

# PERSPECTIVES

Marshfield Area Chamber of Commerce Newsletter /// March2024

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To our Chamber friends & family! We appreciate you & love celebrating with you!



### **INSIDE...**

- upcoming chamber
- community events& news!

#### MACCI

Denise Sonnemann - Executive Director Tabitha Wendell - Talent & Member Relations Director

Meghann Bishop- Program Assistant Darla Wibben-Administrative Assistant

#### CHAMBER FOUNDATION

Karen Olson Business Development Director

#### **BOARD OF DIRECTORS:**

Mark Vieth- Chairperson Amber Voelker - Vice Chair Chad Curtis- Finance Chairperson Ann Dieringer - Secretary Rita Blenker-Bob Chaloner-Chris Damerell-John Franseen-Brian Kettner-Tony Krentz-Alex Lendved-Josh Meissner-John Nystrom-Ashley Winch

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### A NOTE FROM KAREN OLSON, BUSINESS DEVELOPMENT DIRECTOR

I want to start a business....but where do I begin?

I hear this comment quite often as I work with clients hoping to start their dream business. While everyone's path is a bit different, and everyone's needs are different, the journey is similar. There are many resources available on-line and it can be overwhelming! The exciting part about starting a business for most is looking for a location, designing a logo, ordering supplies, or having a ribbon cutting....but the real work goes much deeper! Here are some tips and resources to guide you.

One of the first steps is to find the right location and determine if you will purchase or lease a space. Not only do you need to have an idea of the monthly cost, but you should check with the City or township to be sure the current zoning will allow for that usage. You can also discuss an inspection of the property to be sure it is compliant with codes. If your business plans to serve wine, beer, or liquor, check the availability of liquor licenses; If serving any type of food, reach out to the County's Health Department.

<u>City of Marshfield zoning and inspections and Wood County Health Department:</u>

<u>https://ci.marshfield.wi.us/departments\_and\_divisions/zoning/index.php</u>

<u>https://ci.marshfield.wi.us/departments\_and\_divisions/permits\_and\_inspections/index.php</u>

<u>https://www.woodcountywi.gov/departments/health/Licenses.aspx</u>

Next determine your hours of operation and capture other costs such as: insurance, utilities, taxes, and any updates to the property from painting, to shelving and displays to being handicapped compliance. Other costs such as furniture, POS system, signage and products should be captured. These are part of your start-up costs which determine the amount of money you will need to have or to borrow. Keep in mind a down payment will also be required.

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#### (Continued

You will need to determine your business structure (LLC, sole proprietor, etc., decide on a business name (be sure it is available or if trademarked etc., and register your business with Wis. Department of Financial Institutions (DFI except for sole proprietors. If you need to hire employees, register for an Employer Identification Number (EIN from the IRS. You may want to consult with a lawyer to develop policies for returns, non-payments, and other legal forms.

https://dfi.wi.gov/Pages/Home.aspx

https://www.irs.gov/businesses/small-businesses-self-employed/apply-for-an-employer-identificationnumber-ein-online

It is extremely important to determine who your main customers are and then develop a marketing plan to include website, social media, joining a chamber, print, radio etc. Set an affordable budget and stick to it. Start slowly and determine what is working best for you to reach your customer.

You will need to project your monthly revenue income from products/services sold. The goal is of course to end up in the black most months. Most businesses, especially seasonal ones, will have ups and downs, but planning ahead is key.

One great free resource is SCORE, a national non-profit organization with 10,000 volunteers that mentor, educate, and connect clients to the tools needed to be successful. This oftentimes involves working with clients to put a business plan together. Each SCORE mentor has different skillsets and are paired up according to need and location of the client. The SCORE website has many articles and prerecorded webinars for all stages of business- <a href="https://www.score.org/">https://www.score.org/</a>

Wisconsin Small Business Development Centers (located at all 4-year universities also offer training and assistance for various stages of business development. Most services are also free-<a href="https://www3.uwsp.edu/conted/Pages/SBDC.aspx">https://www3.uwsp.edu/conted/Pages/SBDC.aspx</a>

Other organizations and websites for starting a business:

https://business.wisconsin.edu/start-in-wisconsin/

https://onestop.wi.gov/

https://wedc.org/entrepreneurs/

https://wisconsintechnologycouncil.com/entrepreneurs-toolkit/

https://www.sba.gov/

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### **GEARING UP FOR DAIRYFEST!**

CLICK IMAGES FOR DETAILS



2024 DAIRYFEST & AGRI-BUSINESS

### SPONSORSHIPS



2024 DAIRYFEST
PARADE APPLICATION



2024 DAIRYFEST BREAKFAST

**VOLUNTEER SIGN-UP** 



2024 DAIRYFEST

AGRI-BUSINESS SCHOLARSHIP APPLICATION



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### **SAY HELLO TO OUR NEWEST MACCI MEMBER**



813 N Central Ave, Marshfield, WI (715) 387-4884 <u>tacojohns.com</u>

Interested in becoming a member?

email Tabitha Wendell, Talent & Member Relations Director at <a href="wendell.tabitha@marshfieldchamber.com">wendell.tabitha@marshfieldchamber.com</a> Contact us at <a href="www.marshfieldchamber.com">www.marshfieldchamber.com</a> or 715-384-3454



**BizSuccess Tips** 

**MARCH 2024** 

SCORE is offering multiple free webinars during the month of March!
These webinars are focused on boosting sales and helping your business grow. To register for these webinars and learn more about SCORE <u>click here!</u>

Karen Olson, our Business Development Director, is a SCORE Mentor. You can reach out to her to get more information on the SCORE program and how it can benefit you an your business.

olson.karen@marshfieldchamber.com

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### JOIN US!





#### Walk Thru Wednesdays with the Chamber

If you haven't already noticed, every Wednesday we post a short video on our Facebook page called Walk Thru Wednesdays with the Chamber. In partnership with the City Communications, we go to a business, do a walk thru and share information about that business. That video is then shared on our website, as well as the City's website. This is of no cost to the business and is a great way to advertise your business! If you are interested in having your business be a part of this, contact Denise at sonnemann.denise@marshfieldchamber.com

Check out one of our recent videos on Facebook @MACCI

Make sure to like us on Facebook!



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Denise Sonnemann and Karen Olson, from MACCI, participated in Centergy's Central Wisconsin Days Tuesday, February 13th to meet with legislators at the Capitol. Along with businesses, educational partners, students, various organizations, and other chamber staff from Central Wisconsin, three main topics were discussed, childcare, business tax credits and funding for rural bridges. Check out the Centergy website for more details about this event.

Thank you Centergy for keeping Central Wisconsin issues top of mind in Madison.

In a strategic move to enhance regional vitality, Central Wisconsin proudly unveils the "Central to Success" campaign, a pioneering marketing initiative spearheaded by Centergy. This comprehensive effort is designed to attract and retain talent for the benefit of communities and businesses across the region.



Use the following links to learn more about things happening in our community & surrounding area

Main Street Marshfield - mainstreetmarshfield.com/about

<u>City of Marshfield - City Newsletter, Your City at Work (marshfield.wi.us)</u>

Wisconsin Economic Development Corp. - https://wedc.org/newsroom/

Regional Economic Development - centraltosuccess.com/news

Visit Marshfield - visitmarshfield.com



### FARM TOUR 2024

#### Wednesday, March 13 Marshfield Area · In Person

Mid-State's Agribusiness Farm Tour is an annual showcase of innovative technology and agriculture practices designed to help producers enhance their current operations.

This year's in-person event includes:

- Norm-E-Lane Farm Inc.
- · Seehafer's City View Dairy LLC
- Alice in Dairyland
- Vendor Show
- Lunch
- Networking

All are invited to this in-person event, including current and past students, farm families, agribusiness partners, and other community and business associates.

Cost. The cost of the Farm Tour is reduced to \$10 thanks to the generosity of our Farm Tour sponsors. Full scholarships may be available through the Foundation.

Visit mstc.edu/farmtour for more information and tour stop details, updates, and registration. Registrations must be received by Wednesday, March 6.

#### **Questions**

If you have questions suggestions, or concerns please contact: Ashley Borchardt ce\_events@mstc.edu • 715.422.5347

If you have a disability and require accommodations to participate in this activity, contact the event coordinator as soon as possible, ideally 14 days in advance















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### JOIN US!



### **REGISTER HERE**



MELISSA MOORE WILL BE SPEAKING ON SELF-CARE

WEDNESDAY, APRIL 24TH
HOTEL MARSHFIELD
STAY TUNED FOR MORE DETAILS!



REGISTER NOW!

\*\*WE ARE STILL LOOKING FOR SPONSORS FOR THIS EVENT.

IF YOU ARE INTERESTED PLEASE CONTACT

DENISE SONNEMANN, EXECUTIVE DIRECTOR AT

SONNEMANN.DENISE@MARSHFIELDCHAMBER.COM\*\*

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### Jim Freund - Owner of Victory Promotional

Jim has been a MACCI Ambassador for 30 years and an absolute asset to the club!

"I became an Ambassador to become more involved in the community of Marshfield. Having moved here from out of town 38 years ago, I felt that it would be a good way to meet more people. It definitely has helped me do that. I enjoy meeting new business people at ribbon cuttings, ground breakings, while attending business after 5, celebratory dinners & breakfasts as well as to celebrate local business' successes. The Ambassador Club members have a lot of fun and are really a diverse group of Marshfield business people that I enjoy being a part of."





# March 2024 Web Based Training Opportunities For Child Care Programs

#### "Planning for the Future: Annual Budget and Cash Flow Projections"

Learn basic budgeting concepts. Explore income and expense sections of a budget. Discuss purpose of budgeting and the different types of budgets. Understand the purpose of projecting cash flow. Break down the sections of a cash flow statement. Analyze a child care business case study to identify strategies to manage cash flow using First Children's Finance business management resources.

March 7, 2024 12:00 -3:00PM

REGISTER HERE
Center Based Child Care

March 12, 2024 6:30-8:30PM

REGISTER HERE Family Child Care

#### "Planning for the Future: Accounting and Financial Statements"

Learn basic accounting terms and review commonly used fin<mark>ancial stat</mark>ements. Break down sections of an income and expense statement, a cash flow statement and a balance sheet. Analyze a case study to determine financial health of a child care business. Identify strategies of how to use financial statements to inform business decisions.

March 13, 2024 9:00AM-12:00PM

REGISTER HERE
Center Based Child Care

March 18, 2024 6:00-8:00PM

REGISTER HERE
Family Child Care

#### "Separating Your Family Child Care Finances from Your Personal Finances"

Learn basic tools to separate business and personal finances. Learn to utilize computer and file systems to organize financial documents. Develop a business budget.

March 26, 2024 6:30-8:30PM

REGISTER HERE Family child care

Providers who participate in these trainings will be eligible to receive Wisconsin Registry training hours.



This opportunity was made possible by Wisconsin Department of Children and Families through Preschool Development Grant Number 90TP007601 from the Office of Child Care, Administration for Children and Families, U.S. Department of Health and Human Services.

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Leadership Marshfield is in full swing! The group has been learning all about our community and how we can be more involved. Project planning is underway and we are excited to see what this years class can do to elevate Marshfield as a whole!



ODC, NOW Packing Community Day



Touring Marshfield Schools

Education Day



Marshfield Clinic Health System Health & Wellness Day

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Business professionals and area high school students participated in this year's Xtreme Xploration event held at UWSP, Marshfield Campus. This event teaches students about career readiness, preparing for a job interview & resume writing tips.





From full service fulfillment to simple storage and distribution services, let us help you manage your inventory and fulfill your orders. ODC's facilities are equipped with full service receiving & loading docks. We can also provide kitting and assembly services! Our clean, temperature-controlled warehouse space ensures your products are safe from the elements. We provide warehouse rental from one pallet to many and we have facilities conveniently located in Wisconsin Rapids and Marshfield, Wisconsin.

Call 715-996-1709
or email beckykrause@odcinc.com

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Congratulations

to the 2024 Crystal Apple Award Winners!



Joren Anderson Auburndale High School



Kris Berg Marshfield Middle School



Brandon Homeyer Colby High School High School



Brittney King Grant Elementary, Marshfield

MACCI is delighted to have the opportunity to celebrate these wonderful educators in our community! We cannot say enough about how much we appreciate our area schools and the value that they add to our communities.



### MARSHFIELD CAMPUS CLASSES

#### Classes in Culinary, Art, Fire Training, and More!



#### **Cookie Decorating Basics**

Learn how to decorate cookies like a pro, while learning the basics of royal icing and piping techniques! Students will be provided with a set of cookies to decorate during class to take home and share.

Thursday, March 14

1:00 - 3:00 p.m. • Mid-State on Central Class #: **25789** • Course Fee: \$49 Instructor: Kelly Lawler

#### **Easy Crowd-Pleasing Appetizers**

cipants will learn how to make different appetizers for their next get together.

Wednesday, April 3

5:30 - 7:30 p.m. • Marshfield Campus Class #: **25772** • Course Fee: \$34 Instructor: Malia Xiong

#### Wine and Flatbread

Have fun learning to prepare flatbread pizza and then enjoy four wines that complement the flatbread. We will make two styles of flatbread and enjoy them with four wines: A Chardonnay from California, a Rosé from France, a Rioja from Spain, and a Chianti from Italy.

Tuesday, April 9

5:30 - 7:30 p.m. • Marshfield Campus Class #: **26483** • \$ 34 Instructor: Richard Neumann

#### Wine and Cheese **Pairing Series**

Take all four classes and get a discount or take them individually:

- · Introduction to Wine
- Introduction to Wine Labels and Wine Regulations
- · Introduction to White and Red Wines
- Introduction to Red and Dessert Wines.

Learn the basics of wine, including characteristics of red, white, and rosé wines; basic wine terms; and how to taste wine and pair it with food. Each session will begin with 45 minutes of general wine information and end with a wine and cheese tasting. Must be 21 years of age or older to participate in the wine tastings

Tuesday, April 16 - Tuesday, May 7

Instructor: Richard Neumann

#### Introduction to Wine

Participant will learn how wine is made, characteristics of red, white, and rose wines, basic wine terms, and how to taste wine. Five wines tasted: Riesling, Chardonnay, Pinot Noir, Cabernet Sauvignon and Rose.

Tuesday, April 16

5:30 - 7:30 p.m. • Marshfield Campus Class #: **26607 •** \$40 Instructor: Richard Neumann

### and Wine Regulations

Participants will learn how to read a wine label, the meaning of vintage, varietal, new world and old world wines. Five wines tasted: Sauvignon Blanc, Pinot Gris, Pinot Grigio, Zinfandel, and Merlot.

Tuesday, April 23

5:30 - 7:30 p.m. • Marshfield Campus Class #: **26608** • \$40 Instructor: Richard Neumann

#### Introduction to White and **Red Wines**

Participants will cover more in depth the characteristics of Gewurztraminer, Chardonnay, Cabernet Sauvignon, Merlot, Zinfandel, Pinot Noir, and Syrah, Five wines tasted: Gewurztraminer, Unoaked Chardonnay, Chianti, Syrah, and

**Tuesday, April 30** 5:30 - 7:30 p.m. • Marshfield Campus Class #: **26609** • \$40 Instructor: Richard Neumann

#### Introduction to Red and **Dessert Wines**

Participants will cover the dessert wines Ruby Port and Cream Sherry as well as characteristics of red blends, Malbecs, and Riojas, Five wines tasted: Red Blend, Malbec. Rioja, Cream Sherry, and Ruby Port

Tuesday, May 7

5:30 - 7:30 p.m. • Marshfield Campus Class #: **26610 •** \$40 Instructor: Richard Neumann



Beginning Beekeeper Interested in beekeeping but don't know where to start? This introductory course will cover topics such as the biology of a bee, beehive placement and inspection, how to protect a hive from predators, and diseases and when to feed it. This course will also cover the steps that are needed to overwinter a hive in Wisconsin.

Thursday, April 18

5:00 - 7:00 p.m. • Marshfield Campus Class #: **26484** • \$175

Instructors: Michael and Laurie Lawrence

**LOOK UP YOUR CLASS # AND REGISTER AT** COURSES.MSTC.EDU OR SCAN THE QR CODE



#### Introduction to Wine Labels Raise a Glass: Introduction to Beer - History, Pairings, and Tastings

In this course participants will obtain a brief history of beer, learn how beer styles were developed, and discuss pairing beer with food. Beer samples will be provided along with cheese and other complimentary foods.

Tuesday, Marsh 26

5:30 - 8:30 p.m. • Hop & Grape, 205 West Upham Street Class #: **27599 •** \$45 Instructor: Robert Brylski



#### Fire Training Topics ~ **Thermal Imaging**

This course will provide firefighters with current training in a topic that is relevant to the modern fire service. The topic will be tailored to meet the needs of the industry and note will be made in the student management system to identify the topic when this course is transcripted.

Wednesday, March 27

6:00 - 9:00 p.m. • Marshfield Campus Class #: **27464** • \$19.12 (Senior Fee: \$4.50) Instructor: David Briggs



#### **Acrylic Pour Painting**

Acrylic pour painting combines colors into abstract cell-like patterns on the canvas to create unique artwork without the use of paintbrushes or pallet knifes. Students without the use of paintbrushes or pallet knifes. Students will learn how to mix color, use pouring medium, the importance of consistency, and how colors interact. Different pouring techniques will be demonstrated. Students will choose which style they would like to do for their personal project. At the end of class, each student will have their own one-of-a-kind finished work of art to enjoy. It takes several days for the paint to dry, so pieces will need to remain on campus for a few days. This 3-hour class is great for beginners and anyone interested in trying a new painting technique; basic materials will be provided.

Tuesdayo p.rAprilarshfield Campus

16 Class #:\$45

#### Questions:

#### continuinged@mstc.edu • 715.422.5488

If you have a disability and require accommodations to participate in this activity, contact the event coordinator as soon as possible, ideally 14 days in advance.





mstc.edu • 888.575.6782 • TTY: 711

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### UPCOMING EVENTS

### WHAT TO LOOK FOR IN 2024

- March 28 Business After 5 @ Clubhaus
- April 10 Coffee & Connections @Forward Bank
- April 24 Working Women's Wednesday
- April 25 Business After 5 @ Grey Dog Axe Throwing
- April 26 Marshfield Area Career Expo & Power of Ag
- May 1-Crystal Apple Awards Banquet @ Hotel Marshfield
- May 9 Small Business of the Year Breakfast @ Holiday Inn
- May 23 Business After 5 @ The American Legion
- May 31 Dairyfest Breakfast and Picnic in the Park
- June 1 Dairyfest Parade and & Family Fun Day
- June 19 Coffee & Connections @ Forward Bank
- June 27 Business After 5 @ Hop & Grape
- July 25 Business After 5 @ Hub City Days
- August 14 -MACCI's Chamber Caper @ RiverEdge Golf Course
- August 20 Business After 5 @ Central Wisconsin State Fair
- September 26 Business After 5 @ Forward Bank
- October 17 Firm of the Year Celebration
- October 23 Working Womens Wednesday
- October 24 Business After 5 @ Buck-A-Neer
- December 5 Business After 5 @ Hotel Marshfield



go to marshfieldchamber.com/events for more info, updates & registrations

Interested in hosting a Business after 5?

Contact Denise Sonnemann
sonnemann.denise@marshfieldchamber.com

A huge thank you goes out to our
Ambassador Club and all they do to
help with these events!
We could not do it without you!



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### **MACCI & MAPS PET OF THE MONTH DANDELION!**



Hi, I'm Dandelion and I'm about 6 yrs old! I would love to find a home of my own as an only child, since I don't really care for other cats. People are great, especially if they give me pets and treats! I'm also a tidy roommate, so no kitten antics from me, which is a plus! I can't wait to come home with you and find a nice ray of sunshine to nap in.

Apply for a visit! www.marshfieldpetshelter.org/adopt



**VOLUNTEERS NEEDED!!!** 

The Science Olympiad State Tournament will take place on Saturday April 18th.

<u>Volunteer Here</u>

### **WORKFORCE WEDNESDAYS**



Do you or your employees need safety training, leadership development, or industry-related certifications? Would your organization benefit from team building and enrichment activities? Do your employees need upskilling to be more efficient in their roles?

Mid-State Technical College Workforce & Economic Development is partnering with the Marshfield Area Chamber of Commerce and Industry (MACCI) for free workforce development consultation open houses on the first Wednesday of each month!



Meet with the Mid-State Workforce & Economic Development team to discuss your needs, funding opportunities, and schedule training for your organization.

Walk-ins are welcome!

First Wednesday of Each Month

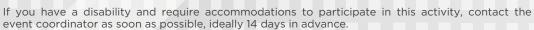
1:00 - 4:00 p.m.

Marshfield Area Chamber of Commerce and Industry 700 South Central Avenue, Marshfield, WI

54449 make it? Fill out an inquiry form at mstc.edu/form/workforce-training-inquiry-form or scan the QR code and we will be in touch soon!

#### For More Information, Please Contact:

Sierra Jones, Workforce & Professional Development Consultant sierra.jones@mstc.edu · 715.389.7026













mstc.edu · 888.575.6782 · TTY: 711



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### MARSHFIELD-OPOLY

IS AVAILABLE AT THE FOLLOWING LOCATIONS:



Games are available at

MACCI

700 S. Central Ave, Marshfield

Hillers True Value 751 S Central Ave, Marshfield

OMG Games 203a W Upham St, Marshfield



# PERSPECTIVES

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PERSPECTIVES is a regularly published newsletter for the members and supporters of the Marshfield area Chamber of Commerce & Industry.

Send Mail
700 SOUTH CENTRAL AVENUE
MARSHFIELD, WI 54449
Call Us
715-384-3454
Email Us
MACCI@MARSHFIELDCHAMBER.COM
Find Us Online
WWW.MARSHFIELDCHAMBER.COM

MACCI is a member of:

- Association of Chamber of Commerce Executives (ACCE)• Wisconsin Manufacturers and Commerce (WMC)• Wisconsin Chamber of Commerce Executives (WCCE)• Wisconsin Economic Development Corp. (WEDC)• International Council of Shopping Centers (ICSC),• Wisconsin Downtown Action Council (WDAC)
  - SCORE (Counselors to America's Small Business)• Transportation Development Association (TDA)
    - Dairy Business Council (DBA)• Wisconsin Economic Development Association (WEDA)



### Advertise with us!

Raise your company's visibility in the newsletter that goes to the top executives, managers, and entrepreneurs in Marshfield and surrounding communities.

Perspectives is an extremely cost-effective way to get your message out to a highly targeted group of your fellow business people.

For more information, contact MACCI at 715-384-3454 or email Meghann at bishop.meghann@marshfieldchamber.com



# PERSPECTIVES

Ad Sell Sheet 2024

### PROMOTE YOUR BUSINESS IN THE MACCI PERSPECTIVES NEWSLETTER

Give your business a boost by advertising in the Perspectives Newsletter. Call us to day at 715.384.3454 to reserve your space.

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#### 2 Column quarter page ad 4.75"x5"

Appear in 1 publication - Full Color \$50.00

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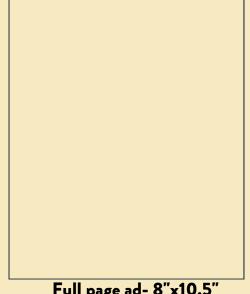
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3 Column quarter page ad 7.5"x 3.5"

Appear in 1 publication - Full Color \$100.00

Business Card ad - 2"x3.5"

Appear in 1 publication-Full Color \$35.00



Half page ad 7.5"x5"

Appear in 1 publication - Full Color \$150.00

Full page ad- 8"x10.5"

Appear in 1 publication - Full Color \$175.00