2020 Readership

For 33 years, CIP has been the premier source of industrial market news covering Illinois, Northern Indiana and Southern Wisconsin.

Our 17,000+ Readers Include:

Members of Major Industry Organizations Include:

**AIRE:** Association of Industrial Real Estate Brokers  
**SIOR:** Society of Industrial and Office Realtors  
**NAIOP:** National Association of Industrial and Office Parks  
**NICAR:** Northern Illinois Commercial Association of Realtors  
**IMA:** Illinois Manufacturing Association  
**BOMA:** Building Owners and Managers Association  
**IDC:** Illinois Development Council  
**ITA/GC:** International Trade Association of Greater Chicago  
**IFMA:** International Facility Management Association

**BAGC:** Builders Association of Greater Chicago  
**ASA:** Association of Subcontractors and Affiliates  
**CLM:** The Council of Logistics Management  
**WERC:** Warehousing Education and Research Council  
**NAREIT:** National Association of Real Estate Investment Trusts  
**CORENET:** Corporate Real Estate Network  
**ULI:** Urban Land Institute  
**CREW:** Commercial Real Estate Executive Women  
**YREP:** Young Real Estate Professionals  
**WIRE:** Women in Commercial Real Estate
# 2020 Editorial Calendar

## Editorial Contributions to CIP

Email our editor, Matt Baker, at mbaker@rejournals.com with industry news and trends; new hires or promotions; sales and leases and upcoming events. In addition to appearing in print, news will also appear at www.rejournals.com and will be distributed via broadcast email every Tuesday and Friday. For byline article submission and direction please contact the editor prior to writing the article. All articles must be exclusive to CIP. All art and photography attachments should be 300 dpi pdf or jpg files (see advertising specifications).

Editorial attachments are preferred as Word documents. Please do not embed photos in copy. Deadline for bylined articles: 2nd Friday of the month for consideration in following month’s edition.

For editorial direction, please contact: Matt Baker, editor, p 312.644.7114, mbaker@rejournals.com

<table>
<thead>
<tr>
<th>ISSUE</th>
<th>EDITORIAL FEATURE</th>
<th>AREA FOCUS/DIRECTORIES</th>
<th>AD CLOSE/ART DUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td><strong>2020 Forecast:</strong> What will the new year bring? Market leaders give us their predictions and expectations. <strong>Investment &amp; Finance:</strong> Current state of capital markets. Where is the capital coming from and who are the active players?</td>
<td>SOUTHERN WISCONSIN I-94 CORRIDOR Asset/Property Management Firms, Contractors, Developers, Roofing Companies, Economic Development Corporations</td>
<td>12/20/19</td>
</tr>
<tr>
<td>March</td>
<td><strong>Development &amp; Construction:</strong> Trends in build-to-suit, spec, and land development. <strong>Opportunity Zones</strong></td>
<td>I-88 CORRIDOR Industrial Brokers, Construction Companies, Finance Firms, Law Firms/RE Attorneys</td>
<td>2/21</td>
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<tr>
<td>May</td>
<td><strong>Class B &amp; C:</strong> What are the latest trends among older, infill industrial properties? <strong>REITs:</strong> We take a look at the area’s largest REITs and find out what they are up to.</td>
<td>NORTHWEST INDIANA, I-80 CORRIDOR Asset/Property Management Firms, Contractors, Developers, Economic Development Corporations</td>
<td>4/24</td>
</tr>
<tr>
<td>July</td>
<td><strong>Mid-year Review:</strong> A check on the state of the local industrial market. <strong>Property Management:</strong> A growing revenue source, CIP talks with property managers to find out how their businesses have changed. <strong>Special Supplement:</strong> 5th Annual BTS, SPEC, Business Parks Guide</td>
<td>I-55 CORRIDOR Architecture/Design-Build Firms, Industrial Brokers, Construction Companies, Finance Firms, Roofing Companies</td>
<td>6/26</td>
</tr>
<tr>
<td>September</td>
<td><strong>Distribution:</strong> Latest trends in the distribution industry. <strong>Corporate Real Estate:</strong> Consolidate, relocate, reconfigure supply chains? What are corporate execs deciding and why?</td>
<td>CHICAGO Asset/Property Management Firms, Contractors, Developers, Law Firms/RE Attorneys</td>
<td>8/28</td>
</tr>
<tr>
<td>November</td>
<td><strong>Year-In-Review:</strong> It was another busy year for the Chicagoland industrial market. We’ll look at the biggest deals of the year and identify the most important trends impacting the market. <strong>Transportation &amp; Logistics:</strong> What are the latest trends in the logistics industry?</td>
<td>O’HARE, I-90 CORRIDOR Architecture/Design-Build Firms, Brokerage Firms, Finance Firms</td>
<td>10/30</td>
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## 2020 Print Advertising Rates

<table>
<thead>
<tr>
<th>WIDTH X HEIGHT</th>
<th>1X</th>
<th>3X</th>
<th>6X</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Full Page</strong> 10” x 13”</td>
<td>$3,100</td>
<td>$2,626</td>
<td>$2,498</td>
</tr>
<tr>
<td><strong>Junior Page</strong> 7-1/2” x 10-1/2”</td>
<td>$2,379</td>
<td>$2,142</td>
<td>$1,895</td>
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<tr>
<td><strong>Half Page</strong> 10” x 7”</td>
<td>$1,905</td>
<td>$1,715</td>
<td>$1,483</td>
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<tr>
<td><strong>Quarter Page</strong> 4-7/8” x 7”</td>
<td>$1,087</td>
<td>$979</td>
<td>$958</td>
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<tr>
<td><strong>Photolisting</strong> 4-3/4” x 3”</td>
<td>$361</td>
<td>$324</td>
<td>$216</td>
</tr>
<tr>
<td><strong>Directory Listing</strong></td>
<td>$275</td>
<td>$275*</td>
<td>$275*</td>
</tr>
</tbody>
</table>

*Includes 2 banner ads when no contract is in place.

**Submitting advertising**
All materials should be submitted at 100 percent of print size. Images should be saved in TIF, EPS or PDF format at a resolution of 300 PPI (CMYK). RGB files will be converted to CMYK. Files in JPEG format are acceptable but not preferred.

**Production charges**
Typesetting, artwork, camera and creative/design services are available at additional cost.

**Terms of billing**
Net 30 days. A finance charge of 1.5% per month (18% annum) is computed on amounts more than 30 days past due. No new advertising will be sold to customers with an account balance over 60 days past due.

**Special services**
Premium placements are available at a 20% surcharge for page 2 and back cover; 10% surcharge for pages 5, 7 and inside back cover. The Publisher makes final decision on placement. If a paid special placement request cannot be honored, the surcharge will be eliminated or refunded. Premium placement requests may be via contract or on a first-come, first-serve basis when no contract is in place.

**Pre-printed inserts**
Inserts available for advertisers. Please contact the Associate Publisher for rates at least one month prior to insert date. Size restrictions: max: 10” x 13 1/2” / min: 5” x 3 1/2”.

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**FOR ADVERTISING INFO AND RATES/DISCOUNTS/PACKAGES, CONTACT:**

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Mickey</td>
<td>Senior Account Executive</td>
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<tr>
<td>Mark Menzies</td>
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<td><a href="mailto:menzies@rejournals.com">menzies@rejournals.com</a></td>
</tr>
</tbody>
</table>
2020 Digital Advertising Rates: Website

**Website**

- **87,695** PAGEVIEWS/MONTH
- **60,046** SESSIONS/MONTH
- **48,777** USERS/MONTH

**TOP HORIZONTAL BANNER**

- Dimensions: 728 pixels (w) x 90 pixels (h) - Desktop
- Dimensions: 320 pixels (w) x 50 pixels (h) - Mobile
- **$1,288 per month**

**BOX BANNER**

- Dimensions: 300 pixels (w) x 250 pixels (h)
- **$1,004 per month**

**PREMIUM POSITION:**

- **TOP Side Banner (Add 10% Surcharge)**

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The information provided is for informational purposes only and should be verified with the website owner or their representative. The costs and dimensions may not be accurate or up-to-date. Always consult with the website owner for the most current and accurate information.
2020 Digital Advertising Rates: E-Newsletter

**YOUR AD HERE**

*THE LEAD*

What the spec? No waning in Chicago-area speculative deliveries

Since the start of this cycle, the Chicago metro has welcomed 546 speculative industrial projects totaling 65 million square feet, contrasting with 211 build-to-suits totaling 32 million square feet. As the latest quarterly numbers show, there’s no slowdown yet in spec development.

*We’ve added new speakers for our 16th Annual CIP Transportation & Logistics Conference...check it out and secure your spot now!*

Keeping up with constant change

In today’s innovative or die commercial real estate market, it can be difficult to keep pace with constant change. The rate at which change takes place is constantly accelerating, so put on your seatbelt—the no breather from industry changes in sight.

**YOUR AD HERE**

**TOP HORIZONTAL BANNER**

Dimensions:
- 728 pixels (w) x 90 pixels (h) - Desktop
- 320 pixels (w) x 50 pixels (h) - Mobile

$773 per e-newsletter

**BOX BANNER**

Dimensions:
- 300 pixels (w) x 250 pixels (h)

$515 per e-newsletter

**INCREASE FREQUENCY @ MORE SAVINGS**

<table>
<thead>
<tr>
<th>2-4x Horizontal Banner</th>
<th>$515 per e-newsletter</th>
</tr>
</thead>
<tbody>
<tr>
<td>5+ Horizontal Banner</td>
<td>$412 per e-newsletter</td>
</tr>
<tr>
<td>2-4x Box Banner</td>
<td>$412 per e-newsletter</td>
</tr>
<tr>
<td>5+ Box Banner</td>
<td>$361 per e-newsletter</td>
</tr>
</tbody>
</table>

**SUBMISSION GUIDELINES**

- For E-Newsletters, creative must be submitted as a JPEG or PNG format with a resolution of 96 DPI (pixels/dots per inch) at actual size (see above for banner dimensions). We will NOT except PDF files or Microsoft Word documents.

- For Website, all banner file submissions should be in JPEG, PNG or GIF format and have a resolution of 96 DPI (pixels/dots per inch). Contact your sales representative for file information regarding video submissions (HTML5 only).

- For Dedicated “Spotlight” blasts, all file submissions must be HTML or JPEG with designated link.

TradeLane Properties acquires four-building infill portfolio in Bridgeview

TradeLane Properties has closed on the acquisition of TradeLane Bridgeview Distribution Park, a four-building, 412,405-square-foot industrial park located on 70th Avenue in Bridgeview, Illinois. Pritzker Realty Group, Greenberg Traurig, CIBC and Fidelity National Title assisted in the transaction.

CBRE reps Valtech in purchase of 33,900-SF industrial property in Romeoville

CBRE recently represented Valtech LLC in the acquisition of 1347-1349 Enterprise Drive in Romeoville, Illinois, a 33,900-square-foot industrial property. Col Payne, Philip DeBour, Matt Mulvihill and Kevin Segerson of CBRE represented Valtech in the transaction. Paddy Doyle, Adam Roth and Dan Leahy of NAI Hiffman represented the seller, Felix Loeb.

Opus Group constructing two-building spec industrial development in Mokena

The Opus Group revealed its plans for Mokena Corporate Center, a two-building industrial development in Mokena, Illinois, totaling 368,225 square feet. Construction of the buildings, which will run concurrently, began this month with completion scheduled for June 2020.
2020 Digital Advertising Rates: Spotlight Blast/Sponsored Content

DEDICATED “SPOTLIGHT” BLAST

- Our Dedicated “Spotlight” blast reaches approximately 6,000 eSubscribers per blast.
- Client provides: Subject line, HTML or JPEG with designated link.

1-2x $1,030 per blast
3-4x $773 per blast
5+ $670 per blast

CUSTOM, SPONSORED CONTENT

- Sponsored Content will position you and your firm as leaders in the industry.
- Your article will be featured on our website and E-Newletters.
- Your headline will link to your full story and will be read by REJournals subscribers.

Your article’s subject may include:
- New hire profiles
- Employee/Executive Profile
- Expert on a topic
- Highlights on a recent deal or development

Interested? Here’s how this works:
1. Send us your 250- to 750-word article and photo(s)
2. We’ll review and send you a proof
3. Once approved, we’ll schedule for publication
Directory Listing Details

Each issue will feature directories that include a company logo, company contact info, key contacts, 35 word services provided, 35 word description.

COST: $275 per Listing

TO PLACE YOUR DIRECTORY LISTING CONTACT:
Susan Mickey
Account Executive/Classifieds Manager
773.575.9030
smickey@rejournals.com