



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

# CONTRACT

<u>Contract / Revision</u> 766296 /		<u>Alt Order #</u> 09319438
<u>Product</u> MIDAMERICAN ENERGY		
<u>Contract Dates</u> 11/30/18 - 12/03/18		<u>Estimate #</u> N27D03
<u>Advertiser</u> Mid American Energy Company		<u>Original Date / Revision</u> 11/28/18 / 12/07/18
<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> Notarize Invoice & Scripts		
<u>Demographic</u> Adults 35+		
<u>Agy Code</u> 1977	<u>Advertiser Code</u> MAEN	<u>Product 1/2</u> ORDR
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

And:

**Del Cielo Media**  
 10755 Scripps Poway Parkway  
 Suite #550  
 San Diego, CA 92131

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	13	11/30/18	11/30/18	M-F 11a-12p	11:00 AM-12:00 PM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$125.00				
N 2	13	12/03/18	12/03/18	M-F 2p-3p	2:00 PM-3:00 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:		12/03/18	12/09/18	2-----				2	\$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	12/03/18-12/09/18	M-F 2p-3p	2:00 PM-3:00 PM	M-----	:30		<del>\$50.00</del>		NM		
	Credited												
	2	13	12/03/18-12/09/18	M-F 2p-3p	2:00 PM-3:00 PM	M-----	:30		<del>\$50.00</del>		NM		
	Credited												
N 3	13	11/30/18	11/30/18	M-F 3p-330p	3:00 PM-3:30 PM		:30				NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$225.00				
N 4	13	12/03/18	12/03/18	M-F 3p-330p	3:00 PM-3:30 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:		12/03/18	12/09/18	1-----				1	\$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	12/03/18-12/09/18	M-F 3p-330p	3:00 PM-3:30 PM	M-----	:30		<del>\$225.00</del>		NM		
	Credited												
N 5	13	11/30/18	11/30/18	M-F 3p-330p	3:00 PM-3:30 PM		:30				NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$225.00				
N 6	13	12/03/18	12/03/18	M-F 3p-330p	3:00 PM-3:30 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:		12/03/18	12/09/18	1-----				1	\$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	12/03/18-12/09/18	M-F 3p-330p	3:00 PM-3:30 PM	M-----	:30		<del>\$225.00</del>		NM		
	Credited												
N 7	13	11/30/18	11/30/18	M-F 330p-4p	3:30 PM-4:00 PM		:30				NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$275.00				
N 8	13	11/30/18	11/30/18	Today In Iowa	5:00 AM-5:30 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$325.00				

(\* 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.



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<u>Contract / Revision</u> 766296 /	<u>Alt Order #</u> 09319438
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<u>Contract Dates</u> 11/30/18 - 12/03/18	<u>Product</u> MIDAMERICAN ENERGY	<u>Estimate #</u> N27D03
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<u>Advertiser</u> Mid American Energy Co	<u>Original Date / Revision</u> 11/28/18 / 12/07/18
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$325.00				
N 9	13	12/03/18	12/03/18	Today In Iowa	5:00 AM-5:30 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		12/03/18	12/09/18	1-----				1	\$325.00				
N 10	13	12/03/18	12/03/18	Today In Iowa	5:00 AM-5:30 AM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		12/03/18	12/09/18	1-----				1	\$325.00				
N 11	13	12/01/18	12/01/18	Sa 6a-8a	7:00 AM-8:00 AM		:30				NM	2	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----2-				2	\$375.00				
N 12	13	12/03/18	12/03/18	M-F 11a-12p	11:00 AM-12:00 PM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		12/03/18	12/09/18	1-----				1	\$125.00				
N 13	13	12/01/18	12/01/18	Sa 8a-10a	8:00 AM-8:30 AM		:30				NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----1-				1	\$275.00				
N 14	13	12/01/18	12/01/18	Sa 8a-10a	8:30 AM-9:00 AM		:30				NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----1-				1	\$275.00				
N 15	13	12/02/18	12/02/18	Su 7a-8a	7:00 AM-8:00 AM		:30				NM	2	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----2				2	\$375.00				
N 16	13	12/02/18	12/02/18	Su 8a-10a	8:00 AM-9:00 AM		:30				NM	2	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----2				2	\$275.00				
N 17	13	12/02/18	12/02/18	Su 8a-10a	9:00 AM-9:30 AM		:30				NM	1	\$475.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----1				1	\$475.00				
N 18	13	11/30/18	11/30/18	Channel 13 News @ 4p	4:00 PM-4:30 PM		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$250.00				
N 19	13	12/03/18	12/03/18	Channel 13 News @ 4p	4:00 PM-4:30 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:		12/03/18	12/09/18	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	12/03/18-12/09/18	Channel 13 News @ 4p	4:00 PM-4:30 PM	M-----	:30	<del>\$250.00</del>	NM			
Credited													
N 20	13	11/30/18	11/30/18	Channel 13 News @ 4p	4:00 PM-4:30 PM		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$250.00				
N 21	13	12/03/18	12/03/18	Channel 13 News @ 4p	4:00 PM-4:30 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:		12/03/18	12/09/18	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	12/03/18-12/09/18	Channel 13 News @ 4p	4:00 PM-4:30 PM	M-----	:30	<del>\$250.00</del>	NM			
Credited													
N 22	13	11/30/18	11/30/18	Channel 13 News @ 4p	4:30 PM-5:00 PM		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$250.00				
N 23	13	11/30/18	11/30/18	M-F 11a-12p	11:00 AM-12:00 PM		:30				NM	1	\$125.00

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<u>Advertiser</u> Mid American Energy Co	<u>Original Date / Revision</u> 11/28/18 / 12/07/18
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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$125.00				
N 24	13	12/03/18	12/03/18	Channel 13 News @ 4p	4:30 PM-5:00 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:		12/03/18	12/09/18	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	12/03/18-12/09/18		Channel 13 News @ 4p	4:30 PM-5:00 PM	M-----	:30		<del>\$250.00</del>		NM		
Credited													
N 25	13	11/30/18	11/30/18	Channel 13 News @ 4p	4:30 PM-5:00 PM		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$250.00				
N 26	13	12/03/18	12/03/18	Channel 13 News @ 4p	4:30 PM-5:00 PM		:30				NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		12/03/18	12/09/18	1-----				1	\$250.00				
N 27	13	12/01/18	12/01/18	Channel 13 News @ 6p	6:00 PM-6:30 PM		:30				NM	1	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----1-				1	\$375.00				
N 28	13	12/02/18	12/02/18	Channel 13 News @ 5p	5:00 PM-5:30 PM		:30				NM	1	\$325.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----1				1	\$325.00				
N 29	13	12/02/18	12/02/18	Su 1035p-1105p	10:35 PM-11:05 PM		:30				NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----2				2	\$50.00				
N 30	13	12/01/18	12/01/18	Sa 10p-1030p	10:00 PM-10:30 PM		: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:		11/26/18	12/02/18	-----1-				1	\$1,000.00				
N 31	13	11/30/18	11/30/18	Friday Prime Hour 2	8:00 PM-9:00 PM		:30				NM	2	\$1,450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----2--				2	\$725.00				
N 32	13	11/30/18	11/30/18	Friday Prime Hour 3	9:00 PM-10:00 PM		:30				NM	2	\$2,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----2--				2	\$1,300.00				
N 33	13	12/01/18	12/01/18	Saturday Prime Hour 1	7:00 PM-8:00 PM		:30				NM	2	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----2-				2	\$400.00				
N 34	13	12/03/18	12/03/18	M-F 11a-12p	11:00 AM-12:00 PM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		12/03/18	12/09/18	1-----				1	\$125.00				
N 35	13	12/01/18	12/01/18	Saturday Prime Hour 2	8:00 PM-9:00 PM		:30				NM	2	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	-----2-				2	\$400.00				
N 36	13	11/30/18	11/30/18	Channel 13 News @ Noon	12:00 PM-1:00 PM		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$200.00				
N 37	13	11/30/18	11/30/18	Channel 13 News @ Noon	12:00 PM-1:00 PM		:30				NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----1--				1	\$200.00				
N 38	13	11/30/18	11/30/18	M-F 2p-3p	2:00 PM-3:00 PM		:30				NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----2--				2	\$50.00				
N 39	13	12/03/18	12/03/18	M-F 2p-3p	2:00 PM-3:00 PM		:30				NM	0	\$0.00

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Week:		12/03/18	12/09/18	2-----				2	\$50.00				
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1	13	12/03/18-12/09/18		M-F 2p-3p	2:00 PM-3:00 PM	M-----	:30		<del>\$50.00</del>		NM		
Credited													
2	13	12/03/18-12/09/18		M-F 2p-3p	2:00 PM-3:00 PM	M-----	:30		<del>\$50.00</del>		NM		
Credited													
N 40	13	11/30/18	11/30/18	M-F 2p-3p	2:00 PM-3:00 PM		:30				NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/26/18	12/02/18	----2--				2	\$50.00				
<b>Totals</b>								0.00				43	\$14,575.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
11/26/18 - 12/03/18	43	\$14,575.00	(\$2,186.25)	\$12,388.75
<b>Totals</b>	43	\$14,575.00	(\$2,186.25)	\$12,388.75

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

(\* 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.