Attachment A

HB MEDIA SOLUTIONS

March 6, 2014

David Coy
President/General Manager
3930 Sunset Blvd
Youngstown, Ohio 44512

Dear Dave,

Thank you for contacting me with your concerns that the Federal Communications Commission may soon require that WKBN stop providing sales services to WYTV in Youngstown, Ohio. As a media buyer & consultant in the Youngstown-Warren market, I am thankful that WKBN and WYTV have previously been permitted by the FCC to conduct joint sales and I hope that the FCC does not force the stations to unwind that relationship.

In a small market, there is only so much time and resources available. Having one representative visit me to sell both WKBN and WYTV, if I desire, has made my life easier. Having multiple account executives visit me for these stations would significantly increase my workload without any benefit to me.

As a businessperson, I find it hard to believe that a government agency would make WKBN and WYTV stop doing something that that agency had previously approved. I know business comes with risk, but it seems to me that businesses that operate by the book ought to be able to continue relationships that the government has previously approved.

In any event, please feel free to share this letter with the FCC. We appreciate all that WKBN and WYTV do for us, and we wish you the best of luck.

Very truly yours,

Karen L. Brown

Karen L. Brown

Founder, HB Media Solutions

8467 Deer Creek LN NE
Warren, OH 44484

The Savannah Tribune

1805 Martin Luther King, Jr. Blvd. * Savannah, Georgia 31415

March 6, 2014

Les Vann
General Manager – WJCL
1375 Chatham Pkwy
Savannah, GA 31405

Dear Les,

Thank you for contacting me with your concerns that the Federal Communications Commission may soon require WJCL (ABC) to unwind its sales relationship with WTGS (Fox). WJCL has provided sales to WTGS since at least the 1990s, and together the stations have done great things for the Savannah community.

As a member and volunteer with several non-profits, I wanted to take a moment to thank you for your stations combined contributions to the public good. Your support of the Black Heritage Festival for the past two years on both WJCL and Fox 28 has been an enormous benefit. Your support through news packages, public service announcements and talent appearance has shown that your organization does in fact care for the common good – for that I thank you.

Please feel free to share this letter with the FCC so that they know the benefits that WJCL and WTGS have brought to the Savannah community as a result of their sharing arrangements. I hope that your concerns about new FCC requirements do not come true. Our organization relies upon WJCL and WTGS.

Very truly yours,

Tanya Milton

Tanya Milton
Vice President/Advertising Director
The Savannah Tribune

March 6, 2014

Les Vann
General Manager – WJCL
1375 Chatham Pkwy
Savannah, GA 31405

Dear Les,

Thank you for contacting me with your concerns that the Federal Communications Commission may soon require WJCL (ABC) to unwind its sales relationship with WTGS (Fox). WJCL has provided sales to WTGS since at least the 1990s, and together the stations have done great things for the Savannah community.

I have been so pleased to have the opportunity to work with your organization this year. With our first event coming up in May, I understand that working with an organization with the reach that WJCL and Fox has is critical to our success. Thank you for allowing your staff and combined resources to support an organization that looks to serve and inspire working women.

Please feel free to share this letter with the FCC so that they know the benefits that WJCL and WTGS have brought to the Savannah community as a result of their sharing arrangements. I hope that your concerns about new FCC requirements do not come true. Our organization relies upon WJCL and WTGS.

Very truly yours,

Sarahlyn Argrow

Sarahlyn Argrow

Executive Director

Assisting Working Women in Need

BOARDMAN
SUBARU.
& IMPORTS

March 6,2014

David Coy
President/General Manager
3930 Sunset Blvd
Youngstown, Ohio 44512

Dear Dave,

Thank you for contacting me with your concerns that the Federal Communications Commission may soon require that WKBN stop providing sales services to WYTV in Youngstown, Ohio. As a advertiser in the the Youngstown market, I have purchased time from both WKBN and WYTV through your shared sales force. I've found your shared sales force to be honest, reasonable, and time-saving. Instead of having multiple account executives pitching me, I'm able to get exactly what I want from both WKBN and WYTV by contacting a single sales person. In addition, the citizens of Youngstown have benefited from this relationship with more and better local sports, separate local news personalities, and new online options that may no otherwise be available in our market size. I hope that the FCC doesn't take away this great service. Please feel free to share this letter with the FCC.

Very truly yours,

Rob Fellman
Boardman Subaru

7811 SOUTH AVENUE
BOARDMAN, OH
44512
330-965-0997 voice
330-965-0960 fax
boardmansubaru.com

Horich Hector Lebow
advertising

March 7, 2014

Mr. David Coy
President/General Manager
3930 Sunset Blvd.
Youngstown, Ohio 44512

Dear Dave,

Thank you for contacting me with your concerns that the Federal Communications Commission may soon require that WKBN stop providing sales services to WYTV in Youngstown, Ohio. As a Media Supervisor, with a client in the Youngstown market, I am well acquainted with the relationship between WKBN and WYTV. It has been my experience that the representation by one sales person of both stations has been fair and unbiased. I have not experienced any practice that would negatively impact my client or my ability to place media on their behalf.

It is my understanding that the FCC approved this relationship in the first instance, so I'm a little confused as to why the government would now want you to break it. In any event, I fully support the continuation of the sales relationship between WKBN and WYTV.

I place media on behalf of my clients in various markets all across the country and I have not encountered any issues with situations similar to yours.

Please share this letter with the FCC if you'd like.

Sincerely,

Elizabeth L. Healey
Media Supervisor
Horich Hector Lebow Advertising

101 Schilling Road, Suite 30, Hunt Valley, Maryland 21031
TEL 410-329-1950 FAX 410-329-1210 / www.hhladv.com

TNT ADVANCED CONCEPTS, INC.
724-946-2106

March 7, 2014

David Coy
President/General Manager
3930 Sunset Blvd
Youngstown, OH 44512

Dear Dave,

Thank you for contacting me with your concerns that the Federal Communications Commission may soon require that WKBN stop providing sales services to WYTV in Youngstown, OH. As the Office Manager for an Advertising Agency in the Youngstown market, I am well acquainted with the relationship between WKBN and WYTV. It is my understanding that the FCC approved this relationship in the first instance, I'm a little confused as to why the government would now want you to unwind it. In any event, I fully support the continuation of the sales relationship between WKBN and WYTV. Please share this letter with the FCC if you'd like.

Thank you,

Kelly R. Gonzales
TNT Advanced Concepts Inc.

the ohlmann group
communication strategists

March 17, 2014

Mr. Joe Abouzeid
President and General Manager
WDTN/WBDT
4595 S. Dixie Drive
Dayton, OH 45439

Dear Joe:

I just learned about the proposal by the Federal Communications Commission to prohibit the current sales relationship between WDTN and WBDT. If that proposal comes to fruition, it would be a tragedy as far as I'm concerned.

Since you took over CW in Dayton, WBDT-TV, you have made buying on this station so much easier, which makes it a viable option for television buys. Of course, the 10 PM newscast is a real gem reaching the many viewers who do not stay up till 11 PM. Obviously, that makes it a great alternative, one which I can buy for my clients with confidence that you reach a target audience.

Since news at anytime becomes very saleable, I am very appreciative of the efforts of WDTN to expand newscasts on WBDT. They continue to show audience growth. We constantly seek additional opportunities where we can place commercials to help our clients reach their goals.

I remember the days when Dayton only had two TV stations. Consequently, I welcome every additional venue to reach our target audiences and WDTN has made that so easy with WBDT.

I thank you for giving us more choices and making the buying process easier. The station has been helped by cross branding opportunities, which makes the potential for bettering both stations.

Linda Kahn
Senior VP, Media

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