

IN-STATE POLITICAL ADVERTISING RATES

The News & Observer
Effective December 28, 2009

In-state rates are applicable to national congressional election advertising, advertising for elections of statewide offices and statewide social issues.

All in-state political advertising earns the \$50,000 volume rate without contract commitment.

No candidate or organization may receive a rate advantage based on a personal business contract they have with The News & Observer or its subsidiaries. One candidate cannot be extended a better rate than what other candidates seeking the same office may receive. This is in accordance with the NC State Elections Board/Campaign Reporting.

All political advertising, including advertising seeking to change public opinion on social issues, must include "Paid Political Advertising" at the top of the ad, and "Paid for by (the name of the committee or individual paying for the ad, plus the address of the committee or individual and a valid telephone number)" at the bottom of the page. Advance payment is required before an ad can be scheduled for publication.

The News & Observer – Full Run

Per column inch rate	Mon-Thu \$76.23	Fri & Sat \$80.07	Sunday \$95.69
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Ad Size	Total Inches	Black & White Ads			Full Color Ads		
		MON-THU	FRI & SAT	SUNDAY	MON-THU	FRI & SAT	SUNDAY
Full page	126	\$9,604.98	\$10,088.82	\$12,056.94	\$11,314.98	\$12,060.82	\$14,028.94
¾ page	95	7,241.85	7,606.65	9,090.55	8,951.85	9,578.65	11,062.55
2/3 page	82.5	6,288.98	6,605.78	7,894.43	7,998.98	8,577.78	9,866.43
½ page	63	4,802.49	5,044.41	6,028.47	6,512.49	7,016.41	8,000.47
1/3 page	42	3,201.66	3,362.94	4,018.98	4,911.66	5,334.94	5,990.98
¼ page	31.5	2,401.25	2,522.21	3,014.24	3,770.25	4,100.21	4,592.24
1/8 page	15.75	1,200.62	1,261.10	1,507.12	2,227.62	2,443.10	2,689.12
1/16 page	8	609.84	640.56	765.52	1,636.84	1,822.56	1,947.52

Repeat policy:

Within any five-day period, inclusive, a full-price ad may be repeated or previewed up to four (4) times in The News & Observer. The highest rated ad runs at full price, the second highest rated ad runs at a 50% discount, and successive ads run at a 75% discount. Changes are accepted for timeliness (limited to day, date, continuation, and expiration changes only). Product and other content changes cannot be made to a discounted ad. Color charges will be discounted at the same percentage as the ROP space in each ad. Repeat ads will receive the appropriate 50% or 25% contract fulfillment. Section placement of repeat ads is at the discretion of the Publisher.

Interactive Media - General CPM Rates

Banners are sold by impressions on a cost-per-thousand basis (CPM). Rates below are CPM

Run of Network ¹				Channel Targeting ²				Audience Targeting ³				Geography Targeting ⁴			
728x90	300x250	425x600 160x600	300x100	728x90	300x250	425x600 160x600	300x100	728x90	300x250	425x600 160x600	300x100	728x90	300x250	425x600 160x600	300x100
\$11.40	\$12.50	\$14.70	\$6.80	\$15.50	\$17.00	\$19.80	\$9.10	\$22.50	\$24.50	\$28.70	\$13.30	\$27.50	\$29.50	\$33.70	\$18.30

¹Banner ads that can run any day of the week on any of the sites within the Triangle Online Network.

²Banner ads that run on one or more of our site's categories of content.

³Adding a behavioral target to a Run of Network or Channel Targeting buy. More than 500 behavioral targets are available.

⁴Adding a GeoTarget to a Run of Network or Channel Target or Audience Target buy.

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The News & Observer Community Newspapers
Effective December 28, 2009

Community Newspapers

	The Cary News	The Chapel Hill News	The Durham News	Eastern Wake News	Garner-Clayton Record	The Herald	Midtown Raleigh News	North Raleigh News	Southwest Wake News
Per column inch rate	\$25.19	\$11.25	\$15.31	\$11.98	\$16.84	\$16.84	\$27.27	\$27.27	\$20.89

WAKE COUNTY

Ad Size	Total Inches	The Cary News (Wed. & Sun.)		Southwest Wake News (Wed.)		Eastern Wake News (Wed.)	
		Black & White	Full Color	Black & White	Full Color	Black & White	Full Color
Full page	126	\$3,173.94	\$3,557.94	\$2,632.14	\$3,016.14	\$1,509.48	\$1,855.48
¾ page	95	2,393.05	2,777.05	1,984.55	2,368.55	1,138.10	1,484.10
2/3 page	82.5	2,078.18	2,462.18	1,723.43	2,107.43	988.35	1,334.35
½ page	63	1,586.97	1,970.97	1,316.07	1,700.07	754.74	1,100.74
1/3 page	42	1,057.98	1,441.98	877.38	1,261.38	503.16	849.16
¼ page	31.5	793.49	1,100.49	658.04	965.04	377.37	653.37
1/8 page	15.75	396.74	664.74	329.02	597.02	188.69	429.69
1/16 page	8	201.52	469.52	167.12	435.12	95.84	336.84

WAKE COUNTY

WAKE/JOHNSTON COUNTY

Ad Size	Total Inches	Midtown Raleigh News (Wed.)		North Raleigh News (Wed.)		Garner-Clayton Record (Wed.)	
		Black & White	Full Color	Black & White	Full Color	Black & White	Full Color
Full page	126	\$3,436.02	\$3,820.02	\$3,436.02	\$3,820.02	\$2,121.84	\$2,505.84
¾ page	95	2,590.65	2,974.65	2,590.65	2,974.65	1,599.80	1,983.80
2/3 page	82.5	2,249.78	2,633.78	2,249.78	2,633.78	1,389.30	1,773.30
½ page	63	1,718.01	2,102.01	1,718.01	2,102.01	1,060.92	1,444.92
1/3 page	42	1,145.34	1,336.34	1,529.34	1,336.34	1,529.34	1,091.28
¼ page	31.5	859.01	1,166.01	859.01	1,166.01	530.46	837.46
1/8 page	15.75	429.50	697.50	429.50	697.50	265.23	533.23
1/16 page	8	218.16	486.16	218.16	486.16	134.72	402.72

DURHAM COUNTY

ORANGE COUNTY

JOHNSTON COUNTY

Ad Size	Total Inches	The Durham News (Wed. & Sun.)		The Chapel Hill News (Wed. & Sun.)		The Herald (Wed.)	
		Black & White	Full Color	Black & White	Full Color	Black & White	Full Color
Full page	126	\$1,929.06	\$2,313.06	\$1,417.12	\$1,801.12	\$2,121.84	\$2,505.84
¾ page	95	1,454.45	1,838.45	1,068.47	1,452.47	1,599.80	1,983.80
2/3 page	82.5	1,263.08	1,647.08	927.88	1,311.88	1,389.30	1,773.30
½ page	63	964.53	1,348.53	708.56	1,092.56	1,060.92	1,444.92
1/3 page	42	643.02	1,027.02	472.37	856.37	707.28	1,091.28
¼ page	31.5	482.27	789.27	354.28	661.28	530.46	837.46
1/8 page	15.75	241.13	509.13	177.14	445.14	265.23	533.23
1/16 page	8	122.48	390.48	89.98	357.98	134.72	402.72