MEDIA KIT 2018

BUSINE **MAGAZINE**

THE REGION'S

PREMIER

BUSINESS-TO-BUSINESS

MAGAZINE



DECISION MAKERS

EVERY MONTH



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OVERVIEW

THE BUSINESS MAGAZINE YOUR KEY TO REACHING DECISION MAKERS!

Capture the attention of the *Business Magazine's* loyal readers by placing your message in our publication. It is a must-read that focuses on all issues relevant to CEOs, business owners and executives of all types of companies. The *Business Magazine* delivers high-quality content that targets affluent readers on topics that directly impact their businesses. From legal, financial, health and legislative issues, to technology, human resources and safety. Our monthly publication offers readers a print version as well as a complete digital version available online that can be read anywhere in the world.

TOP 10 REASONS TO ADVERTISE IN THE BUSINESS MAGAZINE:

- 1. Magazines create familiar, enduring relationships with their readers. Most notably, readers are more inclined to read and trust the ads that appear in their favorite publications.
- 2. Connects advertiser to target audience/market. In fact, most advertisers can reach 86 percent of their target market in just one b2b magazine.
- 3. Ads enhance magazines and are a valued part of the experience.
- 4. People read and give undivided attention to a magazine (unlike when they are watching TV or on the Internet).
- 5. Advertising can build image, awareness and preference.
- 6. Help you educate the market and eliminate misperceptions about your company.
- 7. Unlike direct mail, which can be "unsolicited," people want to read magazines.
- 8. Magazine advertising can support and enhance just about any marketing program.
- 9. Generates new leads and reaches hidden decision makers.

10. BOTTOM LINE: OUR READERS BUY WHAT YOU SELL!

RAVE REVIEWS!

GOT NEWS?

WHAT PEOPLE ARE SAYING ABOUT THE BUSINESS MAGAZINE

"This is an outstanding publication. It is one of few that I truly enjoy and look forward to receiving. I even take it home so I can spend quiet time reading it."

— Butler, Pa.

"Thank you for putting together a magazine that helps our business stay on top of pertinent issues."

— Townville, Pa.

"We receive many magazines, and as a small business-woman, I could not have my staff read them all. Your magazine is one we do read to keep ahead of current trends, laws, etc."

— Mercer, Pa.

"Great publication! I enjoy reading the company stories, and the employee relations and legislation sections are very informative."

— Erie, Pa.

GOT NEWS?

SHARE IT!

The *Business Magazine* will publish news on major appointments, mergers, grants or awards as space permits. Press releases also may be submitted.





To submit company news, send an email to *ktorres@mbausa.org* or fax it to 814/833-4844. You can also mail press releases to: *Business Magazine*, 2171 West 38th Street, Erie, Pa. 16508



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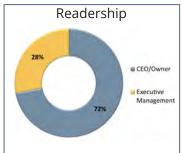
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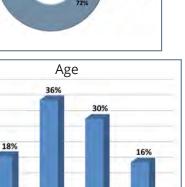
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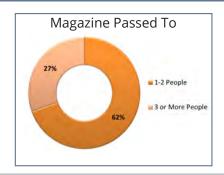
READERSHIP SURVEY RESULTS

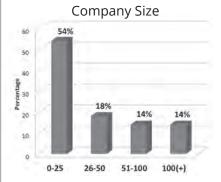
WHO'S READING THE BUSINESS MAGAZINE?



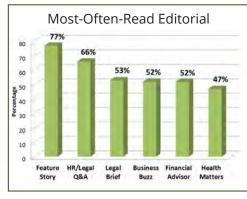


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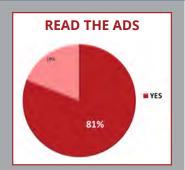






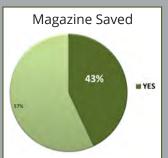


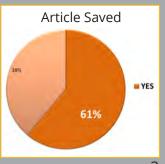












2018 EDITORIAL CALENDAR

EDITORIAL FOCUS & SPECIAL TOPICS

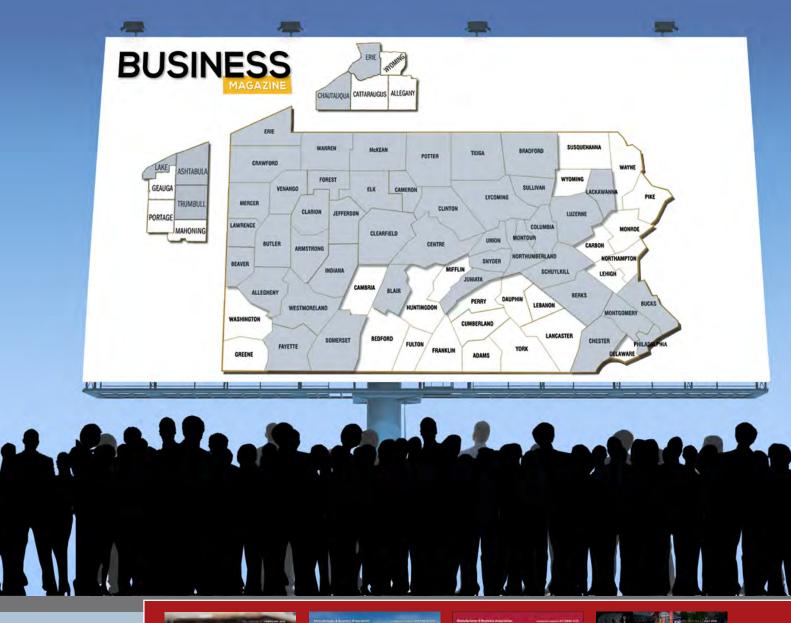
Month	Focus and Topics	Ad Space Deadline	Ad Material Deadline
JANUARY	Celebration of Business A recognition of leadership and growth PLUS: MBA Member Milestone Anniversary Insert and Kickoff of Business Magazine's 30th Year	12/01/17	12/08/17
FEBRUARY	Health & Wellness Solutions that can contain costs and enhance care	1/04/18	1/11/18
MARCH	Marketing & Communications Integrated solutions to build brand awareness and improve customer service	2/01/18	2/08/18
APRIL	Women in Leadership Expanding influence and leading change	3/01/18	3/08/18
MAY	9th Annual Made in PA A strong foundation for industry and technical education PLUS: Showcase Listing of Manufacturers	03/29/18	4/05/18
JUNE	Hospitality & Tourism The best of the region's resources and attractions	5/03/18	5/10/18
JULY	Nonprofit & Corporate Giving Special coverage of the 12th Annual Roar on the Shore® Bike Week	5/31/18	6/07/18
AUGUST	Entrepreneurship The risk takers who are investing in the future	6/28/18	7/11/18
SEPTEMBER	Education The resources for a well-trained workforce	8/02/18	8/09/18
OCTOBER	Annual Report (largest issue of the year) Special coverage of the 113th Annual Event & 2018 MFG DAY	8/29/18	9/06/18
NOVEMBER	Construction & Real Estate The organizations that are building for the future	9/27/18	10/05/18
DECEMBER	2019 Economic Forecast A look at the year ahead	11/01/18	11/08/18

^{*} Editorial Calendar is subject to change.

MAGAZINE DISTRIBUTION AREA



READ BY MORE THAN 15,000 BUSINESS LEADERS THROUGHOUT PENNSYLVANIA, OHIO AND NEW YORK!











DEMOGRAPHICS & STATISTICS

THE FOLLOWING IS BASED ON TOTAL MEMBERSHIP AS OF OCTOBER 2016.

ADDITIONS AND DELETIONS TO MEMBERSHIP OCCUR MONTHLY.



Manufacturer & Business Member Compa	
Allegheny	21
Armstrong	108
Beaver	10
Butler	428
Cameron	18
Centre	30
Clarion	110
Clearfield	152
Clinton	15
Crawford	408
Erie	1,447
Forest	9
Jefferson	120
Lawrence	157
Lycoming	112
McKean	97
Mercer	249
Northumberland	20
Potter	21
Snyder	10
Venango	185
Warren	138
Westmoreland	9
Ashtabula, Berks, Blair, Bradford, Cambria, Chautauqua, Columbia, Indiana, Juanita, Lackawanna, Luzerne, Montgomery, Montour, Perry, Schuylkill, Somerset, Sullivan, Susquehanna, Tioga, Union	32

Business Magazine Distributio	n
Direct Mail	3,000
Feature Company	500
Marketing/Recruitment	220
Professional Affiliates	38
Paid Subscriptions	26
Inquiry Packets	75
Conference Center	150
Special Events	500
Digital Readership (per month)	2,560

TOTAL: 7,069



ADVERTISING RATES

ALL ADS ARE FOUR-COLOR AND ARE INCLUDED IN THE DIGITAL VERSION FOR FREE!

Mei	mber Ad Rates	1X	3X	6X	10-12X
	Full-Page Interior	\$1,400	\$1,350	\$1,300	\$1,200
	One-Half Page	\$790	\$755	\$725	\$680
	One-Fourth Page	\$525	N/A	N/A	N/A
	One-Eighth Page	\$210	N/A	N/A	N/A
*	Outside Back Cover	\$2,090	\$2,015	\$1,955	\$1,830
*	Inside Front/Back Cover	\$1,950	\$1,895	\$1,830	\$1,735
*	Page Two	\$1,575	\$1,520	\$1,470	\$1,365

	nual Report Rates Page Only	1X	3X	6X	10-12X
	Full-Page Interior	\$1,890	\$1,810	\$1,735	\$1,200
*	Two Full-Page Spread	\$3,465	\$3,150	\$2,625	\$2,415
*	Outside Back Cover	\$2,310	\$2,205	\$1,995	\$1,890
*	Inside Front/Back Cover	\$2,205	\$1,995	\$1,840	\$1,735
*	Page Two	\$1,995	\$1,940	\$1,785	\$1,680

Nor	nmember Ad Rates	1X	3X	6X	10-12X
	Full-Page Interior	\$1,520	\$1,470	\$1,400	\$1,300
	One-Half Page	\$840	\$800	\$770	\$735
*	Page Two	\$1,680	\$1,625	\$1,575	\$1,470

(*) Premium Placement: Most Visible

ADD ONE OF OUR ONLINE ONLY OPTIONS FOR EXTRA EXPOSURE!

- **1. Banner Ad** \$250 for three-month period (Size: 728 x 90 pixels)
- **2. Page Zero** \$300 per month (Size: 8.25 x 10.875 inches or 2,435 x 3,027 pixels)
- **3. Square Ad** \$100 for three months (Size: 300 x 250 pixels)





<u>mbabizmag.com</u>

AD SPECIFICATIONS

REQUIREMENTS FOR PRINT-READY ARTWORK

The *Business Magazine* is assembled and produced on the MacIntosh platform, using Adobe InDesign. It is then printed at 2400 dpi, 250-line screen, on a Komori, six-color offset press. This is a direct-to-plate process that requires all projects to be supplied electronically. Artwork files submitted for insertion into the magazine should be in one of the following compatible formats:

- 1. **Preferred** PDFs: High-resolution with maximum image-quality settings. All fonts need to be embedded. Correct color space needs to be specified for the intent of your ad.
 - Adobe InDesign CS compatible files, including all fonts and linked graphics. Encapsulated Postscript: EPS files created in Adobe Illustrator, QuarkXpress, Freehand, Corel Draw or other applications capable of creating Encapsulated Postscript files.
- Acceptable TIFF, JPEG, PhotoShop, PhotoShop EPS or Scitex CT files. These must be a minimum resolution of 300 dpi at 100 percent its printed size. Do not use RGB color space. Only CMYK or grayscale files will reproduce correctly.
- **Proofs** An accurate proof indicating size, color and bleeds need to be submitted along with your electronic files to help ensure proper reproduction of your advertisement.
- **4. How to Submit** Email high-res PDFs (5 MB or less) to David Thornburg at dthornburg@mbausa.org.

AD SIZES (IMAGE AREA)

Full-Page (Bleed) 8-1/2" x 11-1/4" (Trim) 8-1/4" x 10-7/8" Full-Page (Non-Bleed)

II-Page (Non-Bleed) Image Area 7-1/4" x 10" Half-Page Horizontal 7-1/4" x 4-7/8" 1/4-Page 3-9/16" X 4-7/8" 1/8-Page 3-1/2" x 2" Business Card Size

COMPANY PROFILES

A UNIQUE WAY TO ATTRACT POTENTIAL CUSTOMERS

A great way to let the business community know about your company. It allows you to go above and beyond what you can explain in a typical ad. Nothing attracts potential customers like a story informing them about your company.

FULL PAGE PROFILE

\$1,400

Submit:

- · High-res logo, 300 dpi or higher
- 2 3 photos (high-res, 300 dpi or higher)
- Contact information
- Up to 500 words of copy



HALF PAGE PROFILE

\$790

Submit:

- High-res logo, 300 dpi or higher
- 1 2 photos (high-res, 300 dpi or higher)
- Contact information
- Up to 250 words of copy



ARTICLE PACKAGE OPTIONS

A MARKETING TECHNIQUE THAT GETS YOU THE BEST EXPOSURE!

Increase your visibility to **15,000** business executives in Pennsylvania, Ohio and New York and market yourself as an expert in your field. Choose from the list below a package that best meets your needs. Your written article gives you added marketing power. **It's advertising that gets you results.**

PACKAGE 1

(EXCLUSIVE RIGHTS — no other company can write an article in your category.)
(11) Articles • (1) Full-Page, four color ad in the Annual Report*
\$15,000 per year, \$3,750 quarterly or \$1,250 per month

PACKAGE 2

(6) Articles

(1) Full-Page, four color ad in the Annual Report*

\$9,500 per year, \$2,375 quarterly or \$791.67 per month

PACKAGE 3

(4) Articles

(1) Full-Page, four color ad in the Annual Report* \$7,000 per year, \$1,750 quarterly or \$583.34 per month

PACKAGE 4

(2) Articles

(1) Full-Page, four color ad in the Annual Report* \$4,500 per year, \$1,125 quarterly or \$375 per month

SINGLE ARTICLE

(1) Article

\$1,600 per article

Health-Care Transparency: Why I Metros for Coxt. Opting The Coxt.



REQUIREMENTS:

- Topics and brief summaries must be submitted for pre-approval
- 600 Words
- Experts who write articles may not "sell" a product, service and/or company
- Articles are to be fact-based only
- No other company may write an article within the same issue under the same department heading
- Once articles are submitted and approved both by the magazine's editorial staff and then by you, your name, picture, professional profile and article will be published.

^{*}Please Note: No articles are printed in Annual Report issues. Annual Report ads must be full-page, four-color.

AD PACKAGE OPTIONS

GREAT VISIBILITY PACKAGES!

Be seen by more than **15,000** potential customers every month! Now you can promote your product or service to the influential readers of the *Business Magazine* for six or 12 months at one low price! This is a great opportunity to reach our readers – CEOs, executives and other decision makers in the business community.

OPTION 1 (12X)

- (11) 1/8 page business card size ads
- (1) Full-Page, four color ad in the Annual Report*
- \$3,350 per year that's less than \$280 a month!

OPTION 2 (6X)

- (5) 1/8 page business card size ads
- (1) Full-Page, four color ad in the Annual Report*
- \$2,650 per year or \$221 a month!

OPTION 3 (6X)

- (5) 1/4 page ads
- (1) Full-Page, four color ad in the Annual Report*
- \$4,150 per year that's less than \$350 a month!

*Our largest issue of the year.
See page 8 for ad sizes and specifications.

Great consistent exposure to the people that buy what you sell at great low prices. Plus – all ads are included in our digital version and they link directly to your website free of charge!

ADD ONE OF OUR ONLINE ONLY OPTIONS FOR EXTRA EXPOSURE!

Page Zero - \$300 per month (full page)
Banner Ad - \$250 for three months
Square Ad - \$100 for three months





ANNUAL REPORT

TWO-PAGE FEATURED STORY

Tell your story to more than **15,000** influential leaders in the business community! Nothing attracts potential customers like a story informing them about your company. It's a great way to give a yearly update and highlight your key employees!

TWO-PAGE FEATURED STORY PACKAGE: \$3,150

WORD COUNT:

800 words (depending on the number of photos or charts). You can submit or we can write with information you give us (or Q&A interview).

IMAGES:

Four or five photos (high-res, 300 dpi or higher). You also can swap a graph or chart for a picture. Images should be ranked in priority order.

LOGO:

High-res, 300 dpi or higher.

DESIGN:

We will layout and design for you (or you can design).

DIGITAL VERSION:

Article displayed in digital version and linked to your website at no additional cost. You also have the option of including a brief commercial or video clip (no charge).

TABLE OF CONTENTS:

Listed on this prominent page as featured story.

PDF:

Provided to you on CD. You are welcome to reprint, post online and use as often as you like!





PUBLISHER'S STATEMENT

- 1. The Publisher of the *Business Magazine* shall have the right to reject copy or artwork contrary to the publication's editorial policies. The Publisher shall accept and publish advertisements upon the firm understanding that the party placing all material is duly authorized to represent and place all such material; further, upon acceptance and publication of such material, the Advertiser, Agency or Advertiser's representative agrees to indemnify and save the Publisher harm from and against any loss or claims or expense resulting from the graphic content and/or subject matter of such advertisements.
- 2. All copy submitted to the *Business Magazine* by the Advertiser, Agency or Advertiser's representative must allow for high-quality-print reproduction. Material which does not permit high-quality reproduction will necessarily be rejected by the Publisher.
- 3. Publisher is not liable for errors in advertising copy submitted for publication in the *Business Magazine* by the Advertiser, Agency or Advertiser's representative. Further, the Publisher is not liable for errors in an advertisement subsequent to proofing and approval for printing by the Advertiser, Agency or Advertiser's representative.
- 4. Publisher must be notified in writing within 15 days from date of invoice of any error made by the *Business Magazine* relative to advertisements placed by the Advertiser, Agency or Advertiser's representative.

CONTACT INFORMATION:



Karen TorresExecutive Editor & Senior Writer ktorres@mbausa.org



David ThornburgAccount Executive
dthornburg@mbausa.org





SUBSCRIPTION FORM

As the only monthly business-to-business publication in the tri-state region, the *Business Magazine* serves as a critical information tool for employers located throughout northwest Pennsylvania, Ohio and New York. Each month, the *Business Magazine* highlights an in-depth member company story. Our publication also includes health, legal, financial and technical articles written by industry experts, as well as separate editorial departments, which report the latest information on employee relations, legislation and regulations, health and safety issues and local company announcements.

Please check one:				
Member: \$24 per yearly subscription				
Nonmember: \$35 per yearly subscription				
Digital Edition: FREE – Emailed once per month				
Subscriber's Name:	Email:			
Company:	Phone:			
Address:	_ City, State, Zip:			
Please note: Payment is required at time of order.				
Payment Method: Check Enclosed MasterCard	□ VISA			
Card #:	_ Expiration Date:			
Cardholder Name:	_ Signature:			

Mail or fax to:





If you're reading this, so are your potential customers.



The all-new Business Magazine www.mbabizmag.com





