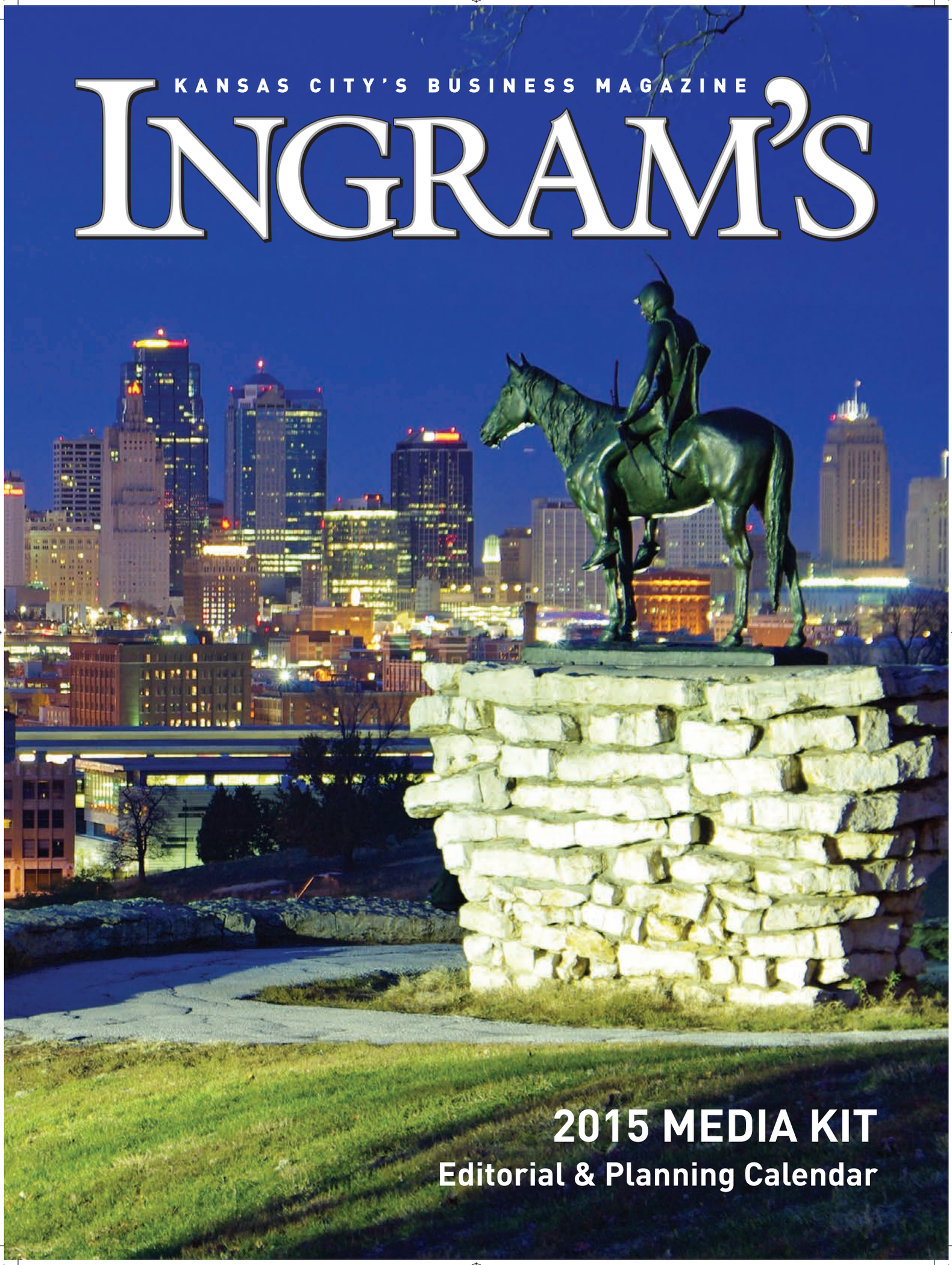
KANSAS CITY'S BUSINESS MAGAZINE

INGRAM'S



2015 MEDIA KIT

Editorial & Planning Calendar

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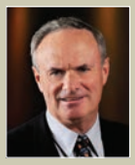

"J.E. Dunn Construction has a long standing relationship with *Ingram's*. We value the quality editorial, topical research and market penetration to help our company meet its business objectives."

***Terry Dunn**, President , CEO*
J.E. Dunn Construction Group

"Burns & McDonnell is a proud supporter of Ingram's roundtables. These valuable forums play a vital role in establishing a dialogue on some of the metropolitan area's most pressing issues."

***Greg Graves**, Chairman & CEO*
Burns & McDonnell

"Kudos on the Joplin events. The anniversary event in Joplin was all about community revitalization and celebrating community spirit. No one embraces that mantra more than Ingram's. Thank you for all you do for the KC area and for Missouri."

***Katie Steele Danner,** Director*
Missouri Department of Tourism

"*Ingram's* is the one publication everyone reads. Joe Sweeney and Jack Cashill are always addressing current issues, and the business recognition is always a who's who of Kansas City business people. Basically, it's informative and entertaining. *'A Must-Read'.*"

***John Meara**, principal*
Meara Welch Browne

"I continue to be impressed with what *Ingram's* Magazine has done and how the publication is trying to impact Kansas City in a most positive way. Just about everything *Ingram's* does is first rate, and all of Kansas City is in their debt."

***Mike Wrenn**, president and CEO,*
Affi ity Group Management

A BRAND-NEW ERA. AN ALL-NEW INGRAM'S.

NEW FEATURES, A NEW WEB SITE PORTAL AND NEW PROGRAMMING WILL TAKE YOUR AD DOLLAR FARTHER IN INGRAM'S THAN IT GOES IN ANY OTHER BUSINESS PUBLICATION OR MEDIA IN MISSOURI AND KANSAS.

As we begin our fifth decade in business, *Ingram's* continues to set the standard for business news and information in Missouri and Kansas. And savvy marketing professionals from organizations that advertise in *Ingram's* know there's no better way to reach more than 100,000 influential and affluent executives and readers who see the magazine every month, or the 25,000 additional readers who see those ads reprinted for free in *Ingram's* Quarterly Reports and reprint publications. But we're not standing still: New features in the magazine planned for 2015 are designed to broaden the print product's reach; a new, vastly expanded and data-rich Ingrams.com will extend one of the nation's highest readership profiles onto the Web, and new programming will create additional opportunities for sponsorships and collaborations that will further drive your organization's marketing message. In print and on-line, several hundred thousand influential readers make *Ingram's* part of their business life every month—and that number will grow dramatically. If you're not reaching that audience, you're not getting the most out of your marketing budget. We invite you to join us in this next exciting phase of *Ingram's* Media, and we would be honored to serve your organization as a strategic partner with your positioning team.

KANSAS CITY'S VERIFIED AND AUDITED CIRCULATION BUSINESS PUBLICATION
VERIFIED AUDIT CIRCULATION

THE ALLIANCE OF AREA BUSINESS PUBLICATIONS
Ingram's is a Proud Member of America's Leading Business Publication Alliance

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80%

80% of our readers believe an ad in *Ingram's* enhances an advertiser's brand images.

78%

78% have been loyal readers for at least 5 years (10x industry average) and 38% have been loyal readers for over 10 years.

70%

70% of readers save and share their copy of *Ingram's* with others — added reach for your message.

60%

60% have shared ads with colleagues in the previous 12 months — extending ad reach.

Readership survey prepared by Gene Brown, PhD., Market Intellect.
Dr. Brown is the Valentine Radford Professor of Marketing at UMKC's Bloch School of Management.
Complete survey results are available at Ingrams.com or by emailing Advertising@Ingrams.com

Readers of Worth

Our readers are far more affluent and influential than any other regional or national business publication's readers

$2,560,000.00
[Investment Assets]

228,750.00
[Individual Income]

285,937.00
[Household Income]

572,500.00
[Home Value]
27,000 of Ingram's readers own a second home worth $313,000 avg.

Ingram's Readers are Affluent and Influential

95% — **95% of Ingram's readers have a college degree. 70% work for companies that provide tuition reimbursement; 80% plan continuing ed.**

81% — **81% are presidents, CEOs, owners or partners. 75% serve on two or more boards. More than 40% of Ingram's readers are women.**

41% — **41% or 44,000 of Ingram's readers are millionaires. Our readers have 40% higher investment assets than the Business Journals' national average.**

Loyal and Engaged Readers

Typical time Ingram's readers spend reading or referencing the area's leading publications

Decision Makers with Purchasing Power

85% — **85% used ads in Ingram's to guide purchases. 85% acquire business leads from Ingram's; Our average reader eats out 9 times a week.**

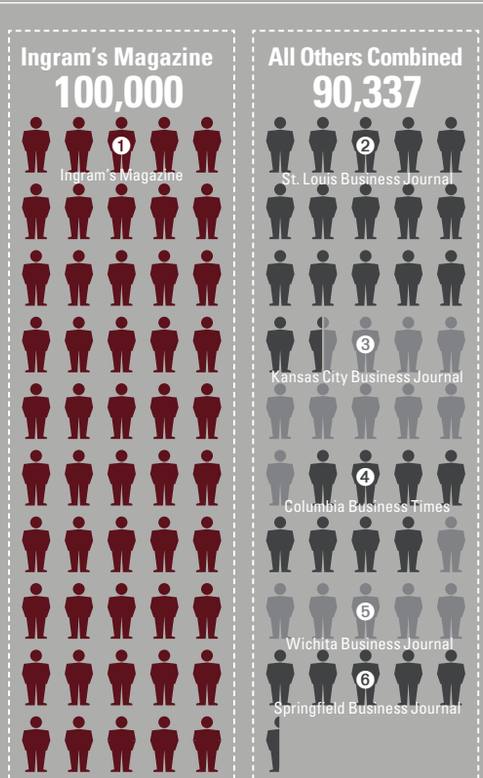
60% — **60% recently visited an advertiser's web site as a result of an ad in Ingram's. 60% share and 40% re-read Ingram's. 80% say Ingram's ads enhance brand image.**

95% — **95% actively read each and every edition and resource the ads in Ingram's. 95% trust Ingram's as a reliable source; 85% rate Ingram's excellent or good; 78% have read Ingram's 5 years +**

Readership Rivaling ALL Regional Business Journals—Combined!

Ingram's delivers a larger number of executive readers. By far. In fact, *Ingram's* has more readers than all of the business journals in both Missouri and Kansas—***combined!*** And Ingram's readers have significantly higher demographics.

1. **Ingram's Magazine**
   99,875* Valued Readers (23,500 copies)
2. St. Louis Business Journal
   33,136** (15,200 copies)
3. Kansas City Business Journal
   18,781** (8,615 copies)
4. Columbia Business Times
   15,785** (7,241copies)
5. Wichita Business Journal
   11,702** (5,368 copies)
6. Springfield Business Journal
   10,933** (5,015 copies)



* Readership Survey conducted by Market Intellect.
**National Readership Average (2.18 readers per copy)
Source: Newspaper Association of America and Statement of Ownership from above-mentioned business journals

"Blue Cross and Blue Shield of Kansas City congratulates *Ingram's* Magazine on 40 years of being an outstanding partner to the Kansas City business community. By covering both national and local trends in business and convening local players to share sharp insights and perspective, *Ingram's* distinguishes itself by offering readers clarity on complex topics—in particular, the coverage of development in the healthcare sector is a must read. *Ingram's* was also quick to recognize the importance of health and wellness to the success of businesses both from financial and workforce effectiveness perspectives, and we have been proud to sponsor and support participants in the Fittest Execs and Companies Challenge. At Blue KC, we are proud to call *Ingram's* Magazine a partner and appreciate the support this publication provides to Kansas City. Here's to many more years of healthy growth and prosperity."

***Wayne Powell**, Vice President Executive Services and Chief of Staff Blue Cross Blue Shield of Kansas City*

"*Ingram's* is a well-respected media resource that provides relevant and timely business news. Their commitment to highlight the excellence prevalent in the metropolitan area brings local and often national attention to this vibrant and growing Kansas City community."

***Rita M. Weighill**, Vice President Communications & Marketing Park University, Parkville, Mo.*

"Ten years ago, we came into this market with no name recognition and we knew we had to do something to let people know we were here and to start building a brand. *Ingram's* comes to us with ideas and advertising and sponsorship opportunities that others don't match, and their programs, like 40 Under Forty or CEOpen, validate our belief that we're dealing with the right organization to help us build our brand in the marketplace."

***Jeff Spencer**, VP, Holmes Murphy & Assoc. Overland Park, Kan.*

Ingram's explores business trends and the issues that matter most to the very executives your organization needs to reach

The research proves it: Kansas City's business executives turn to Ingram's for timely, relevant and actionable business coverage. And because they form the backbone of corporate leadership in this region, these business owners, executives and key decision-makers are the target audience for companies with an important B2B message. Simply put, there is no better way to reach the prospective business customers your organization needs to reach than by positioning your advertising message in Ingram's and our supplemental supporting and reprint publications.

QUARTERLY REPORTS

In-Depth Coverage of Business Sectors that Define the Regional Economy

Count on *Ingram's* to explore key industries with our quarterly report series. Each month, *Ingram's* showcases key industry sectors of the regional economy. Banking and Financial Services (March, June and Oct.); Construction and Development (Jan., May and Sept.); Education and The Workforce (Feb., July and Nov.) and Healthcare and Insurance (April, Aug. and Dec.) is the plan for 2015. Your ad placed in *Ingram's* monthly edition will also be published in our Quarterly or Special Reports as a value-added bonus insertion.

1. Education and the Workforce Quarterly Report. 2. Construction and Development Quarterly Report. 3. Banking and Financial Services Quarterly Report. 4. Healthcare and Insurance Quarterly Report. *Ingram's* publishes these Quarterly Reports to cover our dominant sectors and to drive attention to and additional investment in these industries and the greater Kansas City region. **Value-added advertising!**

VALUE-ADDED PUBLICATIONS

Reports, Feature Sections and Value-Added Publications that Extend the Reach of Your Message

Ingram's provides advertisers with exceptional value-added opportunities. Each month *Ingram's* produces several special reprint publications. Our Quarterly Reports, Industry Outlook Reports, *Ingram's* Awards and industry-focused reprint sections, as well as regional Destination publications, are a few of more than three dozen value-added publications we produce and distribute each year. Advertisers enjoy the value-added benefit of their ad message being placed in two publications for the price of one.

Ingram's reproduces feature sections to create publications for industry, community and common interest groups. A few value-added publications include: **1. 50 Missourians You Should Know** (Jan.) and its counterpart **50 Kansans You Should Know** (June). **2. Heroes in Health** (Feb.). **3. Agribusiness Industry Outlook Report** (June). **4. Top Doctors**, profiles of KC's Top Doctors (Oct.).

SPECIAL EDITIONS

Special Editions that Provide More Power and Target Reach for Your Firm's Advertising Dollar

In addition to our 12 regular monthly issues and value-added reprint publications, each year *Ingram's* publishes several special editions, extending the reach and impact of your organization's message. These ad- and sponsor-driven publications provide exceptional features, industry ranking lists, and useful information that provide value-added benefits for advertisers. These issues also provide useful resource tools for our readers and powerful marketing tools for *Ingram's* advertisers.

1. Concierge Kansas City: A special focus on hospitality and tourism that will showcase KC in the very bright national spotlight. **2. Destination Downtown KC:** A wide-reaching publication that highlights the advantages of business ownership in the region's core. **3. Destination Kansas City:** A nationally distributed publication that educates prospects and attracts investment to the KC region. **4. Ingram's Book of Leads & Lists**: The regional "Sales Bible."

SPONSORSHIP OPPORTUNITIES

ASSEMBLIES & REPORTS • COMPETITIONS
RECOGNITION PROGRAMS • AWARDS • EVENTS

When you partner with Ingram's, you're not just extending the reach of your brand: Our editorial plan and line-up of events and recognition programs are driven by a belief that recognizing the best of what business has to offer makes this thriving community even more vibrant. Here are just a few examples:

- **Ingram's awards programs recognize the top talent and the leadership behind the region's most successful companies.**
- **Our competitions provide companies and individuals targets for organizational and self-improvement.**
- **Our events celebrate achievements while aligning leaders throughout the region in a pro-business environment.**
- **Our CEOpen Executive Golf Tournament benefits non-profit organizations that serve the area's greatest social needs.**

SPONSORSHIP OPPORTUNITIES AND EVENTS

By aligning with Ingram's as a sponsoring partner in our broad array of competitions, events and recognition programs, your organization is demonstrating a commitment to bettering your business interests and our region's quality of life. Your contributions to those goals don't just celebrate business success; they build brand awareness and reinforce customer loyalty among a readership that boasts the highest demographics—in education, income and personal wealth—of any publication, not only here, but throughout North America. When you work with Ingram's, you're serving the best interests of your organization.

COMPETITIONS AND EVENTS

Competition makes us better at what we do. That's why Ingram's works so hard to identify and quantify outstanding performance. For 30 years, for example, our Corporate Report 100 competition, which ranks the 100 fastest-growing companies headquartered in the KC region, has been the gold standard for honoring fast-growth companies, and Ingram's Best of Business Kansas City is a must-read for those who know and appreciate quality products and services. Partnering with Ingram's positions your organization as a respected authority in business and an affilia e of a reputable and anticipated annual competition and event.

Corporate Report 100

The fastest-growing locally headquartered for-profit companies in the KC region. This is the 30th year of the much-anticipated CR100 competition.

Best of Business Kansas City

Once a year, we turn the judging over to our readers, who identify the best products and services, restaurants and entertainment venues in this region.

NEW

Family Business Awards

A salute to the family businesses who make success in the Kansas City area a family affair. Ingram's will also feature several power couples.

NEW

Trailblazers

Recognizing the innovators who are driving change throughout the regional business economy.

NEW

Ingram's Give Charity a Chance

You can win an advertising package with Ingram's valued at $25,000 for your sponsored non-profit. Watch for details on this purposeful program!

Best Companies to Work For

A great place to work entails more than a paycheck, as these companies demonstrate with innovative and extraordinary benefits.

For sponsorship details and estimates see opportunities on the following page. Call 816.842.9994 or email Advertising@Ingrams.com

ASSEMBLIES AND REPORTS

For more than a decade, at hundreds of industry and economic development assemblies across Missouri and Kansas, Ingram's has lasered in on the thriving communities and vital business sectors that make up our regional economy. No other media can deliver the key players who speak candidly and at length about trends, opportunities and challenges facing the region. When you align with Ingram's as a project partner for these projects, your organization steps forward as an authoritative leader and makes a powerful statement about its commitment to bolstering the regional business climate.

Industry Outlook Assembly Series

From banking to law, from health care to higher education, Ingram's invites exectutives and authorities in their fields to share their insight on industry trends and projections on behalf of Ingram's influential readers.

Economic Development Assembly Series

A one-of-a-kind assembly of policy-makers and execs who raise the profile of area cities, counties and regions. Ingram's aggressively expands its footprint with Destination Missouri and Destination Kansas.

NEW

Ingram's Power Breakfast Series

A new meeting series that yields provocative dialogue among key business figures who provide their take on timely topics. Ingram's objective is to partner with a few corporate leaders and develop an extraordinary series.

RECOGNITION PROGRAMS AND EVENTS

Ingram's recognition programs and events celebrate the people who make successful companies work and give this region its unique personality. Your partnership in sponsoring these programs—from 50 Missourians and 50 Kansans You Should Know to our 40 Under Forty and more—helps promote the people who make regional business thrive. We spotlight the fine t talent this region has to offer in law, health care, education and more with these well-researched efforts that recognize achievements of professionals, executives, entrepreneurs, top producers and many more.

50 Missourians and 50 Kansans You Should Know

The Show-Me State's and Kansas' rich tapestry of public and private figures, brought to you by Ingram's editors in a way unlike any other media.

40 Under Forty

If you want to see the future of greater Kansas City business leadership, look no further than Ingram's 40 Under Forty, a standard-setting list of accomplished young leaders.

NEW

Best Bosses

Who's flat-out getting it done in business, and doing it with an engaged, ethusiastic work force? Our inaugural Best Bosses feature will showcase extraordinary execs and managers admired for their business and people skills.

Heroes in Healthcare

Kansas City is blessed with quality health care that exceeds what might be expected in a region this size. The reason? The extraordinary folks who work on the front lines to deliver it.

Rainmakers

What does it take to be the top producer? You'll find out the source of a Rainmaker's competitive fire in this collection of business-building talent. They are the sales elite.

weKC — Women of Influence

Glass ceilings? Not for these women. Through sheer will, powerful mentoring and superior skills, they are at or near the pinnacle of business success.

Top Doctors

Since 1999, Ingram's has recognized extraordinary physicians whose competence and compassion make delivery of health care services truly exceptional for this region.

Icons of Education

A lifetime of service to promote learning is recognized with each Icon of Education. Meet the people who have left their mark on education in the bi-state region.

20 in Their Twenties

Long before the entrepreneurial bug bites most, these firebrands of capitalism's promise are hard at work, striving to bring innovative products and services to the marketplace.

QUARTERLY AND SPECIAL REPORTS

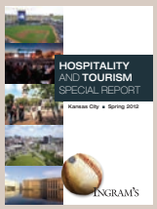
At regular intervals throughout the year, Ingram's delivers in-depth coverage of vital business sectors that define the regional economy. You won't find this kind of comprehensive news, analysis and statistical reporting in any other media.

Banking and Financial Services Quarterly Report

Our coverage of banking and financial services goes behind the headlines to explore trends on the engines of the region's economy.

Construction and Development Quarterly Report

Unmatched coverage of construction, engineering, architecture, design, planning and commercial real estate in the region.



Hospitality and Tourism

Exploring the factors that make Kansas City a tourism draw not just across the Midwest, but with visitors across the country and around the world.

Healthcare and Insurance Quarterly Report

The area's wealth of health care and insurance resources explore rapidly-changing trends in the volatile healthcare sector.

Education and the Workforce Quarterly Report

From Congress to the campus quad and K-12 classrooms, coverage of process and policies that shape our next generation of workers.

Ingram's Special Report Series:

Focusing on executive health, managing energy, executive thought leadership, technology and security systems and much, much more.

SPECIAL EDITIONS AND RANKINGS

Book of Leads & Lists

A year's worth of research in a single edition that highlights the leading organizations in more than 65 business sectors. One look, and you'll know why folks call it "The Sales Bible."

Destination Kansas City

The case-closed argument for investing in the greater Kansas City region, backed up with credible sources, solid reporting and hard factual numbers.

Destination Missouri
Destination Kansas

Our ground-breaking exploration of business conditions and quality of life in the two-state region.

SPONSORSHIP OPPORTUNITIES AND EVENTS

AD INCLUDED	VALUE-ADDED BONUS AD	TYPE OF EVENT	INVESTMENT RANGE
ASSEMBLIES AND REPORTS			
Industry Outlook Assembly and Report			
Yes	Yes	2 Hour Assembly	$5,500 co-spon/ $10,000 excl
Economic Development Assembly and Report			
Yes	Yes	2.5 Hour ED Assembly	$5,500 co-spon/ $10,000 excl
Power Breakfast (Series)			
Yes	N/A	1.5 to 2 Hour Breakfast	Call for Quote
RANKINGS, COMPETITIONS AND EVENTS			
Corporate Report 100			
Yes	Yes	Luncheon or Reception	$5,000 to $15,000
Best of Business Kansas City			
Yes	Yes	Luncheon or Reception	$5,000 to $15,000
Leading Law Firms— Top 50 Ranking			
Yes	Yes	Luncheon or Reception	Call for Quote
Family Business Awards			
Yes	Yes	Luncheon or Reception	Call for Quote
Top 100 Privately-Held Companies (Ranking)			
Yes	Yes	Luncheon or Reception	Call for Quote
Best Companies to Work For			
Yes	Yes	Luncheon or Reception	$5,000 to $15,000
CEOpen Executive Golf Tournament (tax-deductible)			
Yes	Yes	Lunch, Reception and Awards Luncheon	$3,000 to $15,000 (Team $2,400/Hole Sponsor $1,500)

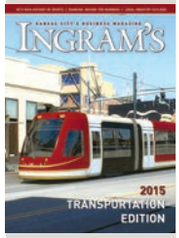
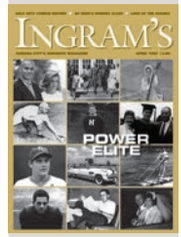
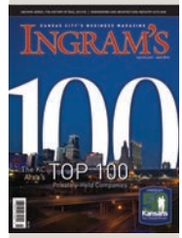
AD INCLUDED	VALUE-ADDED BONUS AD	TYPE OF EVENT	INVESTMENT RANGE
RECOGNITION PROGRAMS AND EVENTS			
50 Missourians You Should Know			
Yes	Yes	Luncheon or Reception	Call for Quote
50 Kansans You Should Know			
Yes	Yes	Luncheon or Reception	Call for Quote
Trailblazers			
Yes	Yes	Luncheon or Reception	Call for Quote
Heroes in Healthcare			
Yes	Yes	Awards Breakfast	$5,000 to $15,000
40 Under Forty			
Yes	Yes	Cocktail Reception	$5,000 to $15,000
Best Bosses			
Yes	N/A	Luncheon or Reception	Call for Quote
20 in Their Twenties			
Yes	N/A	Cocktail Reception	$3,500 to $5,000
Top Doctors			
Yes	Yes	Cocktail Reception	$3,500 to $5,000
Rainmakers			
Yes	N/A	Cocktail Reception	$3,500 to $5,000
WeKC—Women of Influence			
Yes	N/A	Awards Luncheon	$3,500 to $5,000
Icons of Education			
Yes	N/A	Luncheon or Reception	Call for Quote
Milestones			
Yes	N/A	Luncheon or Reception	Call for Quote
QUARTERLY AND SPECIAL REPORTS AND GUIDES			
Banking and Financial Services Quarterly Report			
Yes	Yes	N/A	$5,000 per/$15,000 year (3)
Construction and Development Quarterly Report			
Yes	Yes	N/A	$5,000 per/$15,000 year (3)
Education and the Workforce Quarterly Report			
Yes	Yes	N/A	$5,000 per/$15,000 year (3)
Healthcare and Insurance Quarterly Report			
Yes	Yes	N/A	$5,000 per/$15,000 year (3)
Healthcare Special Report			
Yes	Yes	N/A	$5,000 to $10,000
Higher Education Special Report			
Yes	Yes	N/A	$5,000 to $10,000
Employee Benefits Guide			
Yes	Yes	Luncheon or Reception	Call for Quote

AD INCLUDED	VALUE-ADDED BONUS AD	TYPE OF EVENT	INVESTMENT RANGE
Hospitality and Tourism Special Report			
Yes	N/A	Luncheon or Reception	Call for Quote
Managing Energy Special Report			
Yes	N/A	Luncheon or Reception	Call for Quote
Sucession and Tax Planning Guide			
Yes	Yes	Luncheon or Reception	Call for Quote
Veterans in the Workplace Guide			
Yes	N/A	Luncheon or Reception	Call for Quote
Workforce Training Special Report			
Yes	N/A	Luncheon or Reception	Call for Quote

Ingram's talented team of journalists and advisors has developed an exceptional portfolio of pro-business assemblies and events. We encourage your organization to align with Ingram's on one or several of these important projects. **Extraordinary positioning opportunities!**

CLAIM YOUR SPONSORSHIP POSITION! FOR MORE INFORMATION, PLEASE CONTACT JOE SWEENEY AT 816.842.9994 OR JSWEENEY@INGRAMS.COM

INGRAM'S

	Jan	Feb	Mar	Apr	May	June
EDITORIAL FEATURES & OVERVIEW	**The Branding Issue** **Top 25 Brands in KC** **Economic Forecast** **50 Missourians You Should Know**	**Life Sciences: Human, Plant, Animal** **Heroes in Healthcare** **Icons of Education**	**The Manufacturing Special Edition** **Family Business Awards** **Best Bosses**	**The Power Book** **A Look Back at Ingram's Power Elite** **40 Under Forty**	**"How To" Edition** **Advice from the Accomplished** **Best Companies to Work For**	**People. Power. Money.** **100 Top Privately Held Companies** **50 Kansans You Should Know**
INGRAM'S AWARDS Competition and Recognition Programs						
INGRAM'S MONTHLY EDITIONS **Editorial Columns** ■ Sales Moves: Jeffrey Gitomer ■ Between the Lines: Jack Cashill ■ Made in KC ■ The Black Book (Profile) **Guest Columns** ■ Wealth Management ■ Small Business Adviser ■ Technology ■ Of Counsel ■ Sales & Marketing ■ Financial Adviser						
INDUSTRY OUTLOOK Bonus Distribution	**Transportation Industry Outlook**	**Legal Industry Outlook**	**Banking and Financial Services Industry Outlook**	**Healthcare Industry Outlook**	**Construction Trades Industry Outlook**	**Agribusiness Industry Outlook**
QUARTERLY REPORTS Bonus Distribution	**Construction and Development** Q1 Quarterly Report	**Education and the Workforce** Q1 Quarterly Report	**Banking and Financial Services** Q1 Quarterly Report	**Healthcare and Insurance** Q2 Quarterly Report	**Construction and Development** Q2 Quarterly Report	**Banking and Financial Services** Q2 Quarterly Report
SPECIAL REPORTS AND GUIDES Bonus Distribution	**Milestones: 2014–2015** **Corporate Anniversaries** **Insights: Sponsored Monthly Content**	**Higher Education Special Report**	**Succession and Tax Planning Guide**	**Executive Health Series**	**Hospitality and Tourism Special Report**	**Ingram's 2015 Investment Guide**
INGRAM'S MONTHLY LEADS & LISTS (includes the Greater Kansas City 22-county area, unless specified)	■ Top Area Residential Realtors ■ Top Area Architects ■ Top Area Public-Sector Employers ■ Elected Officials (Fed, State, County) ■ Organizations Celebrating Anniversaries	■ Top Private Universities (Undergrad, MO & KS) ■ Top Public Universities (Undergrad, MO & KS) ■ Top Technical Schools and Colleges ■ Top Area Law Firms (by # Lawyers) ■ Top Area Travel Agencies	■ Top Area Wealth Management Firms ■ Top Area Banks (Ranked by Assets) ■ Top Area Stock Brokerage Firms ■ Top Area Automotive & Light Truck Dealers ■ Top Web Developers	■ Top Area Hospitals and Medical Centers (Ranked by Admissions) ■ Top Area Health Insurance Providers ■ Top Area Nursing Programs ■ Top Area Private and Public Golf Courses ■ Top Area Staffing Agencies	■ Top Area General Contractors ■ Top Engineering Firms (Ranked by Revenue) ■ Top Industrial Parks ■ Top Area Public Companies ■ Elected Officials (Cities)	■ Top Area Private Companies ■ Top Area Credit Unions ■ Top Area Banks (Ranked by Branches) ■ Top Area Accounting Firms ■ Top Area Labor Unions

VALUE-ADDED POSITIONING OPPORTUNITIES

Clients enjoy extraordinary value-added benefits including complimentary advertising in Ingram's special reprint publications

VALUE-ADDED PUBLICATIONS

Ingram's Advertisers Enjoy Extraordinary Value-Added Benefits

- Each month *Ingram's* reproduces and distributes two or more feature sections as stand-alone publications
- Advertisers in these sections will enjoy a complimentary ad insertion in another value-added publication
- *Ingram's* serves most business sectors of the regional economy
- *Ingram's* produces these publications as tools to raise awareness and drive investment

REPRINT PUBLICATIONS AND BONUS DISTRIBUTION (VALUE-ADDED)

The following feature sections will be reproduced at Ingram's expense and your ads in the reprint sections are FREE

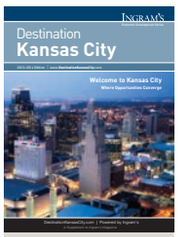
	Jan	Feb	Mar	Apr	May	June
	■ **50 Missourians You Should Know** ■ **Construction and Development** Q1 Quarterly Report	■ **Heroes in Health Awards Program** ■ **Legal Industry Special Report** ■ **Higher Education Special Report**	■ **Manufacturing Special Report** ■ **Banking and Financial Services** Q1 Quarterly Report ■ **Succession and Tax Planning Guide**	■ **The Power Book and Power Elite** **40 Under Forty** ■ **Healthcare and Insurance** Q2 Quarterly Report	■ **Best Companies to Work For** ■ **Construction and Development** Q2 Quarterly Report ■ **Hospitality and Tourism Report**	■ **100 Top Privately-Held Companies** ■ **50 Kansans You Should Know** ■ **Banking and Financial Services** Q2 Quarterly Report
AD SPACE DEADLINE	**Monday, December 29**	**Monday, January 26**	**Monday, February 23**	**Tuesday, March 24**	**Thursday, April 23**	**Wednesday, May 27**
MATERIALS DEADLINE	**Tuesday, December 30**	**Tuesday, January 27**	**Tuesday, February 24**	**Wednesday, March 25**	**Friday, April 24**	**Friday, May 29**

816.842.9994 | www.Ingrams.com | Advertising@Ingrams.com

2015 8-9 Editorial and Planning Calendar.indd 8 10/15/14 1:00 PM

2015 EDITORIAL and PLANNING CALENDAR

SPECIAL EDITION (June 2015)



Ingram's 2015 Special Edition of DESTINATION KANSAS CITY

Reserve Your Position

A comprehensive guide to KC's economy, investment opportunities and the business climate. Destination Kansas City is read by Ingram's 100,000 influential and affluent readers and tens of thousands of additional site selection consultants, relocation specialists and executives from expansion-oriented companies.

- Economic Development Agencies
- Top Area Chambers of Commerce
- Top Area Hotels
- Top Area Convention and Meeting Facilities
- Top Airports (KC Area)
- Airlines Serving KCI

Wednesday, May 27

Friday, May 29

July

"Boomers"
The Post Baby-Boom Economy

Corporate Report 100
KC's Fastest-Growing Firms

Higher Education Industry Outlook

Education and the Workforce
Q3 Quarterly Report

Veterans in the Workplace
Guide to Employing Military Veterans

- Military Installations (MO & KS)
- Veteran and Military Support Agencies
- Top Area MBA Programs (MO & KS)
- Top Private Colleges Graduate Programs/ MO-KS
- Top Public Colleges Graduate Programs/ MO-KS

Thursday, June 25

Friday, June 26

Aug

Logistics: Transportation, Distribution and International Trade

Best of Business Kansas City Awards

Wealth Management Industry Outlook

Healthcare and Insurance
Q3 Quarterly Report

Employee Benefits Guide

- Top Area Retirement Communities
- Top Area Assisted Living Facilities
- Top Area Home Health Agencies
- Top Catering Firms
- Utility Companies (MO & KS)

Monday, July 27

Tuesday, July 28

SPECIAL EDITION (August 2015)

BOOK of LEADS & LISTS

Banking & Finance
Banks, SBA Lenders, Credit Unions, Stock Brokerage Firms, Mortgage Companies

Business & Government
Elected Officials (Federal, State, County/City), Economic Development Agencies, Chambers of Commerce, Small Business Development Centers

Education
MBA Programs, Public Colleges and Universities, Private Colleges and Universities, Community Colleges, Technical Schools and Colleges, Public School Districts, Private High Schools

Employment
Private Companies, Public Companies, Public Sector Employers, Women-Owned Businesses, Minority-Owned Businesses, Staffing Agencies, Labor Unions

Health Care & Insurance
Hospitals & Medical Centers, Health Insurance Providers, Nursing Programs, Retirement Communities, Home Health Care Agencies, Assisted Living Facilities, Independent Insurance Agencies, Research and Life Science Organizations

Hospitality & Tourism
Caterers, Convention & Meeting Facilities, Hotels, Public, Private Golf Courses

Philanthropy
Foundations and Charitable Trusts, Non-Profit Organizations

Professional Services
Law Firms, Accounting Firms, Engineering Firms, Architectural Firms

Real Estate & Construction
General Contractors, Commercial Realtors, Property Management Companies, Commercial Real Estate Developers, Industrial Parks, Office Parks, Residential Realtors, Home Builders, Utility Companies

Marketing, Media & Communications
Advertising Agencies and Marketing Firms, Public Relations Firms, Web Developers

Transportation
Airports Serving MO & KS, Automobile and Light Truck Dealerships, Airlines Serving KCI, Travel Agencies

Ingram's Award Winners Corporate Report 100 Winners, Corporate Report 100 Hall of Fame, Best of Business KC Winners, and Best of Business KC Hall of Fame

Polybags with Ingram's August 2015 Edition

Monday, July 27

Tuesday, July 28

Sept

Leading Law Firms
The Kansas City Area's 50 Largest Law Firms

Rainmakers
20 in their Twenties

Commercial Real Estate Industry Outlook

Construction and Development
Q3 Quarterly Report

Managing Energy Special Report

- Engineering Firms (Licensed Engineers)
- Top Area Commercial Realtors (Ranked by Revenue)
- Top Area Mortgage Companies
- Top Area Law Firms (Ranked by Revenue)
- Small Business Development Centers

Thursday, August 27

Friday, August 28

Oct

Ingram's Special Medical Edition

Top Doctors
WeKC–Women Execs

Research and BioSciences Industry Outlook

Banking and Financial Services
Q4 Quarterly Report

Executive Health Series

- Top Area Hospitals and Medical Centers (Ranked by Revenue)
- Top Area Independent Insurance Agencies
- Top Area Women-Owned Businesses
- Top Area Minority-Owned Businesses
- Research & Life Sciences Organizations

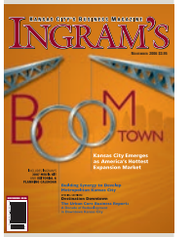
Thursday, Sept. 24

Friday, September 25

Nov

Ingram's Development Special Edition

Trailblazers
Leaders in Innovation



Entrepreneurship Industry Outlook
(Fast Growth Businesses)

Education and the Workforce
Q4 Quarterly Report

Workforce Training Special Report

- Top Community Colleges (MO & KS)
- Top Area Private High Schools
- Top Area School Districts
- Top Area Commercial Realtors (Ranked by Space Managed)
- Top Area Office Parks

Monday, October 26

Tuesday, October 27

Dec

Philanthropy Edition

Newsmakers
2015 in Review

Corporate Champions

Local Heroes

Philanthropy Industry Outlook

Healthcare and Insurance
Q4 Quarterly Report

Give a Charity a Chance
Non-Profits Could Win $25,000 in Ads in *Ingram's* and Ingrams.com

- Top Area Foundations and Charitable Trusts
- Top Area Non-Profit Organizations
- Top Area Public Relations Firms
- Top Area SBA Lenders
- Top Area Ad Agencies, Digital Marketing Firms

Wednesday, Nov. 25

Friday, Nov. 25

No other B-2-B publication or media property does more to serve the business community than Ingram's

- **The Thriving Communities of Greater KC Profiles**
  (Destination Kansas City will be distributed with Ingram's June Edition directly to thousands of prospective investors)

- **Corporate Report 100**
- **Education and the Workforce**
  Q3 Quarterly Report
- **Veterans in the Workplace Guide**

- **Best of Business Kansas City Awards**
- **Employee Benefits Guide**
- **Healthcare and Insurance**
  Q3 Quarterly Report

DESTINATION MISSOURI | DESTINATION KANSAS

Driving Investment at the States, County and City Levels

Strategically built, meticulously researched and uniquely formatted, the Destination Missouri and Destination Kansas publications and their companion Web sites will provide an integrated platform for economic development iniatives in the bistate region.

Destination Missouri: Publishes Spring 2015

Destination Kansas: Publishes Fall 2015

Destination Downtown SERIES I

- **Leading Law Firms**
- **Construction and Development**
  Q3 Quarterly Report

Destination Downtown SERIES II

- **Ingram's Special Medical Edition**
- **Banking and Financial Services**
  Q4 Quarterly Report

Destination Downtown SERIES III

- **Development Edition**
- **Education and the Workforce**
  Q4 Quarterly Report

Destination Downtown SERIES IV

- **Faces of Philanthropy**
- **Give a Charity a Chance**
- **Healthcare and Insurance**
  Q4 Quarterly Report

Ingram's Editorial Calendar and Deadlines Subject to Change

KANSAS CITY'S BUSINESS MAGAZINE

INGRAM'S

40 Years as KC's Trusted Business Resource

RATE CARD #25
RELEASED 10-15-2008

ADVERTISING RATES

BLACK & WHITE	16x	12x	8x	4x	1x
Full Page	2760	2890	2990	3170	3520
2/3 Page	2290	2350	2585	2690	2790
Island	1990	2090	2190	2390	2690
1/2 Page	1690	1760	1850	2090	2230
1/3 Page	1380	1490	1550	1650	1820
1/6 Page	790	890	990	1050	1170
1/2 Page Spread	2760	2890	2990	3170	3520
2 Pages or Spread	4450	4595	4890	5290	5990
4 Pages or Insert	7990	7890	8450	8940	9750

Rates include prepress, proofing & printing services. Preferred Positions add 10%

FOUR COLOR	16x	12x	8x	4x	1x
Full Page	3070	3380	3490	3640	3990
2/3 Page	2590	2750	2940	3090	3290
Island	2390	2460	2650	2890	3170
1/2 Page	2090	2230	2350	2460	2650
1/3 Page	1760	1850	1920	1990	2230
1/6 Page	1170	1270	1350	1450	1550
1/2 Page Spread	3170	3380	3490	3640	3990
2 Pages or Spread	5250	5390	5690	6190	6990
4 Pages or Insert	8990	9290	9390	9690	9990

Rates include prepress, proofing & printing services. Preferred Positions add 10%

SPOT COLOR *(Add fee to B&W Rates)*

AD Size	1 Color	(PMS)	Metallic
2 Page Spread	400	995	995
Full Page	300	695	695
Fractional	250	695	695

SPECIAL POSITIONS

	16x	12x	8x
Cover 2	4350	4450	4550
Cover 3	3890	3900	4350
Cover 4	4820	4890	4940

CORPORATE KANSAS CITY PROFILES	1 Page	2 Page	4 Page
Profile Fee	3490	5690	9390
Insertion Fee in Corporate KC	470	820	1350
Reprints *(1000 copies on 70 lb. enamel)*	470	820	1350
The Package Deal	4430	7330	12090

DESTINATION MISSOURI.com DESTINATION KANSAS.com Your guide to investing in Missouri and Kansas

	B&W	4-Color
Full Page	4095	4695
2/3 Page	3695	4195
Island	3175	3795
1/2 Page	2695	3375
1/3 Page	2195	2775

	B&W	4-Color
1/6 Page	1395	1760
1/2 Page Spread	4330	4795
2 Pgs or Spread	6995	7995
4 Pgs or Insert	11750	12935

Preferred Positions add 10%

IMPORTANT GENERAL INFORMATION

All advertisements are published for the benefit of the applicable Advertiser and Agency, and each are jointly and severally liable for all charges. Publisher shall not be liable for failure to publish or distribute all or any part of the publication because of labor disputes, accident, fire, Acts of God, or any other circumstances beyond the Publisher's control. Further, Publisher shall not be liable for damages if for any reason he fails to publish an advertisement. Upon this situation, Publisher agrees to fulfill insertion in the next desired issue.

All advertisements are accepted and published upon the representation that the Agency and/or Advertiser is authorized to publish the entire contents and subject matter thereof. In consideration of Publisher's acceptance of such ad for publication, Agency and/or Advertiser will indemnify and save Publisher harmless from and against any loss or expense arising out of publication of such ads, including without limitation to reasonable attorney's fees resulting from claims or suits based upon the contents, subject matter or for libel, violation of privacy, plagiarism and copyright infringements.

No conditions, oral or printed in the contract, order, copy instructions or elsewhere, which conflict with Publisher's policies as set forth in Rate Card #25, will be binding on the Publisher. Jurisdiction for any litigation ensuing from advertising placed in the publication shall properly lie in Jackson County, MO, with Advertiser bearing the cost of reasonable attorney's fees in the event of unpaid invoice collection.

MECHANICAL SPECIFICATIONS

DIGITAL ADVERTISEMENT REQUIREMENTS

Please use the following guidelines for submitting ads in a digital format. Ads submitted in print form or as negative film are subject to conversion charges.

LAYOUT FILES

Ads can be submitted through the Internet, on CDs or discs and should be created using QuarkXPress (version 5.0 or later), Adobe Illustrator (version 10.0 or later), Adobe InDesign (CS or later). **Our preferred ad format is a PDF/X-1a compliant file.** All images should be **300 dpi** and line art should be **1200 dpi.** If creating files in InDesign, Adobe Illustrator, or QuarkXPress (version 7 or higher), simply export a PDF using the PDF/X-1a setting. If creating your file in QuarkXPress (version 6.5 or lower), "Print" a "PostScript" file and "Distill" it using the PDF/X-1a setting in Acrobat Distiller. Fonts and graphic files must be embedded and colors **must** be CMYK. If you supply *Ingram's* with native files, please remember to supply all fonts and images used in your application file. Please provide contact info, including phone, fax and e-mail for person(s) who have prepared and authorized the ad. **Send files to Production@Ingrams.com**

IMAGE FILES	File Format	Color	Resolution
Color Photos	JPEG or Tiff	CMYK	300+ dpi
Black & White Photos	JPEG or Tiff	Greyscale	300+ dpi
B/W (Line Art)	Tiff	Greyscale	1200 dpi
EPS (Vector Graphics)*	EPS	CMYK	NA

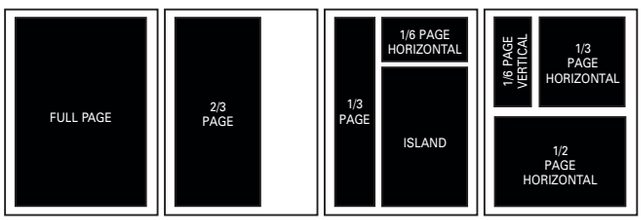
***IMPORTANT:** Include linked media and covert Fonts to outlines

ADVERTISING, DESIGN AND PRODUCTION

Any ads that are designed and/or produced by *Ingram's* will incur the charge of $80 per hour with a 1-hour minimum charge. Ad production services will be billed in 15-minute increments after the first hour. **Electronic PDFs are available for $195**

SUBJECT TO TERMS AND CONDITIONS

Payment is due within 30 days of invoice date. By paying within 30 days from the date of invoice, you avoid the charge of 1.75% per month that we must otherwise charge as interest. First time advertisers are to pre-pay their first insertion. Agencies should note, too, that we cannot honor commission on invoices that are 60 days or older—we encourage prompt payment. By honoring the terms of the Ad Agreement and our policy, the company is assured of maintaining its negotiated rates.



DIMENSIONS	Width	Height
Magazine Trim	8 1/8"	10 7/8"
Full Page Bleed	8 3/8"	11 1/8"
2 Page Spread Bleed	16 1/8"	11 1/8"
½ Page Spread Bleed	16 ½"	5 9/16"

AD DIMENSIONS	Width	Height
Full Page *(active area)*	7"	10"
⅔ Page	4 9/16"	10"
Island	4 9/16"	7 ½"
½ Page horizontal	7"	4 7/8"
⅓ Page vertical	2 1/8"	10"
⅓ Page horizontal	4 9/16"	4 7/8"
⅙ Page vertical	2 1/8"	4 7/8"
⅙ Page horizontal	4 9/16"	2 3/8"
2 Page Spread	15 1/4"	10"
½ Page Spread *(may bleed)*	15 1/4"	4 7/8"

INGRAM'S FTP SITE

You may submit files via FTP site.
To login and upload files:
Address: ftp://209.237.150.20
Username: customer
Password: customer1
Contact Ingram's for further help

PROFILES: Ingram's, Corporate Kansas City, Destination Publications

1. Advertisers to supply edited copy for their profiles electronically.
2. Photography, charts, graphs and captions are provided by advertiser.
3. Client may select 1 of 4 layout options designed to accommodate text or images emphasis and color palette preference.
4. Ingram's will provide layout, design and production services. Two rounds of proofing edits provided.
5. Clients should return proofs with written instructions for adjustments within 2 days of the receipt of proofs.
6. Space reservations are final and cannot be cancelled as of the published Ad Space Deadline date.

2015 10-11 Rates.indd 10 10/16/14 9:38 AM

Integrated Media

PRINT | WEB ADVERTISING | iPAD

EVENTS & SPONSORSHIPS | DATA

MOBILE TECHNOLOGIES | e-NEWSLETTERS

The All-New Ingrams.com Coming Late Fall/Winter

- Breaking business news from the KC area and across the bi-state region
- Deep and comprehensive on-line databases and ranking lists of industry sectors and employers by market
- All the features and resources found in Ingram's in print and much more will be available on-line
- A wealth of business coverage and resources in archival form
- Strategic and affordable ad options

Ingram's All-New Destination Web Sites & Regional Publications Coming in 2015

Ingram's Media is preparing to unveil the most comprehensive set of integrated on-line tools that will educate prospects and drive investment and business expansion to every city, county and region in Missouri and Kansas.

Look for great positioning and advertising opportunities beginning with Ingram's three marquis Destination Web sites, including:

DestinationKansasCity.com
DestinationMissouri.com
DestinationKansas.com

OnLine Ad Rates: Special Introductory Offer

Ingrams.com DestinationKansasCity.com DestinationMissouri.com DestinationKansas.com

(OnLine Ads Special Pricing for any of Ingram's marquis websites)

	3 Month Commitment	6 Month Commitment
Home Page *	**$895 per month** $795 with two or more ads on the web site	**$795 per month** $695 with two or more ads on web site
Secondary Pages **	**$495 per month** $395 with two or more ads on the web site	**$395 per month** $295 with two or more ads on web site

NOTE:

- Advertisers will enjoy $100 savings per month on each OnLine Ad placed on Ingrams.com and/or Destination websites.
- Rates apply to your choice of Banner Ads (728w x 90h pixels) or Square Ads (300w x 250h pixels)
- Special Ad Rates will be honored for the fi st three or six months for pre-paid OnLine Ads.
- Organizations may only participate in this special promotion once. Regular rates will apply thereafter.

* No more than fi e rotating ads of each size and position will populate home pages.

** No more than three rotating ads of each size and position will populate secondary pages. **Offer Expires 12-31-2015**

INGRAM'S

Advertising@Ingrams.com ■ 816.842.9994

Ingram's Industry Lists OnLine

Accounting and Consulting Firms
Ad Agencies & Marketing Firms
Anniversaries (firms celebrating milestones)
Airlines Serving KCI
Airports Serving Kansas City Area
Architectural Firms
Assisted Living Facilities
Automobile and Light Truck Dealers
Banks (Assets/Branches)
Caterers
Chambers of Commerce
Commercial Real Estate Developers
Commercial Realtors (Sales; Space Managed)
Community Colleges
Convention & Meeting Facilities
Credit Unions
Economic Development Agencies
Elected Officials (City Officials)
Elected Officials (Federal, State, County)
Engineering Firms (Rev./Licensed Engineers)
Foundations & Charitable Trusts
General Contractors
Health Insurance Providers
Home Health Care Agencies
Hospitals & Medical Centers (Rev/Adm)
Hotels
Independent Insurance Agencies
Industrial Parks
Labor Unions
Law Firms (Revenue and number of attorneys)
MBA Programs (MO-KS)
Military Installations
Minority-Owned Businesses
Mortgage Companies
Non-Profit Organizations
Nursing Programs
Office Parks
Private Colleges & Universities (Undergrad)
Private Colleges & Universities (Graduate)
Private Companies
Private Golf Courses
Private High Schools
Public Colleges & Universities (Undergrad)
Public Colleges & Universities (Graduate)
Public Companies
Public Golf Courses
Public Relations Firms
Public School Districts
Public Sector Employers
Research & Life Sciences Orgs.
Residential Realtors
Retirement Communities
SBA Lenders
Small Business Development Centers
Staffing Agencies
Stock Brokerage Firms
Technical Schools & Colleges
Travel Agencies
Utility Companies
Veteran & Military Support Agencies
Wealth Management Firms
Website Developers
Women-Owned Businesses

Online Ads Available For Each Industry

Register Your Organization at:
Survey.Ingrams.com

The New Ingrams.com

THE BEST WAY TO POSITION YOUR COMPANY FOR SUCCESS IS BY PLUGGING IN TO INGRAMS.COM. OUR NEW WEB SITE WILL BE A ONE-STOP DESTINATION FOR ALL THINGS BUSINESS AND DATA. INGRAMS.COM WILL ALLOW YOU TO:

- Stay informed with breaking business news, timely analysis and commentary on business practices and trends.
- Gain key insights from thought leaders in various industries through articles and video profiles.
- Register your company on-line to participate in our industry-ranking surveys, the most comprehensive business research and data available in this region.
- Post a complimentary profile about your company or organization on Ingrams.com. For a nominal fee, you may expand coverage, add company logos, images, video and direct link, among other features.
- Tailor our thoroughly researched industry ranking lists to your marketing needs. You can extract vital information from any of nearly 70 industry lists we produce—presented by a variety of sorting criteria—for each business sector.
- Extend your marketing reach to hundreds of cities, counties and districts throughout the bi-state region with the Destination Missouri and Destination Kansas series of integrated Web sites.
- Personalize your online experience by subscribing to our newsletters, RSS feeds and much more.
- Share your opinions on the things that matter most to you.
- Find out where the business community stands on various issues by participating in on-line polls and cast your vote.
- Follow conversations with some of the region's most influential executives and business owners in our networks on Facebook, Twitter, LinkedIn, YouTube and other social media.

Ingram's Industry Lists OnLine

DATA IN DEPTH FOR UNMATCHED MARKETING OPPORTUNITIES

Ingram's Book of Leads and Lists in print and Online have been rebuilt from the ground up to help your organization claim its position among market leaders in your business sector.

Our archival database pre-populates previous submissions for industry ranking surveys to save you time and effort.

You may order custom lists tailored to your needs, based on a comprehensive database of organizations in dozens of industry sectors. Extraordinary marketing opportunities!

Ingram's Mobile App and Technologies

ALSO COMING IN 2015:

Access Ingrams.com and Destination portal platform wherever you go with the new mobile and tablet apps designed to connect you with the information you need, **When, Where and How You Need It!**

View Ingram's Current Editions

Insightful and expanded coverage of business trends in major sectors, plus Ingram's special editions, Quarterly and Special Reports, ranking lists, commentary from business experts and much more.

Breaking News

Local, Regional, National and International Ingram's editors bring you up to the minute news—early mornings and often each day. Also access related stories reported by other media.

Register

for breaking news eNews, Newsletters, events and more.

Share Your Opinion

Find out where the business community stands on various issues by participating in our online polls. Share your opinions on a variety of topics and keep pace with the opinions of business leaders throughout the state and beyond.

The Book of Lists Online

Register your organization at: Survey.Ingrams.com and build or update your complimentary company profi e on your timeframe—when your financial and employment information is available. Your clients, prospects and others can then see where your company ranks within your business sector(s).

Ingram's Events Calendar

Follow an in-depth calendar of events and recognition programs sponsored by Ingram's and our corporate partners. Organizations may also post their own high-profile corporate and non-profit events! Register with Ingram's and ensure your event is among those on Ingrams.com.

Position Your Brand

Place advertisements throughout the home page and on a variety of the inner pages, including on your industry ranking page, where it will have the most impact. There are many ways and multiple locations to place your marketing message on Ingrams.com and for your organization to affordably and effectively advertise! Call to explore the best options for your organization.

"Magazines will have to adapt to the digital age by changing how and what they deliver to the consumer. It is very exciting to see *Ingram's* branching heavily into new media channels, signaling an evolution for them. In addition, they are adding new ways to optimize content and revenues which is crucial for all businesses. *Ingram's* is charting a new course with their "Destination" portals. A way to deliver content the consumer wants and a residual revenue stream for the company. A win, win!"

***Gregory Gragg**, CEO*
Gragg Advertising/Blue Chair, LLC

Your Source for Attracting Investment to the States of Kansas and Missouri

InPrint. OnLine. AnyTime.

Destination Publications and Web Sites

No other medium can match Ingram's Destination Missouri and Destination Kansas publications and Web sites for comprehensive reviews of business conditions in each of the regions, counties and many of the cities across Missouri and Kansas. Each element in this exciting new series of on-line and print publications is designed to drive attention to and investment in the states of Missouri and Kansas, and to every community therein.

Like the 100,000 influential business executives who read the print version of Ingram's Magazine each month, hundreds of thousands of additional patrons, including site-selection consultants, commercial real estate professionals and executives from expansion-oriented companies anywhere have instant access to websites for each county, city and for each of the seven districts in both states, plus the DestinationMissouri.com and DestinationKansas.com flagship sites.

The content for each site is deep, wide, useful and resource-rich, and each Web site is fully integrated with DestinationMissouri.com and DestinationKansas.com. Ingram's Destination Web sites have similar functionality to the all-new Ingrams.com, including access to more than 65 useful industry lists (see previous pages).

Many Features and Benefits

- Explore the informative content and vital statistics with market overviews, cost-of-living factors, real estate values, transportation and infrastructure assets, and other key attributes. This data will provide you the most comprehensive profile available for each community, county, district and for both states.
- Learn about the history, business climate, school systems, education options, real estate conditions, quality of life and more about the state and its thriving communities.

Organizations that benefit from investment in your community and the states of Missouri and Kansas are encouraged to claim your online and print marketing positions!

Destination Missouri.com

- **DestinationNorthwestMissouri.com**
  (District 1) Plus 15 County Destination Web sites and 9 City Destination Web sites
- **DestinationNortheastMissouri.com**
  (District 2) Plus 18 County Destination Web Sites and 8 City Destination Web sites
- **DestinationKansasCity.com**
  (District 3) Plus 10 County Destination Web sites and 37 City Destination Web sites
- **DestinationMid-Missouri.com**
  (District 4) DestinationJeffersonCityMO.com and DestinationColumbiaMO.com Plus 14 County and 8 City Destination Web sites
- **DestinationSaintLouis.com**
  (District 5) Plus 7 County Destination Web sites and 29 City Destination Web sites
- **DestinationSouthwestMissouri.com**
  (District 6) Includes DestinationJoplinMO.com and DestinationSpringfieldMO.com
  Plus 27 County and 17 City Web sites
- **DestinationSoutheastMissouri.com**
  (District 7) DestinationCapeGirardeauMO.com Plus 23 County Destination Web sites and 6 City Destination Web sites

Destination Kansas.com

- **DestinationManhattanKS.com**
  (District 1) DestinationNorthCentralKansas.com Plus 19 County and 4 City Destination Web sites
- **DestinationNortheastKansas.com**
  (District 2) DestinationTopekaKS.com Plus 8 County and 3 City Destination Web sites
- **DestinationKansasCity.com**
  (District 3) DestinationLawrenceKS.com Plus 6 County and 29 City Destination Web sites
- **DestinationSoutheastKansas.com**
  (District 4) Plus 12 County Web sites and 3 City Destination Web sites
- **DestinationWichitaKS.com**
  (District 5) DestinationSouthCentralKansas.com Plus 14 County and 8 City Destination Web sites
- **DestinationSouthwestKansas.com**
  (District 6) Plus 28 County and 5 City Web sites
- **DestinationNorthwestKansas.com**
  (District 7) Plus 18 County and 1 City Web site

Your Statewide News Source

Make Ingram's your go-to source for business news in Missouri, with daily updates from around the state that will track business expansion, policy discussions and the people who drive growth in the Show-Me State.

Missouri Industry Lists Online

Register your organization at Survey.Ingrams.com and build or update your complimentary company profile as your financial and employment information is available. Your clients, prospects and others can then see where your company ranks within your business sector, or you can purchase these affordable, data-rich lists of top companies, by sector, or by city, county or district or statewide.

Ingram's Events Calendar

Follow an in-depth calendar of events and recognition programs sponsored by Ingram's and our corporate partners. Organizations may also post their own high-profile corporate and non-profit events! Register your event so it can be showcased on Ingrams.com, DestinationMissouri.com or any of our relevant Destination websites.

Position Your Brand

Place advertisements throughout the home page and on a variety of the inner pages, including on your industry ranking page, where it will have the most impact. There are many ways and multiple locations to place your marketing message on Ingrams.com and for your organization to affordably and effectively advertise! Call to explore the best options for your organization.

Coming in 2015

Destination Missouri will be publish in Spring of 2015 and Destination Kansas in the Fall. Web sites may launch concurrently with the state or district publication. For Advertising Rates and Sponsorship information, please call 816.842.9994 or email JSweeney@Ingrams.com

KANSAS CITY'S BUSINESS MAGAZINE

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