

Broadcast Contract

MGM Design
Eolus
29 West 3rd Street
Yuma, AZ 85364

Start Date 10/30/23	Contract# 53073	Mod# 0
End Date 11/12/23	Date Entered 10/31/23	Date Last Modified 10/31/23
Advertiser Eolus		Station Market KBLU-AM,KQSR-FM, KTTI-FM
Product		SalesRep/Office Greg Cobb

Standard Billing Cycle Estimate#

KBLU-AM

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
1	MO 10/30/23 SU 11/05/23	06:00A-07:00P	60	--	--	10	10	10	--	--	30	\$10.00
2	MO 10/30/23 SU 11/05/23	06:00A-07:00P	60	--	--	--	--	--	10	10	20	\$10.00
3	MO 10/30/23 SU 11/05/23	06:00A-12:00A	60	--	--	X	X	X	X	X	30	\$10.00
4	MO 11/06/23 SU 11/12/23	06:00A-07:00P	60	10	--	--	--	--	--	--	10	\$10.00

KQSR-FM

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
1	MO 10/30/23 SU 11/05/23	06:00A-07:00P	60	--	--	10	10	10	--	--	30	\$18.00
2	MO 10/30/23 SU 11/05/23	06:00A-07:00P	60	--	--	--	--	--	10	10	20	\$15.00
3	MO 10/30/23 SU 11/05/23	06:00A-12:00A	60	--	--	X	X	X	X	X	30	\$5.00
4	MO 11/06/23 SU 11/12/23	06:00A-07:00P	60	10	--	--	--	--	--	--	10	\$18.00

KTTI-FM

LN	DATE	TIMES/PROGRAMS	LEN	MO	TU	WE	TH	FR	SA	SU	SPOTS /WK	RATE
1	MO 10/30/23 SU 11/05/23	06:00A-07:00P	60	--	--	10	10	10	--	--	30	\$32.00
2	MO 10/30/23 SU 11/05/23	06:00A-07:00P	60	--	--	--	--	--	10	10	20	\$25.00
3	MO 10/30/23 SU 11/05/23	06:00A-12:00A	60	--	--	X	X	X	X	X	30	\$5.00
4	MO 11/06/23 SU 11/12/23	06:00A-07:00P	60	10	--	--	--	--	--	--	10	\$32.00

El Dorado Broadcasters, LLC and Radio Stations KTTI, KQSR, and KBLU does not discriminate in the sale of advertising time on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

Accepted for Station

Accepted for advertiser OR agency(and MBS, if any) as agent for the advertiser

Name _____ Title _____
See reverse for accepted terms and conditions, if any

Name _____ Title _____
Page 1

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Product	SalesRep/Office Greg Cobb	

Standard Billing Cycle Estimate#

-----Tax Detail-----

City of Yuma Sales Tax \$ 57.80

Tax Total: \$ 57.80

* Tax calculations are an estimate based on the order as contracted. Actual taxes due will appear on the invoice

-----Additional Comments-----	Total Spots	Spots Total\$	Agency Commission	Net	Gross
	270	4,000.00	\$600.00	\$ 3,457.80	\$ 4,000.00

Billing Projections: By Month

	Nov 23
CA	4,000.00
ST	4,000.00

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Political Broadcast Agreement Form for Non-Candidate/Issue Advertisements (PB-19)



Political Broadcast Agreement Form for Non-Candidate/Issue Advertisements (PB-19)

This form may serve as a model agreement for the sale of political broadcast advertising time and to facilitate compliance with the Federal Communications Commission's (FCC) record retention requirements. Broadcasters seeking information on how the FCC's political broadcast rules and record retention requirements apply to their specific circumstances should seek the advice of their own attorney.

Please note:

You will be prompted to save this form after each entry of your electronic signature. Make sure to re-save the form if you enter any information after entering your electronic signature.

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A companion to this form is NAB's Political Broadcast Catechism. To assist with your understanding of the political advertising rules, an all-new Political Advertising Primer course will become available via Broadcast Education in March 2020.

Broadcast Education is NAB's home for online educational offerings, including live and on-demand webcasts, podcasts and certificate courses. For more information, visit [education.nab.org](https://www.nab.org/education).

NAB members have access to an array of member tools and benefits. To access additional member tools, please visit [nab.org/MemberTools](https://www.nab.org/MemberTools).

ISSUE (Non-candidate) ADVERTISEMENT AGREEMENT FORM

I, Matt Molenaar, hereby request station time as follows: See **Order** for proposed schedule and charges. See **Invoice** for actual schedule and charges.

Check one:

Ad "communicates a message relating to any political matter of national importance" by referring to (1) a legally qualified candidate for federal office; (2) an election to federal office; (3) a national legislative issue of public importance (e.g., health care legislation, IRS tax code, etc.); or (4) a political issue that is the subject of controversy or discussion at the national level.

Ad does NOT communicate a message relating to any political matter of national importance (e.g., relates only to a state or local issue).

ALL QUESTIONS/BLOCKS MUST BE COMPLETED

Station time requested by: Matt Molenaar

Agency name: MGM Design

Address: 29 W. 3rd St. Yuma, Arizona 85364

Contact: Matt Molenaar

Phone number: 928-782-5915

Email: matt@mgmdesign.com

Name of advertiser/sponsor (list entity's full legal name as disclosed to the Federal Election Commission [for federal committees] with no acronyms; name must match the sponsorship ID in ad):

Name: Eolus

Address: 5538A La Jolla Blvd. La Jolla CA 92037 USA

Contact:

Phone number: (858) 842-5800

Email: ena-info@eolusvind.com

Station is authorized to announce the time as paid for by such person or entity.

List ALL of the chief executive officers or members of the executive committee or board of directors or other governing group(s) of the advertiser/sponsor (Use separate page if necessary):

By signing below, advertiser/sponsor represents that those listed above are the only executive officers, members of the executive committee and board of directors or other governing group(s).

If ad refers to a federal candidate(s) or federal election, list ALL of the following:

N/A

Name(s) of every candidate referred to:

Office(s) sought by such candidate(s) (no acronyms or abbreviations):

Date of election:

Clearly identify EVERY political matter of national importance referred to in the ad (no acronyms); use separate page if necessary:

N/A

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The advertiser/sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, which may arise from the broadcast of the above-requested advertisement(s). For the above-requested ad(s), the advertiser/sponsor also agrees to prepare a script, transcript or tape, which will be delivered to the station by the log deadlines outlined in the station's disclosure statement.

Advertiser/Sponsor	Station Representative
Signature: Matt Molenaar <small>Digitally signed by Matt Molenaar Date: 2023.11.01 10:23:13 -07'00'</small>	Signature: Greg Cobb <small>Digitally signed by Greg Cobb Date: 2023.11.01 10:21:06 -07'00'</small>
Name: Matt Molenaar	Name: Greg Cobb
Date of Request to Purchase Ad Time: 10/31/2023	Date of Station Agreement to Sell Time: 10/31/2023

TO BE COMPLETED BY STATION ONLY

Ad submitted to station? Yes No Date ad received: _____

Note: Must have separate PB-19 forms (or the equivalent, e.g., addendums) for each version of the ad (i.e., for every ad with differing copy).

If only one officer, executive committee member or director is listed above, station should ask the advertiser/sponsor in writing if there are any other officers, executive committee members or directors, maintain records of inquiry and update this form if additional officers, members or directors are provided.

Disposition:

- Accepted
- Accepted IN PART (e.g., ad not received to determine content)*
- Rejected – provide reason (optional):



*Upload partially accepted form, then promptly upload updated final form when complete.

Date and nature of follow-ups, if any:

Contract #: 53073	Station Call Letters: KBIUAM, KQSRFM, KH:FM	Date Received/Requested: 10/31/2023
Est. #: Eolus Solar Farm	Station Location: Yuma AZ	Run Start and End Dates: 11/1/2023 - 11/12/2023

For national issue ads only (not required for state/local issue ads):

Upload order, this disclosure form and invoice (or traffic system print-out) or other material reflecting this transaction to the OPIF or use this space to document schedule of time purchased, when spots actually aired, the rates charged and the classes of time purchased (including date, time, class of time and reasons for any make-goods or rebates) or attach separately. If station will not upload the actual times spots aired until an invoice is generated, the name of a contact person who can provide that information immediately should be placed in the "Terms and Disclosures" folder in the OPIF.



Radio Schedule

Market: Yuma, AZ	Demo: A18+	Pop: 156,400 Sample: 549
Client: Eolus Product: Solar Farm		ID: 00009-00

Station(s): KBLU AM / KQSR FM / KTTI FM

MGM
Design

	Schedule	Spot	Rate	Wkly \$	Schd Rch	% Rch	AQH Rtg
KBLU AM	MoFr 6a-7p	40	10.00	400.00	8,495	5.4	0.5
	MoFr 6a-12a	30	10.00	300.00	7,558	4.8	0.4
	SaSu 10a-7p	20	10.00	200.00	6,257	4.0	0.7
KQSR FM	MoFr 6a-7p	40	18.00	720.00	16,999	10.9	1.3
	MoFr 6a-12a	30	5.00	150.00	15,430	9.9	1.1
	SaSu 10a-7p	20	15.00	300.00	12,777	8.2	1.3
KTTI FM	MoFr 6a-7p	40	32.00	1,280.00	33,089	21.2	3.1
	MoFr 6a-12a	30	5.00	150.00	30,516	19.5	2.6
	SaSu 10a-7p	20	25.00	500.00	23,288	14.9	2.9

Totals	Spot	Rate	Wkly \$	Schd Rch	% Rch
KBLU AM	90	10.00	900.00	12,664	8.1
KQSR FM	90	13.00	1,170.00	23,805	15.2
KTTI FM	90	21.44	1,930.00	42,063	26.9
All Stations: 1 Week:	270	14.81	4,000.00	67,315	43.0
All Stations: 2 Wks:	540	14.81	8,000.00	70,609	45.1
All Stations: 52 Wks:	1404	14.81	208,000.00	74,523	47.6
	0				

Source: Eastlan Spring 2023

Greg Cobb 31-Oct-23

	Sp23
Pop (000)	100.0
Sample:	156.4
	549



Alvarez, Desiree

From: Cobb, Greg
Sent: Tuesday, October 31, 2023 2:15 PM
To: Arellano, Nathan; Munoz, Elizabeth; Alvarez, Desiree
Subject: FW: Update

Below is the email approval on this. We need a credit exception on this. I am going to send him the order so he can get it submitted for a check.

Greg Cobb
VP / Market Manager
El Dorado Broadcasters
Yuma, Arizona
C. 209-380-0310

From: Matt Molenaar
Sent: Tuesday, October 31, 2023 12:01 PM
To: Cobb, Greg
Subject: Re: Update

Approved.

--

Matt Molenaar, President

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928-782-5915
<http://mgmdesign.com>

SEO & Google Business Profile Management
Paid Ad Campaigns on Google & Meta
Social Media Content Creation & Profile Management
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Twitter: <http://twitter.com/mgmdesign>

LinkedIn: <http://linkedin.com/in/mgmdesign>

On Tue, Oct 31, 2023 at 11:48 AM Cobb, Greg <gregcobb@edbroadcasters.com> wrote:

Matt, attached is the revised schedule. If you replay approved, I'll get this in and we can start with the current commercial. I'll get some others done this afternoon.

Greg Cobb

VP / Market Manager

El Dorado Broadcasters

Yuma, Arizona

C. 209-380-0310

From: Matt Molenaar

Sent: Tuesday, October 31, 2023 11:33 AM

To: Cobb, Greg

Subject: Re: Update

Thanks Greg.

Here are those talking points from the 3rd party economist:

We don't need to use all of this but whatever you think would be the most impactful.

If we can get this adjusted we'd like to move forward asap.

- *The solar and battery storage facility, along with the related construction activity, would have a lifetime impact on the Yuma economy of \$400M, or the same as ½ of a Super Bowl.*
- *More than 850 jobs will be supported during construction, and approximately 40 jobs will be permanent.*
- *All of this economic activity also generates more than \$140M in new government tax revenues that can be used to provide better services to residents, lower taxes, or a combination of the two.*
- *Resident's paychecks across the state will increase by a total of nearly \$80M with well over half of that value benefiting local residents, thus helping the typical Yuma area household as well as providing stability to area businesses as the extra money is spent in the Yuma economy.*
- *While these numbers are impressive, they can be considered conservative. This is because the region supporting environmental tech business activity such as this solar facility, will likely open the door for more participation in environmental technology that is developing in the state but has not yet reached Yuma.*
- *The longer-term goal for economic development professionals in Yuma and across Arizona is for select economic "hubs" to be created that take advantage of the opportunities in environmental technology and expand on specific areas of economic growth such as advanced research and development in water conservation, advancements in agriculture sciences, efficiency development in farming, among others.*
- *For context on then statewide opportunity, Arizona is currently underweighted in what are considered "green" jobs. If the state developed these industries to its potential, the extra economic activity would result in another \$500M in statewide tax collections that can be reinvested or returned to the taxpayer.*

- *If the Yuma region were to utilize the momentum derived from embracing environmental technology opportunities such as the proposed solar project, and then leveraged the momentum to further develop environmental related sciences in the region, the overall impact from this newly found economic momentum would equal more than \$5M in additional local government tax revenues EVERY YEAR.*
- *If this value is considered over the lifespan of the project, cumulative tax revenue gains would reach \$175M. This is even larger than the tax revenues derived from the solar facility itself.*
- *The additional revenue can also be used to enhance the local tourism industry, which is currently underweighted compared to the state. Efforts to promote outdoor activities including hunting can add even more revenue to the impact numbers.*
- *It is clear that Yuma leaders need to start embracing the economic opportunities that are presented, beginning with the solar project. If support is not achieved, the project will be embraced by another host.*
- *This effort will only be the beginning of an economic renaissance in the region that will lift resident incomes, lower taxes, and allow the community to reach its full potential.*

--

Matt Molenaar, President

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Instagram: <https://www.instagram.com/mgmdesign/>

Twitter: <http://twitter.com/mgmdesign>

LinkedIn: <http://linkedin.com/in/mgmdesign>

On Fri, Oct 27, 2023 at 10:27 AM Cobb, Greg <gregcobb@edbroadcasters.com> wrote:

Everything is possible. Just let me know. We can work on it.

Greg Cobb

VP / Market Manager

El Dorado Broadcasters

Yuma, Arizona

C. 209-380-0310

From: [Matt Molenaar](#)

Sent: Friday, October 27, 2023 10:26 AM

To: Cobb, Greg
Subject: Re: Update

I've got semi-approval.

Definitely want to move forward.

The project lead asked if we could add some important elements (economic impact) and perhaps a few different spots that would focus on different aspects of the project like Tax Revenue or Gross Economic Impact or Jobs Created.

Does that seem possible?

--

Matt Molenaar, President

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Twitter: <http://twitter.com/mgmdesign>

LinkedIn: <http://linkedin.com/in/mgmdesign>

On Fri, Oct 27, 2023 at 10:18 AM Cobb, Greg <gregcobb@edbroadcasters.com> wrote:

Hey Matt, Just checking in again. We may be running out of time. Standing by in case we need to try to move quickly.

Greg Cobb

VP / Market Manager

El Dorado Broadcasters

Yuma, Arizona

C. 209-380-0310