

EDITORIAL FEATURES AND OVERVIEW

INGRAM'S AWARDS
Competition and Recognition Programs

INGRAM'S MONTHLY EDITIONS

Editorial Columns

- Between the Lines: Jack Cashill
- Reflections: Dennis Boone
- In a Nutshell: Ken Herman

Guest Columns

- Wealth Management
- Small Business Adviser
- Technology
- Of Counsel
- Sales & Marketing
- Financial Adviser

INDUSTRY OUTLOOK

QUARTERLY REPORTS

NEW HISTORICAL PERSPECTIVES: THE LAST BUSINESS CYCLE (SPECIAL AD RATES)
(Sponsor, ad and profile opportunities)

INGRAM'S MONTHLY EXPERT Q&A

INSIGHTS: SPONSORED CONTENT

INGRAM'S MONTHLY LEADS & LISTS
(includes the Greater Kansas City area and often times statewide MO and KS)

Jan

Biggest Business of '20 Business Dealmakers

Milestones (2020-21) Corporate Anniversaries

Executive of the Year Awards

Construction Industry Outlook

Construction and Development Q1 Quarterly Report

Real Estate and Leasing Trends

- The 2015-2020 business cycle produces seismic shifts in KC market.

Expert Q&A: Economic Forecast

Insights: Sponsored Content

- Architecture Firms
- Chambers of Commerce
- Research and Life Sciences Organizations

Feb

The Post Covid-19 Comeback

Engaging Workforce

Heroes in Healthcare

Icons of Education

Higher Education Industry Outlook

Education and the Workforce Q1 Quarterly Report

Higher Ed and the Workforce

- Demographics, economic trends create new demands for instruction.

Expert Q&A: Business Succession

Insights: Sponsored Content

- Private Colleges & Universities Undergrad Programs (MO & KS)
- Public Colleges & Universities Undergrad Programs (MO & KS)
- Technical Schools & Colleges (MO & KS)
- Nursing Programs (MO & KS)
- Residential Real Estate Teams

SPECIAL EDITION (February 2021)

Destination Kansas City

Welcome to World-Class Kansas City
The Heart of Midwest Innovation and Entrepreneurship

Ingram's 2021 Special Edition of DESTINATION KANSAS CITY

Reserve Your Position

A comprehensive guide to KC's economy, investment opportunities and the business climate. Destination Kansas City is read by Ingram's influential and affluent readers, including tens of thousands of site selection consultants, relocation specialists and executives from expansion-oriented firms.

Discounts with ads in two or more Destination Publications

- Economic Development Agencies
- KC Region's Largest Employers
- Top Area Hotels
- Top Area Convention and Meeting Facilities (Exhibit Halls and Hotel Meeting Space)
- Top Airports (KC Area)
- Airlines Serving KCI

Polybags with Ingram's February Edition

Mar

Top 25 Brands in MO

Cool Stuff Made in Missouri

50 Missourians You Should Know

Banking Industry Outlook

Banking and Financial Services Q1 Quarterly Report

Regional Banking

- Sharp growth and stiffer competition increasingly define regional banking trends.

Expert Q&A: Business Banking

Insights: Sponsored Content

- Top Area Banks (Ranked by Branches)
- Top Area Accounting Firms
- Top Area Law Firms (by # Lawyers)
- Top Area Commercial Realtors (Ranked by Revenue)
- Top Area Staffing Agencies

Apr

40 Under Forty Special Edition Leadership Edition

40 Under Forty Alumni of the Year

Healthcare Industry Outlook

Healthcare and Insurance Q2 Quarterly Report

Agribusiness at Our Core

- Production, animal health remain central to the region's long-term growth.

Expert Q&A: Leadership

Insights: Sponsored Content

- Top Area Retirement Communities
- Top Area Assisted Living Facilities
- Top Area Home Health Care Agencies
- Top Area Independent Insurance Agencies
- Top Area Digital Marketing Firms

May

The Ingram's 100: The KC Area's Top Private Companies
People. Power. Money.

Best Companies to Work For

Engineering and Design Industry Outlook

Construction and Development Q2 Quarterly Report

Engineering and Design

- Local firms increasingly stake their claim to global prominence.

Expert Q&A: Artical Intelligence & Manufacturing

Insights: Sponsored Content

- Top Area Private Companies
- Top Area Public Companies
- Top Area Logistics Companies
- Top Area Engineering Firms (Ranked by Revenue)
- Top Area Residential Real Estate Firms

June

Top 25 Brands in KS

Cool Stuff Made in Kansas

50 Kansans You Should Know

Transportation Industry Outlook

Education and the Workforce Q2 Quarterly Report

Logistics and Warehousing

- No other sector has outstripped the growth this area has seen since 2015.

Expert Q&A: Logistics

Insights: Sponsored Content

- Top Area MBA Programs (MO & KS)
- Private Colleges & Universities Graduate Programs (MO & KS)
- Public Colleges & Universities Graduate Programs (MO & KS)
- Community Colleges (MO & KS)

July

Emerging Industries

The Start-Up Ecosystem and the Money Behind It

Corporate Report 100 KC's Fastest-Growing Firms

Professional Services Industry Outlook

Banking and Financial Services Q3 Quarterly Report

The Law Firm Landscape

- Local firms extend their reach with consolidations, out-of-town acquisitions.

Expert Q&A: Managing Growth

Insights: Sponsored Content

- Top Area Home Builders
- Elected Officials (Cities)
- Top Area Public-Sector Employers
- Small Business Development Centers
- Top Area Private and Public Golf Courses

Aug

Transitions and M&A

Retirement Planning All About Boomers

Best of Business Kansas City Awards

Wealth Management Industry Outlook

Healthcare and Insurance Q3 Quarterly Report

Sports in KC

- Kansas City claims its place in the national limelight with NFL, MLB and MLS championships.

Expert Q&A: Wealth Management Trends

Insights: Sponsored Content

- Top Area Hospitals and Medical Centers (Ranked by Admissions)
- Top Area Health Care Insurance Providers
- Utility Companies (MO & KS)
- Military Installations (MO & KS)
- Veteran and Military Support Agencies

Sept

Ingram's 250 The Most Powerful Edition of the Year and the Highest Read

The Most Powerful Business Executives in the Region

Ingram's 250 General Assembly and Special Report

Banking and Financial Services Q3 Quarterly Report

C-Suite Changes: Boomer Exodus

- A new generation of leadership takes the reins in sweeping change.

Expert Q&A: Venture Capital

Insights: Sponsored Content

- Top Area Wealth Management Firms
- Top Area Banks (Ranked by Assets)
- Top Area Private High Schools
- Top Area Credit Unions
- Top Area Mortgage Companies
- Top Area Venture Capital Firms

Oct

Ingram's Special Medical Edition

Traillblazers

Top Doctors 20 in Their Twenties

Research and Innovation Industry Outlook

Education and the Workforce Q4 Quarterly Report

Reinventing Health Care

- A highly competitive market moves into a new era of collaboration.

Expert Q&A: Health and Benefits

Insights: Sponsored Content

- Top Area Hospitals and Medical Centers (Ranked by Revenue)
- Top Area Private High Schools
- Top Area Public School Districts
- Top Area Ad Agencies, Marketing Firms
- Top Area Labor Unions

Nov

Logistics and Warehousing

Workplace Makeover

WeKC-Women Execs Rainmakers

Commercial Real Estate Industry Outlook

Construction and Development Q4 Quarterly Report

A Kansas City Makeover

- A review of real-estate developments on an unprecedented scale.

Expert Q&A: Reconsidering Office Space

Insights: Sponsored Content

- Top Area General Contractors
- Top Area Engineering Firms (Licensed Engineers)
- Top Area Commercial Realtors (Ranked by Space Managed)
- Top Area Women-Owned Businesses
- Top Area Minority-Owned Businesses

Dec

Ingram's Annual Philanthropy Edition

Year in Review and 2021 Newsmakers

Corporate Champions Philanthropist of the Year

Philanthropy Industry Outlook (Giving Back)

Healthcare and Insurance Q4 Quarterly Report

Philanthropic Realignment

- Huge influx of wealth is being directed at non-profits and charitable causes in the region.

Expert Q&A: Planned Giving

Insights: Sponsored Content

- Top Area Foundations and Charitable Trusts
- Top Area Non-Profit Organizations
- Area Elected Officials (Fed, State, County)
- Top Area SBA Lenders

SPECIAL EDITION (November 2021)

THE POWER BOOK

I Influential
Ingram's 250 Women Executives - KC 40 Under Forty Best Companies to Work For Corporate Report 100 Best of Business Kansas City

II Community
Ingram's 2020 Community Calendar Non-Profit Organizations Foundations and Charitable Trusts Airlines Serving KCI Airports Elected Officials (City) Elected Officials (County, State, Federal) Military Installations Veteran Support Organizations

III Business Services
Accounting, Consulting Firms Law Firms Economic Development Agencies Chambers of Commerce Ad Agencies and Marketing Firm Digital Marketing Firms Largest Employers Labor Unions Private Companies Public Companies Public Sector Employers Staffing Agencies Minority-Owned Businesses Women-Owned Businesses Hotels Convention & Meeting Space Private and Public Golf Clubs Small Business Development Centers

IV Financial Services
Banks (ranked by Branches) Banks (Ranked by Assets) SBA Lenders Mortgage Companies Credit Unions Wealth Management Firms Independent Insurance Agencies Venture Capital Firms

V Education and Healthcare
Private Colleges and Universities (Undergrad) Private Colleges and Universities (Graduate) Public Colleges and Universities (Undergrad) Public Colleges and Universities (Graduate) MBA Programs Community Colleges Technical Schools & Colleges Public School Districts Private High Schools Nursing Programs Hospitals & Medical Centers Health Insurers Home Health Care Agencies Assisted Living Communities Retirement Communities

VI Construction and Real Estate
General Contractors Architecture Firms Engineering Firms Commercial Realtors (Sales) Commercial Realtors (Space) Residential Realtors Res. Real Estate Teams Home Builders Utility Companies Labor Unions

Polybags with Ingram's November Edition

CONSTRUCTION PROJECTS

PEOPLE ON THE MOVE

WANT TO SHARE YOUR STORY IN INGRAM'S?

ANNOUNCING THE ALL-NEW INSIGHTS: SPONSORED CONTENT

New vehicles to convey your marketing message, along with time-tested winners like Ingram's Profile pages. Your chance to connect directly with our audience of affluent and influential readers. Insights: Sponsored Content is available in Ingram's print and online digital products.

NEW EACH MONTH, WE WILL SHOWCASE ONE OF THE AREA'S MOST IMPORTANT CONSTRUCTION PROJECTS

INGRAM'S INCLUDES PRINT AND ONLINE ANNOUNCEMENTS "ONES TO WATCH & PEOPLE ON THE MOVE"

NEW INSIGHTS: SPONSORED CONTENT

Ingram's Advertisers Enjoy Extraordinary Marketing Options. May Sponsor Content/Coverage About Their Organization or Initiative

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- Extend the reach of your marketing dollar with content that readers will both use and share.
- Profiles that don't just connect with potential customers, they drive customer response.

Collaboration Drives Lenexa City Center

\$BOOMERS

Retiring a Mortgage

RESERVATIONS TAKEN FOR 12 CONSTRUCTION PROJECTS IN '21

SPONSOR THE "ONES TO WATCH" IN THE MEDIA THAT MATTERS

SPONSORSHIP/POSITIONING OPPORTUNITIES

Extraordinary Opportunities to Serve as a Project Partner

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- Industry Outlook Assemblies and Reports
- Quarterly Reports
- Special Reports and Guides
- Special Advertising Sections
- New and Established Events
- Ingrams.com
- Ingram's Lists OnLine
- Economic Development Assemblies and Reports
- Destination Kansas City
- Destination Kansas
- Destination Missouri
- Book of Leads & Lists
- Special Editions
- Consider Ingram's as a Media Partner for your Organization's Initiative

NEW CONSTRUCTION PROJECTS: FOR INFO: Email JSweeney@Ingrams.com

PEOPLE ON THE MOVE: FOR INFO: Advertising@Ingrams.com 816.842.9994

DESTINATION MISSOURI AND DESTINATION KANSAS

Strategically built, meticulously researched and uniquely formatted, the Destination Missouri and Destination Kansas publications and their companion websites provide an integrated platform for driving development initiatives and investment throughout the bi-state region.

Destination Missouri and Destination Kansas are Powered by Ingram's

Destination Downtown SERIES I

Destination Downtown SERIES II

Destination Downtown SERIES III

Destination Downtown SERIES IV

Polybags with Ingram's November Edition

AD/MATERIALS DEADLINE	Tuesday, December 29	Thursday, January 28	Thursday, January 28	Friday, February 26	Tuesday, March 30	Thursday, April 29	Thursday, May 27	Tuesday, June 29	Thursday, July 29	Tuesday, August 31	Tuesday, September 28	Thursday, October 28	Tuesday, November 30	Thursday, October 28
DISTRIBUTION DATE	Monday, January 4	Tuesday, February 2	Tuesday, February 2	Tuesday, March 2	Thursday, April 1	Monday, May 3	Tuesday, June 1	Friday, July 2	Monday, August 2	Thursday, September 2	Thursday, September 30	Tuesday, November 2	Thursday, December 2	Tuesday, November 2