

**BROOKS, PIERCE, McLENDON, HUMPHREY & LEONARD, L.L.P.**

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FOUNDED 1897

AUBREY L. BROOKS (1872-1958)  
W.H. HOLDERNESS (1904-1965)  
L.P. McLENDON (1890-1968)  
KENNETH M. BRIM (1898-1974)  
C.T. LEONARD, JR. (1929-1983)  
CLAUDE C. PIERCE (1913-1988)  
THORNTON H. BROOKS (1912-1988)  
G. NEIL DANIELS (1911-1997)  
HUBERT HUMPHREY (1928-2003)  
L.P. McLENDON, JR. (1921-2010)

GREENSBORO OFFICE  
2000 RENAISSANCE PLAZA  
230 NORTH ELM STREET  
GREENSBORO, N.C. 27401

WRITER'S DIRECT DIAL

July 5, 2012

FILED/ACCEPTED

1111 - 5 2012

Federal Communications Commission  
Office of the Secretary

Via Hand Delivery

Ms. Marlene H. Dortch  
Secretary  
Federal Communications Commission  
445 12th Street, S.W., TW-A325  
Washington, D.C. 20544

Re: Second Further Supplement to December 31, 2007, Petition of Mambo, LLC for Closed Captioning Exemption;  
**REQUEST THAT CONFIDENTIAL FINANCIAL AND COMPETITIVE INFORMATION BE WITHHELD FROM PUBLIC INSPECTION**  
CG Docket No. 06-181; File No. CGB-CC-0771

Dear Ms. Dortch:

Enclosed please find, on behalf of Mambo, LLC ("Mambo") a Second Further Supplement to the December 31, 2007, Petition of Mambo, LLC for Closed Captioning Exemption (the "Second Further Supplement") in the above referenced docket and file.

The instant filing has two parts: (1) an original and one copy of the Second Further Supplement suitable for public inspection, and (2) an original and one copy of the Second Further Supplement containing confidential and proprietary information, including financial information and competitive bids, which Mambo requests be withheld from public inspection, pursuant to Commission Rule Sections 0.457 and 0.459, and as further discussed below.

No. of Copies rec'd  
LHM ABCDE **0+2**

Ms. Marlene H. Dortch

July 5, 2012

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confidentiality agreements.

- (7) Mambo requests that the non-public copies of the Second Further Supplement be withheld from public disclosure until such time that disclosure could no longer result in competitive harm to Mambo.

If any questions should arise during the course of your consideration of this matter, including the request for confidential treatment, it is respectfully requested that you communicate with the undersigned.

Sincerely,

BROOKS, PIERCE, McLENDON,  
HUMPHREY & LEONARD, L.L.P.



Stephen Hartzell  
Laura S. Chipman  
*Counsel to Mambo, LLC*

Enclosures

**Before the  
Federal Communications Commission  
Washington, D.C. 20554**

In the Matter of )  
)  
)  
MAMBO, LLC )  
)  
Petition for Closed Captioning Exemption )

CG Docket No. 06-181  
File No. CGB-CC-0771

FILED/ACCEPTED  
JUL - 5 2012  
Federal Communications Commission  
Office of the Secretary

**SECOND FURTHER SUPPLEMENT TO DECEMBER 31, 2007,  
PETITION OF MAMBO, LLC FOR CLOSED CAPTIONING EXEMPTION**

**Introduction**

Mambo, LLC (“Mambo”), pursuant to the Public Notice dated April 2, 2012,<sup>1</sup> and Sections 1.65 and 79.1 of the Commission’s rules, by its undersigned attorneys, respectfully submits this Second Further Supplement to the Petition for Closed Captioning Exemption<sup>2</sup> that was filed by Mambo on December 31, 2007 (the “Petition”).<sup>3</sup>

The instant filing is submitted for the purpose of affirming and updating the Petition, Supplement, and Further Supplement, which are pending in CG Docket No. 06-181, File No.

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<sup>1</sup> See *Notice Of Need To File Updated Information With Respect To Pending Petitions For Exemption From Commission’s Closed Captioning Rules Which Were Filed Prior To October 2010*, Public Notice, 27 FCC Rcd 2106 (April 2, 2012) (“April Public Notice”).

<sup>2</sup> On December 31, 2009, Mambo filed a pleading titled Supplement to December 31, 2007, Petition of Mambo, LLC for Closed Captioning Exemption (the “Supplement”). On December 30, 2011, Mambo filed a pleading titled Further Supplement to December 31, 2007, Petition of Mambo, LLC for Closed Captioning Exemption (the “Further Supplement”). File-stamped copies of those prior submissions are attached as Exhibits 4 and 5.

<sup>3</sup> Pursuant to Sections 0.457 and 0.459 of the Commission’s rules, Mambo is requesting that the Commission protect confidential and proprietary information provided in this Second Further Supplement, including Mambo’s financial data and closed captioning bids, from public disclosure. To that end, Mambo is simultaneously filing public (redacted) and non-public (un-redacted) versions of this Second Further Supplement.

CGB-CC-0771.<sup>4</sup> As was demonstrated in these prior filings, adherence to the Commission's closed captioning requirements would be an undue economic burden<sup>5</sup> to Mambo's operations as a Spanish language program provider in the Miami-Ft. Lauderdale, Florida market.

In the Petition, Mambo initially requested a two year waiver,<sup>6</sup> and in the Supplement, Mambo requested relief for, at least, an additional two-year period.<sup>7</sup> In the Further Supplement, Mambo requested relief for at least until the end of 2013 due to its continued financial difficulties.<sup>8</sup> As expressly addressed in the Further Supplement, application of the closed captioning requirements would continue to unduly burden economically Mambo beyond the initial period of relief requested.<sup>9</sup> This Second Further Supplement is filed (1) to affirm that the

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<sup>4</sup> During the pendency of the Petition, Mambo's programming has been exempt from closed captioning pursuant to the Commission's rules. See 47 C.F.R. § 79.1. Mambo respectfully asks the Commission to consider the Petition, Supplement, and Further Supplement, as affirmed and supplemented herein, and not to dismiss the Petition. See *April Public Notice*.

<sup>5</sup> Mambo is aware that the "undue burden" nomenclature has now been changed to "economically burdensome." See, e.g., *Anglers for Christ Ministries, Inc.; Interpretation of Economically Burdensome Standard*, Memorandum Opinion and Order, Order, and Notice of Proposed Rulemaking, 26 FCC Rcd 14941 (Oct. 20, 2011) ("*2011 Anglers Order*"), ¶¶ 30-37. Because the Commission intends, at least during an interim period, to treat the analysis of an economically burdensome waiver request the same as under the undue burden standard, see *id.* at ¶¶ 36-37, this Second Further Supplement applies the identical four-factor standard for "economically burdensome" that was previously discussed in its prior submissions using the term "undue burden."

<sup>6</sup> See Petition at 1 (requesting "exemption through the end of calendar year 2009").

<sup>7</sup> See Supplement at 2.

<sup>8</sup> See Further Supplement at 3.

<sup>9</sup> See Petition at 4 (projecting significant losses "over the course of *at least the next two years*"); *id.* at 5 ("Mambo intends to provide closed captioning promptly after the first financial quarter in which it achieves profitability, so it *currently asks only for a two-year waiver.*") (emphases added); *accord* Supplement at 2-3; Further Supplement at 2-3.

information provided in Mambo's previously submitted Petition and Supplements is still accurate and compelling, and (2) to provide updated information continuing to demonstrate how economically burdensome application of the closed captioning requirements would be for Mambo at least through 2013.<sup>10</sup>

Mambo's start-up Spanish-language programming service has been in existence only since 2006. As set forth in the Petition, Supplement, and Further Supplement, Mambo has suffered substantial financial losses throughout the first several years of operation.<sup>11</sup> Although Mambo's financial health appears to continue to improve, it is evident from the supplementary information being provided herein that Mambo continues to lose significant sums of money and, as a result, the closed captioning requirements would be economically burdensome for Mambo.

Accordingly, Mambo respectfully requests a continued closed captioning exemption, pursuant to the economically burdensome standard, for at least two more calendar years, through at least the end of 2013.<sup>12</sup> Just as Mambo stated in its prior filings, Mambo reiterates herein that Mambo intends to provide closed captioning promptly after the first financial quarter in which

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<sup>10</sup> See *April Public Notice*, at p. 1.

<sup>11</sup> See Petition at 5; Supplement at 1-2; Further Supplement at 2.

<sup>12</sup> In the event a self-executing closed captioning exemption, such as the "new network" exemption, applies to Mambo, such self-executing exemption would moot the exemption sought in the Petition and Supplement as further supplemented herein. In fact, in 2009 and 2010, Mambo was working to launch its service as a network programming service, which would have qualified for exemption under the self-executing "new network" exemption provision in Section 79.1(d)(9). For now, those efforts have been tabled. Nevertheless, of course, in the event Mambo's operation in the future qualifies for the new network exemption or for any other self-executing exemption, the Petition, Supplement, the Further Supplement, and this Second Further Supplement will become moot to the extent that Mambo's programming is exempt from closed captioning pursuant to such self-executing exemption.

Mambo achieves profitability.<sup>13</sup> Mambo requests exemptions for all of its programming, and a representative schedule listing specific programs for June-July 2012 is attached as Exhibit 3.<sup>14</sup>

The Commission, in evaluating whether closed captioning is economically burdensome to a program provider or distributor, considers (1) the nature and cost of the closed captioning; (2) the effect on operations; (3) the financial resources of the provider or distributor; and (4) the type of programming operations.<sup>15</sup> The Commission will also consider any additional factors the petitioner deems relevant to a determination that the closed captioning requirements are economically burdensome.<sup>16</sup>

To that end, Mambo hereby affirms the information provided in the Petition, Supplement, and Further Supplement, and further updates its prior filings as follows:

**A. Further Supplemental Information Regarding the Nature and Cost of Mambo's Closed Captioning**

In June 2012, Mambo obtained closed captioning quotes from three reputable closed captioning service providers—TM Systems, Aberdeen Captioning, Inc., and Caption House—that offer Spanish-language closed captioning services. These three quotes are included in Exhibit 1 to this Second Further Supplement. The rates vary from a low of \$ REDACTED

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<sup>13</sup> See Petition at 5; Supplement at 3; Further Supplement at 3.

<sup>14</sup> Mambo is currently in confidential negotiations with a program provider. These negotiations, in the event they come to fruition, may radically alter the nature of the program schedule attached at Exhibit 3. In that case, Mambo recognizes its obligation pursuant to Section 1.65 of the Commission's rules to provide further updated information relevant to the instant proceeding.

<sup>15</sup> See 47 U.S.C. § 613(e); 47 C.F.R. § 79.1(f)(2); *2011 Anglers Order*, ¶ 36; *April Public Notice* at p. 1.

<sup>16</sup> See *2011 Anglers Order*, ¶ 37; 47 C.F.R. § 79.1(f)(3); see also *Implementation of Section 305 of the Telecommunications Act of 1996—Video Programming Accessibility*, 13 FCC Rcd 3272 (1997), ¶ 198; *April Public Notice* at p. 2.

per hour for live captioning (Aberdeen Captioning, Inc.) to a high of \$ REDACTED per hour for “roll-up” captioning for pre-recorded programming (TM Systems, at \$ REDACTED per minute). Caption House only offers pre-recorded captioning services while Aberdeen Captioning, Inc. and TM Systems offer both live captioning and pre-recorded captioning services.

Based on the representative program schedule contained in Exhibit 3 to this Second Further Supplement, Mambo has summarized its anticipated monthly closed captioning needs and the projected costs to fulfill those needs, and those figures are also included in Exhibit 1 to this Second Further Supplement. As set forth therein, Mambo’s annual closed captioning costs, based on the three quotes referenced above, would be approximately \$ REDACTED per year for each of the three providers. These projected closed captioning costs are significant and would clearly be economically burdensome to Mambo, because, as discussed below, Mambo continues to lose significant sums of money each year.

On multiple occasions, Mambo has solicited financial assistance for its closed captioning expenses by offering closed captioning “sponsorships” to its advertising clients, and none has ever ripened into an offer of financial support or other assistance to provide closed captioning; as a result, Mambo would bear all costs for closed captioning.<sup>17</sup>

**B. Further Supplemental Information Regarding the Effect of the Closed Captioning Requirements on Mambo’s Operations**

Mambo’s very existence and its unique program service would be jeopardized by the imposition of the estimated million dollars per year in costs for closed captioning on top of REDACTED in financial losses. Although Mambo’s financial health is projected to improve in

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<sup>17</sup> See, e.g., Supplement at 4; Further Supplement at 5.

comparison to years past, Mambo estimates losses of more than \$ REDACTED in 2012 and 2013, as demonstrated by supplementary financial projections included as Exhibit 2 to the Further Supplement and to this Second Further Supplement. The burden of closed captioning costs on top of Mambo's continued significant losses would threaten Mambo's continued operation and distribution of its unique and valuable programming to the Miami-Ft. Lauderdale, Florida market.

As Mambo previously observed in the Petition and recent Supplements, Mambo provides an important service to the substantial Hispanic population in the Miami DMA, including locally-oriented public affairs, news, and entertainment programming as well as Latin American news and entertainment programming. No other outlet in the Miami DMA provides this program service. The costs associated with providing closed captioning would be economically burdensome to Mambo and would threaten Mambo's ability to continue to provide its unique Spanish language programming to viewers.

**C. Further Supplemental Information Regarding the Financial Resources of Mambo**

Mambo continues to project substantial losses for at least the next two years: \$ REDACTED in 2012 and \$ REDACTED in 2013.<sup>18</sup> Closed captioning expenses would increase Mambo's formidable losses by as much as 63 percent in 2013.<sup>19</sup> Such increases to Mambo's already massive losses would be unwarranted and would impose an economic burden on this Spanish-language programmer.

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<sup>18</sup> See Exhibit 2.

<sup>19</sup> See Further Supplement at 6-7.

## Conclusion

For the reasons set forth in the Petition, Supplement, and Further Supplement, as further supplemented by the information presented herein, Mambo respectfully requests a continued exemption from the closed captioning requirements pursuant to the economically burdensome standard.

Respectfully submitted,

**MAMBO, LLC**



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Stephen Hartzell  
Laura S. Chipman

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Its Attorneys

July 3, 2012

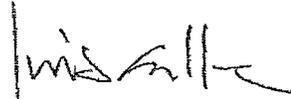
## DECLARATION

I, Luis Calle, declare the following:

1. I am competent to make this declaration, and I am more than eighteen years of age. I am Vice President of Operations of Mambo, LLC, and I am a member of Mambo, LLC's Board of Supervising Managers. I have held these positions since 2006 when Mambo began producing and distributing programming in the Miami DMA.
2. I have reviewed the foregoing Second Further Supplement to December 31, 2007, Petition of Mambo, LLC for Closed Captioning Exemption (the "Second Further Supplement"), including all exhibits. All information and statements contained in the Second Further Supplement are true and correct to the best of my knowledge and belief.
3. The 2011-2013 Profit and Loss Statement submitted as Exhibit 2 to the Second Further Supplement was prepared by me or under my direction. The financial information contained therein represents sound and good faith budgetary projections based upon the best information reasonably available to Mambo, LLC. Assertions made in the Second Further Supplement about projected costs of closed captioning are accurate based on my reasonable understanding of relevant facts.

I declare under penalty of perjury under the laws of the United States of America that the foregoing is true and correct.

Executed on July 3, 2012.

A handwritten signature in black ink, appearing to read "Luis Calle", written over a horizontal line.

Luis Calle  
Vice President of Operations  
Mambo, LLC

**Exhibit 1**

(Closed Captioning Quotes)



265 NE 24th St. Suite 401 • Miami, FL 33137 • T. 786 264 1812 F. 305 415 6201  
12711 Ventura Blvd. Suite 217 • Studio City, CA 91604 • T. 818 306 5300 F. 305 415 6201  
6ta Trans. Cuadra Creativa, Ofs. 6 y 7 Los Palos Grandes Caracas • T +58 212 285.81.92

## SPANISH CLOSED CAPTIONING PROPOSAL

**DATE:** June 12, 2012  
**TM SYSTEMS CONTACT:** Carlos Contreras

**CLIENT:** Mambo LLC

**CONTACT:** Nancy Bellido 305 776 1075

**EMAIL:** nbellido1962@yahoo.com

**PROJECT DESCRIPTION:** **SPANISH CLOSED CAPTIONING - OFF LINE AND REAL TIME**  
Various Programs:

**TITLE:** TBD

**TOTAL RUNNING TIME:** Varied

**LANGUAGE (From/To)** N. Spanish > N. Spanish

**DESCRIPTION:** ROLLUP CLOSED CAPTION

**SERVICES INCLUDED IN PROPOSAL:** Option 1: Audio and Video Spot Quality Control of proxy video files; Script Transcription and Proofreading; Spotting and positioning of captions. Quality Control.  
Option 2: Audio and Video Spot Quality Control of Masters; Script Transcription and Proofreading; Spotting and positioning of captions and encoding on CC sub masters.

**NOT INCLUDED IN PROPOSAL:** **Graphics, M&E Re-creation, tape stock**

**DIALOGUE SCRIPTS:** Provided by client

**TURNAROUND:** 2 weeks for off line material  
Simultaneous for live captioning

**DELIVERY FORMAT:** **Option 1: Closed Caption file in suitable format (i.e. .ULT).**  
**Option 2: Digibeta Closed Caption sub master CC1**

Continued next page

Confidential Pricing and terms of payment

**PRICING:**

**ROLLUP SPANISH CLOSED CAPTIONING**

Option 1 (digital, file-based workflow): \$ [REDACTED] /min  
Option 2 (tape based workflow): \$ [REDACTED] /min

**LIVE SPANISH CLOSED CAPTIONING**

\$ [REDACTED] /hour

Rates subject to a volume of 100+ hours for post production cc and 25+ hours of live captions per month as per the original RFP

**TERMS OF PAYMENT:**

50% with order / 50% on completion

**Additional Charges, if applicable:**

The quoted rates do not include any tape stock for captioned masters. NTSC masters only. Conversion from PAL to NTSC is an additional charge of \$ [REDACTED] per minute.

Tax & shipping are additional charges.

**Graphics: titles, logo, credits, inserts and the like will be priced separately depending upon requirements**

**Acceptance of Materials:**

Client shall have 10 days after receipt of materials to assess the quality thereof. Acceptance shall deem to occur 10 days after receipt of material unless receipt of a written response indicating what changes are deemed necessary.

Notes:

Accepted: \_\_\_\_\_

Name

Date

Title

Company

PO#



**Closed Captioning Rate Quote**  
**MAMBO LLC**  
**Attn: Nancy Bellido**  
**Email: [nbellido1962@yahoo.com](mailto:nbellido1962@yahoo.com)**

**Today's Date:** June 11, 2012  
**Project Type:** Off Line Closed Captioning  
**Language:** Spanish  
**Style:** ROLL-UP  
**Total Running Time:** 189 Hours of Pre-recorded Programming

**PRE-RECORDED CLOSED CAPTIONING:**

**Roll-Up Closed Captioning only:**

\*Includes Transcription\*  
\$ [REDACTED] per minute

**ENCODING ONLY:**

\*Tape stock fee is not included\*

**Beta:** \$ [REDACTED] per minute

**Digibeta:** \$ [REDACTED] per minute.

**Shipping charges:**

Client is responsible for all shipping charges incurred.

**Taxes:**

No tax is charged for our services.

**Information required to complete your order:**

- Program masters should be clearly labeled, carefully packaged, and sent to the attention of Caption House.
- Contact Info: Please submit your contact information as well as instructions for shipping final project materials.
- Billing instructions: Please provide the contact name, address, phone, email, for the person/entity who will be responsible for payment. An invoice will be emailed subsequent to project completion.

**To place an order, contact:**

Paola Capeles  
1776 SANS SOUCI BLVD.  
North Miami, FL 33181  
305-948-7300 EXT 205  
[paola@captionhouse.com](mailto:paola@captionhouse.com)  
[www.captionhouse.com](http://www.captionhouse.com)

***Thank you for your interest in Caption House!***  
***We look forward to serving you!***

**Aberdeen Broadcast Services**

22362 Gilberto, Suite 120  
 Rancho Santa Margarita, CA 92688  
 abercap.com 800-688-6621

# Price Quote

**Account** Mambo LLC  
 1800 NW 94 AV  
 Doral FL 33172

**Quote ID** 01110  
**Status** Open  
**Quote Good until:** [REDACTED]

### Quote Detail

**Project Name:** Closed Captioning & Digital File DeliveryRv1  
**Specifications:** ESTIMATE ONLY (Please see line items for estimated pricing and for explanation for why this is an estimate only).  
**Comments:** Thank you for the opportunity to partner with Mambo, LLC!

-Please note that these prices are subject to change as the final scope and workflows of each project are yet to be established.  
 -Neither Aberdeen nor partner companies will be responsible for furnishing captioning equipment of any kind.  
 -Shipping & Tape charges will be added if it is determined that a file-based workflow cannot be utilized.  
 -All line item charges and services may or may not apply. Some services and charges may be substituted depending on actual services required and other factors.  
 -Although the "Total Price" reads "\$0.00," the actual estimated charges are listed in each of the Line Item descriptions.

!!! Actual "Total Price" still to be determined!!!

**Effective Date:** 06/28/2012  
**Acct. Exec.:** STEVE  
**Ship Via:** Standard Overnite (Before 3P)

### Line Items

Description	Qty	Unit	Unit Price	Disc. %	Line Total
Live Captioning Services_60 minutes	1	HR	0.00	0.00	0.00

#### Payment Policy

**One-time projects:** Prepayment Required  
**Daily/Weekly/Continuous work contracts:** : Prepayment required for two complete invoicing periods, after which clients who meet a certain criteria may be switched to monthly invoice/billing (NET15) on the first business day of the following month  
**Accepted forms of payment:** Check thru ACH (physical check or ask for Aberdeen electronic form), Credit Card, Cash or Cashier's Check.

**TRT/Pricing Guidelines:** As per industry standards, TRT of each individual file will be rounded up to the next full minute for billing purposes. If TRT changes amount to more than a 10% increase in price over quote, Client will receive order confirmation with updated price total and Client approval is needed to move forward. If TRT changes result in less than a 10% increase in price over quote, project will automatically be moved into production and client will see final price on order confirmation.



██████████ (Depends on final workflow analysis and may or may not be greater per hour rate)

**LIVE CAPTIONING OVERVIEW:**

Aberdeen will provide live captioning service with a live steno writer at a 98% accuracy rate or better for dialogue spoken at 200 wpm or less. This excludes multiple speakers speaking over each other's dialogue.

Billing is a 1hr minimum. If client schedules for a period of time more than an hour (ie. 2-5pm - 3hrs) then that will be the minimum billed time. Time beyond minimum due to additional programming or client technical issues will be billed in 30 min increments.

Client to provide 2 analog phones (one for the encoder and one for audio connection). Client will provide to Aberdeen a show rundown and/or a list of uncommon words and acronyms, glossary terms, names of presenters and topic of content via e-mail a day before captioning is scheduled. This information is required to guarantee 98% accuracy.

**IMPORTANT NOTE ON PARAMETERS & WORKFLOW:**

Aberdeen Captioning to provide post-production Spanish closed captioning services to Mambo LLC (station client). Partner company to deliver live Spanish closed captioning services. Partner company to coordinate an schedule directly with station.

Several points still need to be addressed in order for Aberdeen to provide the most accurate quote possible. Once you, another member of your team, or someone at the station has had an opportunity to address my previous questions (below e-mail string...questions modified form original e-mail), we will be able to give you more specific rates based on the actual workflow parameters and goals of the station.

In the meantime, and as discussed, please find the below possible pricing models for the different closed captioning and digital file delivery services Aberdeen offers.

**Possible Captioning & File Delivery Services Overview & Rates:**

- " Live Closed Captioning (through partner company): ██████████ per hour (billed in 30 minute increments)
- " "Roll-up" Post-production Closed Captioning (thru Aberdeen): ██████████ per 30 minute program
- " HD Digital File Delivery (high quality, broadcast ready, closed captioned file matching play server spec): \$██████████\*\*\*

\*Hourly live closed captioning rates based on the assumption that the live writer will be working remotely from another location and dialing into station via toll-free (800#) phone lines or no charge VoIP system. Dedicated (analog, copper, POTS) lines highly recommended to ensure more reliable connectivity. Aberdeen is NOT responsible for provision of any live captioning workflow elements, such as closed caption encoder, audio coupler, dedicated, toll-free phone lines, etc.

\*\*\*"Roll-up" captioning 30 minute rates subject to change an entirely dependent on quality level desired by client and workflow parameters. Rate may be increased if subject matter or quality of audio dictates such an increase is necessary.

**Payment Policy**

**One-time projects:** Prepayment Required

**Daily/Weekly/Continuous work contracts:** : Prepayment required for two complete invoicing periods, after which clients who meet a certain criteria may be switched to monthly invoice/billing (NET15) on the first business day of the following month

**Accepted forms of payment:** Check thru ACH (physical check or ask for Aberdeen electronic form), Credit Card, Cash or Cashier's Check.

**TRT/Pricing Guidelines:** As per industry standards, TRT of each individual file will be rounded up to the next full minute for billing purposes. If TRT changes amount to more than a 10% increase in price over quote, Client will receive order confirmation with updated price total and Client approval is needed to move forward. If TRT changes result in less than a 10% increase in price over quote, project will automatically be moved into production and client will see final price on order confirmation.



\*\*\*Digital File Delivery rates may be eliminated, reduced or increased depending on final workflow and deliverable requirements. Tape charges to be determined and to be applied if preferred over digital file delivery server & workflow.

NOTE: Additional service rates and charges may apply depending on confirmed and finalized workflow. The above estimates based partially and preliminarily on information from attachment. More information is needed for firmer quote.

CLIENT PROVIDED INITIAL PARAMETERS:

CLOSE CAPTION RATE QUOTE

Company: Mambo LLC  
Attn: Nancy Bellido

We need Close Caption Rate Quote as follows:

- 91'30 hours of Pre-Recorded Programing. (Monday-Friday)
  - 8' hours of Pre- Recorded Programing (Friday)
  - 79'30 hours of Pre- Recorded Programing (Saturday-Sunday)
  - 30' hours Live Programing (Monday-Friday)
  - 48' hours Live Programing (Monday-Thursday)
  - 4' hours Live Programing (Saturday)
- Total hours per month: 261

The 82' hours of live programming will require the caption operator to be at our station since the content of the newscast it's subject to changes very often.

For the pre produced-pre taped shows, we will send the tapes in the format fits best for your company and on the date agreed by contract.

The Close Caption service we will start using would be "roll up" the most affordable (To start of).

The programming is in Spanish

**Standard Roll-Up Captioning\_30 minutes**

\$[REDACTED]/30min (Depends on final workflow analysis and may or may not be greater per 30min rate)

Roll-Up style closed captions created and synched to the spoken word using transcript (Aberdeen creates). The captions will be edited and moved around any on-screen graphics. Captions will be synched to spoken word with a 99.5% accuracy rate or better. Captions will not include sound effects (unless it is essential to the content), and speakers will be identified by using chevrons only. Caption will be fixed up as needed for timing purposes. Price Includes an additional proof of the transcript by a Caption Editor at the time of captioning. Captions will be in Upper and Lower cases. Aberdeen uses Merriam-Webster Online dictionary and Chicago Manual of Style for reference. Additional charges may apply for future requests/changes to the caption file and for file exports.

See note from line item 1 for more information regarding the need to acquire final workflow information in terms of establishing rates.

1	ALF_HOU	0.00	0.00	0.00
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**Transcoding & DFD in High Definition\_30Min File**

1	EA	0.00	0.00	0.00
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**Payment Policy**

**One-time projects:** Prepayment Required

**Daily/Weekly/Continuous work contracts:** : Prepayment required for two complete invoicing periods, after which clients who meet a certain criteria may be switched to monthly invoice/billing (NET15) on the first business day of the following month

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\$ /30min HD file deliverable, if required (Depends on final workflow analysis and may or may not be greater per HD file delivery rate). TBD, tested and verified. Aberdeen will transcode the video file to the specs that matches exactly to the play server of the TV Station.					
<b>Transcoding &amp; DFD in Std. Definition_30Min File</b> \$ /30min SD file deliverable, if required (Depends on final workflow analysis and may or may not be greater per SD file delivery rate). TBD, tested and verified. Aberdeen will transcode the video file to the specs that matches exactly to the play server of the TV Station.	1	EA	0.00	0.00	0.00
<b>NLE: Black Movie 720 X 486 with CC_30Min File</b> \$ /30min file export fee, if required. (Depends on final workflow analysis and may or may not be greater per Non-Linear Edit (NLE) file delivery rate).  TBD, tested and verified. NLE Export files. Charge is one time per project for a number of files. Please specify in the Line Specs the specifics format or settings of the NLE.  NLE Settings: Shot in HD or SD: Editing System: Row & Colmn: Drop or ND: Final Format Delivery: Codec/Compression: FPS: Color Depth:	1	EA	0.00	0.00	0.00
<b>Credit Card Convenience Fee (3%)</b> There is a 3 % convenience fee for credit card transactions. Only major (AMEX, VISA, or MasterCard) credit cards accepted. Credit card information is still required with ACH (electronic check/"check by phone") option and will be authorized (hold placed on card for total project amount) until ACH payment has processed. Regardless of payment preference, payment to be processed upon submission of each program for an introductory period of two complete invoicing periods. Monthly invoice/billing (NET15) will be an option extended to clients who meet a certain criteria after the introductory period is over. All clients who are switched to monthly invoicing/billing (NET15) will be switched on the first business day of the month following their introductory period.	1	EA	0.00	0.00	0.00

**Quote Total: 0.00**

## Contacts

<u>Last Name</u>	<u>First Name</u>	<u>Title</u>	<u>Business</u>	<u>Mobile</u>	<u>EMAIL_ADDR</u>
Bellido	Nancy	Sales Executive		(305) 776-1075	nbellido1962@yahoo.com

### Payment Policy

**One-time projects:** Prepayment Required

**Daily/Weekly/Continuous work contracts:** : Prepayment required for two complete invoicing periods, after which clients who meet a certain criteria may be switched to monthly invoice/billing (NET15) on the first business day of the following month

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**Estimates of Closed Captioning Costs**

TM Systems, Dated June 12, 2012 (Pre-Recorded and Live)

	Hours Per Month	Hourly Rate	Cost
Pre-Recorded Programming	182	█	█
Live Programming	52	█	█
<b>Yearly Total</b>	<b>2,184 Pre-Recorded / 624 Live</b>		█

Caption House, Letter Dated June 11, 2012 (Roll-Up Pre-Recorded only)

	Hours Per Month	Hourly Rate	Cost
Pre-Recorded Programming	182	█	█
Live Programming	52	N/A	N/A
<b>Yearly Total</b>	<b>2,184 Pre-Recorded</b>		█

Aberdeen Captioning, Inc., Letter Dated June 28, 2012 (Pre-Recorded and Live)

	Hours Per Month	Hourly Rate	Cost
Pre-Recorded Programming	182	█	█
Live Programming	52	█	█
<b>Yearly Total</b>	<b>2,184 Pre-Recorded / 624 Live</b>		█

**Exhibit 2**

(2011-2013 Profit and Loss Statement)

**REDACTED**

**REDACTED**

**Exhibit 3**

(June-July 2012 Program Schedule)