

CONTRACT



WQAD-TV
3003 Park 16th St
Moline, IL 61265
(309) 764-8888

<u>Contract / Revision</u> 621381 /		<u>Alt Order #</u> 08940851
<u>Product</u> 1/9 IA STATE EDUCTN ASSO		
<u>Contract Dates</u> 03/19/18 - 04/01/18		<u>Estimate #</u> 6125
<u>Advertiser</u> Iowa State Education Association		<u>Original Date / Revision</u> 01/09/18 / 01/10/18
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WQAD-TV	<u>Account Executive</u> Jim Quinn	<u>Sales Office</u> NSO Philadelph
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agy Code</u> 14573	<u>Advertiser Code</u> 290	<u>Product 1/2</u> 308
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

And:

Waterfront Strategies
3050 K Street 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	8	03/19/18	03/30/18	M-F 6a-7a	6:00 AM-7:00 AM		:30				NM	4	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		03/19/18	03/25/18	MTWTF--				2	\$350.00				
Week:		03/26/18	04/01/18	MTWTF--				2	\$350.00				
N 2	8	03/25/18	04/01/18	Su 10p-1035p	10:00 PM-10:35 PM		:30				NM	2	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		03/19/18	03/25/18	-----1				1	\$650.00				
Week:		03/26/18	04/01/18	-----1				1	\$650.00				
N 3	8	03/19/18	03/30/18	M-F 7a-8a	7:00 AM-7:30 AM		:30				NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		03/19/18	03/25/18	MTWTF--				1	\$350.00				
Week:		03/26/18	04/01/18	MTWTF--				1	\$350.00				
N 4	8	03/24/18	03/31/18	Sa 7a-8a			:30				NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		03/19/18	03/25/18	-----1-				1	\$350.00				
Week:		03/26/18	04/01/18	-----1-				1	\$350.00				
N 5	8	03/25/18	04/01/18	Su 7a-8a	7:00 AM-8:00 AM		:30				NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		03/19/18	03/25/18	-----1				1	\$225.00				
Week:		03/26/18	04/01/18	-----1				1	\$225.00				
N 6	8	03/19/18	03/30/18	M-F 5p-530p			:30				NM	4	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		03/19/18	03/25/18	MTWTF--				2	\$375.00				
Week:		03/26/18	04/01/18	MTWTF--				2	\$375.00				
N 7	8	03/19/18	03/30/18	M-F 530p-6p	5:30 PM-6:00 PM		:30				NM	2	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		03/19/18	03/25/18	MTWTF--				1	\$600.00				
Week:		03/26/18	04/01/18	MTWTF--				1	\$600.00				
N 8	8	03/19/18	03/30/18	M-F 6p-630p	6:00 PM-6:30 PM		:30				NM	6	\$2,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		03/19/18	03/25/18	MTWTF--				3	\$375.00				
Week:		03/26/18	04/01/18	MTWTF--				3	\$375.00				
N 9	8	03/19/18	03/30/18	M-F 10p-1035p	10:00 PM-10:35 PM		:30				NM	4	\$2,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				

(* 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> 621381 /		<u>Alt Order #</u> 08940851
<u>Contract Dates</u> 03/19/18 - 04/01/18		<u>Product</u> 1/9 IA STATE EDUCTN
		<u>Estimate #</u> 6125
<u>Advertiser</u> Iowa State Education Ass		<u>Original Date / Revision</u> 01/09/18 / 01/10/18

*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:		03/19/18	03/25/18	MTWTF--				2	\$650.00					
Week:		03/26/18	04/01/18	MTWTF--				2	\$650.00					
N 10	8	03/24/18	03/31/18	Sa 10p-1035p	10:00 PM-10:35 PM		:30				NM	2	\$950.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		03/19/18	03/25/18	-----1-				1	\$475.00					
Week:		03/26/18	04/01/18	-----1-				1	\$475.00					
N 11	8	03/19/18	03/30/18	Livestream-Political	4a-4a		:00				NS	4	\$20.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		03/19/18	03/25/18	MTWTF--				2	\$5.00					
Week:		03/26/18	04/01/18	MTWTF--				2	\$5.00					
N 12	8	03/19/18	03/30/18	Livestream-Political	4a-4a		:00				NS	4	\$100.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		03/19/18	03/25/18	MTWTF--				2	\$25.00					
Week:		03/26/18	04/01/18	MTWTF--				2	\$25.00					
N 13	8	03/25/18	04/01/18	Livestream-Political	4a-4a		:00				NS	2	\$50.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>					
Week:		03/19/18	03/25/18	-----1				1	\$25.00					
Week:		03/26/18	04/01/18	-----1				1	\$25.00					
Totals												0.00	40	\$13,220.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
02/26/18 - 03/25/18	20	\$6,610.00	(\$991.50)	\$5,618.50
03/26/18 - 04/01/18	20	\$6,610.00	(\$991.50)	\$5,618.50
Totals	40	\$13,220.00	(\$1,983.00)	\$11,237.00

Signature: _____ **Date:** _____

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