

FAIRFAX COUNTY TIMES

Connecting People & Communities for 57 years!

2023 MEDIA KIT

Circulation 330,000

- Custom Advertising
- Print + Direct Mail
- Web Optimization + Mobile Marketing
- InnoNative, FaceMail, + TweetaMail
- Geo-Targeted Email

... and so much more!

What we do



In its 57th year,

the Fairfax County Times delivers content, credibility, and county-wide circulation. With a weekly circulation of 330,000 newspapers, the Times gets into more homes than any other weekly newspaper in Northern Virginia, covering the most relevant topics – Crime, Sports, DIY, Homes, Family, Health & Food, and Pets – that Fairfax County readers care about the most.

SISTER AGENCIES

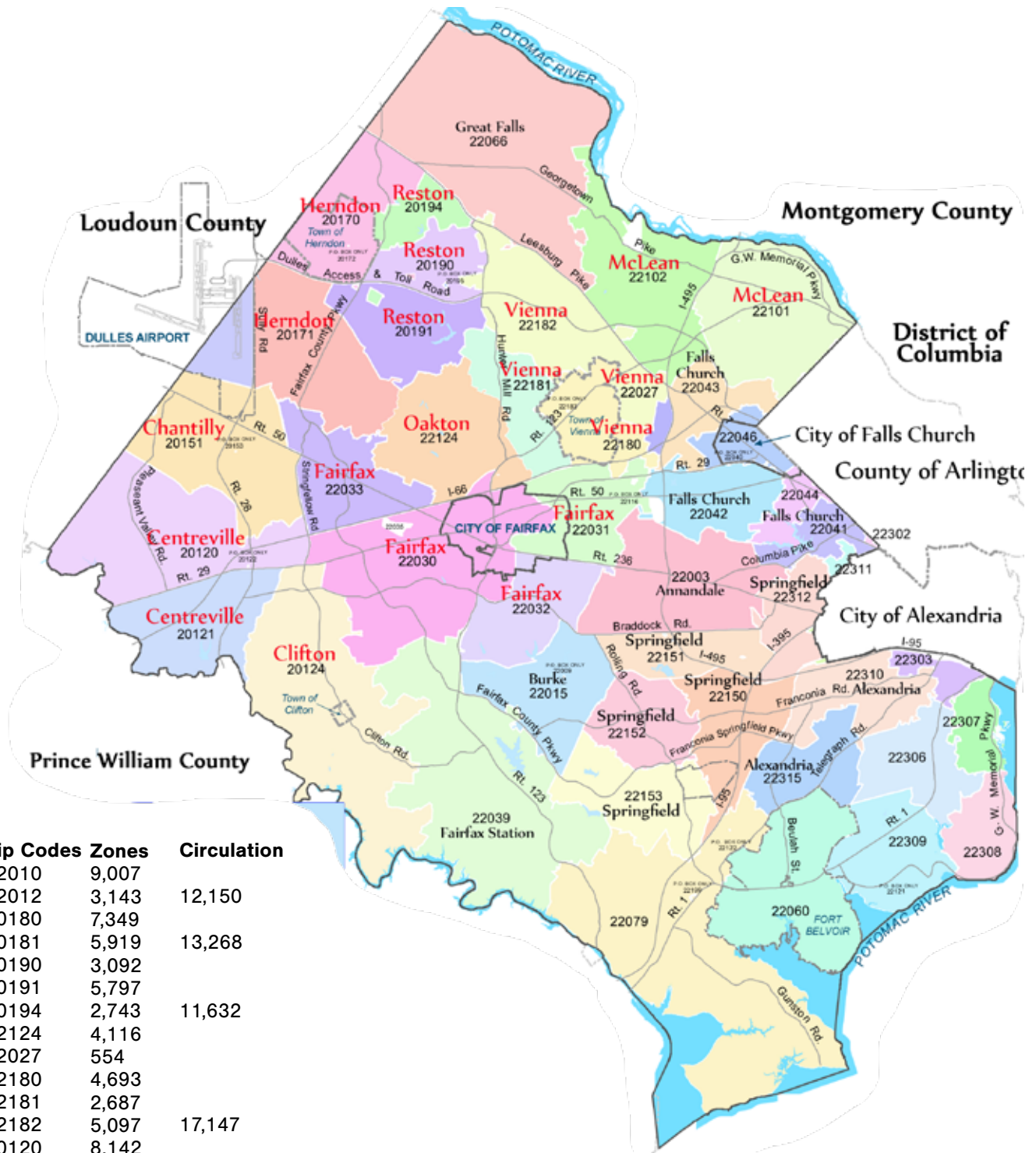
The Fairfax County Times is part of Whip It Media, a multimedia corporation and leader in the advertising and marketing industry. Falling under its umbrella are *The Fairfax County Times*, *The Washington Suburban Press Network*, and its digital agency, *Media Prowler*. With its well-established family of publications and digital component, Whip It Media is vested in offering innovative ways of reaching local and national audiences.

WHIP IT MEDIA IS VESTED IN OFFERING

INNOVATIVE

WAYS OF REACHING LOCAL & NATIONAL AUDIENCES

Distribution & Circulation



| Area | Zip Codes | Zones | Circulation |
|-------------|-----------|-------|-------------|
| McLean | 22010 | 9,007 | |
| McLean | 22012 | 3,143 | 12,150 |
| Herndon | 20180 | 7,349 | |
| Herndon | 20181 | 5,919 | 13,268 |
| Reston | 20190 | 3,092 | |
| Reston | 20191 | 5,797 | |
| Reston | 20194 | 2,743 | 11,632 |
| Oakton | 22124 | 4,116 | |
| Vienna | 22027 | 554 | |
| Vienna | 22180 | 4,693 | |
| Vienna | 22181 | 2,687 | |
| Vienna | 22182 | 5,097 | 17,147 |
| Centreville | 20120 | 8,142 | |
| Centreville | 20121 | 4,226 | |
| Clifton | 20124 | 2,671 | 15,039 |
| Fairfax | 22033 | 5,283 | |
| Chantilly | 20151 | 4,724 | 10,007 |
| Fairfax | 22030 | 9,116 | |
| Fairfax | 22031 | 3,939 | |
| Fairfax | 22032 | 7,732 | 20,787 |
| Area Total | | | 100,030 |
| E-Edition | | | 230,000 |
| Total | | | 330,030 |

Contact Us Today!

Account Executive
 Simmy Murdock / (703) 463-9228
simmym@wspnet.com

Account Executive
 Marcia Patch / (703) 904-1004
marcia@wspnet.com

Rates, Ads, Sizes & Requirements

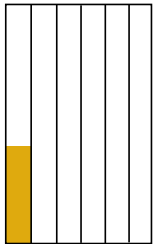
Rates & Frequency

Cost \$52/column"

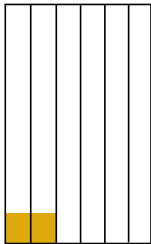
+\$250 for color

| Frequency | 6x | 12x | 26x | 52x |
|-----------|-----|-----|-----|-----|
| Discounts | 15% | 20% | 25% | 30% |

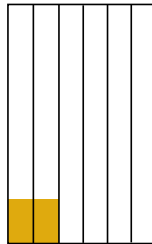
Sample Available Ad Sizes for Six Column (10") Broadsheet Ads



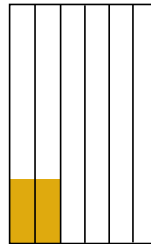
1 column x 7"
1.5625" x 7"



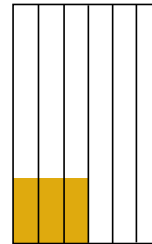
Business Card
3.25" x 1.642"



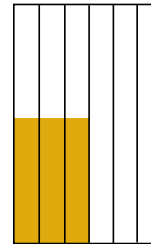
2 col x 3"
3.25" x 3"



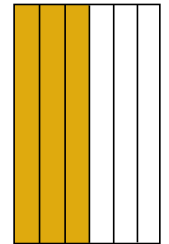
2 col x 5"
3.25" x 5"



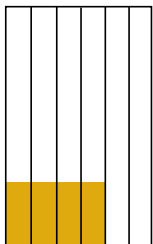
3 col x 5"
4.9375" x 5"



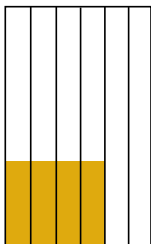
1/4 Page Ad
4.9375" x 9.72"



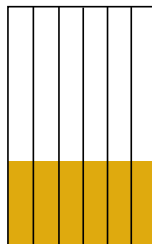
1/2 Page Vertical
4.9375" x 19.5379"



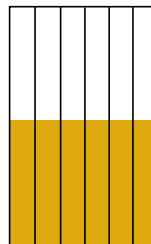
4 col x 5"
6.625" x 5"



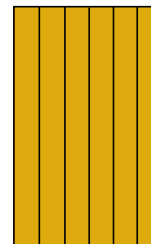
4 col x 7"
6.625" x 7"



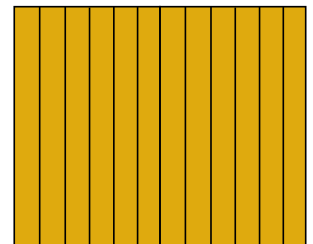
6 col x 7"
10" x 7"



1/2 Page Horizontal
10" x 9.72"



Full Page
10" x 19.5379"



Double Truck
21" x 19.5379"

Electronic Ad Format

- Acrobat PDF -Preferred Format
(with fonts embedded)
- Illustrator CS3 or lower
(with fonts as outlines)
- Photoshop CS3 or lower
(.tif or .eps)
- *We cannot accept any other formats*
- 4-Color Ads must be CMYK
(No RGB, lab or index color accepted in any ad)
- Black & white images should be in grayscale form
- Minimum dpi is 200

Front Strip Ad, 10" x 2" also available for 75.PCM.

*Ask advertising consultant for other sizes available

Deadlines / Cancellations

- Space - EOD Tuesday Prior
- Proof Copy - Noon Wednesday Prior
- Camera Ready - Noon Wednesday Prior
- Published - Friday
- Ads cancelled after deadline will be charged the full amount of the ad

Note: Resolution that is too high creates excessively large files. Resolution that is too low produces poor print quality. 72 dpi works well for internet but is too low for print reproduction.

Contact Us Today!

P: (703) 437-5400

F: (703) 904-1009

www.fairfaxtimes.com

Inserts, Stickies, Bag-Versting, Direct Mail

Direct Mail & WePrint

We can print and mail your postcards and flyers. Depending on your needs, we can deliver your message to particular zip codes or saturate neighborhoods. We can also print your inserts and insert into multiple community newspapers including our own Fairfax County Times Newspaper.

Stickies

This premium advertising opportunity grabs readers' attention before they even open the newspaper, increasing customer awareness and response. Custom sticky notes are easy to remove and save. They are portable and ideal for carrying your message beyond one page of the Fairfax County Times.



PROMINENT LOCATION:

Notes appear on the front page of the publication, above the fold, providing your business' message very high visibility.



EXCLUSIVITY:

Only one advertiser is featured at a time.



TARGETED:

Sticky notes can be placed onto individual publications or distributed county-wide.



REPOSITIONABLE:

Readers can remove the sticky notes and place them where they need the information; on the refrigerator, computer, shopping list, wallet, etc. Readers keep the note for future reference, which will influence sales.



BRANDING:

Research shows that readers have a high recall of sticky note ads. Studies also show that the redemption rate is higher than bulk mail or traditional print advertising.

Bag-Versting

Your advertisement can appear on the outside of the plastic newspaper delivery bag against a contrasting white background. It guarantees that your message will be noticed by the 100,000 homes that receive Fairfax County Times each week. Or if you prefer a more targeted approach, use the bags only in the zones of your choice.

Online Advertising

FairfaxTimes.com Opportunities

Expand your reach beyond your weekly print ad and increase your results by targeting additional potential customers online.

Leaderboard (728 x 90)

One spot with four rotations available
\$400 per month

Big Box (300 x 250)

Two spots with four rotations available for each
\$400 per month

Big Rectangle (300 x 600)

One spot with four rotations each available
\$600 per month

Advertorial - Local Business

\$275 per month

Fixed Leaderboard (728 x 90)

One exclusive spot
\$600 per month

Contact Us Today!

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F: (703) 904-1009

www.fairfaxtimes.com

Average STATISTICS



Weekly newsletter deployed to over 85,000 recipients



Over 13,000 e-edition impressions per month



Over 56,000 website impressions per month

Classifieds

Overview

Cities- Fairfax North & South

Circulation- 330,000

Cost Per Inch- \$50 per column inch*

(*Fairfax Times Careers & Social Networking - \$55 per listing)

- Ad send code - MDGGN
- Line Screen: 65 lpi
- Rates are commissionable for agencies with digital-ready ads only

Online Advertising

Banner Advertising on Classifieds- \$400 per month

Digital Classified posting- \$25 per week

Directories

Worship Guide* - \$25 per column inch

Business & Services* - \$25 per column inch

*minimum two inch ad

Mechanical Requirements

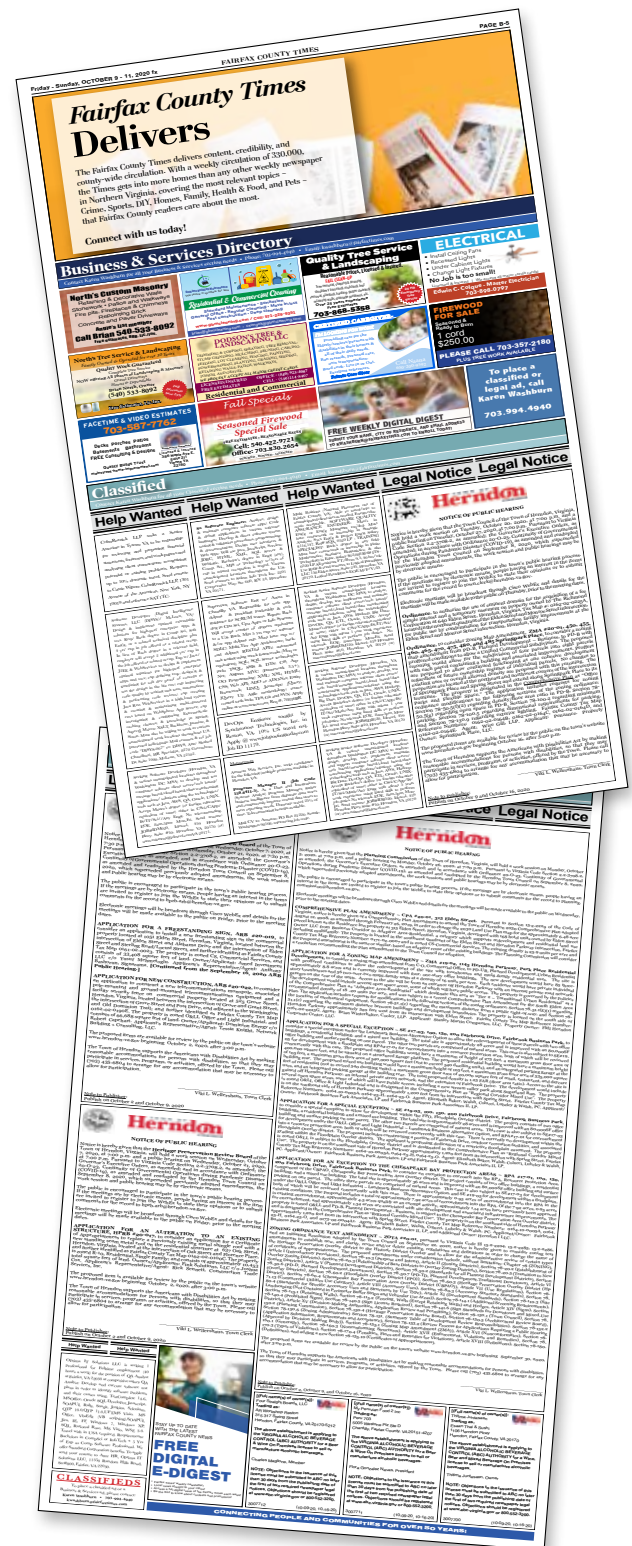
| | |
|-------------------|-------------------|
| 1 column = 0.955" | 6 column = 5.98" |
| 2 column = 1.96" | 7 column = 6.985" |
| 3 column = 2.965" | 8 column = 7.99" |
| 4 column = 3.97" | 9 column = 8.995" |
| 5 column = 4.975" | 10 column = 10" |

Sections

- Recruitment / Employment
- Business / Services
 - Real Estate
 - Obituaries
 - Church
 - Legal

Deadlines

All ads are due Monday at 4:00pm prior to publication



Contact

Marcia Patch
marcia@wspnet.com
(703) 904-1004

Special Publications



BABY BOOMERS QUARTERLY PUBLICATION: Our guide features articles on retirement communities, health, lifestyles, travel, hot topics, and more. **Published during the months of:** January, April, July, October



FEATURING EDITORIALY DRIVEN SPECIAL SECTIONS:

BACK TO SCHOOL: Our guide to Fairfax County schools, after school programs, open houses, special programs, and more

HOME & GARDEN: This special section features new homes, gardening with children, composting, and remodeling. We will also feature local events and activities, outdoor dining, kids activities, and more.

COMMUNITY GUIDE: Features contacts for local artisans, professionals, services and more

HOLIDAY GUIDE: Features sales, local events, gift ideas for all, best places to shop, and more.

MOMS, DADS & GRADS: Features local events, getaways, gift guides, future planning, and more.

Media Prowler: The Digital Agency



TRANSPARENCY
INTEGRITY
LEGITIMACY

Media Prowler

- Leading the online market industry with our core values: **transparency, integrity, and legitimacy.**
- Email, data, and digital specialist with strong partners in the media industry who consistently add our product to their sales inventory.
- Through Media Prowler, their clients have access to the highest quality business and consumer databases.
- We meticulously safeguard our data quality by cross-referencing our lists with public information, following the Open Record Act, and ensuring that our data comes with full postal addresses along with a date and timestamp of opt-in.
- For the fourth time, Media Prowler has made the Inc. 500 list of the fastest-growing private companies in America.
- Only a tiny fraction of the nation's companies have demonstrated such remarkably consistent high growth, particularly in the difficult economic environment of the past few years. This achievement truly puts Media Prowler in rarefied company.

Average STATISTICS



160 partners nationwide



95 million B2B and B2C
national database



130+ demographic,
sociographic, and
geographic **database**
targeting parameters



12 years of experience

Digital Advertising

Geo-Targeted Email



In addition to demographic and geographic selections, our database contains a wealth of information from which we can target your specific audience. Target your audience based on over 130 demographic, sociographic, and geographic database targeting parameters.

FaceMAIL TweetaMail

Place your ads in Facebook and Twitter newsfeeds of targeted users. Target by interests, keyword, events, behaviors, demographics, relationship status, and much more! Reach new people who are similar to your customer base, and are likely to be interested in your business.

TELETWIST

Mobile geofencing is the process of using GPS, WiFi and RFID technologies to create virtual geographic boundaries that organizations can use in their marketing and analytics efforts. When users enter or exit these pre-defined boundaries, we can send them device notifications with promotions, ads, coupons or similar announcements.

INNOVATIVE

Our native advertising program that allows brands to reach a hyper relevant audience and generate hot leads... customized for any advertiser.

XENON + Retargeting

Unfortunately 97% of site visitors will leave without taking action. We show them your ad as they browse the internet and remind them of your brand and to come back when they are ready to buy. As users browse the web, consuming content, we collect data associated with that content. Based on the keywords and/or the categories of the content, we show your ad to those who are reading about topics relevant to your products and services.

MOTORSEND

MotorSend is the leading digital and data provider for the automotive industry. We hand you the keys to the industry's most progressive collection of automotive data, and invite you to explore the limits! MotorSend's micro-targeting capabilities and turnkey email and digital solutions throw your sales into overdrive!

REALTYSSEND

RealitySend is the leading digital and data provider for the RealEstate industry. We hand you the Keys to open the door to the industry's most progressive collection of Real Estate data, and invite you to explore the limits.

UNIVERSITYSEND

UniversitySend is the leading digital and data provider for the higher education industry. We open up the door to the industry's most progressive collection of education data. and invite you to explore the limits!

RECRUITSEND

RecruitSend is the leading digital and data provider for the recruitment industry. We open up the door to the industry's most progressive collection of recruitment data, and invite you to explore the limits!