.*

This certificate is not transferrable and must be displayed at the location for which issued.

This certificate shall be permanent until cessation of the business for which the certificate of registration was granted or until it is suspended, revoked or cancelled by the Tax Commissioner.

Change in name or change of location shall be considered a cessation of the business and a new certificate shall be required.

TRAVELING/STREET VENDORS: Must carry a copy of this certificate in every vehicle operated by them.
CONTRACTORS, DRILLING OPERATORS, TIMBER/LOGGING OPERATIONS: Must have a copy of this certificate displayed at every job site within West Virginia.

Addendum G

Addendum Acknowledgement

**ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.:**

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

THE MANAHAN GROUP LLC

Company

[Signature]

Authorized Signature

4/24/2019

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.

Addendum H

Request for Proposal Certification of Acceptance of Terms

REQUEST FOR PROPOSAL

WV Dept. of Commerce Advertising Services

divided by the cost of the proposal being evaluated to generate a cost score percentage. That percentage is then multiplied by the points attributable to the cost proposal to determine the number of points allocated to the cost proposal being evaluated.

Step 1: Lowest Cost of All Proposals / Cost of Proposal Being Evaluated = Cost Score Percentage

Step 2: Cost Score Percentage X Points Allocated to Cost Proposal = Total Cost Score

Example:

Proposal 1 Cost is \$1,000,000

Proposal 2 Cost is \$1,100,000

Points Allocated to Cost Proposal is 30

Proposal 1: Step 1 – $\$1,000,000 / \$1,000,000 =$ Cost Score Percentage of 1 (100%)
Step 2 – $1 \times 30 =$ Total Cost Score of 30

Proposal 2: Step 1 – $\$1,000,000 / \$1,100,000 =$ Cost Score Percentage of 0.909091 (90.9091%)
Step 2 – $0.909091 \times 30 =$ Total Cost Score of 27.27273

- 6.8. **Availability of Information:** Proposal submissions become public and are available for review immediately after opening pursuant to West Virginia Code §5A-3-11(h). All other information associated with the RFP, including but not limited to, technical scores and reasons for disqualification, will not be available until after the contract has been awarded pursuant to West Virginia Code of State Rules §148-1-6.3.d.

By signing below, I certify that I have reviewed this Request for Proposal in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that, to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

THE MANAHAN GROUP LLC

(Company)

GEORGE B. MANAHAN, OWNER/CEO

(Representative Name, Title)



304-343-2800 / 304-343-2788

(Contact Phone/Fax Number)

Addendum I

Versions 1, 2 & 3 Signatory Pages

.



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Proposal
 10 - Consulting

Proc Folder: 559537

Doc Description: WV DEPARTMENT OF COMMERCE ADVERTISING SERVICES

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2019-03-14	2019-04-26 13:30:00	CRFP 0307 DEV1900000001	1

RECEIVING LOCATION

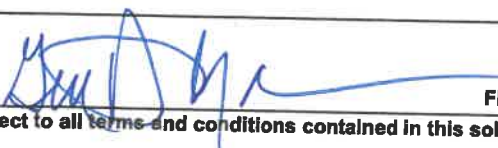
POSTAL CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305

ENDORSEMENT

Endor Name, Address and Telephone Number:

FOR INFORMATION CONTACT THE BUYER

Wendy L Childers
 558-2063
 wendy.l.childers@wv.gov

Signature: 
 FEIN # 200201317
 DATE 4/25/2019
 This is subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION:

Request for Proposal

The West Virginia Department of Administration, Purchasing Division (hereinafter referred to as the "Purchasing Division") is issuing this solicitation as a request for proposal ("RFP"), as authorized by W. VA. Code §5A-3-10b for the West Virginia Department of Commerce hereinafter referred to as "Commerce") to provide an advertising services contract for multiple agency use that will be administered by the West Virginia Commerce and the West Virginia Tourism Office (Commerce and the Tourism Office will be collectively referred to as "the Agencies".)

VOICE TO	SHIP TO
PROCUREMENT OFFICER WV DEVELOPMENT OFFICE ADMINISTRATION 11900 KANAWHA BLVD E BLDG 3 SUITE 800 CHARLESTON WV25305-0311	WV DEVELOPMENT OFFICE ADMINISTRATION 11900 KANAWHA BLVD E BLDG 3 SUITE 800 CHARLESTON WV 25305-0311 US

Item	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
	Advertising agency services				

Item Code	Manufacturer	Specification	Model #
01800			

Item Description :
 Advertising agency services

DEV1900000001	Document Phase Final	Document Description WV DEPARTMENT OF COMMERCE ADVERTISING SERVICES	Page 3 of 3
----------------------	--------------------------------	--	------------------------------

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Proposal
 10 - Consulting

Proc Folder: 559537

Doc Description: ADDENDUM 1- WV DEPARTMENT OF COMMERCE ADVERTISING SERVICES

Proc Type: Central Master Agreement

Issued	Solicitation Closes	Solicitation No	Version
9-04-08	2019-04-26 13:30:00	CRFP 0307 DEV1900000001	2

RECEIVING LOCATION

CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305


DOR

Buyer Name, Address and Telephone Number:

THE MANAHAN GROUP LLC
 222 CAPITOL ST STE 400
 CHARLESTON, WV 25301
 304-343-2800

FOR INFORMATION CONTACT THE BUYER

Debra L Childers
 304-58-2063
 e.l.childers@wv.gov

Accepted X  FEIN # 200201317 DATE 4-23-19
 is subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION:

Addendum

Addendum 1 issued for the following:
publish the vendors questions and agency answers.
attach Brand Gridlines as Attachment B

of Addendum

Request for Proposal

The West Virginia Department of Administration, Purchasing Division (hereinafter referred to as the "Purchasing Division") is issuing this request for proposal ("RFP"), as authorized by W. VA. Code §5A-3-10b for the West Virginia Department of Commerce (hereinafter referred to as "Commerce") to provide an advertising services contract for multiple agency use that will be administered by West Virginia Commerce and the West Virginia Tourism Office (Commerce and the Tourism Office will be collectively referred to as "the Agencies".)

SHIP TO	SHIP TO
PURCHASING OFFICER DEVELOPMENT OFFICE ADMINISTRATION KANAWHA BLVD E BLDG 3 SUITE 800 CHARLESTON WV25305-0311	WV DEVELOPMENT OFFICE ADMINISTRATION 11900 KANAWHA BLVD E BLDG 3 SUITE 800 CHARLESTON WV 25305-0311 US

Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
Advertising agency services				

Code	Manufacturer	Specification	Model #
1800			

Item Description :
Advertising agency services

DEV1900000001	Document Phase Final	Document Description ADDENDUM 1- WV DEPARTMENT OF COMMERCE ADVERTISING SERVICES	Page 3 of 3
----------------------	--------------------------------	--	------------------------------

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Proposal
 10 - Consulting

Proc Folder: 559537

Doc Description: ADDENDUM 2- WV DEPARTMENT OF COMMERCE ADVERTISING SERVICES

Proc Type: Central Master Agreement

Issue Date	Solicitation Closes	Solicitation No	Version
2019-04-18	2019-04-26 13:30:00	CRFP 0307 DEV1900000001	3

RECEIVING LOCATION
 ID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305

ENDOR
 Endor Name, Address and Telephone Number:

FOR INFORMATION CONTACT THE BUYER
 Helle L Childers
 Phone: (304) 558-2063
 Email: helle.l.childers@wv.gov

Signature X  FEIN # 200201317 DATE 4/25/2017
 Offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION:

Addendum

Addendum 1 issued to modify the answer for Question 8 from Addendum 1 as attached.

Id of Addendum

Request for Proposal

The West Virginia Department of Administration, Purchasing Division (hereinafter referred to as the "Purchasing Division") is issuing this solicitation as a request for proposal ("RFP"), as authorized by W. VA. Code 5A-3-10b for the West Virginia Department of Commerce (hereinafter referred to as "Commerce") to provide an advertising services contract for multiple agency use that will be administered by the West Virginia Commerce and the West Virginia Tourism Office (Commerce and the Tourism Office will be collectively referred to as "the Agencies".)

VOICE TO	SHIP TO
PROCUREMENT OFFICER WV DEVELOPMENT OFFICE ADMINISTRATION 1100 KANAWHA BLVD E BLDG 3 SUITE 800 CHARLESTON WV 25305-0311	WV DEVELOPMENT OFFICE ADMINISTRATION 11900 KANAWHA BLVD E BLDG 3 SUITE 800 CHARLESTON WV 25305-0311
US	US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
	Advertising agency services				

Item Code	Manufacturer	Specification	Model #
101800			

Extended Description :
 Advertising agency services