Next Step Advertising
IA Sec of State Paul Pate
SOS Boradcast TV
Flight Dates 10/2/18-11/6/18
Preview/ Draft-2645
Rev No 2

	Rate	10/18/2018	10/19/2018	10/21/2018	10/22/2018	10/23/2018	10/24/2018	10/25/2018	10/26/2018	10/28/2018	Spots Total	Total Rate
FOX 9p News	150		1		1	1	1	1	1	1	6	$900
FOX NFL Thurs Football	250	1						1			2	$500
NBC Today Show	45		1		1	1	1	1	1	1	6	$270
NBC News at 10	150		1		1	1	1	1	1	1	6	$900
NBC Sunday Night Football	250			1						1	2	$500
NBC Meet The Press	60			1						1	2	$120
											24	**$3,190**

Highlighted Spots ran at :30
The rest are bookends
Please sign, date and return

Jacquelyn Braun 10-22-18

ORDER

KYOU HD 15.2 OTTUMWA/KIRKSVILLE

Orders

Order / Rev:	**2085106**		
Alt Order #:			
Product Desc:	Pate for Sec of State		
Estimate:	Pate for Sec of State		**KYOU NBC**
Flight Dates:	10/19/18 - 10/28/18	Primary AE:	Michael Elrod
Original Date / Rev:	10/18/18 / 10/18/18	Sales Office:	L-OTT
Order Type:	Political	Sales Region:	Local

Agency

Name:	**Next Step Advertising**		
Buying Contact:		Billing Type:	Cash
Billing Contact:		Billing Calendar:	Broadcast
	2310 SE Delaware Ave	Billing Cycle:	EOM/EOC
	Ankeny, IA 50021	Agency Commission:	15%

Advertiser

Name:	**POL/Pate, Paul/R/Iowa/Sec of State**		
Demographic:	A18+	New Business Thru:	
Product Codes:	PL580	Advertiser External ID:	
Revenue Code 1:	Agency	Agency External ID:	
Revenue Code 2:	Political	Unit Code:	General
Revenue Code 3:	Pol-Candidate	Order Separation:	00:15:00
Priority:	P15		

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
10/01/18	10/28/18	16	$1,790.00	$1,521.50

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
October 2018	16	$1,790.00	$1,521.50	0.00
Totals	16	$1,790.00	$1,521.50	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Michael Elrod			Start Of Order - End Of Order	100%

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg Type	Spots	Amount
N 1	KYOUn	10/19/18	10/19/18	NET NBC Today Show NET NBC Today Show	Comm	7-9am	----F--	:30	1	$45.00	P 4	0.00 NM	1	$45.00
	Start Date	End Date	Weekdays	Spots/Week	Rate	Rating								
Week:	10/15/18	10/21/18	----F--	1	$45.00	0.00								
N 2	KYOUn	10/19/18	10/19/18	LOC Late News M-F LOC Late News M-F	Comm	10-1035p M-F	----F--	:30	1	$150.00	P 4	0.00 NM	1	$150.00
	Start Date	End Date	Weekdays	Spots/Week	Rate	Rating								
Week:	10/15/18	10/21/18	----F--	1	$150.00	0.00								
N 3	KYOUn	10/21/18	10/28/18	NET NFL Football Nite/A NET NFL Football Nite/Am	Comm	6-715P SU	------S	:30	1	$250.00	P 4	0.00 NM	2	$500.00
	Start Date	End Date	Weekdays	Spots/Week	Rate	Rating								
Week:	10/15/18	10/21/18	------S	1	$250.00	0.00								
Week:	10/22/18	10/28/18	------S	1	$250.00	0.00								
N 4	KYOUn	10/21/18	10/28/18	NET NBC Meet The Pres NET NBC Meet The Press	Comm	8-9am	------S	:30	1	$60.00	P 4	0.00 NM	2	$120.00
	Start Date	End Date	Weekdays	Spots/Week	Rate	Rating								
Week:	10/15/18	10/21/18	------S	1	$60.00	0.00								
Week:	10/22/18	10/28/18	------S	1	$60.00	0.00								
N 5	KYOUn	10/22/18	10/22/18	NET NBC Today Show NET NBC Today Show	Comm	7-9am	M------	:30	1	$45.00	P 4	0.00 NM	1	$45.00
	Start Date	End Date	Weekdays	Spots/Week	Rate	Rating								
Week:	10/22/18	10/28/18	M------	1	$45.00	0.00								

Order / Rev: 2085106
Alt Order #:
Flight Dates: 10/19/18 - 10/28/18

Advertiser: POL/Pate, Paul/R/Iowa/Sec of State
Product Desc: Pate for Sec of State
Estimate: Pate for Sec of State

KYOU NBC

Ln	Ch	Start	End	Inventory Code	Break	Start/End Time	Days	Len	Spots	Rate	Pri	Rtg Type	Spots	Amount
N 6	KYOUn	10/22/18	10/26/18	LOC Late News M-F LOC Late News M-F	Comm	10-1035p M-F	11111--	:30	5	$150.00	P 4	0.00 NM	5	$750.00
	Start Date	End Date	Weekdays	Spots/Week	Rate	Rating								
Week:	10/22/18	10/28/18	11111--	5	$150.00	0.00								
N 7	KYOUn	10/23/18	10/23/18	NET NBC Today Show NET NBC Today Show	Comm	7-9am	-T-----	:30	1	$45.00	P 4	0.00 NM	1	$45.00
	Start Date	End Date	Weekdays	Spots/Week	Rate	Rating								
Week:	10/22/18	10/28/18	-T-----	1	$45.00	0.00								
N 8	KYOUn	10/24/18	10/24/18	NET NBC Today Show NET NBC Today Show	Comm	7-9am	--W----	:30	1	$45.00	P 4	0.00 NM	1	$45.00
	Start Date	End Date	Weekdays	Spots/Week	Rate	Rating								
Week:	10/22/18	10/28/18	--W----	1	$45.00	0.00								
N 9	KYOUn	10/25/18	10/25/18	NET NBC Today Show NET NBC Today Show	Comm	7-9am	---T---	:30	1	$45.00	P 4	0.00 NM	1	$45.00
	Start Date	End Date	Weekdays	Spots/Week	Rate	Rating								
Week:	10/22/18	10/28/18	---T---	1	$45.00	0.00								
N 10	KYOUn	10/26/18	10/26/18	NET NBC Today Show NET NBC Today Show	Comm	7-9am	----F--	:30	1	$45.00	P 4	0.00 NM	1	$45.00
	Start Date	End Date	Weekdays	Spots/Week	Rate	Rating								
Week:	10/22/18	10/28/18	----F--	1	$45.00	0.00								
												Totals	16	$1,790.00

CONTRACT

KYOU NBC
820 West Second St
Ottumwa, IA 52501
Sales T&C: http://bit.ly/2FYavgw
(641) 684-5415

Contract / Revision	Alt Order #
2085106 /	

Advertiser	Original Date / Revision
POL/Pate, Paul/R/Iowa/Sec of State	10/18/18 / 10/18/18

Contract Dates	Estimate #
10/19/18 - 10/28/18	Pate for Sec of State

Product
Pate for Sec of State

And:

Next Step Advertising
2310 SE Delaware Ave
Suite G #274
Ankeny, IA 50021

Billing Cycle	Billing Calendar	Cash/Trade
EOM/EOC	Broadcast	Cash
Property	**Account Executive**	**Sales Office**
KYOU NBC	Michael Elrod	KYOU

Special Handling

Demographic
Adults 18+

Agy Code	Advertiser Code	Product 1/2

Agency Ref	Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
N 1	KYOU	n10/19/18	10/19/18	NET NBC Today Show	7-9am		:30			NM	1	$45.00
		Start Date	End Date	Weekdays	Spots/Week				Rate			
Week:		10/15/18	10/21/18	----F--	1				$45.00			
N 2	KYOU	n10/19/18	10/19/18	LOC Late News M-F	10-1035p M-F		:30			NM	1	$150.00
		Start Date	End Date	Weekdays	Spots/Week				Rate			
Week:		10/15/18	10/21/18	----F--	1				$150.00			
N 3	KYOU	n10/21/18	10/28/18	NET NFL Football Nite/Am	6-715P SU		:30			NM	2	$500.00
		Start Date	End Date	Weekdays	Spots/Week				Rate			
Week:		10/15/18	10/21/18	------S	1				$250.00			
Week:		10/22/18	10/28/18	------S	1				$250.00			
N 4	KYOU	n10/21/18	10/28/18	NET NBC Meet The Press	8-9am		:30			NM	2	$120.00
		Start Date	End Date	Weekdays	Spots/Week				Rate			
Week:		10/15/18	10/21/18	------S	1				$60.00			
Week:		10/22/18	10/28/18	------S	1				$60.00			
N 5	KYOU	n10/22/18	10/22/18	NET NBC Today Show	7-9am		:30			NM	1	$45.00
		Start Date	End Date	Weekdays	Spots/Week				Rate			
Week:		10/22/18	10/28/18	M------	1				$45.00			
N 6	KYOU	n10/22/18	10/26/18	LOC Late News M-F	10-1035p M-F		:30			NM	5	$750.00
		Start Date	End Date	Weekdays	Spots/Week				Rate			
Week:		10/22/18	10/28/18	11111--	5				$150.00			
N 7	KYOU	n10/23/18	10/23/18	NET NBC Today Show	7-9am		:30			NM	1	$45.00
		Start Date	End Date	Weekdays	Spots/Week				Rate			
Week:		10/22/18	10/28/18	-T-----	1				$45.00			
N 8	KYOU	n10/24/18	10/24/18	NET NBC Today Show	7-9am		:30			NM	1	$45.00
		Start Date	End Date	Weekdays	Spots/Week				Rate			
Week:		10/22/18	10/28/18	--W----	1				$45.00			
N 9	KYOU	n10/25/18	10/25/18	NET NBC Today Show	7-9am		:30			NM	1	$45.00
		Start Date	End Date	Weekdays	Spots/Week				Rate			
Week:		10/22/18	10/28/18	---T---	1				$45.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

All broadcast and digital advertising placed with station are governed by and subject to the Station's Advertising Terms and Conditions, which can be reviewed at the Sales T&Cs link located next to the Station's address at the top of the page. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conditions conflict with Station's Advertising Terms and Conditions, linked above.

We Warrant that the actual broadcast information shown on this statement was taken from the Program Log and will be available, on request, for inspection by the advertiser or agency for 12 months from the date of invoice.

Station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

KYOU HD 15.2 OTTUMWA/KIRKSVILLE
KYOU NBC
820 West Second St
Ottumwa, IA 52501
Sales T&C: http://bit.ly/2FYavgw
(641) 684-5415

Contract / Revision	Alt Order #
2085106 /	

Advertiser	Original Date / Revision
POL/Pate, Paul/R/Iowa/Sec of State	10/18/18 / 10/18/18

Contract Dates	Product	Estimate #
10/19/18 - 10/28/18	Pate for Sec of State	Pate for Sec of State

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
		Start Date	End Date	Weekdays	Spots/Week	Rate						
N	10	KYOUn10/26/18	10/26/18	NET NBC Today Show	7-9am		:30			NM	1	$45.00
		Start Date	End Date	Weekdays	Spots/Week	Rate						
Week:		10/22/18	10/28/18	----F--	1	$45.00						
						Totals					16	$1,790.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
10/01/18 -10/28/18	16	$1,790.00	($268.50)	$1,521.50
Totals	16	$1,790.00	($268.50)	$1,521.50

Signature: _____ **Date:** _____

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AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☐ FEDERAL CANDIDATE ☑ STATE/LOCAL CANDIDATE

To Avoid The Highest Lowest Unit Charge Rating For Political Windows, Federal Candidates Must Sign The Certification On Page 2

Station and Location:	Date:
O You	9/25/18

I, Paul Pate,

being/on behalf of: Paul Pate, a legally

qualified candidate of the Republican political

party for the office of: SOS

in the 2018

election to be held on: November 6, 2018

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
:30	6a-7p 5a-10p	M-F		3/5	3-5

See attached

Total Charges:

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CANDIDATE CERTIFICATION

In Order For Federal Candidates to Receive The Lowest Unit Charge During a Political Window, the Following Certification is Required:

I, Paul Pate
(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☒ does ☐ does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☒ the programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☒ the programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.

Jacquelyn Braun
signature of candidate or authorized committee

Jacquelyn Braun 1/4/18
printed name date

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For programming that, in whole or in part, "communicates a message relating to any political matter of national importance," list the matters below:

Election of Secretary of State Iowa

I represent that the payment for the above described broadcast time has been furnished by:

Paul Pate

and you are authorized to announce the time as paid for by such person or entity.
I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Richard C. Nelson

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

To Be Signed By Candidate or Authorized Committee

10/4/18
Date

Signature

To Be Signed By Station Representative

☒ Accepted

☐ Accepted in Part

☐ Rejected

Signature

Michael Elrod
Printed Name

GM
Title

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