It’s required reading for 24,000 Decision Makers…
The Business Journal…the decision magazine.

The Journal began publishing in April 1988 as a business-to-business publication publishing timely and informative articles about the people and businesses that make up the region. The Business Journal gives you the information you need to make better decisions to run your business and improve your bottom line…making The Business Journal a BUSINESS ESSENTIAL.

Rates/Net
Effective January 2020

<table>
<thead>
<tr>
<th>Frequency</th>
<th>1x</th>
<th>3x</th>
<th>6x</th>
<th>12x</th>
</tr>
</thead>
<tbody>
<tr>
<td>Double Page</td>
<td>2700</td>
<td>Frequency rate available</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Full Page</td>
<td>1895</td>
<td>1595</td>
<td>1525</td>
<td>1395</td>
</tr>
<tr>
<td>Jr. Page</td>
<td>1425</td>
<td>1295</td>
<td>1075</td>
<td>995</td>
</tr>
<tr>
<td>1/2 Page</td>
<td>1295</td>
<td>1095</td>
<td>850</td>
<td>795</td>
</tr>
<tr>
<td>1/2 Page Island</td>
<td>1500</td>
<td>1295</td>
<td>1050</td>
<td>950</td>
</tr>
<tr>
<td>1/3 Tower Premium</td>
<td>1350</td>
<td>1095</td>
<td>925</td>
<td>825</td>
</tr>
<tr>
<td>1/3 Page</td>
<td>1100</td>
<td>875</td>
<td>725</td>
<td>625</td>
</tr>
<tr>
<td>1/4 Page</td>
<td>825</td>
<td>695</td>
<td>525</td>
<td>450</td>
</tr>
<tr>
<td>1/6 Page</td>
<td>695</td>
<td>595</td>
<td>475</td>
<td>425</td>
</tr>
<tr>
<td>Market Place</td>
<td>95</td>
<td>85</td>
<td>80</td>
<td>70</td>
</tr>
</tbody>
</table>

Cover Positions

<table>
<thead>
<tr>
<th>Frequency</th>
<th>1x</th>
<th>3x</th>
<th>6x</th>
<th>12x</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inside Front</td>
<td>2200</td>
<td>1925</td>
<td>1795</td>
<td>1695</td>
</tr>
<tr>
<td>Inside Back</td>
<td>2200</td>
<td>1925</td>
<td>1795</td>
<td>1695</td>
</tr>
<tr>
<td>Back Cover</td>
<td>2750</td>
<td>2400</td>
<td>2295</td>
<td>2195</td>
</tr>
</tbody>
</table>

Guaranteed Position
Add 25% to net rates.

Trim and Bleeds
Page Trim Size is 8.375” x 10.875”
Full Page Bleeds: Bleed .125” OUT from the trim size.
All copy should be .25” INSIDE the trim size to be printed.
All ads should be CMYK, image size minimum of 240dpi, max 300dpi.

Agency Commissions
Add 15% to net rates.

Online
bjournal.com provides a number of opportunities for online exposure.
Call your Business Journal representative for more information.
40 Under Forty Partnership

Act now to become a partner in the most anticipated professional event of the season as the Tri-Cities business community once again celebrates 40 Under Forty.

Since 1993, The Business Journal and a long list of esteemed partners have honored the best and brightest young professionals in the Tri-Cities. More than 1,000 honorees are part of this elite group. The 28th Annual 40 Under Forty Event will be held in October 2020.

Partnership Levels

**Presenting** ................................................8000
Primary placement of logo in all materials, eight tickets, signage at event, welcome at event, printed welcome in program and double page ad in the 40 Under Forty section of the December 2019 issue.

**Platinum** ....................................................3000
Primary placement of logo in all materials, eight tickets, and one full page ad in the 40 Under Forty section of the December 2019 issue.

**Gold** .................................................................2250
Placement of logo in all materials, four tickets, one 1/2 page ad in the 40 Under Forty section of the December 2019 issue.

**Silver** ...............................................................1500
Tertiary placement of logo in all materials, two tickets, one 1/4 page ad in the 40 Under Forty section of the December 2019 issue.

Important Dates

40 Under Partnership Deadline -
Wednesday, September 16, 2020

Advertising Space Reservation Deadline -
November 18, 2020

Print Ready Advertising Materials Due -
November 25, 2020

Publication Date -
December 2020

The 2019 Class of 40 Under Forty.
Book Of Lists Partnership

Simple - Effective - Valuable - Timeless

THE MOST TRUSTED NAME in business news publishes the most trusted directory of local businesses and decision-makers annually. The indispensable Book of Lists is referenced by thousands of individuals needing to know who’s doing business, and who to do business with, in Northeast Tennessee and Southwest Virginia.

Place your advertising message next to your industry list, distinguish yourself as a leader in your category or strategically place your ad across from the list of your potential customers. Distributed to all subscribers, The Book of Lists provides the best value with year-long exposure.

Advertising Rates

<table>
<thead>
<tr>
<th>Title Partner</th>
<th>Section Partners</th>
<th>Inside Front/Back</th>
<th>Outside Back Cover</th>
<th>Full Page</th>
<th>Half Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>..................3495</td>
<td>..................2100</td>
<td>....................1540</td>
<td>.....................1995</td>
<td>............1295</td>
<td>............895</td>
</tr>
</tbody>
</table>

Important Dates

| Advertising Space Deadline | October 8, 2020 |
| Print Ready Materials Due | October 21, 2020 |
| Publication Date | October 2020 |

Title Partner

As the Title Partner you will receive your company name and logo on front cover and table of contents, a full page ad in the section of your choice and a welcome letter adjacent to the table of contents.

Section Partner

As a Section Partner you will receive a full page ad at the beginning of “your section.” Your logo will appear on each page of the section, in addition to the table of contents. So anytime a reader looks for information in “your section,” they’ll see your logo at the top of the page.
Profiles in Business

Since Derby Publishing’s purchase of The Business Journal, businesspeople have asked us to include stories about their companies in our publication. As journalists, we always had to reply, “We can’t do that unless you have a newsworthy item we can report as news.”

Many of those customers and businesses were also asking us to design marketing materials or brochures and write copy to help them promote their company and services. Our production department was always too busy creating our magazine. We decided to combine the two services, great design and editorial published in a magazine format. Profiles in Business was created!

Profiles in Business gives insight into the working lives of the people who make up our region, because every business has a unique story to tell. Profiles in Business is a combination of your company’s editorial story and photography showcasing your products, services, history and people who make it happen. We look forward to delivering your story directly to the desks of the business decision-makers in Northeast Tennessee and Southwest Virginia.

To help tell your story, your full-page color advertorial will be a collaborative effort between you and a professional custom media writer and photographer. In addition to the printed article, you will receive your story in an electronic format you can reproduce and use with online, social media or print promotions, marketing, customer direct mail communications or as a flyer to tell your clients and prospects more about your business, products and services.

Advertising Rates

**Title Partner** ..............................2195

Inside Front, Inside Back Cover or Outside Back Cover and inside advertorial page with your name and logo on front cover

**Double Page** ..............................1695

**Full Page** .................................995

Important Dates

**Advertising Space Reservation Deadline**  
April 21, 2020

**Print Ready Advertising Materials Due**  
April 28, 2020

**Publication Date**  
May 2020
Health Care Heroes Partnership

Health Care Heroes are the men and women who go above and beyond the call of duty everyday. For more than 20 years, The Business Journal of Tri-Cities, TN/VA has honored these heroes on behalf of the business community they serve. Without healthy employees and customers, business cannot survive. Health Care Heroes keep our region’s people and businesses well cared for.

To nominate an individual or organization today, email news@bjournal.com with a letter of recommendation telling what makes them a Healthcare Hero. The deadline for nominations is the close of business on July 26, 2020. The Healthcare Heroes Awards luncheon will be held August 28, 2020.

Title Partner (one only) .................. $5,000
Eight tickets to the event; Full Page, color ad in the Healthcare Heroes edition of The Business Journal (August); Logo on all materials; Welcome remarks at event; Banner/Signage at registration table.

Hero Partner ............................ $1,250
Two tickets to the event; Quarter Page, color ad in the Healthcare Heroes edition of The Business Journal (August); Logo on materials.

Presenting Partner (five max) .......... $2,500
Four tickets to the event; Half Page, color ad in the Healthcare Heroes edition of The Business Journal (August); Logo on materials; Present award to honorees.
### Editorial Plan

<table>
<thead>
<tr>
<th>Jan</th>
<th>Feb</th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>Aug</th>
<th>Sept</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
</tr>
</thead>
</table>

### Advertising Deadline

<table>
<thead>
<tr>
<th>Jan</th>
<th>Feb</th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>Aug</th>
<th>Sept</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
</tr>
</thead>
</table>

### Camera Ready Deadline

<table>
<thead>
<tr>
<th>Jan</th>
<th>Feb</th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>Aug</th>
<th>Sept</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
</tr>
</thead>
<tbody>
<tr>
<td>12.31.19</td>
<td>1.28.20</td>
<td>2.24.20</td>
<td>3.24.20</td>
<td>4.28.20</td>
<td>5.26.20</td>
<td>6.23.20</td>
<td>7.28.20</td>
<td>8.25.20</td>
<td>9.22.20</td>
<td>10.27.20</td>
<td>11.25.20</td>
</tr>
</tbody>
</table>

### Available

<table>
<thead>
<tr>
<th>Jan</th>
<th>Feb</th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>Aug</th>
<th>Sept</th>
<th>Oct</th>
<th>Nov</th>
<th>Dec</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.08.20</td>
<td>2.04.20</td>
<td>3.04.20</td>
<td>3.31.20</td>
<td>5.05.20</td>
<td>6.02.20</td>
<td>6.30.20</td>
<td>8.04.20</td>
<td>9.01.20</td>
<td>9.29.20</td>
<td>11.03.20</td>
<td>12.04.20</td>
</tr>
</tbody>
</table>

### From the Editor | FYI | Trends | On the Move | Awards & Achievements | The Last Word

### Special Editions/Sections

**Profiles in Business**
- Distributed with April edition
- Advertising Deadline: 3.16.20
- Camera Ready: 3.23.20
- Available: April 2020

**Book of Lists**
- Distributed in September
- Advertising Deadline: 8.17.20
- Camera Ready: 8.24.20
- Available: September 2020

### Additional Marketing

**Book of Lists Partnership**
- Section partnerships available. September 2020

**40 Under Forty**
- Platinum, Gold and Silver level partnerships available. October 2020
- Act now to become a partner in the most anticipated professional event of the season as the Tri-Cities business community celebrates 40 Under Forty.

**Healthcare Heroes**
- Partnerships available. July 2020
- The 28th annual recognition of the extraordinary individuals and organizations that go above and beyond the call of duty every day in providing selflessness, compassion and dedication in healthcare to our region.
E-Journal

E-Journal is the digital offering of The Business Journal of Tri-Cities TN/VA, bringing business news directly to your inbox every Wednesday morning. Additional editions are delivered as business news that affects the region breaks throughout the week. Combined with your print message in The Business Journal the E-Journal keeps your brand in front of the region's decision makers.

Reserve your company's space in the E-Journal at our great introductory rates!

**Single Banner** ....................... 199/month
(530 x 100 pixels)

**Double Banner** ..................... 279/month
(530 x 200 pixels)

**Horizontal** ............................. 169/month
(175 x 200 pixels)

Add your message at Bjournal.com for increased visibility!

**Vertical Banner** ..................... 175/month
(120 x 600 pixels)

**Horizontal** .............................. 75/month
(300 x 250 pixels)
Subscriber Profiles

Personal Profile

Age
77.9% of The Business Journal subscribers are from 25 - 54 years of age.
- 25-34: 20.4%
- 35-44: 30.1%
- 45-54: 27.4%
- 55-65: 14.5%
- Over 65: 5.9%

Gender
- Male: 74.1%
- Female: 25.9%

Education
78% of The Business Journal subscribers are college graduates.
- College Graduate: 35.5%
- Post College Study: 20.4%
- Masters Degree: 14.0%
- Doctorate: 8.1%

Home Ownership
- Owns Home: 84.1%
- Owns Second Home: 25.4%

Average Annual Household Income
- $150,000+

Marital/Family Status
- Married: 80.1%
- Single: 9.7%

Household Net Worth
- 55%: $500,000
- 45%: $1,000,000+

Average Value of Primary Home
- $505,112

Business Profile

Executive Authority
- 88% participate in purchasing decisions for their companies
- 87.8% personally choose products for their companies
- 98.4% read The Business Journal ads
- 72.1% say ads in The Business Journal influence their purchases

Company Size by Number of Employees
- 10 or fewer: 50.8%
- 10-24: 14.7%
- 25-49: 9.0%
- 50-99: 5.0%
- 100-249: 11.9%
- Over 250: 8.6%

Business Title
- Total subscribers in top management: 70.2%
- Owner/Partner: 49.5%
- Board Chair, President, CEO, VP, General Mgr, Director: 20.7%
- Other Management: 17.9%
- Sales & Marketing: 9.8%
- Purchasing/Plant Manager: 2.1%

Readership Profile

Average Circulation
The readership of The Business Journal of the Tri-Cities TN/VA is based on a strategic combination of paid subscriber copies and controlled circulation copies. Total paid distribution per the Statement of Ownership and Circulation as required by the USPS: Total Paid Distribution is 4,000 copies. Strategic controlled distribution is 2,500 copies. Total circulation is 6,500 copies.

Total Readership: 23,000+
Minimum of 3.5 readers per copy

Shelf Life
Length of time subscribers keep a copy of The Business Journal:
- Keep on file: 26.3%
- Keep one month: 24.2%
- Keep 2–3 weeks: 14.5%
- Keep one week: 13.4%

Additional Readers
Readers other than the subscriber:
- Other Management: 34.4%
- Office/Support Staff: 32.8%
- Spouse: 29.6%
- Partner: 11.3%
- Sales Staff: 10.2%
Plus:
Lee County Regional Medical Center Authority, Ballad Health in talks to reopen rural hospital
and
Governor Lee begins Tennessee workforce work

Johnson ready to build $240 million entertainment/adventure development if county, state agree to put in $10 million road

Developer Steve Johnson of Johnson Commercial Development at the Pinnacle site in Washington County, Va.

Developing the Pinnacle's Virginia side:

The Marine Advanced Technology Education International Remote Operated Vehicle Competition will be held at the Kingsport Aquatic Center June 20-22.

This underwater robot will bring 1,500 of the world's top young minds to the region this summer

Plus:
Special Section:
The Business of Aging
and
Tri-Cities Airport's incoming director eager to develop new revenue streams

Virginia approves Ballad agreement
Mountain States, Wellmont target early 2018 merger close

Financial Services Edition

Plus:
Holiday Gift Guide

Eastman, Costa inducted into JA Business Hall of Fame