| Pennsylvania Competitive |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Media | Advertiser | Market | Length | 12/29 |  | 1/5 |  | 1/12 |  | 1/19 |  | Grand Total |  |
|  |  |  |  | GRP's | Dollars | GRP's | Dollars | GRP's | Dollars | GRP's | Dollars | GRP's | Dollars |
| Broadcast | America Works | Erie | :30 | 243 | \$14,585 |  |  |  |  |  |  | 243 | \$14,585 |
|  |  | Harrisburg | :30 | 328 | \$54,175 | 78 | \$12,950 | 260 | \$42,825 | 255 | \$42,150 | 922 | \$152,100 |
|  |  | Johnstown | :30 | 514 | \$31,890 |  |  |  |  |  |  | 514 | \$31,890 |
|  |  | Philadelphia | :30 | 223 | \$144,750 |  |  | 135 | \$87,500 | 140 | \$90,750 | 497 | \$323,000 |
|  |  | Pittsburgh | :30 | 402 | \$77,200 | 106 | \$20,300 | 456 | \$87,600 | 456 | \$87,600 | 1,420 | \$272,700 |
|  |  | Wilkes Barre | :30 | 371 | \$32,620 |  |  | 215 | \$18,915 | 204 | \$17,965 | 790 | \$69,500 |
| Cable | America Works | Erie | :30 |  | \$2,504 |  | \$491 |  | \$507 |  | \$507 |  | \$4,009 |
|  |  | Harrisburg | :30 |  | \$19,425 |  | \$7,010 |  | \$10,000 |  | \$10,000 |  | \$46,435 |
|  |  | Johnstown | :30 |  | \$4,508 |  | \$1,063 |  | \$752 |  | \$752 |  | \$7,075 |
|  |  | Philadelphia | :30 |  | \$30,170 |  | \$8,405 |  |  |  | \$26,975 |  | \$65,550 |
|  |  | Pittsburgh | :30 |  | \$23,350 |  | \$10,050 |  | \$20,007 |  | \$20,016 |  | \$73,423 |
|  |  | Wilkes Barre | :30 |  | \$9,612 |  | \$4,000 |  | \$4,998 |  | \$4,998 |  | \$23,608 |
|  | America Works (HD-115) | Wilkes Barre | :30 |  |  |  |  |  | \$2,926 |  | \$2,926 |  | \$5,852 |
|  | America Works (PA-SHD 168) | Philadelphia | :30 |  |  |  |  |  |  |  | \$11,400 |  | \$11,400 |
| Grand Total |  |  |  | 2,081 | \$444,789 | 184 | \$64,269 | 1,065 | \$276,030 | 1,055 | \$316,039 | 4,386 | \$1,101,127 |


| Market | America Works |  |  | 1/12 | 1/19 | Grand Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Station | 12/29 | 1/5 |  |  |  |
| Erie | WICU | 5,960 |  |  |  | \$5,960 |
|  | WJET | 5,400 |  |  |  | \$5,400 |
|  | WSEE | 3,225 |  |  |  | \$3,225 |
|  | Total | 14,585 |  |  |  | \$14,585 |
| Harrisburg | WGAL | 30,625 | 6,800 | 29,375 | 28,400 | \$95,200 |
|  | WHP | 10,850 | 750 | 2,100 | 2,100 | \$15,800 |
|  | WHTM | 10,500 | 4,200 | 7,800 | 7,800 | \$30,300 |
|  | WPMT | 2,200 | 1,200 | 3,550 | 3,850 | \$10,800 |
|  | Total | 54,175 | 12,950 | 42,825 | 42,150 | \$152,100 |
| Johnstown | WATM | 1,950 |  |  |  | \$1,950 |
|  | WJAC | 4,500 |  |  |  | \$4,500 |
|  | WTAJ | 24,650 |  |  |  | \$24,650 |
|  | WWCP | 790 |  |  |  | \$790 |
|  | Total | 31,890 |  |  |  | \$31,890 |
| Philadelphia | KYw | 18,825 |  | 10,900 | 12,000 | \$41,725 |
|  | WCAU | 27,500 |  | 16,000 | 15,750 | \$59,250 |
|  | WFMZ | 2,300 |  |  |  | \$2,300 |
|  | WPHL | 13,000 |  | 3,200 | 3,200 | \$19,400 |
|  | WPSG | 1,575 |  | 1,250 | 1,300 | \$4,125 |
|  | WPVI | 64,250 |  | 44,150 | 44,500 | \$152,900 |
|  | WTXF | 17,300 |  | 12,000 | 14,000 | \$43,300 |
|  | Total | 144,750 |  | 87,500 | 90,750 | \$323,000 |
| Pittsburgh | KDKA | 26,500 | 6,075 | 35,075 | 35,075 | \$102,725 |
|  | WPCW | 1,450 |  | 2,900 | 2,900 | \$7,250 |
|  | WPGH | 9,450 | 2,025 | 3,375 | 3,375 | \$18,225 |
|  | WPXI | 15,400 | 4,850 | 18,750 | 18,750 | \$57,750 |
|  | WTAE | 24,400 | 7,350 | 27,500 | 27,500 | \$86,750 |
|  | Total | 77,200 | 20,300 | 87,600 | 87,600 | \$272,700 |
| Wilkes Barre | WBre | 7,315 |  | 3,725 | 3,725 | \$14,765 |
|  | WNEP | 14,450 |  | 11,775 | 11,525 | \$37,750 |
|  | WOLF | 10,000 |  | 2,800 | 2,100 | \$14,900 |
|  | WYOU | 855 |  | 615 | 615 | \$2,085 |
|  | Total | 32,620 |  | 18,915 | 17,965 | \$69,500 |
| Total |  | 355,220 | 33,250 | 236,840 | 238,465 | \$863,775 |
| Total |  | 355,220 | 33,250 | 236,840 | 238,465 | \$863,775 |

