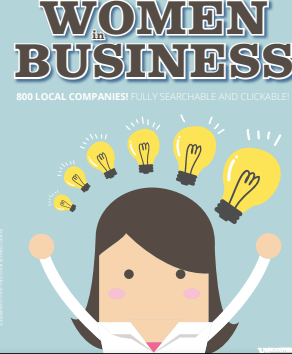
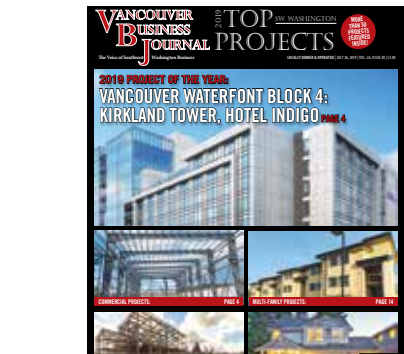


# VANCOUVER BUSINESS JOURNAL

The Voice for Southwest Washington Business



**vbjusa.com**

Southwest Washington continues to be one of the most robust business regions in the Pacific Northwest. The Vancouver Business Journal is the VOICE for business owners and executives in the region and those who want to do business with them.

The Vancouver Business Journal, chronicling the region for more than two decades, along with its annual publications, is packed with regional business news including executive comings and goings; government actions that affect the business marketplace; hot innovations and technological advances and an insider look at development, construction, health care, workforce development and more. *The Voice of Southwest Washington Business.*

**VANCOUVER BUSINESS JOURNAL**

T: 360.695.2442 | F: 360.695.3056 | 1251 Officers Row Vancouver, Washington 98661 | [www.vbjusa.com](http://www.vbjusa.com)

Southwest Washington has been one of the fastest growing regions nationally for two decades. The current economy has resulted in Southwest Washington becoming one of the top locales for growing and expanding businesses. We have developed a number of focus sections to be sure those sectors most significant in the region are appropriately covered throughout the year. Whether trends emerging from that sector or news items about recent local activity, you'll find them all focused on the Southwest Washington companies making a difference in that industry.

## **BANKING AND FINANCE**

This focus section will provide businesses with accounting and tax information of value, and will also offer an in-depth look at regional banking, investment trends and "news you can use" to keep your business financially healthy. Look here for news on banks and other financial institutions in Southwest Washington and what they are doing to succeed in today's economy. This section will also answer financial questions such as: What new tax write-offs or credits apply to my business? Am I paying too much? How will the changing regulatory environment affect my business? Have I found the right accountant? Columnists will offer their knowledge and insight on financial opportunities in today's market and alternative ways to pursue capital, as well as knowledge and insight on investment strategies.

## **DESIGN AND CONSTRUCTION**

Our Design & Construction focus section highlights area projects and examines regional design and construction trends. It features columnists and field experts taking up issues that are relevant to architects, engineers, contractors, remodelers and other design and construction professionals, as well as the business owners contracting with these professionals.

## **EDUCATION AND WORKFORCE DEVELOPMENT**

Our Education & Workforce Development focus delves into a force that drives Southwest Washington's economy: its skilled workforce. Readers look here for information on workforce demographics, employment trends and training, as well as business & education partnerships through institutions such as Clark College, Washington State University Vancouver, various training academies and online schools. Columnists will touch on issues facing both employers and employees such as reducing the skills gap, the best way to incorporate apprentices into the workflow, and productivity through proper training.

## **FOOD AND AGRICULTURE**

Pacific Northwest agriculture accounts for billions of dollars in annual revenue and hundreds of thousands of jobs. Washington State alone produces more than 230 agricultural commodities. As demand for these goods increases around the world, so too does the role of this important industry in Southwest Washington. From our local farms to our regional ports, readers will learn about new investments in food and agriculture from both the public and private sector. Columnists will discuss how changes in supply and demand are affecting Clark County, and what the future of this industry may bring to our community.

## **HEALTHCARE AND HOSPITALS**

This focus section will shine a light on one of the most difficult industries to navigate: healthcare. In these pages, readers will learn about new practices, partnerships, industry trends and the impact of regulatory changes. Columnists will discuss workforce wellness programs, innovations within the industry and more.

## **INNOVATION AND MANUFACTURING**

From steel fabrication to semiconductors, Southwest Washington offers a diverse manufacturing base. Manufacturers in this community are continually reinventing themselves in order to remain competitive through process and product innovations. Readers look here for information on what applications are being added, how these innovations increase efficiency, and ultimately, how they add to the bottom line. Columnists discuss the latest trends in manufacturing, the impact of new innovations and how to protect intellectual properties.

**LAW**

With new laws and new regulations come new questions. From trademarks and patents, to workers comp and environmental considerations, business owners and professionals turn to this section to learn how to better protect their business – whether it's a product, service or idea. Columnists look to provide clarity in a murky regulatory environment, providing much-needed answers to readers' questions.

**MARKETING AND STRATEGIC COMMUNICATION**

Your customers are bombarded with hundreds – if not thousands – of messages every day. How can you be certain your message is getting through? A discussion of both internal and external communication is what readers will find in this section. Look for solutions to questions such as: What sort of communication with your customers should you be prepared to pay for? What roles do sales and marketing play in your overall business strategy? Columnists in this section offer readers tips on sales and marketing, crisis planning and the value of a well-planned communication strategy.

**REAL ESTATE AND DEVELOPMENT**

This focus section hones in on the latest deals and dealers while stepping back to view the commercial real estate landscape in Southwest Washington. Readers look here for columns and expert advice on such topics as relocating their businesses, negotiating a new lease, property investment opportunities and questions related to land use.

**TECHNOLOGY AND ELECTRONIC SOLUTIONS**

From search engine optimization (SEO) to trends in social networking, readers will look here to discover how new technology and electronic solutions can save time, reduce waste and increase profit. Tips on transitioning with a workforce resistant to change or how to utilize new media are among the many issues columnists address.

**TOURISM AND HOSPITALITY**

As Southwest Washington grows as a destination, so too does our coverage of the tourism and hospitality industry. This focus section explores ongoing efforts to put the Clark and Cowlitz region "on the map," and how the business community is contributing to that effort. Readers look here to discover how Clark College and Washington State University Vancouver are supplying this growing industry with skilled workers, and columnists discuss ways that local businesses can take advantage.

**TRANSPORTATION (NEW)**

Transportation continues to be a major concern in the Southwest Washington area. This section will focus on the many elements of transportation that affect the area's citizens, businesses and business owners. Any new and developing information on transportation issues like tolling, the I-5 Bridge replacement, parking and more will be addressed in this section. Readers can look here for columns from experts who are invested in knowing the details of these different transportation issues in Southwest Washington.



## January

### Book of Lists

Publishing January 3, 2020

Advertising Deadline December 6, 2019

This annual publication recounts the breadth of industries that make Clark County and Southwest Washington such a vibrant business community. The Book of Lists has become The Source for information on companies doing business here and how they stack up against their competitors. A must have for anyone involved in the Southwest Washington business marketplace.



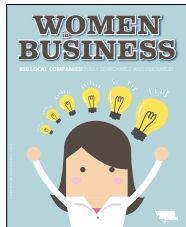
## February

### Family Owned Businesses (New)

Publishing February 21, 2020

Advertising Deadline February 13, 2020

This special edition of the Vancouver Business Journal will focus on some of the many family owned businesses that are in the Southwest Washington area. This edition will honor family businesses within Southwest Washington that set the standard for excellence and success. These companies have two, three, four, even five generations or more of family ownership. These family companies often grow the business while serving their communities in any way that they can.



## March

### Women in Business Special Edition

Publishing March 13, 2020

Advertising Deadline March 5, 2020

Hundreds of unique women-owned businesses are listed in this popular annual publication, which also features stories about notable women in the public and private sectors. Abundant advertising opportunities include highlighted and featured listings, advertorials and brand advertising. Distributed with the Vancouver Business Journal and at bustling drop-points throughout the region, thousands of targeted readers will see your company's message.

## May

### SW Washington Business Growth Awards

Event May 20, 2020

VBJ Special Business Growth Edition May 22, 2020

Advertising Deadline May 9, 2020

This annual program recognizes start-ups, innovators and successful, growing businesses in Southwest Washington and is featured in our annual edition dedicated to the region's growth. Since its inception in 2005, businesses with local branches of national corporations as well as single-location, privately held retailers have been acknowledged. The daily challenge of business is all worthwhile when the business succeeds. The Southwest Washington Business Growth Awards makes a great centerpiece for this annual edition highlighting examples of area businesses who innovate and grow. Coinciding event is April 18, 2020, 5:00 PM to 7:30 PM.

## July

### Top Projects Edition & Awards Presentation

Event Wednesday July 29, 2020

Publishing July 31, 2020

Advertising Deadline July 23, 2020

The most comprehensive award program for design, construction and development in Southwest Washington is the Vancouver Business Journal's Top Projects Awards Reception and Presentation on July 24, 2020 with coverage in the July 26, 2020 edition of the VBJ.





## September

### Philanthropy

Publishing August 28, 2020 • Advertising Deadline September 5, 2020

One of our most popular editions of the year, Profiles of Giving, not only highlights the generous corporate citizens throughout Southwest Washington but brings to light the business consequences of their philanthropic activities. Be a part of this inspiring and insightful edition by showcasing your company's philanthropy, your employees' efforts, and the nonprofit organizations or charities you'd like others to join you in supporting.

### Family Owned Businesses (New)

Event TBA

Publishing September 18, 2020 • Advertising Deadline September 11, 2020

This special edition of the Vancouver Business Journal will focus on some of the many family owned businesses that are in the Southwest Washington area. This edition will honor family businesses within Southwest Washington that set the standard for excellence and success. These companies have two, three, four, even five generations or more of family ownership. These family companies often grow the business while serving their communities in any way that they can.

## November

Event November 3, 2020 11:30 to 1:30

Publishing November 6, 2020 • Advertising Deadline October 30, 2020

Who are the leaders of the future? This frequently asked question is answered annually at the Accomplished & Under 40 recognition lunch. Those selected into the prestigious annual class of accomplished young people are detailed in a special section of the Vancouver Business Journal. Coinciding luncheon November 6, 2020.

## FIRST AND SECOND QUARTER

### First Quarter 2020

#### JANUARY

- 3rd** **BOOK OF LISTS**  
Deadline: 12/06/19
- 10th** **Law**  
List: Business & Professional Associations  
Deadline: 01/02/20
- 17th** **Real Estate & Development**  
List: Commercial Real Estate Agencies  
Residential Real Estate Agencies  
Deadline: 01/09/20
- 24th** **Banking & Finance**  
List: Accounting Firms  
Deadline: 01/16/20
- 31st** **Education & Workforce Development**  
List: Labor Organizations  
Deadline: 01/23/20

### Second Quarter 2020

#### APRIL

- 3rd** **Banking & Finance**  
List: Office Buildings  
Deadline: 03/26/20
- 10th** **Design & Construction**  
List: Residential General Contractors  
Deadline: 04/02/20
- 17th** **Marketing & Strategic Communication**  
List: Meeting Facilities  
Deadline: 04/09/20
- 24th** **Food & Agriculture**  
List: Golf Courses  
Deadline: 04/16/20

#### FEBRUARY

- 7th** **Design & Construction**  
List: Business & Industrial Parks  
Deadline: 01/30/20
- 14th** **Innovation & Manufacturing**  
List: Vancouver Apartment Complexes  
Deadline: 02/06/20
- 21st** **SPECIAL EDITION:  
FAMILY-OWNED BUSINESSES**  
List: Investment Firms  
Deadline: 02/13/20
- 28th** **Healthcare & Hospitals**  
List: Physician Groups  
Deadline: 02/20/20

#### MAY

- 1st** **Real Estate & Development**  
List: Shopping Centers  
Appraisers  
Deadline: 04/23/20
- 8th** **Education & Workforce Development**  
List: Employment Agencies  
Deadline: 04/30/20
- 15th** **Healthcare & Hospitals**  
List: Assisted Living & Retirement Facilities  
Deadline: 05/07/20
- 22nd** **SPECIAL EDITION:  
BUSINESS GROWTH AWARDS**  
List: Largest Employers  
Deadline: 05/14/20
- 29th** **Tourism & Hospitality**  
List: Breweries, Distilleries & Wineries  
Deadline: 05/21/20

#### MARCH

- 6th** **Transportation**  
List: Trucking  
Deadline: 02/27/20
- 13th** **SPECIAL EDITION:  
WOMEN IN BUSINESS**  
List: Florists  
Office Supplies  
Deadline: 03/05/20
- 20th** **Technology & Electronic Solutions**  
List: Software Developers  
Deadline: 03/12/20
- 27th** **Law**  
List: Environmental Firms  
Deadline: 03/19/20

#### JUNE

- 5th** **Marketing & Strategic Communication**  
List: Web Hosting & Design Companies  
Deadline: 05/28/20
- 12th** **Technology & Electronic Solutions**  
List: Technology Support & Service  
Deadline: 06/04/20
- 19th** **Transportation**  
List: Insurance Agencies/Brokers  
Deadline: 06/11/20
- 26th** **Food & Agriculture**  
List: Recyclers  
Deadline: 06/18/20



## THIRD AND FOURTH QUARTER

### Third Quarter 2020

#### JULY

- 3rd** **Real Estate & Development**  
List: Engineering Firms  
Deadline: 06/25/20
- 10th** **Innovation & Manufacturing**  
List: Manufacturers  
Deadline: 07/02/20
- 17th** **Education & Workforce Development**  
List: Commercial Printers  
Deadline: 07/09/20
- 24th** **Banking & Finance**  
List: Mortgage Lenders & Brokers  
Deadline: 07/16/20
- 31st** **SPECIAL EDITION:  
TOP PROJECTS**  
Deadline: 7/23/20

### Fourth Quarter 2020

#### OCTOBER

- 2nd** **Design & Construction**  
List: Residential Remodelers  
Deadline: 09/24/20
- 9th** **Law**  
List: Janitorial Services  
Deadline: 10/01/20
- 16th** **Wellness in the Workplace**  
List: Fitness & Athletic Facilities  
Deadline: 10/08/20
- 23rd** **Education & Workforce Development**  
List: Academic & Technical Colleges  
Deadline: 10/15/20
- 30th** **Technology & Electronic Solutions**  
List: Catering Companies  
Deadline: 10/22/20

#### AUGUST

- 7th** **Law**  
List: Law Firms  
Deadline: 07/30/20
- 14th** **Marketing & Strategic Communications**  
List: Marketing Firms  
Deadline: 08/06/20
- 21st** **Design & Construction**  
List: Commercial General Contractors  
Deadline: 08/13/20
- 28th** **SPECIAL EDITION:  
PHILANTHROPY**  
List: Nonprofit Foundations; Nonprofit Organizations  
Deadline: 08/20/20

#### NOVEMBER

- 6th** **SPECIAL EDITION:  
ACCOMPLISHED & UNDER 40**  
List: Travel Agencies  
Deadline: 10/29/20
- 13th** **Tourism & Hospitality**  
List: Executive Suites  
Deadline: 11/05/20
- 20th** **Real Estate & Development**  
List: Property Management Companies  
Deadline: 11/12/20
- 27th** **Marketing & Strategic Communication**  
List: Sign Companies  
Deadline: 11/19/20

#### SEPTEMBER

- 4th** **Food & Agriculture**  
List: Private Schools  
Deadline: 08/27/20
- 11th** **Healthcare & Hospitals**  
List: Dental Care Providers  
Deadline: 09/03/20
- 18th** **SPECIAL EDITION:  
FAMILY-OWNED BUSINESSES**  
List: Business Telecommunications Equipment & Service  
Deadline: 09/10/20
- 25th** **Real Estate & Development**  
List: Hotels & Motels  
Deadline: 09/17/20

#### DECEMBER

- 4th** **Design & Construction**  
List: Architectural Firms  
Deadline: 11/26/20
- 11th** **Banking & Finance**  
List: Banks; Credit Unions  
Deadline: 12/03/20
- 18th** **SPECIAL EDITION:  
YEAR IN REVIEW; BEST IN BIZ**  
List: Business Growth, Top Projects & AU40 honorees  
Deadline: 12/10/20
- 24th** **SPECIAL EDITION:  
BUSINESS & ECONOMIC FORECAST**  
List: Automobile Dealers  
Deadline: 12/16/20

## FEBRUARY

- 6th**  **Boardroom Breakfast Series Event**  
This intimate Breakfast Forum features a candid conversation with a CEO from a local/regional company followed by a brief Q&A session. Enjoy a delicious breakfast buffet and networking.  
*Pre-registration is required \$45, 7:30 a.m. to 9:00 a.m. at the Red Cross Building on the Fort Vancouver Historic Site*


## APRIL

- 3rd**  **Boardroom Breakfast Series Event**  
This intimate Breakfast Forum features a candid conversation with a CEO from a local/regional company followed by a brief Q&A session. Enjoy a delicious breakfast buffet and networking.  
*Pre-registration is required \$45, 7:30 a.m. to 9:00 a.m. at the Red Cross Building on the Fort Vancouver Historic Site.*

## MAY

- 20th**  **Southwest Washington Business Growth Awards Event**  
This annual program recognizes start-up, innovators and growing businesses in Southwest Washington and is featured in our annual coinciding edition dedicated to the region's growth. Since its inception in 2005, businesses with local branches of national corporations as well as single-location, privately held companies have been acknowledged. The daily challenge of business is all worthwhile when the business succeeds. The Southwest Washington Business Growth Awards special edition makes a great centerpiece for this annual showcase & reception highlighting examples of area businesses who innovate and grow.  
*Admission is \$50, pre-registration required. Includes beer, wine, generous appetizer buffet, live entertainment and networking. 5:00 p.m. to 7:30 p.m. at the Heathman Lodge.*


## JUNE

- 5th**  **Boardroom Breakfast Series Event**  
This intimate Breakfast Forum features a candid conversation with a CEO from a local/regional company followed by a brief Q&A session. Enjoy a delicious breakfast buffet and networking.  
*Pre-registration is required \$45, 7:30 a.m. to 9:00 a.m. at the Red Cross Building on the Fort Vancouver Historic Site.*

## JULY

- 31st**  **Top Projects Reception & Awards Presentation Event**  
The most comprehensive award program for construction and development of the year. The VBJ's Top Projects is an industry celebration like no other! 4:00 p.m. to 7:00 p.m.  
*Admission is \$50, pre-registration required. Includes beer, wine, generous appetizer buffet, live entertainment and networking.*


## SEPTEMBER

- 4th**  **Boardroom Breakfast Series Event**  
This intimate Breakfast Forum features a candid conversation with a CEO from a local/regional company followed by a brief Q&A session. Enjoy a delicious breakfast buffet and networking.  
*Pre-registration is required \$45, 7:30 a.m. to 9:00 a.m. at the Red Cross Building on the Fort Vancouver Historic Site.*
- 28th** **Family Owned Business Event**  
Saturday  
*Time and place TBA before publication.*

## OCTOBER

- 2nd**  **Boardroom Breakfast Series Event**  
This intimate Breakfast Forum features a candid conversation with a CEO from a local/regional company followed by a brief Q&A session. Enjoy a delicious breakfast buffet and networking.  
*Pre-registration is required \$45, 7:30 a.m. to 9:00 a.m. at the Red Cross Building on the Fort Vancouver Historic Site.*

## NOVEMBER

- 3rd**  **Accomplished & Under 40 Award Luncheon Event**  
11:30 a.m.-1:30 p.m. Location to be determined. \$50/\$500 table of 10.  
Those selected into the prestigious annual class of accomplished young people are detailed in a special section of the Vancouver Business Journal.

## DECEMBER

- 4th**  **Boardroom Breakfast Series Event**  
This intimate Breakfast Forum features a candid conversation with a CEO from a local/regional company followed by a brief Q&A session. Enjoy a delicious breakfast buffet and networking.  
*Pre-registration is required \$45, 7:30 a.m. to 9:00 a.m. at the Red Cross Building on the Fort Vancouver Historic Site.*



## RATES PER INCH

Dollar Volume Agreements	Per Column Inch	Full Color
Less than \$3000	\$48.00	\$662
\$3000 to \$4999	\$36.00	\$593
\$5000 to \$9999	\$33.00	\$525
\$10,000 to \$17,499	\$28.00	\$500
\$17,500 to \$24,999	\$26.00	\$467
\$25,000 to \$32,499	\$25.00	\$420

Rates for advertising investments exceeding \$32,499 per year are available. Ask your sales representative for a customized proposal detailing the investment requirements and discounts. Add 15% to the space cost for guaranteed placement in any of the Vancouver Business Journal Publications..

## INDUSTRY LISTS

	1X	4X
INDUSTRY LIST HI-LITE	\$100	
INDUSTRY LISTS (5COL X 1 INCHES)	\$495	\$380
FOCUS SECTIONS (5COL X 1.5 INCHES)	\$525	\$400

## NEWSPAPER ADVERTISING COLUMN WIDTHS

The Vancouver Business Journal publishes weekly. The tabloid edition is a five (5) column newsprint format. Advertising is built and billed by the column inch. A column inch is one column wide by one inch tall. Physical dimensions of the column widths are detailed below.

ONE COLUMN:	1.9"
TWO COLUMNS:	3.9"
THREE COLUMNS:	5.9"
FOUR COLUMNS:	7.9"
FIVE COLUMNS:	10"

## AD SPECIFICATIONS

The Vancouver Business Journal makes every attempt to accommodate advertising layouts and designs of every size and shape with the following exceptions. Advertising which is more than 10" in height but less than 12.5" in height will be billed for the full page depth of 12.5". One column by three inches is the smallest acceptable display ad.

## FOCUS SECTION SPONSOR BANNER

BANNER AD:	10" W X 1.5" TALL
INDUSTRY LIST BANNER:	10" W X 1.0" TALL

## COLOR RATES

## NEWSPAPER DEADLINES

### NORMAL PUBLICATION CYCLE

#### WEEK PRIOR TO PUBLICATION

VBJ BUILT AD COPY DUE MONDAY NOON  
SPACE RESERVATION DUE THURSDAY 5 PM  
CAMERA READY DUE FRIDAY 5 PM

### HOLIDAY PUBLICATION CYCLE

#### WEEK PRIOR TO PUBLICATION

VBJ BUILT AD COPY DUE MONDAY NOON  
CAMERA READY WEDNESDAY 5 PM

Acceptable artwork formats: PDF, JPEG, EPS, InDesign CS5.5 or earlier (please include packaged files and fonts-TrueType, Adobe or Open Type only). Please convert type to outlines whenever possible. Photo resolution should be no less than: Newspaper advertising – 260 dpi, Magazine advertising – 300 dpi. Spot and full color ads should be built CMYK. Black and white ads need to be in gray scale color mode. Ad layout and design services available on request.

## SPONSORSHIPS

Sponsorships are available on a first come basis for each of the publications. Call your advertising account manager for information.

## BILLING & PAYMENT

Invoices detailing advertising activity for the month are e-mailed no later than the 5th business day following publication. Terms are due upon receipt. American Express, Discover Card, Mastercard and Visa cards are accepted, or make checks payable to Vancouver Business Journal. Advertising run and billed based on discounted contract rates which is cancelled prior to completion will result in all advertising run to date being rebilled at the rate earned. Non-profits with 501c3 status receive a 10% discount on costs including space and color charges. Vancouver Business Journal Tax ID #20-1690213. Rates may change without notice. Contact an advertising account manager with any rate questions.

## Pre-Printed Insert Rate Card

The Vancouver Business Journal accepts pre-printed inserts for inclusion in any edition. Inserts must be printed on at least 70 lb. stock. Acceptable sizes range from post card size (4" X 6") up to multiple page inserts with outside dimensions of 9.5" X 12". Inserts on larger format must be folded to no larger than 9.5" X 12".

Rates shown are based on the annual advertising investment agreed to by the advertiser in advance. The rates shown are for the advertising inserts featuring a single advertiser. We gladly accept inserts for two or more advertisers. The rates for such inserts will be either the physical dimensions of the insert priced at current Run of Press per column inch rates or at the cost of multiple inserts (determined by the number of advertisers partnering on the insert) at the publisher's discretion. For questions or to schedule an insert call 360.695.2442 and ask for one of our advertising account managers to assist you.

Single sheet (8 ½ X 11 one sided)	\$540
Up to 4 Tab pages	\$750
Up to 8 Tab pages	\$975
Up to 12 Tab pages	\$1325

For inserts totaling more than 12 tab pages or the equivalent, a sample of the insert must be presented to the Vancouver Business Journal for pricing.

The Vancouver Business Journal reserves the right to price any insert printed on heavy stock and to charge by weight.

Multiple page inserts: A page is considered one side of a sheet of paper regardless of the printing process. Pages are defined as any single side up to 9.5" X 12". Larger pages will be measured and converted to this size for pricing.

**Need inserts printed? Print job quotes available upon request through affiliated print partners.**

## Billing & Payment

Invoices detailing advertising activity for the month are e-mailed no later than the 5th business day following publication. Terms are due upon receipt.

American Express, Discover Card, Mastercard and Visa cards are accepted, or make checks payable to Vancouver Business Journal. A 5% prompt pay discount is offered if payment is received within 15 days of invoice date. Advertising run and billed based on discounted contract rates which is cancelled prior to completion will result in all advertising run to date being rebilled at the rate earned.

Non-profits with 501c3 status receive a 10% discount.

Vancouver Business Journal Tax ID #20-1690213.

## Conditions of Acceptance

- All pre-printed inserts must be delivered **10 days** prior to publication date for inserting to the following location:

**Yakima Herald Republic**  
**114 N. 4th Street**  
**Yakima, WA 98901**

Please mark the outside of the box with the following information:

**Pre-printed inserts for the**

**Vancouver Business Journal**  
**1251 Officers Row**  
**Vancouver, WA 98661**  
**(Your company name)**  
**(Publication date)**

- Inserts must be reviewed and accepted in advance by the Vancouver Business Journal or may not run on the original date requested.
- The advertiser and/or advertising agency agrees to defend and indemnify the publisher against any and all liability, loss or expenses arising from claims of libel, unfair competition, unfair trade practices, infringement of trademarks, copyright, trade names, patents or proprietary rights or violation of rights of privacy resulting from the publication of the advertiser's advertisement.
- Any advertising material not meeting specifications stated here may be modified and billed to the advertiser.
- Inserts are accepted on a first ordered basis and the total in any single issue may be limited based on weight restrictions.

Rates may change without notice. Contact an advertising account manager with any rate questions.

# Advertising that builds your **B.R.A.N.D.**

- B**uild awareness for your business
- R**ecognition: Instant, positive and consistent
- A**cknowledgment as an industry leader
- N**otable in a crowded and growing marketplace
- D**emand for your product and services

All BRAND package ads are available with full color at no additional price. Placement of advertising is strictly at the discretion of the Publisher. Guaranteed placement is not available at BRAND advertising rates.

Rates may change without notice. Contact an advertising account manager with any rate questions.

Ads per issue	3 col ins.	4 col ins.	5 col ins.	6 col ins.	15 col ins.
12 times	\$139	\$183	\$224	\$273	\$578
6 times	\$145	\$194	\$243	\$286	\$866

# YWCA IS ON A MISSION

to eliminate racism, empower women, and promote peace, justice, freedom and dignity for all.

## JOIN US.

- > become a partner
- > workplace giving & matching
- > volunteer opportunities

eliminating racism  
empowering women

# ywca

Clark County

360.696.0167  
info@ywcaclarkcounty.org

Sample 2x3 (6 col ins. representational, not to exact size)

LOCALLY OWNED & OPERATED



**BLAIRCO**  
INDEPENDENT  
HEATING & AIR CONDITIONING  
SALES SERVICE INSTALLATION

Compare our prices and quality with big box stores, You'll be pleased!

**YOUR COMFORT IS OUR TOP PRIORITY**



**BEST OF CLARK COUNTY**  
Trade Ally of EnergyTrust of Oregon  
Factory Authorized Dealer  
Carrier  
Turn to the Experts!

Facebook Twitter Instagram Google+

**Keeping Clark County Comfortable Since 1987**

**695-1476**  
www.blaircoheating.com

Sample 1x4 (4 col ins.)

# Peterson & Associates P.S.

VANCOUVER CPAs



## Life is more than money.

We partner with many community and charitable organizations throughout the county to help make our little piece of the world a better place.

Organizations we've partnered with include:  
Clark County Food Bank  
Clark College Foundation  
Columbia River Economic Development Council  
Furry Friends  
Lelooska Foundation  
Friends of the Clark County Fair  
Northwest Childrens Outreach  
Vancouver Bicycle Club  
Woodland Historical Museum  
and many more...

**Experience, Moving Forward**  
360.574.0644 • VancouverCPA.com

Sample 3x5 (15 col ins. representational, not to exact size)

**RETAIL/INDUSTRIAL SPACE  
FOR LEASE**

**NEW INDUSTRIAL AND RETAIL SPACE  
AVAILABLE FROM 1,394 – 2,926 SF**

**NOW AVAILABLE!**




**CAPACITY**  
COMMERCIAL GROUP

## Real Estate Marketplace

Size: 1 column, 2 columns, or 4 columns wide by 4 inches high  
Rates listed are for one or more units at the annual frequency agreement level indicated. Rates include full color.

1 column x 4 = 1.3" x 4"  
2 columns x 4 = 2.75" x 4"  
4 columns x 4 = 5.65" x 4"

### Per Issue Price

Unit Pricing	1x4 / 2x2	2x4	4x4
<b>1-5 issues</b>	<b>\$50</b>	<b>\$100</b>	<b>\$200</b>
<b>6-11 issues</b>	<b>\$47.50</b>	<b>\$95</b>	<b>\$190</b>
<b>12-23 issues</b>	<b>\$44.50</b>	<b>\$89</b>	<b>\$178</b>
<b>24-35 issues</b>	<b>\$37.50</b>	<b>\$75</b>	<b>\$150</b>
<b>36-52 issues</b>	<b>\$34.50</b>	<b>\$69</b>	<b>\$138</b>

Sample 2x4  
Approximate Size

**FOURTH PLAIN BUSINESS PARK**  
6700 NE 152<sup>nd</sup> Avenue | Vancouver, WA 98682  
businesspark.com



**BRANDI M. WELTER**  
BROKER | INVESTMENT

360.823.5112  
BRANDIW@CBCWORLDWIDE.COM



Sample 1x4  
Approximate Size



**BRANDI M. WELTER**  
BROKER | INVESTMENTS

360.823.5112  
BRANDIW@CBCWORLDWIDE.COM



Sample 4x4 Approximate Size

## IDEAL OWNER/USER OPPORTUNITY WITH PASSIVE INCOME

906 SE 164TH AVE, VANCOUVER, WA 98683



**OFFERED AT: \$1,995,000**

This brand new 6,550 SqFt building is ideally situated on two main arterials in Vancouver, WA in the new Crossroads retail center. Located on the SW corner of 164th Ave. & Mill Plain Blvd. Excellent visibility & traffic counts; approximately 25,000 cars pass by daily on Mill Plain Blvd & approximately 28,000 cars pass by daily on 164th Ave. The property features two monument signs, the highest marketing positions on both sides of each sign has been reserved for this building. Passive income with Verizon cell tower lease. Ready for owner/user. Building can

300 W 15TH STREET, STE. 201, VANCOUVER, WA 98601

Sample 2x2  
Approximate Size

**IDEAL OWNER/USER OPPORTUNITY  
WITH PASSIVE INCOME**

906 SE 164TH AVE, VANCOUVER, WA 98683



**OFFERED AT: \$1,995,000**

This brand new 6,550 SqFt building is ideally situated on two main arterials in Vancouver, WA in the new Crossroads retail center. Located on the SW corner of 164th Ave. & Mill Plain Blvd. Excellent visibility & traffic counts; approximately 25,000 cars pass by daily on Mill Plain Blvd & approximately 28,000 cars pass by daily on 164th Ave. The property features two monument signs, the highest marketing positions on both sides of each sign has been reserved for this building. Passive income with Verizon cell tower lease. Ready for owner/user. Building can accommodate a variety of space configurations.

300 W 15TH STREET, STE. 201, VANCOUVER, WA 98601 | (360) 888-4848 | www.CBCWORLDWIDE.COM

## Billing & Payment

Advertising placed by and being paid for by individual agents is payable in advance for the first schedule and/or until a credit account can be established. Requests for credit must be accompanied by a completed credit application. Once the application has been reviewed and credit established, advertising will be invoiced after each publication. Until approval all schedules will be paid at the time the order is placed.

Invoices detailing advertising activity for the month are e-mailed no later than the 5th business day following publication. Terms are due upon receipt. American Express, Discover Card, Mastercard and Visa cards are accepted, or make checks payable to Vancouver Business Journal. Advertising run and billed based on discounted contract rates which is cancelled prior to completion will result in all advertising run to date being rebilled at the rate earned.

Vancouver Business Journal Tax ID #20-1690213.





## Reach:

- Business executives and decision makers
- A target audience designed just for your type of business
- FREE full color
- FREE online in the Vancouver Business Journal for 7 days every time you publish in the guide!


## Professional Business Service Guide

Size: 1 column, 2 columns, or 4 columns wide by 4 inches high

Rates listed are for one or more units at the annual frequency agreement level indicated. Rates include full color.

1 column x 4 = 1.3" x 4"  
2 columns x 4 = 2.75" x 4"  
4 columns x 4 = 5.65" x 4"

Unit Pricing	Per Issue Price		
	1x4 / 2x2	2x4	4x4
1-5 issues	\$50	\$100	\$200
6-11 issues	\$47.50	\$95	\$190
12-23 issues	\$44.50	\$89	\$178
24-35 issues	\$37.50	\$75	\$150
36-52 issues	\$34.50	\$69	\$138



**High Fidelity**  
Entertainment Services

**DJ Entertainment Services**  
**Craig Brown**  
360.576.6589  
eventinfo@hifidjs.com  
www.hifidjs.com

**Photo Booth Rentals**  
www.PartyPixPDX.com

**Digital Bubbler Jukebox Rentals**  
www.digijukebox.com

Find us on  
**Facebook + LinkedIn**

Sample 1x4  
75% of actual size



**OPSAHL | DAWSON**  
CERTIFIED PUBLIC ACCOUNTANTS

 Aaron Dawson, CPA  
 Jen Dawson, CPA  
 Matt Lee, CPA

Offices in Vancouver and Longview  
**OPSAHLCO.COM**

**BEST**  

**ACCOUNTING FOR A NEW AGE**

Sample 4x4 | 75% of actual size



**IGN**  
**INTERNATIONAL GRAPHICS & NAMEPLATE, INC.**

**NEED HELP WITH YOUR TOP PRINTING PROJECT?**  
We'll help you stand above the rest.

**International Graphics Congratulates the Top Projects of 2018.**

- Signs • Banners • Labels
- Tradeshow Displays • Vehicle Graphics
- Product Identification • Die Cutting
- Decals • Political Signs

**360-699-4808**  
www.ign-usa.com

Sample 2x4 | 75% of actual size

## Billing & Payment

Invoices detailing advertising activity for the month are e-mailed no later than the 5th business day following publication. Terms are due upon receipt. American Express, Mastercard and Visa cards are accepted, or make checks payable to Vancouver Business Journal. Advertising run and billed based on discounted contract rates which is cancelled prior to completion will result in all advertising run to date being rebilled at the rate earned.

Vancouver Business Journal Tax ID #20-1690213.

## Online Display Ads [www.vbjusa.com](http://www.vbjusa.com)

LEADERBOARD BANNER AD 728PX X 90PX

\$525/MONTH

CONTENT BANNER AD 600PX X 90PX

\$325/MONTH

PREMIUM POSITION TILE  
PLACED JUST BELOW  
LEADING STORY BLOCK

300PX X 250PX

\$475/MONTH

HALF TILE  
300PX X 125PX  
\$275/MONTH

SPONSORED CONTENT  
AT VBJUSA.COM  
400 WORDS  
\$285/WEEK

## JUST BUSINESS & BREAKING NEWS NEWSLETTERS

TITLE BANNER, 600PX X 90PX, \$450/MONTH

SIGNATURE BANNER, 600PX X 90PX, \$399/MONTH

*Just Business tiles and banners run EVERY MONDAY and throughout weekly news updates at the monthly price. Rates for shorter periods are available by request to your Advertising Account Manager.*

**VANCOUVER  
BUSINESS  
JOURNAL**



## Online Display Ads [www.vbjusa.com](http://www.vbjusa.com)

Acceptable file formats include JPG, GIF, PNG and SWF\*.  
All artwork must be in RGB or Index color modes, and 72 dpi.

Advertising files for VBJ Online will be posted and live on the website within 72 hours of the files being received. If the Vancouver Business Journal will be creating the advertising, copy and components are due at least 10 days prior to the start of the online advertising campaign. Any flash ad files must be provided by advertiser. Creation of flash by the VBJ is not available.

*\* SWF files are not supported on Just Business and Breaking News options.*

*Placement exclusivity available. Contact your representative for rate.*

Online display ad dimensions are stated in **pixels wide x pixels tall**.

Invoices are emailed at the end of the run or end of the calendar month for schedules running multiple months.

## Billing & Payment

Invoices detailing advertising activity for the month are e-mailed no later than the 5th business day following publication. Terms are due upon receipt.

American Express, Mastercard and Visa cards are accepted, or make checks payable to Vancouver Business Journal. A 5% prompt pay discount is offered if payment is received within 15 days of invoice date. Advertising run and billed based on discounted contract rates which is cancelled prior to completion will result in all advertising run to date being rebilled at the rate earned.

Non-profits with 501c3 status receive a 10% discount on costs including space and color charges.

Vancouver Business Journal Tax ID #20-1690213

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Rates may change without notice. Contact an advertising account manager with any rate questions.

### Conditions of Acceptance

- All advertisements are subject to approval of the publisher.
- The publisher shall not be liable for slight changes or typographical errors that do not lessen the value of the advertisement. The publisher's liability for other errors or omissions in connection with an advertisement is strictly limited to publication of the advertisement in any subsequent issue or the refund of any money paid for the advertisement.
- The advertiser and/or advertising agency agrees to defend and indemnify the publisher against any and all liability, loss or expenses arising from claims of libel, unfair competition, unfair trade practices, infringement of trademarks, copyright, trade names, patents or proprietary rights or violation of rights of privacy resulting from the publication of the advertiser's advertisement.
- Any advertising material not meeting specifications stated here may be modified and billed to the advertiser.

All legal notices published in the Vancouver Business Journal including but not limited to Summons, Notice to Creditors, Probate Notices, Business Notices, Notices of Public Hearing, Trustees Sales et al. are subject to the rate schedule below.

<b>Legal notices</b>	First insertion	\$8.95/inch
	Subsequent insertions	\$7.45/inch
<b>Standard form notices</b>		
Summons by Publication	six time publication	\$295
Notice to Creditors Standard length	three time publication	\$105
Non-Probate Notice to Creditors Standard length	three time publication	\$145

Notices can be filed with the Vancouver Business Journal via email. Files should only be in MS Word (.doc or .docx), wordpad or notepad to **legalnotices@vbjsa.com**. If your documents are in a different format please call before forwarding to confirm the document format is acceptable.

Notices longer than standard length will be charged for every half inch or portion thereof at the applicable rate per inch.

**Scheduling and copy deadline** – notices deadline is Wednesday eight (8) days prior to the publication date.

**Typing fees** – all notices requiring the publisher to type them from hard copy submission will be subject to the following fee schedule.

**Submission of notices in hard copy form deadline 24 hours prior to the normal deadline for publication**

Minimum Typing charge for notices up to 5 inches	\$45.00
Additional charge for notices greater than 5 inches inch	\$2.80/

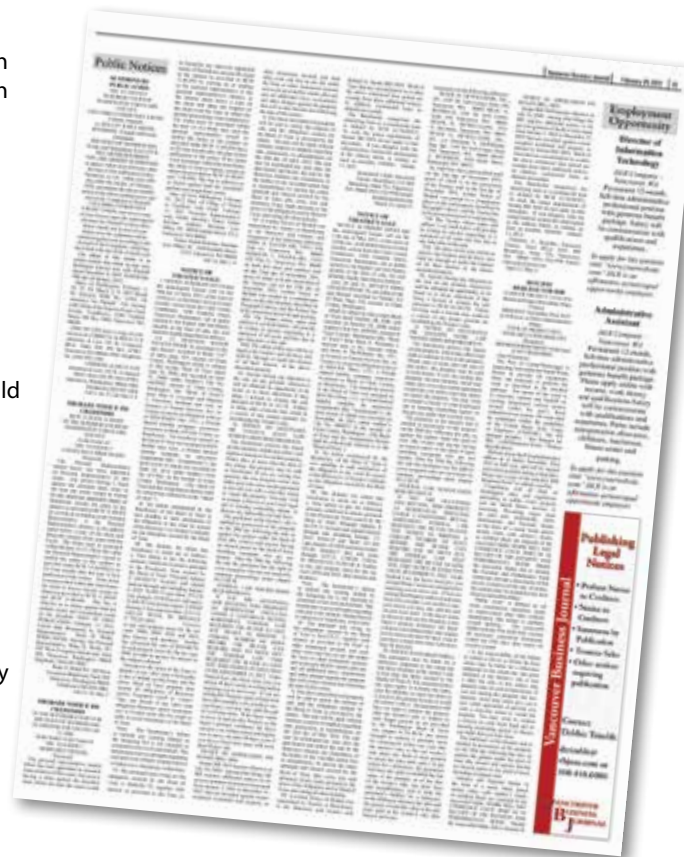
**Affidavit fee** – if an affidavit is required as proof of publication \$10.00

**Filing proof of publication with the Court** –

Upon request the Vancouver Business Journal will file proof of publication with the Clark County Court within three business days of the final insertion \$40.00

## Billing and Payment

Invoices detailing advertising activity for the month are e-mailed no later than the 5th business day following publication. Terms are due upon receipt. American Express, Discover Card, Mastercard and Visa cards are accepted, or make checks payable to Vancouver Business Journal. Advertising run and billed based on discounted contract rates which is cancelled prior to completion will result in all advertising run to date being rebilled at the rate earned.



## Conditions of Acceptance

- All advertisements are subject to approval by the publisher
- The publisher shall not be liable for slight changes or typographical errors that do not lessen the value of the advertisement. The publisher's liability for other errors or omissions in connection with an advertisement is strictly limited to publication of the advertisement in any subsequent issue or the refund of any money paid for the advertisement.
- The advertiser and/or advertising agency agrees to defend and indemnify the publisher against any and all liability, loss or expense arising from claims of libel, unfair competition, unfair trade practices, infringement of trademarks, copyright, trade names, patents or proprietary rights or violation of rights of privacy resulting from the publication of the advertiser's advertisement.
- Any advertising material not meeting the specifications stated herein and/or incorporated by reference may be modified by the Vancouver Business Journal and billed to the advertiser.

## The Staff



**John McDonagh**  
Associate Publisher  
jmcdonagh@vbjusa.com  
360.448.6007



**Stephen McDonagh**  
Associate Publisher  
smcdonagh@vbjusa.com  
360.448.6008



**Shari Van Dinter**  
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360.448.6020



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dstarks@vbjusa.com  
360.448.6021



**Melissa Woster**  
Office Manager and List Research  
mwoster@vbjusa.com  
360.448.6010

## ADVERTISING & SPONSORSHIP SALES



**Irene Tikerpuu Pettengill**  
Director of Marketing and Advertising  
ipettengill@vbjusa.com  
360.448.6013



**Stephanie P. McDonagh**  
Advertising Account Manager  
pmcdonagh@vbjusa.com  
360.448.6016

## ONLINE



**Kris Small**  
Content Manager  
ksmall@vbjusa.com

## NEWS



**Joanna Yorke**  
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Vancouver Business Journal  
jyorke@vbjusa.com  
360.448.6019



**Jessica Swanson**  
Special Publications Editor  
jswanson@vbjusa.com  
360.448.6009

## DESIGN



**Ted Perkins**  
News Designer  
503-381-4262

Visit our Business Tool Box at [www.vbjusa.com](http://www.vbjusa.com) to submit Movers & Shakers, New Business announcements or Press Releases, to sign-up for our free Just Business and Breaking News e-blast or to order a Business Journal subscription. For event information visit *Datebook* at [www.vbjusa.com](http://www.vbjusa.com).

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The Vancouver Business Journal (USPs 015-675) is published weekly at \$129 a year. Back issues, when available, \$2.75 ea. or mailed for \$4 ea.

Date: \_\_\_\_\_

This agreement is between Brown Warrior Publishing, LLC dba Vancouver Business Journal (Publisher) and  
\_\_\_\_\_ (Advertiser).

## Advertising Publication:

- ☐ VBJ/Special Editions   ☐ Online   ☐ VBJ Events   ☐ Book of Lists  
☐ Women in Business Directory   ☐ Health Resource Guide   ☐ Top Projects

## Business Type:

- ☐ Corporation  
☐ Sole Proprietorship  
☐ Partnership   ☐ Non Profit

Advertiser agrees to invest a minimum of \$ \_\_\_\_\_ during the ensuing twelve (12) month period beginning the first month of \_\_\_\_\_, 20\_\_\_\_.

## Advertiser Information:

Business Name: \_\_\_\_\_

Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Street Address: \_\_\_\_\_ Suite: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Additional Comments: \_\_\_\_\_

All advertising run pursuant to this agreement is subject to 1) the rates appearing on the given publication dollar volume rate card or any other Brown Warrior Publishing publication or website rate card as amended from time to time pursuant to the terms and conditions on page 2, and correlating to the Advertiser's investment level as indicated in the above paragraph; 2) the Terms and Conditions on page 2 are made a part of this agreement; 3) Rates for other Brown Warrior Publishing publications including but not limited to North Bank as such rates appear on their respective rate sheets.

I accept the terms and conditions of this agreement and authorize the Vancouver Business Journal individually and collectively to publish advertising for the Business described above as it may be ordered from time to time by me or other authorized representative of our company. \_\_\_\_\_  
(initials)

\_\_\_\_\_  
Advertiser Signature

\_\_\_\_\_  
Vancouver Business Journal Signature

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

I. The term of this agreement shall be for the period indicated on page 1 and it shall be automatically terminated at the end of the period. This agreement includes all terms, specifications and conditions between the Advertiser and the Vancouver Business Journal (Publisher) as specified on the Publisher's Rate Card.

II. The Publisher and/or the Advertiser have the right to terminate this agreement with 30 days advance written notice. In the event either party cancels the agreement, the advertising published to date will be adjusted to the rate level actually earned by Advertiser. No adjustment to advertising published to date would be necessary if the original investment level has been reached prior to termination.

III. Publisher reserves the right to amend the terms, conditions and rates published in the Rate Card, attached hereto and made a part hereof by reference, upon 30 days notice to Advertiser. If the revision is not acceptable to Advertiser, Advertiser shall have the right to terminate this Agreement as of the date of the change without penalty. All notices given pursuant to this provision shall be in writing and delivered personally or by First Class Mail. A continuance of advertising after the new rates go into effect will constitute acceptance of the adjusted rates and all other terms of this agreement.

IV. Advertiser understands and acknowledges that cancellation of the contract prior to completion will result in Advertiser being billed for all advertising having run pursuant to this agreement adjusted to the rate earned.

V. This Agreement cannot be invalidated by the incorrect publication, including without limitation, typographical errors or insertion or any omission of Advertiser's advertising. Should a copy or billing error occur, Advertiser must notify Publisher within 5 days of the occurrence or omission.

VI. Advertising placed on a no proof basis, including advertising submitted after a deadline, is done at Advertiser's risk. Copy in such ads cannot be changed. No allowances or make-goods will be given for ads submitted on a no proof basis.

VII. The sole liability and obligation of Publisher for any failure to publish an advertisement shall be to refund any amounts paid to the Publisher for such advertisement. The liability and obligation of the Publisher for any other breach of the terms of this Agreement or act or omission of the Publisher with respect to any advertisement including without limitation any mistake or error in a published advertisement or any late or untimely publication of an advertisement, shall not exceed the cost of such advertisement under the provisions hereof. In no event shall Publisher be liable to Advertiser or to any other parties for any further damages of any kind arising from any breach of these terms and conditions or act or omission of Publisher with respect to an advertisement including but not limited to, direct, indirect, special or consequential damages.

VIII. In order to induce Publisher to publish such advertising, and in consideration thereof, Advertiser represents and warrants by submitting advertising to Publisher that all facts stated in such advertising will be true and correct, and that therein there will be no libel and no invasion of privacy with respect to any person,

partnership, corporation or other entity, and no infringement of any trademark, copyright or other intellectual property right with respect to any person, partnership, corporation or other entity. Advertiser agrees to indemnify and hold harmless Publisher and Brown Warrior Publishing, LLC, including without limitation, all subsidiaries and divisions thereof, their officers, agents, employees, and shareholders harmless from any claim of libel or invasion of privacy, or infringement of trademark, copyright or other intellectual property claim, and against any recovery, fees or expenses which may arise out of or be caused by any such claim.

IX. In the event that any tax is imposed on newspaper advertising, Advertiser specifically agrees that such tax shall be added to the costs set forth in this contract.

X. Ads resembling news, cartoons, or comic strips will carry "PAID ADVERTISEMENT" as an over-line in up to 12 point caps.

XI. Publisher reserves the right to edit, classify, alter, or reject any advertisement.

XII. This Agreement may not be assigned or transferred in whole or in part by Advertiser without the express written consent of Publisher.

XIII. Advertiser agrees to pay all costs incurred by the Publisher or Brown Warrior Publishing, LLC to enforce any provision of this agreement or collection of advertising charges including court costs and reasonable attorney fees.

XIV. Invoices detailing advertising activity for the month are e-mailed no later than the 5th business day following publication. Terms are due upon receipt. American Express, Discover card, Mastercard and Visa cards are accepted, or make checks payable to Vancouver Business Journal. A 5% prompt pay discount is offered if payment is received within 15 days of invoice date. Advertising run and billed based on discounted contract rates which is cancelled prior to completion will result in all advertising run to date being rebilled at the rate earned. Non-profits with 501c3 status receive a 10% discount on costs including space and color charges. Vancouver Business Journal Tax ID #20-1690213. Publisher may cancel this Agreement at any time if Advertiser fails to make timely payment for advertising published pursuant to this Agreement.

XV. This agreement is fully executed only when accepted and signed by the Publisher or Business Manager of the Vancouver Business Journal. In the event that flood, fire, labor dispute, shortage of material or transportation, breakdown of equipment, governmental restriction or any other action beyond its control shall cause either party to be unable to perform its obligation hereunder, such party shall be excused from said performance during the continuation of such inability.

XVI. This written Agreement is the complete and exclusive Agreement between Publisher and Advertiser with respect to the subject hereof, superceding and replacing any and all prior agreements, communications, and understandings (both written and oral) regarding such subject matter, provided that Publisher's Rate Card shall govern all pricing, whether printed on paper or provided electronically. This Agreement may only be modified, or any rights under it waived, by a written document executed by both parties.

**Company name:** \_\_\_\_\_

dba: \_\_\_\_\_

Address: \_\_\_\_\_

Billing Address: \_\_\_\_\_

Phone: \_\_\_\_\_

**Primary Contact for Advertising:** \_\_\_\_\_

Phone number: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Primary Contact for Billing:** \_\_\_\_\_

Phone number: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Primary Contact for Advertising Agency:** \_\_\_\_\_

Address: \_\_\_\_\_

Phone number: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Credit Limit requested: \$** \_\_\_\_\_

**Type of Business entity:**

☐ Corporation – majority shareholder: \_\_\_\_\_

☐ Partnership – Partners: \_\_\_\_\_

☐ Sole Proprietorship

☐ LLC – General Manager: \_\_\_\_\_

☐ Association – Non Profit yes ☐ no ☐

**Trade References:**

1. Name: \_\_\_\_\_

2. Name: \_\_\_\_\_

Address: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

Telephone: \_\_\_\_\_

**Media References:**

1. Name: \_\_\_\_\_

2. Name: \_\_\_\_\_

Address: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

Telephone: \_\_\_\_\_