FSAE is the sole Society of Association Executives in Florida. Our high level association professionals and meeting planners maintain a powerful influence on all aspects of their meetings, programs and member services, and they need all types of technology and business solutions.

FL ASSOCIATION SPENDING

**MEETINGS - $1.65 BILLION**
on hotel rooms, meals, dinners, parties, meeting room rentals, etc.

**BUSINESS SERVICES - $91 MILLION**
on consultants, PR, insurance, accounting services & more

**TECHNOLOGY - $32 MILLION**
for technology solutions & services

Stay in front of your target market and book more association business by advertising with FSAE.
Florida is the SECOND LARGEST STATE SOCIETY with individual memberships under the American Society of Association Executives (ASAE) umbrella and the majority of our members are decision makers for their organizations.

ASSOCIATION MEETING ATTENDEES OUTNUMBER the total attendance of all Florida State University, University of Florida, University of Miami, Jacksonville Jaguars, Miami Dolphins, and Tampa Bay Bucs home games combined.

IT’S NOT JUST MEETINGS - Of the $3.7 billion Florida associations spend on products and services annually, over $147 MILLION is spent on consultants, technology, public relations, insurance and accounting.

FSAE MEMBERS SUPPORT EACH OTHER An estimated 72.8% of FSAE member conferences are booked with other members, spending approximately $443 MILLION with our Associate Supplier Members.

When you establish business with member organizations, they bring business to you year after year.

“I read SOURCE cover-to-cover the first opportunity I get. It’s a must-read to stay abreast of what is happening in the Florida association community. Plus, we try to do business with FSAE members. Many times an ad will prompt us to reach out to a specific hotel or service member.”

- Jim Ayotte, CAE FL Manufactured Housing Assn

“We advertised in SOURCE’s New & Renovated Property issue, nine months before our opening date. I received a call within a few weeks of publishing and a definite booking for a Board of Directors Meeting worth $10,000!”

- Kathy Masterson Hard Rock Daytona Beach

“Within a month of placing our ad in SOURCE, a planner called looking to secure the Resort for a Board Meeting. In a world of digital media, we are hesitant about print ads, but the ROI with this one meeting proves to me that SOURCE is a valuable opportunity for our properties.”

- Lauren Thompson Zota Beach Resort
SOURCE MAGAZINE offers best practices, cutting edge information and timely tips for all areas of association management. It’s consistently rated one of the highest member benefits by our Executive Members. Stay in front of your target audience by advertising in a publication they “make time to read.”

**Publication Calendar**

**January/February:**
HR & Workplace Issues
- Guide to CVBs, Conference & Convention Centers
- New & Renovated Properties for 2021
Deadlines December 5 & 20, 2020

**March/April:**
Financial & Legal Issues
- Meetings in Central Florida
- Best Golf Meeting Spots
- Metro Meetings
Deadlines February 5 & 20

**May/June:**
Technology
- Beach Meetings
- Annual Meetings & Conventions
Deadlines April 5 & 20

**July/August:**
Leadership & Managing Transitions
- Meetings in South Florida
- Executive Retreats & Board Meetings
- Reconnect with Members*
Deadlines June 5 & 20

**September/October:**
Conference Recap Issue
Membership & Marketing
- Meetings in North Florida
- Luxury Resorts & Spas
Deadlines August 5 & 20

**November/December:**
Year in Review, Education & Events
- Meeting Planners Guide with photos of key contacts
Deadlines October 5 & 20

**RECONNECT WITH MEMBERS:**
The July/August issue features Conference Attendees! Stay in front of the FSAE members you meet at Conference with your color photo and 200 words of copy in the Leadership issue. $495.

FSAE’s annual **ASSOCIATION RESOURCE MEMBERSHIP DIRECTORY** is an effective meeting planning tool and desk reference that highlights member properties, destinations and services available in Florida. Ads and listings include contact information and descriptions of industry suppliers.

The annual reference guide is used by state associations and meeting planners when looking for services, meeting venues, destinations, contact information and other information.

Resource deadlines are February 15 and March 2. Directories are mailed to members in June.
ONLINE OPPORTUNITIES
EMAIL BLASTS | EMAIL BANNERS & ADS | WEBSITE BANNERS

EXCLUSIVE SOLO EMAIL BLAST
$1,045 per blast
Specs: 700w x (no height limit)
SPECIAL DELIVERY! FSAE sends your exclusive email on behalf of an advertiser to the FSAE executives and meeting planners. Please provide images and HTML file. Samples available.

NEW: PROPERTY & DESTINATION UPDATE
$495 per month
Monthly email to FSAE members highlighting safety measures and availability for your property or destination. Limited to 3 listings, Update includes photo, copy and link to your website. Update also displayed on the FSAE website.
Specs: 235w x 175h photo, 75 word copy in email and 150 word copy on website

FSAE-ENEWS ADS
Monthly Exclusive Opportunities - two month minimum:
Top Banner Ad: $495 per month
Specs: 600w x 100h - HIGH IMPACT VISIBILITY!
Featured Destination: $625 per month
Specs: 580w x 375h - Feature your company with a linked video or single photo and 50 words of text that links to your website.

EVENT BLAST SPONSOR
$795 per month, two month minimum.
Specs: 600w x 95h
Advertisers receive two ads in each blast, which is sent twice monthly to our membership and once monthly to prospects - reaching 1,000 additional association industry professionals. *Must be same ad and link.*

PREMIUM WEBSITE SLIDERS
Reach our executives who regularly go to fsae.org for meeting and services information.
Home Page: $725 per month with a three month minimum
NEW: Event Page Sider - $595 per month
Double your exposure with both locations for $1,095!
Upcoming Events is consistently visited all year long!
Specs: 960w x 240h for all sliders

NEW: EXCLUSIVE LOGIN PAGE AD
Login Page Ad: $895
The login page is the second-highest visited page on fsae.org and we are now offering an exclusive ad in this premium location
Specs: 500w x 500h

SOURCE DIGITAL EDITION BLAST & AD
Email Sponsor AND Online Ad
$450 per issue or the entire year for $2,000 - DigitalSource sent 6 times per year
Includes Featured Destination image of 580w x 375h + 50 words copy in DigitalSource email blast and full page ad in online digital edition opposite cover page (sample above)
Digital Ad Options:
• Add a video to your print ad: $100
• Insert a digital ad with video: $195
• Front Cover banner ad: $295
Contact Sue to see a sample of the Digital Edition!

For more information on any of these opportunities, contact Sue Damon:
SueDamon@comcast.net | 850.926.3318
AD BUNDLES
GET PRINT + ONLINE FOR THE BEST VALUE

“PICK THREE” BUNDLE:
Choose the three times this year you’d like to run ALL of these great options

3 ADS IN SOURCE MAGAZINE
- Full-color, right hand page ad
- First 20% of magazine
- Full or half page ad available*

PLUS - Free YouTube video in Digital Edition with 3x buy - or Digital Edition Sponsor with 4x buy

3 SOLO BLAST EMAILS
Run an exclusive email blast in 3 months of your choosing

3 HOME PAGE SLIDERS
Rotating home page slider to run for 3 months of your choosing

All new Bundle media buys include one (1) complimentary ad posted on FSAE’s Facebook page

BUNDLE COST: $10,476 net - a $2,304 savings!
*Half Page Source Ad Total Bundle: $9,647 - a $1,855 savings

Add Resource to your bundle for 2019 Pricing:
$3,135 full page ad | $2,495 half page ad

PRINT AD SIZES

Full Page*
7 1/2” x 10”

2/3 Vertical
4 7/8” x 10”

1/2 Vertical
3 5/8” x 10”

1/2 Horizontal
7 1/2” x 4 7/8”

1/2 Island
4 7/8” x 7”

1/3 Island
4 7/8” x 4 7/8”

1/3 Vertical
2 3/8” x 10”

To Advertise or for More Information Contact Sue Damon
SueDamon@comcast.net | 850.926.3318
SOURCE MAGAZINE
The BI-MONTHLY publication of FSAE

Frequency
SOURCE magazine is published 6 times a year: Jan/Feb, Mar/Apr, May/Jun, July/Aug, Sept/Oct, Nov/Dec, and hits the membership at the beginning of the second issue month.

Advertorial Opportunities
A four-color advertisement earns advertorial space in the special section of that advertising issue. At no additional cost, your editorial of 125 words and a color photo will be placed in SOURCE. You are automatically listed in our “Buyer’s Guide” in SOURCE and on web page for a full year with a 3x or more insertion order.

NEW - Free YouTube video in Digital Source with 3x buy - or Digital Source Sponsor with 4x buy. All new Source advertisers receive recognition on FSAE Facebook page.

SOURCE Deadlines
Insertion Order Deadline: 5th of the month prior to publication (Jan/Feb due Dec. 5)
Materials Deadline: 20th of the month prior to publication (Jan/Feb due Dec. 20)
Special Section Deadline: Due on materials due date, no exceptions.

ADVERTISING RATES
Gross Rates - Four Color Ads

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<td>1/3 Page</td>
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*Ask about insert and belly band opportunities*

Double Page Spread 1X - $4730
Outside Front Cover and Inside Right $5495
1/2 Page Spread $3985
Premium placement add 15%
Page Bleeds add 20%

RESOURCES DIRECTORY
The ANNUAL Facilities & Services Guide/Membership Directory publication of FSAE

Frequency
RESOURCE is published once a year and is mailed to members in June. RESOURCE features comprehensive listing information for the association executive.

The Association RESOURCE
RESOURCE is designed to be used by members all year long and kept on the desk as an easy reference. It is an indispensable daily tool for the association executive. The front section of RESOURCE, “Buyer’s Guide” contains in-depth listings by region, of facilities and services available to association executives throughout Florida. Facilities are listed first, followed by services.

The opportunity to have your facility or service listed in the Buyer’s Guide is provided at NO CHARGE to our RESOURCE advertisers. The Buyers Guide is followed by important association and member information.

RESOURCE Deadlines
Insertion Order Deadline: February 14
Materials Deadline: March 2

ADVERTISING RATES*
Gross Rates - Four Color Ads

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Double-page spread $6270

150 Word Listings are NO CHARGE with any display ad contract. Display advertisements will receive one complimentary listing.

Listing Only* (Not commissionable)
150 word listing. $295 (FSAE Member)
$375 (Non Members)

*Covers & Tabs
Back Cover $3710
Inside Front $3485
Inside Back $3375
Tab Front $3430
Tab Back $3350

To Advertise or for More Information Contact Sue Damon
SueDamon@comcast.net | 850.926.3318
Send all materials to SueDamon@comcast.net
**FINE PRINT**

**PRODUCTION MATERIALS:** FSAE publications are direct-to-plate. Please furnish your ad as a PDF file (high resolution/CMYK/flattened/embed all fonts). If you choose to send a TIFF or EPS file, it must be accompanied by all graphics and fonts (both screen and printer versions). Ads must be complete. You may email your ad to SueDamon@comcast.net. You may also send by YouSendIt.

**DEADLINES:** All ad materials must be received by material deadline. When new materials are not received by the closing date, the publisher will repeat the latest ad of similar size. If there was no previous insertion, the client is liable for the cost of contracted space not used, and the unused space will be allocated at the discretion of the publisher.

**PRODUCTION INFORMATION:**
Binding: Saddle stitched; Printing Process: Sheet-fed offset
Inserts: Pricing and availability on request;
*Bleeds:* Trim size is 8.375 x 10.875. Allow 1/8” beyond all margins for bleeds beyond the trim size. Example: full page ad with bleeds would be 8.625 x 11.15”. An ad without bleeds would be 7-1/2” x 10” leaving a white border around it.

**PLACEMENT:** Placement cannot be guaranteed unless the position is a paid position. All efforts will be made to place your ad in a requested position. In RESOURCE, however, ads are often placed within or close to the region of the state corresponding to property location and both left and right pages are utilized for ads.

**ISSUANCE:** Source published 6 times a year and mailed the first week of the second issue-month. Resource published annually and mails in late June.

**DISTRIBUTION:** SOURCE and RESOURCE are distributed to over 1,100 association executives, meeting planners, and related organizations. As a public service, SOURCE is also distributed to members of the Florida Legislature, government agencies, and other SAE’s nationwide.

**POLICIES:** Advertising must be inserted within one year of the first insertion to earn frequency discount rates. If the number of insertions is not specified on order or contract, each insertion will be billed at the one-time rate until a frequency rate is earned. Advertising ordered at a frequency discount rate that is not earned within one year from the first insertion will be billed at the earned rate (“short rated”).

The advertiser, as well as the agency, is responsible for the payment of all advertising to the publisher. The advertiser is responsible for ads not paid for by their agency. Mixed sizes of ads in campaign are acceptable. No cash rebates will be made.

**AGENCY COMMISSIONS:** Commissions are paid to recognized advertising agencies only. Maximum agency commission allowed is 15% on color print advertising only. Production charges are not commissionable. Listings in RESOURCE are not commissionable. Electronic advertising is not commissionable.

**COPY ACCEPTANCE:** FSAE and SOURCE reserve the right to reject any advertising considered by management to be objectionable as to wording or appearance. FSAE and SOURCE also reserve the right to place the word “advertisement” on any ad which it may believe to resemble editorial material.

**CANCELLATIONS:** No cancellations accepted after space closing date for print ads. Electronic advertising must occur at least six weeks prior to running.

**TERMS:** All payments are due 30 days after date of invoice. Past due invoices are subject to a 1/2 percent per month service charge. Advertiser agrees to pay all charges and balances that it or its authorized agent incurs to FSAE for the publication of Advertiser’s content. Advertiser acknowledges that all balances are due and payable to FSAE within 30 days of the invoice date and may be paid by check. In the event that FSAE commences any collections efforts against Advertiser based on Advertiser’s failure to pay any charges and balances owed, Advertiser agrees and understands that it will be responsible for, and pay to FSAE, any and all costs of collection incurred by FSAE, whether or not a lawsuit is filed, including but not limited to attorney’s fees, court costs and any other expenses reasonably incurred, in addition to the principal balance owed and interest at the rate above noted. Advertiser acknowledges that this is a contractual relationship with and obligation to pay FSAE, arising in Leon County, Florida, and it submits itself to the venue and jurisdiction of the Leon County court.

**ADVERTISING RESPONSIBILITY:** All advertisements are accepted and published upon the representation that the advertiser and agency, if one, are authorized to publish the entire contents and subject matter thereof. In consideration of the publisher’s acceptance of such advertisements for publication, the advertiser and agency, if one, will indemnify and hold the publisher harmless from and against any loss or expense resulting from claims or suits for defamation, libel, violation of privacy, plagiarism and/or copyright infringement.

Publisher is not responsible for any errors in key numbers. Any required modification of copy submitted as camera ready will be charged to the advertiser.