MEMBER AD RATES

Four Color  |  Full Page  |  2/3  |  1/2  |  1/3  |  1/6  | Covers +

- $1,240  |  $1,420  |  $1,610  |  $1,055  |  $905  |  $790  |  $670  |  $540  |  $1,660  |  $2,010  |  $2,410  |  $1,550  |  $1,875  |  $2,250  |  $1,440  |  $1,740  |  $2,090  |  $1,440  |  $1,740  |  $2,090  |  $1,990  |  $2,410  |  $2,895

NON-MEMBER AD RATES

Four Color  |  Full Page  |  2/3  |  1/2  |  1/3  |  1/6  | Covers +

- $1,500  |  $1,705  |  $1,960  |  $1,275  |  $1,450  |  $1,640  |  $955  |  $1,270  |  $1,230  |  $810  |  $1,085  |  $1,045  |  $650  |  $865  |  $840  |  $2,005  |  $2,415  |  $2,895  |  $1,870  |  $2,250  |  $2,700  |  $1,740  |  $2,090  |  $2,510  |  $1,740  |  $2,090  |  $2,510  |  $2,405  |  $2,895  |  $3,475

POSITIONING CHARGE
Add 10% for premium positions, such as opposite TOC, as well as for guaranteed positioning.

AGENCIES
All rates are NET. Add agency commission to these ad rates.

NON-PROFITS
A non-profit rate card is available for 501(c)3 organizations.

PRODUCTION CHARGES
Cost is $85/hour (with a one-hour minimum) for ad production or updates to supplied ads. Ad-design services are available for an additional charge.

2019 ADVERTISING DEADLINES

<table>
<thead>
<tr>
<th>Month/Year</th>
<th>Space Deadline</th>
<th>Final Materials Deadline</th>
</tr>
</thead>
<tbody>
<tr>
<td>JANUARY/FEBRUARY 2020</td>
<td>Dec. 4</td>
<td>Dec. 10</td>
</tr>
<tr>
<td>MARCH/APRIL 2020</td>
<td>Feb. 5</td>
<td>Feb. 11</td>
</tr>
<tr>
<td>MAY/JUNE 2020</td>
<td>Apr. 2</td>
<td>Apr. 8</td>
</tr>
<tr>
<td>JULY/AUGUST 2020</td>
<td>June 4</td>
<td>June 10</td>
</tr>
<tr>
<td>SEPTEMBER/OCTOBER 2020</td>
<td>Aug. 6</td>
<td>Aug. 12</td>
</tr>
<tr>
<td>NOVEMBER/DECEMBER 2020</td>
<td>Oct. 8</td>
<td>Oct. 14</td>
</tr>
</tbody>
</table>

EDITORIAL CONTENT

- Whatcom County Newsmakers
- Small & Large Business Profiles
- Insightful Features
- Whatcom By The Numbers
- Philanthropy
- Guest Columnists
- Tips from Industry Professionals
- Environmental Stewardship
- Industry “Top” List
- Q&A
- Cross-Border Business
- Where Are They Now?
- Local Event Pics

JANUARY/FEBRUARY 2020
20 Experts Forecast Whatcom County’s Economic Future
Ad Space Reservation: December 4
Final Ad Materials: December 6

MARCH/APRIL 2020
Business Person of the Year / Business Achievement Awards
Ad Space Reservation: February 5
Final Ad Materials: February 7

MAY/JUNE 2020
Building Whatcom County
Ad Space Reservation: April 1
Final Ad Materials: April 3

JULY/AUGUST 2020
Whatcom County’s Top 100 - Top Private Companies
Ad Space Reservation: June 3
Final Ad Materials: June 5

SEPTEMBER/OCTOBER 2020
Creating Our Future Workforce / Development & Innovation
Ad Space Reservation: August 5
Final Ad Materials: August 7

NOVEMBER/DECEMBER 2020
Healthcare in Whatcom County / Top Docs
Ad Space Reservation: October 7
Final Ad Materials: October 9