



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

CONTRACT

<u>Contract / Revision</u> 397469 /		<u>Alt Order #</u> 08418548
<u>Product</u> NRCC/YOUNG 10/25		
<u>Contract Dates</u> 10/25/16 - 10/31/16		<u>Estimate #</u> C25CNR
<u>Advertiser</u> NRCC-Young		<u>Original Date / Revision</u> 10/18/16 / 11/02/16
<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> 1046	<u>Advertiser Code</u> YOUNR	<u>Product Code</u> ORDR
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

Smart Media Group LLC
 1427 Leslie Avenue
 Alexandria, VA 22301

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	13	10/28/16	10/28/16	M-F 3p-330p	3:00 PM-3:30 PM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----1--				1	\$125.00	0.00			
N 2	13	10/28/16	10/28/16	Today In Iowa	5:30 AM-6:00 AM		:30				NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	----1--				1	\$225.00	0.00			
N 3	13	10/28/16	10/28/16	Channel 13 News @ 6p	6:00 PM-6:30 PM		:30				NM	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:		10/24/16	10/30/16	----1--				1	\$450.00	0.00			
N 4	13	10/28/16	10/28/16	M-F 9a-10a	9:00 AM-10:00 AM		: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:		10/24/16	10/30/16	----1--				1	\$200.00	0.00			
N 5	13	10/31/16	10/31/16	Channel 13 News @ Noon	12:00 PM-1:00 PM		:30				NM	1	\$110.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$110.00	0.00			
N 6	13	10/31/16	10/31/16	M-F 330p-4p	3:30 PM-4:00 PM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$150.00	0.00			
N 7	13	10/31/16	10/31/16	Today In Iowa	5:00 AM-5:30 AM		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$175.00	0.00			
N 8	13	10/31/16	10/31/16	Channel 13 News @ 6p	6:00 PM-6:30 PM		:30				NM	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:		10/31/16	11/06/16	1-----				1	\$775.00	0.00			
N 9	13	10/31/16	10/31/16	Today In Iowa	6:00 AM-7:00 AM		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$350.00	0.00			
N 10	13	10/31/16	10/31/16	Today	7:00 AM-9:00 AM		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	1-----				1	\$300.00	0.00			
N 11	13	10/31/16	10/31/16	M-F 9a-10a	9:00 AM-10:00 AM		: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:		10/31/16	11/06/16	1-----				1	\$200.00	0.00			
N 12	13	10/29/16	10/29/16	Channel 13 News @ 6p	6:00 PM-6:30 PM		:30				NM	1	\$225.00

(* 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> 397469 /	<u>Alt Order #</u> 08418548
--	--------------------------------

<u>Contract Dates</u> 10/25/16 - 10/31/16	<u>Product</u> NRCC/YOUNG 10/25	<u>Estimate #</u> C25CNR
--	------------------------------------	-----------------------------

<u>Advertiser</u> NRCC-Young	<u>Original Date / Revision</u> 10/18/16 / 11/02/16
---------------------------------	--

*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:		10/24/16	10/30/16	-----1-				1	\$225.00	0.00			
N 13	13	10/29/16	10/29/16	Sa 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>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-----1-				1	\$225.00	0.00			
<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>Rtg</u>	<u>Type</u>		
1	13	10/24/16-10/30/16		Sa 630p-7p	6:30 PM-7:00 PM	-----Sa--	:30		\$225.00	0.00	NM		
<i>Credited</i>													
N 14	13	10/29/16	10/29/16	Sa 8a-10a	8:00 AM-10:00 AM		:30				NM	2	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-----2-				2	\$150.00	0.00			
N 15	13	10/30/16	10/30/16	Su 1105p-1135p	11:05 PM-11:35 PM		:30				NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-----1				1	\$25.00	0.00			
N 16	13	10/30/16	10/30/16	Su 8a-10a	8:00 AM-10:00 AM		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-----1				1	\$100.00	0.00			
N 17	13	10/27/16	10/27/16	Channel 13 News @ Noon	12:00 PM-1:00 PM		:30				NM	1	\$110.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	---1---				1	\$110.00	0.00			
N 18	13	10/27/16	10/27/16	M-F 330p-4p	3:30 PM-4:00 PM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	---1---				1	\$150.00	0.00			
N 19	13	10/27/16	10/27/16	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>	<u>Rating</u>			
Week:		10/24/16	10/30/16	---1---				1	\$325.00	0.00			
N 20	13	10/27/16	10/27/16	Today In Iowa	5:30 AM-6:00 AM		:30				NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	---1---				1	\$225.00	0.00			
N 21	13	10/27/16	10/27/16	Today In Iowa	6:00 AM-7:00 AM		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	---1---				1	\$350.00	0.00			
N 22	13	10/27/16	10/27/16	M-F 630p-7p	6:30 PM-7:00 PM		:30				NM	1	\$825.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	---1---				1	\$825.00	0.00			
N 23	13	10/27/16	10/27/16	Today	7:00 AM-9:00 AM		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	---1---				1	\$300.00	0.00			
N 24	13	10/25/16	10/25/16	Channel 13 News @ Noon	12:00 PM-1:00 PM		:30				NM	1	\$110.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-1-----				1	\$110.00	0.00			
N 25	13	10/25/16	10/25/16	M-F 330p-4p	3:30 PM-4:00 PM		:30				NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-1-----				1	\$150.00	0.00			
N 26	13	10/25/16	10/25/16	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>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-1-----				1	\$325.00	0.00			
N 27	13	10/25/16	10/25/16	Today In Iowa	5:30 AM-6:00 AM		:30				NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-1-----				1	\$225.00	0.00			
N 28	13	10/25/16	10/25/16	Today In Iowa	6:00 AM-7:00 AM		:30				NM	1	\$350.00

(* 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> 397469 /	<u>Alt Order #</u> 08418548
--	--------------------------------

<u>Contract Dates</u> 10/25/16 - 10/31/16	<u>Product</u> NRCC/YOUNG 10/25	<u>Estimate #</u> C25CNR
--	------------------------------------	-----------------------------

<u>Advertiser</u> NRCC-Young	<u>Original Date / Revision</u> 10/18/16 / 11/02/16
---------------------------------	--

*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:		10/24/16	10/30/16	-1-----				1	\$350.00	0.00			
N 29	13	10/25/16	10/25/16	Today	7:00 AM-9:00 AM		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	-1-----				1	\$300.00	0.00			
N 30	13	10/26/16	10/26/16	M-F 3p-330p	3:00 PM-3:30 PM		:30				NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	--1----				1	\$125.00	0.00			
N 31	13	10/26/16	10/26/16	Today In Iowa	5:30 AM-6:00 AM		:30				NM	1	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	--1----				1	\$225.00	0.00			
N 32	13	10/26/16	10/26/16	Channel 13 News @ 6p	6:00 PM-6:30 PM		:30				NM	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:		10/24/16	10/30/16	--1----				1	\$450.00	0.00			
N 33	13	10/26/16	10/26/16	Wednesday Prime Hour 1	7:00 PM-8:00 PM		:30				NM	1	\$650.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	--1----				1	\$650.00	0.00			
N 34	13	10/26/16	10/26/16	M-F 9a-10a	9:00 AM-10:00 AM		: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:		10/24/16	10/30/16	--1----				1	\$200.00	0.00			
N 35	13	10/26/16	10/26/16	Today	7a-9a		:30				NM	1	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	--w----				1	\$300.00	0.00			
N 36	13	10/26/16	10/28/16	M-F 1135p-1235a	1135p-1235a		: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:		10/24/16	10/30/16	--WTF--				1	\$35.00	0.00			
N 37	13	10/26/16	10/28/16	M-F 1235a-105a	1235a-105a		:30				NM	2	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	--WTF--				2	\$10.00	0.00			
Totals										0.00		38	\$9,460.00

Time Period	# of Spots	Gross Amount	Net Amount
09/26/16 -10/30/16	31	\$7,400.00	\$6,290.00
10/31/16 -10/31/16	7	\$2,060.00	\$1,751.00
Totals	38	\$9,460.00	\$8,041.00

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.