

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

CONTRACT

<u>Contract / Revision</u> 232077 /		<u>Alt Order #</u> 08026384
<u>Product</u> AWARENESS JAN '16		
<u>Contract Dates</u> 01/04/16 - 02/02/16		<u>Estimate #</u> 4228
<u>Advertiser</u> AARP		<u>Original Date / Revision</u> 12/04/15 / 12/30/15
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WHO	<u>Account Executive</u> Cheryl Long	<u>Sales Office</u> NSO Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u> 5	<u>Product Code</u> 189
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

GMMB/Greer Margolis Mitchell & Burns
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
D 1	13	01/04/16	01/29/16	Channel 13 News @ 10p	10:00 PM-10:35 PM		:30				NM	0	\$0.00
N 2	13	01/04/16	01/29/16	M-F 11a-12p	11:00 AM-12:00 PM		:30				NM	4	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 01/04/16	01/10/16	MTWTF--				1	\$200.00	0.00			
		Week: 01/11/16	01/17/16	MTWTF--				1	\$200.00	0.00			
		Week: 01/18/16	01/24/16	MTWTF--				1	\$200.00	0.00			
		Week: 01/25/16	01/31/16	MTWTF--				1	\$200.00	0.00			
D 3	13	01/04/16	01/29/16	Channel 13 News @ Noon	12:00 PM-1:00 PM		:30				NM	0	\$0.00
D 4	13	01/04/16	01/29/16	M-F 3p-330p	3:00 PM-3:30 PM		:30				NM	0	\$0.00
D 5	13	01/04/16	01/29/16	M-F 330p-4p	3:30 PM-4:00 PM		:30				NM	0	\$0.00
N 6	13	01/04/16	01/29/16	Channel 13 News @ 4p	4:00 PM-5:00 PM		:30				NM	4	\$2,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 01/04/16	01/10/16	MTWTF--				1	\$675.00	0.00			
		Week: 01/11/16	01/17/16	MTWTF--				1	\$675.00	0.00			
		Week: 01/18/16	01/24/16	MTWTF--				1	\$675.00	0.00			
		Week: 01/25/16	01/31/16	MTWTF--				1	\$675.00	0.00			
N 7	13	01/04/16	01/29/16	Channel 13 News @ 4p	4:00 PM-5:00 PM		:30				NM	5	\$3,375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 01/04/16	01/10/16	MTWTF--				1	\$675.00	0.00			
		Week: 01/11/16	01/17/16	MTWTF--				1	\$675.00	0.00			
		Week: 01/18/16	01/24/16	MTWTF--				1	\$675.00	0.00			
		Week: 01/25/16	01/31/16	MTWTF--				2	\$675.00	0.00			
D 8	13	01/11/16	01/29/16	Today In Iowa	5:00 AM-5:30 AM		:30				NM	0	\$0.00
N 9	13	01/04/16	01/29/16	Channel 13 News @ 5p	5:00 PM-5:30 PM		:30				NM	8	\$14,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
		Week: 01/04/16	01/10/16	MTWTF--				2	\$1,775.00	0.00			
		Week: 01/11/16	01/17/16	MTWTF--				1	\$1,775.00	0.00			
		Week: 01/18/16	01/24/16	MTWTF--				2	\$1,775.00	0.00			
		Week: 01/25/16	01/31/16	MTWTF--				3	\$1,775.00	0.00			
D 10	13	01/11/16	01/29/16	Today In Iowa	530a-6a		:30				NM	0	\$0.00
D 11	13	01/04/16	01/29/16	M-F 530p-6p	5:30 PM-6:00 PM		:30				NM	0	\$0.00
N 12	13	01/11/16	01/29/16	Channel 13 News @ 6p	6:00 PM-6:30 PM		:30				NM	3	\$7,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</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>	<u>Alt Order #</u>
232077 /	08026384

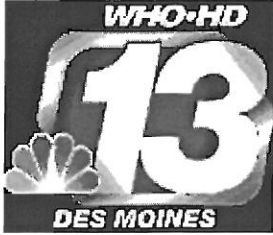
<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
01/04/16 - 02/02/16	AWARENESS JAN '16	4228

<u>Advertiser</u>	<u>Original Date / Revision</u>
AARP	12/04/15 / 12/30/15

*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> <u>Rating</u>													
Week:		01/11/16	01/17/16	MTWTF--				1	\$2,500.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				1	\$2,500.00	0.00			
Week:		01/25/16	01/31/16	MTWTF--				1	\$2,500.00	0.00			
N 13	13	01/04/16	01/22/16	Today In Iowa	6:00 AM-7:00 AM		:30				NM	4	\$7,100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Rating</u>													
Week:		01/04/16	01/10/16	MTWTF--				1	\$1,775.00	0.00			
Week:		01/11/16	01/17/16	MTWTF--				1	\$1,775.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				2	\$1,775.00	0.00			
D 14	13	01/04/16	01/29/16	M-F 630p-7p	6:30 PM-7:00 PM		:30				NM	0	\$0.00
D 15	13	01/04/16	01/29/16	Today	7:00 AM-9:00 AM		:30				NM	0	\$0.00
D 16	13	01/04/16	01/29/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	0	\$0.00
N 17	13	02/01/16	02/02/16	M-F 11a-12p	11:00 AM-12:00 PM		:30				NM	1	\$200.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Rating</u>													
Week:		02/01/16	02/07/16	MT-----				1	\$200.00	0.00			
D 18	13	02/01/16	02/02/16	Channel 13 News @ Noon	12:00 PM-1:00 PM		:30				NM	0	\$0.00
D 19	13	02/01/16	02/02/16	M-F 3p-330p	3:00 PM-3:30 PM		:30				NM	0	\$0.00
D 20	13	02/01/16	02/02/16	M-F 330p-4p	3:30 PM-4:00 PM		:30				NM	0	\$0.00
D 21	13	02/01/16	02/02/16	Today In Iowa	5:00 AM-5:30 AM		:30				NM	0	\$0.00
D 22	13	02/01/16	02/02/16	Today In Iowa	530a-6a		:30				NM	0	\$0.00
N 23	13	02/01/16	02/02/16	Today In Iowa	6:00 AM-7:00 AM		:30				NM	1	\$1,775.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Rating</u>													
Week:		02/01/16	02/07/16	MT-----				1	\$1,775.00	0.00			
D 24	13	02/01/16	02/02/16	Today	7:00 AM-9:00 AM		:30				NM	0	\$0.00
D 25	13	02/01/16	02/02/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	0	\$0.00
D 26	13	01/11/16	02/01/16	Monday Prime Hour 2	7:00 PM-9:00 PM		:30				NM	0	\$0.00
D 27	13	01/09/16	01/30/16	Sa 10p-1030p	10:00 PM-10:30 PM		:30				NM	0	\$0.00
D 28	13	01/09/16	01/30/16	Sa 12a-1a	12:05 AM-1:05 AM		:30				NM	0	\$0.00
D 29	13	01/09/16	01/30/16	Channel 13 News @ 6p	6:00 PM-6:30 PM		:30				NM	0	\$0.00
N 30	13	01/09/16	01/30/16	Sa 6a-8a	6:00 AM-8:00 AM		:30				NM	4	\$2,500.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Rating</u>													
Week:		01/04/16	01/10/16	-----1-				1	\$625.00	0.00			
Week:		01/11/16	01/17/16	-----1-				1	\$625.00	0.00			
Week:		01/18/16	01/24/16	-----1-				1	\$625.00	0.00			
Week:		01/25/16	01/31/16	-----1-				1	\$625.00	0.00			
D 31	13	01/09/16	01/30/16	Sa 630p-7p	6:30 PM-7:00 PM		:30				NM	0	\$0.00
N 32	13	01/09/16	01/30/16	Saturday Prime	7:00 PM-10:00 PM		:30				NM	3	\$2,175.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Rating</u>													
Week:		01/04/16	01/10/16	-----1-				1	\$725.00	0.00			
Week:		01/11/16	01/17/16	-----1-				1	\$725.00	0.00			
Week:		01/18/16	01/24/16	-----				0	\$0.00	0.00			
Week:		01/25/16	01/31/16	-----1-				1	\$725.00	0.00			
N 33	13	01/09/16	01/30/16	Sa 8a-10a	8:00 AM-10:00 AM		:30				NM	4	\$3,400.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> <u>Rate</u> <u>Rating</u>													
Week:		01/04/16	01/10/16	-----1-				1	\$850.00	0.00			
Week:		01/11/16	01/17/16	-----1-				1	\$850.00	0.00			
Week:		01/18/16	01/24/16	-----1-				1	\$850.00	0.00			
Week:		01/25/16	01/31/16	-----1-				1	\$850.00	0.00			
N 34	13	01/10/16	01/31/16	Channel 13 News @ 5p	5:00 PM-5:30 PM		:30				NM	4	\$4,200.00

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	-----1				1	\$1,050.00	0.00			
Week:		01/11/16	01/17/16	-----1				1	\$1,050.00	0.00			
Week:		01/18/16	01/24/16	-----1				1	\$1,050.00	0.00			
Week:		01/25/16	01/31/16	-----1				1	\$1,050.00	0.00			
D 35	13	01/10/16	01/10/16	Sunday Prime Hour 1	6:00 PM-7:00 PM		:30				NM	0	\$0.00
N 36	13	01/10/16	01/10/16	Golden Globe Awards	Various		:30				NM	1	\$2,900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	-----1				1	\$2,900.00	0.00			
N 37	13	01/10/16	01/31/16	Su 7a-8a	7:00 AM-8:00 AM		:30				NM	4	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	-----1				1	\$625.00	0.00			
Week:		01/11/16	01/17/16	-----1				1	\$625.00	0.00			
Week:		01/18/16	01/24/16	-----1				1	\$625.00	0.00			
Week:		01/25/16	01/31/16	-----1				1	\$625.00	0.00			
D 38	13	01/10/16	01/31/16	Su 8a-10a	8:00 AM-10:00 AM		:30				NM	0	\$0.00
D 39	13	01/19/16	01/19/16	Tuesday Prime Hour 1	7:00 PM-8:00 PM		:30				NM	0	\$0.00
N 40	13	01/04/16	01/22/16	Channel 13 News @ 10p	10p-1035p		:30				NM	6	\$21,870.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	MTWTF--				2	\$3,645.00	0.00			
Week:		01/11/16	01/17/16	MTWTF--				2	\$3,645.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				2	\$3,645.00	0.00			
N 41	13	01/25/16	01/29/16	Channel 13 News @ 10p	10p-1035p		:30				NM	3	\$10,935.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/25/16	01/31/16	MTWTF--				3	\$3,645.00	0.00			
N 42	13	01/04/16	01/29/16	Channel 13 News @ Noon	12p-1p		:30				NM	4	\$2,260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	MTWTF--				1	\$565.00	0.00			
Week:		01/11/16	01/17/16	-----				0	\$0.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				2	\$565.00	0.00			
Week:		01/25/16	01/31/16	MTWTF--				1	\$565.00	0.00			
N 43	13	01/04/16	01/29/16	M-F 3p-330p	3p-330p		:30				NM	12	\$4,080.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	MTWTF--				3	\$340.00	0.00			
Week:		01/11/16	01/17/16	MTWTF--				2	\$340.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				4	\$340.00	0.00			
Week:		01/25/16	01/31/16	MTWTF--				3	\$340.00	0.00			
N 44	13	01/04/16	01/29/16	M-F 330p-4p	330p-4p		:30				NM	12	\$4,860.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	MTWTF--				3	\$405.00	0.00			
Week:		01/11/16	01/17/16	MTWTF--				3	\$405.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				3	\$405.00	0.00			
Week:		01/25/16	01/31/16	MTWTF--				3	\$405.00	0.00			
N 45	13	01/11/16	01/29/16	Today In Iowa	5a-530a		:30				NM	4	\$2,260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/11/16	01/17/16	MTWTF--				1	\$565.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				1	\$565.00	0.00			
Week:		01/25/16	01/31/16	MTWTF--				2	\$565.00	0.00			
N 46	13	01/11/16	01/29/16	Today In Iowa	530a-6a		:30				NM	4	\$2,840.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/11/16	01/17/16	MTWTF--				1	\$710.00	0.00			

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/18/16	01/24/16	MTWTF--				2	\$710.00	0.00			
Week:		01/25/16	01/31/16	MTWTF--				1	\$710.00	0.00			
N 47	13	01/04/16	01/29/16	M-F 530p-6p	530p-6p		:30				NM	4	\$12,240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	MTWTF--				1	\$3,060.00	0.00			
Week:		01/11/16	01/17/16	MTWTF--				1	\$3,060.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				1	\$3,060.00	0.00			
Week:		01/25/16	01/31/16	MTWTF--				1	\$3,060.00	0.00			
N 48	13	01/04/16	01/29/16	M-F 630p-7p	630p-7p		:30				NM	11	\$51,975.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	MTWTF--				3	\$4,725.00	0.00			
Week:		01/11/16	01/17/16	MTWTF--				2	\$4,725.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				3	\$4,725.00	0.00			
Week:		01/25/16	01/31/16	MTWTF--				3	\$4,725.00	0.00			
N 49	13	01/04/16	01/29/16	Today	7a-9a		:30				NM	4	\$6,160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	MTWTF--				1	\$1,540.00	0.00			
Week:		01/11/16	01/17/16	-----				0	\$0.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				1	\$1,540.00	0.00			
Week:		01/25/16	01/31/16	MTWTF--				2	\$1,540.00	0.00			
N 50	13	01/04/16	01/29/16	M-F 9a-10a	9a-10a		:30				NM	4	\$2,260.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	MTWTF--				1	\$565.00	0.00			
Week:		01/11/16	01/17/16	MTWTF--				1	\$565.00	0.00			
Week:		01/18/16	01/24/16	MTWTF--				1	\$565.00	0.00			
Week:		01/25/16	01/31/16	MTWTF--				1	\$565.00	0.00			
N 51	13	02/01/16	02/02/16	Channel 13 News @ Noon	12p-1p		:30				NM	1	\$565.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		02/01/16	02/07/16	MT-----				1	\$565.00	0.00			
N 52	13	02/01/16	02/02/16	M-F 3p-330p	3p-330p		:30				NM	1	\$340.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		02/01/16	02/07/16	MT-----				1	\$340.00	0.00			
D 53	13	02/01/16	02/02/16	M-F 330p-4p	330p-4p		:30				NM	0	\$0.00
N 54	13	02/01/16	02/02/16	Today In Iowa	5a-530a		:30				NM	1	\$565.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		02/01/16	02/07/16	MT-----				1	\$565.00	0.00			
N 55	13	02/01/16	02/02/16	Today In Iowa	530a-6a		:30				NM	1	\$710.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		02/01/16	02/07/16	MT-----				1	\$710.00	0.00			
N 56	13	02/01/16	02/02/16	Today	7a-9a		:30				NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		02/01/16	02/07/16	MT-----				1	\$1,500.00	0.00			
N 57	13	02/01/16	02/02/16	M-F 9a-10a	9a-10a		:30				NM	1	\$565.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		02/01/16	02/07/16	MT-----				1	\$565.00	0.00			
N 58	13	01/09/16	01/30/16	Sa 10p-1030p	10p-1030p		:30				NM	4	\$12,960.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	-----S-				1	\$3,240.00	0.00			
Week:		01/11/16	01/17/16	-----S-				1	\$3,240.00	0.00			
Week:		01/18/16	01/24/16	-----S-				1	\$3,240.00	0.00			
Week:		01/25/16	01/31/16	-----S-				1	\$3,240.00	0.00			

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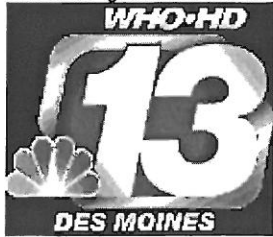
WHO
1801 Grand Ave
Des Moines, IA 50309
(515) 242-3500

<u>Contract / Revision</u> 232077 /		<u>Alt Order #</u> 08026384
<u>Contract Dates</u> 01/04/16 - 02/02/16	<u>Product</u> AWARENESS JAN '16	<u>Estimate #</u> 4228
<u>Advertiser</u> AARP		<u>Original Date / Revision</u> 12/04/15 / 12/30/15

*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>	<u>Rating</u>			
N 59	13	01/09/16	01/30/16	Sa 12a-1a	12a-1a		:30				NM	4	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	-----S-				1	\$35.00	0.00			
Week:		01/11/16	01/17/16	-----S-				1	\$35.00	0.00			
Week:		01/18/16	01/24/16	-----S-				1	\$35.00	0.00			
Week:		01/25/16	01/31/16	-----S-				1	\$35.00	0.00			
N 60	13	01/23/16	01/30/16	Channel 13 News @ 6p	6p-630p		:30				NM	2	\$2,520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/18/16	01/24/16	-----S-				1	\$1,260.00	0.00			
Week:		01/25/16	01/31/16	-----S-				1	\$1,260.00	0.00			
N 61	13	01/23/16	01/30/16	Sa 630p-7p	630p-7p		:30				NM	2	\$4,660.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/18/16	01/24/16	-----S-				1	\$2,330.00	0.00			
Week:		01/25/16	01/31/16	-----S-				1	\$2,330.00	0.00			
N 62	13	01/10/16	01/31/16	Su 8a-10a	8a-10a		:30				NM	4	\$2,720.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	-----S				1	\$680.00	0.00			
Week:		01/11/16	01/17/16	-----S				1	\$680.00	0.00			
Week:		01/18/16	01/24/16	-----S				1	\$680.00	0.00			
Week:		01/25/16	01/31/16	-----S				1	\$680.00	0.00			
N 63	13	01/11/16	02/01/16	Monday Prime	8:00 PM-10:00 PM		:30				NM	4	\$12,960.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/11/16	01/17/16	M-----				1	\$3,240.00	0.00			
Week:		01/18/16	01/24/16	M-----				1	\$3,240.00	0.00			
Week:		01/25/16	01/31/16	M-----				1	\$3,240.00	0.00			
Week:		02/01/16	02/07/16	M-----				1	\$3,240.00	0.00			
N 64	13	01/08/16	01/29/16	Friday Prime Hour 3	9p-10p		:30				NM	4	\$12,240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	----F--				1	\$3,060.00	0.00			
Week:		01/11/16	01/17/16	----F--				1	\$3,060.00	0.00			
Week:		01/18/16	01/24/16	----F--				1	\$3,060.00	0.00			
Week:		01/25/16	01/31/16	----F--				1	\$3,060.00	0.00			
N 65	13	01/23/16	01/30/16	Saturday Prime	7p-10p		:30				NM	2	\$1,450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/18/16	01/24/16	-----S-				1	\$725.00	0.00			
Week:		01/25/16	01/31/16	-----S-				1	\$725.00	0.00			
N 66	13	01/04/16	01/08/16	M-F 10a-11a	10a-11a		:30				NM	1	\$405.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	MTWTF--				1	\$405.00	0.00			
N 67	13	01/23/16	01/23/16	Sa 12a-1a	12a-1a		:30				NM	1	\$35.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/18/16	01/24/16	-----S-				1	\$35.00	0.00			
N 68	13	01/10/16	01/10/16	golden globe pre show	6:00 PM-7:00 PM		:30				NM	1	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/04/16	01/10/16	-----S				1	\$1,800.00	0.00			
N 69	13	01/17/16	01/17/16	Debate	7:00 PM-10:00 PM		:30				NM	1	\$2,900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		01/11/16	01/17/16	-----S				1	\$2,900.00	0.00			
Totals										0.00		154	\$236,100.00

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

<u>Contract / Revision</u>	<u>Alt Order #</u>
232077 /	08026384

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
01/04/16 - 02/02/16	AWARENESS JAN '16	4228

<u>Advertiser</u>	<u>Original Date / Revision</u>
AARP	12/04/15 / 12/30/15

Time Period	# of Spots	Gross Amount	Net Amount
12/28/15 - 01/31/16	145	\$226,640.00	\$192,644.00
02/01/16 - 02/02/16	9	\$9,460.00	\$8,041.00
Totals	154	\$236,100.00	\$200,685.00

Signature: _____ **Date:** _____

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