



WHO
 1801 Grand Ave
 Des Moines, IA 50309
 (515) 242-3500

CONTRACT

| | | |
|--|---|--|
| <u>Contract / Revision</u> 714090 / | | <u>Alt Order #</u> 09175353 |
| <u>Product</u> LOEBSACK 4 CONGRESS | | |
| <u>Contract Dates</u> 10/30/18 - 11/06/18 | | <u>Estimate #</u> 6670 |
| <u>Advertiser</u> Loebsack /D/US Senate | | <u>Original Date / Revision</u> 07/20/18 / 10/22/18 |
| <u>Billing Cycle</u> EOM/EOC | <u>Billing Calendar</u> Broadcast | <u>Cash/Trade</u> Cash |
| <u>Property</u> WHO | <u>Account Executive</u> Cheryl Long | <u>Sales Office</u> NSO Washington |
| <u>Special Handling</u> | | |
| <u>Demographic</u> Adults 35+ | | |
| <u>Agency Code</u> 12856 | <u>Advertiser Code</u> 203 | <u>Product 1/2</u> 218 |
| <u>Agency Ref</u> | <u>Advertiser Ref</u> | |

And:

Greer Margolis & Mitchell, Inc
 3050 K St NW
 Suite 100
 Washington, DC 20007

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Rtn | Type | Spots | Amount |
|-------|-------------|-------------------|-------------------|-----------------------|-----------------------|-----------------|---------------|-------------|---------------------|-----|-------------|-------|--------|
| N 1 | 13 | 10/30/18 | 11/05/18 | Today In Iowa | 5:30 AM-6:00 AM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | | |
| Week: | | 10/30/18 | 11/05/18 | MTWTF-- | 1 | | | \$100.00 | | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/30/18-11/05/18 | Today In Iowa | 5:30 AM-6:00 AM | MTuWThF---- | :30 | | \$100.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 2 | 13 | 10/30/18 | 11/05/18 | M-F 630p-7p | 6:30 PM-7:00 PM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | | |
| Week: | | 10/30/18 | 11/05/18 | MTWTF-- | 2 | | | \$400.00 | | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/30/18-11/05/18 | M-F 630p-7p | 6:30 PM-7:00 PM | MTuWThF---- | :30 | | \$400.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| | 2 | 13 | 10/30/18-11/05/18 | M-F 630p-7p | 6:30 PM-7:00 PM | MTuWThF---- | :30 | | \$400.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 3 | 13 | 10/30/18 | 11/05/18 | Channel 13 News @ 10p | 10:00 PM-10:35 PM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | | |
| Week: | | 10/30/18 | 11/05/18 | MTWTF-- | 3 | | | \$450.00 | | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/30/18-11/05/18 | Channel 13 News @ 10p | 10:00 PM-10:35 PM | PMTuWThF---- | :30 | | \$450.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| | 2 | 13 | 10/30/18-11/05/18 | Channel 13 News @ 10p | 10:00 PM-10:35 PM | PMTuWThF---- | :30 | | \$450.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| | 3 | 13 | 10/30/18-11/05/18 | Channel 13 News @ 10p | 10:00 PM-10:35 PM | PMTuWThF---- | :30 | | \$450.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 4 | 13 | 11/04/18 | 11/04/18 | Late Run News | 10:15 PM-11:00 PM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----1 | 1 | | | \$400.00 | | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/29/18-11/04/18 | Late Run News | 10:15 PM-11:00 PM | -----Su | :30 | | \$400.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 5 | 13 | 11/05/18 | 11/05/18 | Monday Prime 2 HR | 7:00 PM-9:00 PM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | <u>Spots/Week</u> | | | <u>Rate</u> | | | | | |
| Week: | | 11/05/18 | 11/11/18 | 1----- | 1 | | | \$800.00 | | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 11/05/18-11/11/18 | Monday Prime 2 HR | 7:00 PM-9:00 PM | M----- | :30 | | \$800.00 | | NM | | |
| | Credited | | | | | | | | | | | | |

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.



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| | | |
|--|--|--|
| <u>Contract / Revision</u> 714090 / | | <u>Alt Order #</u> 09175353 |
| <u>Contract Dates</u> 10/30/18 - 11/06/18 | | <u>Product</u> LOEBSACK 4 CONGRE |
| <u>Estimate #</u> 6670 | | |
| <u>Advertiser</u> Loebsack /D/US Senate | | <u>Original Date / Revision</u> 07/20/18 / 10/22/18 |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Rtn | Type | Spots | Amount |
|-------|-------------|-------------------|-------------------|----------------------|-----------------------|-----------------|---------------|-------------------|-------------|-----|-------------|-------|--------|
| N 6 | 13 | 10/30/18 | 10/30/18 | Today | 8:00 AM-9:00 AM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -1----- | | | | 1 | \$850.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/29/18-11/04/18 | Today | 8:00 AM-9:00 AM | -Tu----- | :30 | | \$850.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 7 | 13 | 10/30/18 | 11/05/18 | M-F 1035p-1135p | 10:35 PM-11:35 PM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/30/18 | 11/05/18 | MTWTF-- | | | | 2 | \$225.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/30/18-11/05/18 | M-F 1035p-1135p | 10:35 PM-11:35 PM | PMTuWThF---- | :30 | | \$225.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| | 2 | 13 | 10/30/18-11/05/18 | M-F 1035p-1135p | 10:35 PM-11:35 PM | PMTuWThF---- | :30 | | \$225.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 8 | 13 | 11/03/18 | 11/03/18 | Sa 1030p-12a | 10:35 PM-12:05 AM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----1- | | | | 1 | \$300.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/29/18-11/04/18 | Sa 1030p-12a | 10:35 PM-12:05 AM | XI-----Sa-- | :30 | | \$300.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 9 | 13 | 11/04/18 | 11/04/18 | NFL Reg Ssn Gm | 7:00 PM-11:00 PM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----1 | | | | 1 | \$800.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/29/18-11/04/18 | NFL Reg Ssn Gm | 7:00 PM-11:00 PM | -----Su | :30 | | \$800.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 10 | 13 | 10/30/18 | 11/05/18 | Today In Iowa | 6:00 AM-7:00 AM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/30/18 | 11/05/18 | MTWTF-- | | | | 1 | \$250.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/30/18-11/05/18 | Today In Iowa | 6:00 AM-7:00 AM | MTuWThF---- | :30 | | \$250.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 11 | 13 | 10/30/18 | 11/05/18 | Today | 7:00 AM-9:00 AM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/30/18 | 11/05/18 | MTWTF-- | | | | 2 | \$250.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/30/18-11/05/18 | Today | 7:00 AM-9:00 AM | MTuWThF---- | :30 | | \$250.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| | 2 | 13 | 10/30/18-11/05/18 | Today | 7:00 AM-9:00 AM | MTuWThF---- | :30 | | \$250.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 12 | 13 | 11/04/18 | 11/04/18 | Su 8a-10a | 8:00 AM-10:00 AM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----1 | | | | 1 | \$100.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/29/18-11/04/18 | Su 8a-10a | 8:00 AM-10:00 AM | -----Su | :30 | | \$100.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 13 | 13 | 11/04/18 | 11/04/18 | Su 10a-11a | 10:00 AM-11:00 AM | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----1 | | | | 1 | \$150.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/29/18-11/04/18 | Su 10a-11a | 10:00 AM-11:00 AM | AI-----Su | :30 | | \$150.00 | | NM | | |
| | Credited | | | | | | | | | | | | |
| N 14 | 13 | 10/30/18 | 11/05/18 | Channel 13 News @ 4p | 4:00 PM-5:00 PM | | :30 | | | | NM | 0 | \$0.00 |

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

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| <u>Contract / Revision</u> 714090 / | | <u>Alt Order #</u> 09175353 |
| <u>Contract Dates</u> 10/30/18 - 11/06/18 | <u>Product</u> LOEBSACK 4 CONGRE | <u>Estimate #</u> 6670 |
| <u>Advertiser</u> Loebsack /D/US Senate | | <u>Original Date / Revision</u> 07/20/18 / 10/22/18 |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Rtn | Type | Spots | Amount |
|-------------|-----------|-------------------|-----------------|-----------------------|-----------------------|-----------------|---------------|-------------------|---------------------|-----|-------------|-------|------------|
| Week: | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | | 10/30/18 | 11/05/18 | MTWTF-- | | | | 1 | \$50.00 | | | | |
| <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| 1 | 13 | 10/30/18-11/05/18 | | Channel 13 News @ 4p | 4:00 PM-5:00 PM | MTuWThF---- | :30 | | \$50.00 | | NM | | |
| Credited | | | | | | | | | | | | | |
| N 15 | 13 | 10/30/18 | 11/05/18 | Channel 13 News @ 5p | 5:00 PM-5:30 PM | | :30 | | | | NM | 0 | \$0.00 |
| Week: | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | | 10/30/18 | 11/05/18 | MTWTF-- | | | | 3 | \$250.00 | | | | |
| <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| 1 | 13 | 10/30/18-11/05/18 | | Channel 13 News @ 5p | 5:00 PM-5:30 PM | MTuWThF---- | :30 | | \$250.00 | | NM | | |
| Credited | | | | | | | | | | | | | |
| 2 | 13 | 10/30/18-11/05/18 | | Channel 13 News @ 5p | 5:00 PM-5:30 PM | MTuWThF---- | :30 | | \$250.00 | | NM | | |
| Credited | | | | | | | | | | | | | |
| 3 | 13 | 10/30/18-11/05/18 | | Channel 13 News @ 5p | 5:00 PM-5:30 PM | MTuWThF---- | :30 | | \$250.00 | | NM | | |
| Credited | | | | | | | | | | | | | |
| N 16 | 13 | 10/30/18 | 11/05/18 | Channel 13 News @ 6p | 6:00 PM-6:30 PM | | :30 | | | | NM | 0 | \$0.00 |
| Week: | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | | 10/30/18 | 11/05/18 | MTWTF-- | | | | 3 | \$375.00 | | | | |
| <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| 1 | 13 | 10/30/18-11/05/18 | | Channel 13 News @ 6p | 6:00 PM-6:30 PM | MTuWThF---- | :30 | | \$375.00 | | NM | | |
| Credited | | | | | | | | | | | | | |
| 2 | 13 | 10/30/18-11/05/18 | | Channel 13 News @ 6p | 6:00 PM-6:30 PM | MTuWThF---- | :30 | | \$375.00 | | NM | | |
| Credited | | | | | | | | | | | | | |
| 3 | 13 | 10/30/18-11/05/18 | | Channel 13 News @ 6p | 6:00 PM-6:30 PM | MTuWThF---- | :30 | | \$375.00 | | NM | | |
| Credited | | | | | | | | | | | | | |
| N 17 | 13 | 11/04/18 | 11/04/18 | Channel 13 News @ 5p | 5:00 PM-5:30 PM | | :30 | | | | NM | 0 | \$0.00 |
| Week: | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | | 10/29/18 | 11/04/18 | -----1 | | | | 1 | \$125.00 | | | | |
| <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| 1 | 13 | 10/29/18-11/04/18 | | Channel 13 News @ 5p | 5:00 PM-5:30 PM | -----Su | :30 | | \$125.00 | | NM | | |
| Credited | | | | | | | | | | | | | |
| N 18 | 13 | 11/06/18 | 11/06/18 | Today | 7:00 AM-9:00 AM | | :30 | | | | NM | 0 | \$0.00 |
| Week: | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | | 11/05/18 | 11/11/18 | -1----- | | | | 1 | \$250.00 | | | | |
| <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| 1 | 13 | 11/05/18-11/11/18 | | Today | 7:00 AM-9:00 AM | -Tu----- | :30 | | \$250.00 | | NM | | |
| Credited | | | | | | | | | | | | | |
| N 19 | 13 | 11/06/18 | 11/06/18 | Today In Iowa | 6:00 AM-7:00 AM | | :30 | | | | NM | 0 | \$0.00 |
| Week: | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | | 11/05/18 | 11/11/18 | -1----- | | | | 1 | \$250.00 | | | | |
| <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| 1 | 13 | 11/05/18-11/11/18 | | Today In Iowa | 6:00 AM-7:00 AM | -Tu----- | :30 | | \$250.00 | | NM | | |
| Credited | | | | | | | | | | | | | |
| N 20 | 13 | 10/30/18 | 11/02/18 | Today In Iowa | 530a-6a | | :30 | | | | NM | 1 | \$225.00 |
| Week: | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | | 10/29/18 | 11/04/18 | -TWTF-- | | | | 1 | \$225.00 | | | | |
| N 21 | 13 | 10/30/18 | 11/02/18 | M-F 630p-7p | 630p-7p | | :30 | | | | NM | 2 | \$3,400.00 |
| Week: | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | | 10/29/18 | 11/04/18 | -TWTF-- | | | | 2 | \$1,700.00 | | | | |
| N 22 | 13 | 10/30/18 | 11/02/18 | Channel 13 News @ 10p | 10p-1035p | | :30 | | | | NM | 3 | \$3,450.00 |
| Week: | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| | | 10/29/18 | 11/04/18 | -TWTF-- | | | | 3 | \$1,150.00 | | | | |

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

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Four week advance cancellation notice is required unless otherwise specified. It is the station's policy not to discriminate on the basis of race or ethnicity in its advertising sales contracts.



WHO
1801 Grand Ave
Des Moines, IA 50309
(515) 242-3500

| | | |
|--|-------------------------------------|--|
| <u>Contract / Revision</u> 714090 / | | <u>Alt Order #</u> 09175353 |
| <u>Contract Dates</u> 10/30/18 - 11/06/18 | <u>Product</u> LOEBSACK 4 CONGRE | <u>Estimate #</u> 6670 |
| <u>Advertiser</u> Loebsack /D/US Senate | | <u>Original Date / Revision</u> 07/20/18 / 10/22/18 |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Rtn | Type | Spots | Amount |
|-------|-------------|-------------------|-------------------|---|-----------------------|-----------------|---------------|-------------------|---------------------|-----|-------------|-------|------------|
| N 23 | 13 | 11/04/18 | 11/04/18 | Late Run News | Various | | :30 | | | | NM | 1 | \$1,000.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----S | | | | 1 | \$1,000.00 | | | | |
| N 24 | 13 | 11/05/18 | 11/05/18 | Monday Prime 2 HR | Various | | :30 | | | | NM | 1 | \$6,000.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 11/05/18 | 11/11/18 | M----- | | | | 1 | \$6,000.00 | | | | |
| N 25 | 13 | 10/30/18 | 10/30/18 | Tuesday Prime Hour 2 | 8p-9p | | :30 | | | | NM | 1 | \$7,000.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -T----- | | | | 1 | \$7,000.00 | | | | |
| N 26 | 13 | 10/30/18 | 11/02/18 | M-F 1035p-1135p | 1035p-1135p | | :30 | | | | NM | 0 | \$0.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -TWTF-- | | | | 2 | \$300.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/29/18-11/04/18 | M-F 1035p-1135p | 1035p-1135p | -TuWThF---- | :30 | | \$300.00 | | NM | | |
| | | | | See MG 30.3,30.4,30.5,30.6,30.7,30.8 | | | | | | | | | |
| | 2 | 13 | 10/29/18-11/04/18 | M-F 1035p-1135p | 1035p-1135p | -TuWThF---- | :30 | | \$300.00 | | NM | | |
| | | | | See MG 30.3,30.4,30.5,30.6,30.7,30.8 | | | | | | | | | |
| N 27 | 13 | 11/03/18 | 11/03/18 | Sa 1030p-12a | 1030p-12a | | :30 | | | | NM | 1 | \$450.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----S- | | | | 1 | \$450.00 | | | | |
| N 28 | 13 | 11/04/18 | 11/04/18 | NFL Reg Ssn Gm | Various | | :30 | | | | NM | 1 | \$4,950.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----S | | | | 1 | \$4,950.00 | | | | |
| N 29 | 13 | 10/30/18 | 11/02/18 | Today In Iowa | 6a-7a | | :30 | | | | NM | 1 | \$550.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -TWTF-- | | | | 1 | \$550.00 | | | | |
| N 30 | 13 | 10/30/18 | 11/02/18 | Today | 7a-9a | | :30 | | | | NM | 6 | \$3,300.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -TWTF-- | | | | 2 | \$525.00 | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | |
| | 1 | 13 | 10/29/18-11/04/18 | Today | 7a-9a | -TuWThF---- | :30 | | \$525.00 | | NM | | |
| | | | | See MG 30.3,30.4,30.5,30.6,30.7,30.8 | | | | | | | | | |
| | 2 | 13 | 10/29/18-11/04/18 | Today | 7a-9a | -TuWThF---- | :30 | | \$525.00 | | NM | | |
| | | | | See MG 30.3,30.4,30.5,30.6,30.7,30.8 | | | | | | | | | |
| | 3 | 13 | 10/30/18-11/02/18 | M-F 1035p-1135p | 1035p-1135p | -TuWThF---- | :30 | | \$450.00 | | NM | | |
| | Ⓜ | | | MG for 34.3,26.2,26.1,34.2,34.1,30.2,30.1 | | | | | | | | | |
| | 4 | 13 | 10/30/18-11/02/18 | M-F 1035p-1135p | 1035p-1135p | -TuWThF---- | :30 | | \$450.00 | | NM | | |
| | Ⓜ | | | MG for 34.3,26.2,26.1,34.2,34.1,30.2,30.1 | | | | | | | | | |
| | 5 | 13 | 10/30/18-11/02/18 | Today | 7a-9a | -TuWThF---- | :30 | | \$975.00 | | NM | | |
| | Ⓜ | | | MG for 34.3,26.2,26.1,34.2,34.1,30.2,30.1 | | | | | | | | | |
| | 6 | 13 | 10/30/18-11/02/18 | Channel 13 News @ 5p | 5p-530p | -TuWThF---- | :30 | | \$1,000.00 | | NM | | |
| | Ⓜ | | | MG for 34.3,26.2,26.1,34.2,34.1,30.2,30.1 | | | | | | | | | |
| | 7 | 13 | 11/02/18-11/02/18 | Friday Prime Hour 1 | 7p-8p | -----F---- | :30 | | \$400.00 | | NM | | |
| | Ⓜ | | | MG for 34.3,26.2,26.1,34.2,34.1,30.2,30.1 | | | | | | | | | |
| | 8 | 13 | 10/30/18-11/02/18 | M-F 2p-3p | 2p-3p | -TuWThF---- | :30 | | \$25.00 | | NM | | |
| | Ⓜ | | | MG for 34.3,26.2,26.1,34.2,34.1,30.2,30.1 | | | | | | | | | |
| N 31 | 13 | 11/04/18 | 11/04/18 | Su 8a-10a | 8a-10a | | :30 | | | | NM | 1 | \$150.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----S | | | | 1 | \$150.00 | | | | |
| N 32 | 13 | 11/04/18 | 11/04/18 | Su 10a-11a | 10a-11a | | :30 | | | | NM | 1 | \$1,800.00 |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----S | | | | 1 | \$1,800.00 | | | | |

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WHO
 1801 Grand Ave
 Des Moines, IA 50309
 (515) 242-3500

| | |
|----------------------------|--------------------|
| <u>Contract / Revision</u> | <u>Alt Order #</u> |
| 714090 / | 09175353 |

| | | |
|-----------------------|-------------------|-------------------|
| <u>Contract Dates</u> | <u>Product</u> | <u>Estimate #</u> |
| 10/30/18 - 11/06/18 | LOEBSACK 4 CONGRE | 6670 |

| | |
|-----------------------|---------------------------------|
| <u>Advertiser</u> | <u>Original Date / Revision</u> |
| Loebsack /D/US Senate | 07/20/18 / 10/22/18 |

| *Line | Ch | Start Date | End Date | Description | Start/End Time | Days | Length | Spots/Week | Rate | Rtn | Type | Spots | Amount | |
|---------------|-------------|-------------------|-------------------|--------------------------------------|-----------------------|-----------------|---------------|-------------------|---------------------|-----|-------------|-------|------------|-------------|
| N 33 | 13 | 10/30/18 | 11/02/18 | Channel 13 News @ 4p | 4p-5p | | :30 | | | | NM | 1 | \$125.00 | |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | | |
| Week: | | 10/29/18 | 11/04/18 | -TWTF-- | | | | 1 | \$125.00 | | | | | |
| N 34 | 13 | 10/30/18 | 11/02/18 | Channel 13 News @ 5p | 5p-530p | | :30 | | | | NM | 0 | \$0.00 | |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | | |
| Week: | | 10/29/18 | 11/04/18 | -TWTF-- | | | | 3 | \$550.00 | | | | | |
| | <u>Spot</u> | <u>Ch</u> | <u>Date Range</u> | <u>Description</u> | <u>Start/End Time</u> | <u>Weekdays</u> | <u>Length</u> | | <u>Rate</u> | | <u>Type</u> | | | |
| | 1 | 13 | 10/29/18-11/04/18 | Channel 13 News @ 5p | 5p-530p | -TuWThF---- | :30 | | \$550.00 | | NM | | | |
| | | | | See MG 30.3,30.4,30.5,30.6,30.7,30.8 | | | | | | | | | | |
| | 2 | 13 | 10/29/18-11/04/18 | Channel 13 News @ 5p | 5p-530p | -TuWThF---- | :30 | | \$550.00 | | NM | | | |
| | | | | See MG 30.3,30.4,30.5,30.6,30.7,30.8 | | | | | | | | | | |
| | 3 | 13 | 10/29/18-11/04/18 | Channel 13 News @ 5p | 5p-530p | -TuWThF---- | :30 | | \$550.00 | | NM | | | |
| | | | | See MG 30.3,30.4,30.5,30.6,30.7,30.8 | | | | | | | | | | |
| N 35 | 13 | 10/30/18 | 11/02/18 | Channel 13 News @ 6p | 6p-630p | | :30 | | | | NM | 3 | \$4,425.00 | |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | | |
| Week: | | 10/29/18 | 11/04/18 | -TWTF-- | | | | 3 | \$1,475.00 | | | | | |
| N 36 | 13 | 11/04/18 | 11/04/18 | Channel 13 News @ 5p | 5p-530p | | :30 | | | | NM | 1 | \$325.00 | |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | | |
| Week: | | 10/29/18 | 11/04/18 | -----S | | | | 1 | \$325.00 | | | | | |
| N 37 | 13 | 11/06/18 | 11/06/18 | Today | 7a-9a | | :30 | | | | NM | 1 | \$975.00 | |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | | |
| Week: | | 11/05/18 | 11/11/18 | -T----- | | | | 1 | \$975.00 | | | | | |
| N 38 | 13 | 11/06/18 | 11/06/18 | Today In Iowa | 6a-7a | | :30 | | | | NM | 1 | \$1,000.00 | |
| | | <u>Start Date</u> | <u>End Date</u> | <u>Weekdays</u> | | | | <u>Spots/Week</u> | <u>Rate</u> | | | | | |
| Week: | | 11/05/18 | 11/11/18 | -T----- | | | | 1 | \$1,000.00 | | | | | |
| Totals | | | | | | | | | | | | 0.00 | 27 | \$39,125.00 |

| Time Period | # of Spots | Gross Amount | Agency Comm. | Net Amount |
|---------------------|------------|--------------|--------------|-------------|
| 10/29/18 - 11/06/18 | 27 | \$39,125.00 | (\$5,868.75) | \$33,256.25 |
| Totals | 27 | \$39,125.00 | (\$5,868.75) | \$33,256.25 |

Signature: _____ Date: _____

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