



## Contract

|         |       |       |       |        |
|---------|-------|-------|-------|--------|
| Order # | Ver # | Rev # | # Wks | Page # |
| 20960   | 0     |       | 2     | 1      |

|                     |                              |        |            |          |          |
|---------------------|------------------------------|--------|------------|----------|----------|
| Advertiser          | Product                      | Date   | Time       | Start    | End      |
| Kim Reynolds for IA | 60Reynolds for IA (20960) -P | 9/6/22 | 11:31:46AM | 10/17/22 | 10/30/22 |
| Salesperson         | Salesperson Phone #          | Demos  |            |          |          |
| * Statenets         |                              |        |            |          |          |
| Sales Office        | Agency Phone #               | Survey |            |          |          |
| Learfield           | (804)364-3075                |        |            |          |          |

StateNets Platinum  
 Attn: Dave Martin  
 2601 Northwind Drive  
 Richmond VA 23233

| Line #       | Vehicle    | Days & Times<br>M T W T F S S | Oct | Oct | Oct | Nov | Nov | Nov | Nov | Dec | Dec | Dec | Dec | Jan | Jan | Total Units | Len |  |  |
|--------------|------------|-------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------------|-----|--|--|
|              |            |                               | 17  | 24  | 31  | 7   | 14  | 21  | 28  | 5   | 12  | 19  | 26  | 2   | 9   |             |     |  |  |
| 1            | Radio Iowa | We-Sa 6AM-7PM                 | 20  |     |     |     |     |     |     |     |     |     |     |     |     | 20          | 60  |  |  |
| 2            | Radio Iowa | Mo-Tu 6AM-7PM                 |     | 10  |     |     |     |     |     |     |     |     |     |     |     | 10          | 60  |  |  |
|              | Totals     |                               | 20  | 10  |     |     |     |     |     |     |     |     |     |     |     | 30          |     |  |  |
| Weekly Units |            |                               | 20  | 10  | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 30          |     |  |  |

|                     |                    |                           |                   |                   |                    |
|---------------------|--------------------|---------------------------|-------------------|-------------------|--------------------|
| <b>Total Gross:</b> | <b>\$17,010.00</b> | <b>Agency Commission:</b> | <b>\$2,551.50</b> | <b>Total Net:</b> | <b>\$14,458.50</b> |
|---------------------|--------------------|---------------------------|-------------------|-------------------|--------------------|

Accepted for Learfield:

Accepted for Agency (and Media Buying Service, if any) as Agent for the Advertiser:

\_\_\_\_\_  
Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Name

\_\_\_\_\_  
Title

Cancellation /Change Clause: 21 days prior to broadcast schedule start. Advertising schedule may be cancelled or changed by any party provided that notice in writing is received 21 days before the scheduled broadcast date. If the cancellation/change is made less than 21 days of the scheduled start date by the Advertiser; the Advertiser will be charged and the Advertiser shall pay the Broadcaster at the rate appropriate to the number of advertisements booked before such a cancellation becomes effective.

Learfield, 505 Hobbs Road, Jefferson City, MO 65109  
 P 573/893-7200 F 573/893-2321 www.learfield.com





## Contract Summary

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|---------|-------|-------|-------|--------|
| 20960   | 0     |       | 2     | 1      |

|  |  |  |                           |                          |                        |
|--|--|--|---------------------------|--------------------------|------------------------|
| <b>Advertiser</b><br>Kim Reynolds for IA | <b>Product</b><br>60Reynolds for IA (20960) -P | <b>Date</b><br>9/6/22                  | <b>Time</b><br>11:31:46AM | <b>Start</b><br>10/17/22 | <b>End</b><br>10/30/22 |
| <b>Salesperson</b><br>* Statenets        |  | <b>Salesperson Phone #</b>             |                           | <b>Demos</b>             |                        |
| <b>Sales Office</b><br>Learfield         |  | <b>Agency Phone #</b><br>(804)364-3075 |                           | <b>Survey</b>            |                        |

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|                            | Oct    | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Qtr 4<br>2022 | Qtr 1<br>2023 | Qtr 2<br>2023 | Qtr 3<br>2023 | Total  | Total<br>Units |
|----------------------------|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------------|---------------|---------------|---------------|--------|----------------|
| Radio Iowa                 | 17,010 | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 0   | 17,010        |               |               |               | 17,010 | 30             |
| All Vehicles - Total Gross |        |     |     |     |     |     |     |     |     |     |     |     | 17,010        |               |               |               | 17,010 | 30             |
| All Vehicles - Total Units |        |     |     |     |     |     |     |     |     |     |     |     | 30            |               |               |               | 30     | 30             |

|                        |                    |                           |                   |                   |                    |
|------------------------|--------------------|---------------------------|-------------------|-------------------|--------------------|
| <b>Air Time Gross:</b> | <b>\$17,010.00</b> | <b>Agency Commission:</b> | <b>\$2,551.50</b> | <b>Total Net:</b> | <b>\$14,458.50</b> |
|------------------------|--------------------|---------------------------|-------------------|-------------------|--------------------|

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