INDIANAPOLIS RECORDER NEWSPAPER 2022 MEDIA SERVICE GUIDE





Do you have a product you are trying to promote? Can the general community benefit from the services that your company provides? Are you trying to reach a specific audience?

If you answered yes to any of these questions, the Recorder Media Group has exactly what you need.

At 126-years-old, the Recorder has been a mainstay in the community by providing powerful and informative news that enhances the knowledge of African-Americans throughout Indiana, the country and even the world.

We also have a newly-enhanced website which allow us to address your needs with a more technologically-advanced approach. We are committed to being quality news-gathering resources that not only service the general community, but also work hard to effectively meet the needs of our clients.

Feel free to peruse this media kit. Our talented sales staff is readily available to provide you with a competitively-priced proposal that will successfully meet all of your needs. We are here to serve you!

RICH HISTORY OF EXCELLENCE

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The Indianapolis Recorder Newspaper is the fourth oldest surviving African-American newspaper in the country. What began in 1895 as a two-page church bulletin created by co-founders George P. Stewart and Will Porter now hails as one of the top African-American publications in the United States. In 1897, the newspaper's co-founders expanded their successful news-sheet into a weekly newspaper. The earliest existing issues of the Recorder date back to 1899 - the same year that Porter sold his share of the paper to Stewart.

William G. Mays, an astute entrepreneur purchased the Indianapolis Recorder Newspaper in 1990. As publisher, Mays entrusted his niece, Carolene Mays-Medley to serve as president and general manager of the newspaper. Mays-Medley gave the paper new direction and a blueprint for success for more than 13 years before returning to community service in local government.

> Experienced journalist and longtime Recorder employee, Shannon Williams succeeded Mays-Medley as president and general manager in 2010. One of the initial things Williams did in her role as president was form the Recorder Media Group which houses the Recorder, its sister publication the Indiana Minority Business Magazine and serves as an in-house marketing/communications firm.

After 18 years at the Recorder, including the last eight at the helm, Williams left the historic paper to serve in non-profit leadership where she specifically advocates for education equity.

Robert Shegog is the current President and CEO of the Recorder Media Group. Shegog has been instrumental in building continuity across all of the company's products and amplifying community engagement strategies. He and his team continue to usher in a new era of leadership with the charge to extend the rich legacies of the Indianapolis Recorder and Indiana Minority Business Magazine for generations to come by better utilizing the online platforms for both publications.



Indianapolis is the 16th largest city in the United States, and the second largest city in the Midwest. In 2020, the population of Indianapolis was 887,732, making it one of the fastest growing regions in the United States. It is by-far one of our country's most livable big cities.

For those who reside and work here, Indianapolis has a quality about it that makes even the heart of a bustling downtown feel like home. Indianapolis is comprised of 372,358 households, with an average of 2.51 people living in each household. These households can be broken down into various family types:

- Married with children 13.5%
- Married without children 21.6%
- Single parents 11.1%
- Living alone 37.7%
- Other 15.2%

Indianapolis is a city that embraces diversity. A breakdown of the city's population by race/ethnicity is as follows:

- White: 60.9%
- Black or African American: 28.55%
- American Indian: 0.4%
- Asian: 3.8%
- Other race: 3.47% (non-Hispanic)
- Two or more races: 3.34% (non-Hispanic)
- Hispanic or Latino of any race:
 10.9% (6.5% Mexican, 1.3% Puerto Rican,
 1.1% Honduran, 1% Guatemalan, 0.1% other)
- African-American population, Indianapolis/Marion County: 250,615

THE INDIANAPOLIS MARKET

For much of its history, Indianapolis has oriented itself around government and industry, particularly manufacturing. Today, Indianapolis has a much more diversified economy, contributing to the fields of education, health care, and finance. Tourism is also a vital part of the economy of Indianapolis, and the city plays host to numerous conventions and sporting events. Of these, perhaps the most well known is the annual Indianapolis 500. Other major sporting events include the Brickyard 400 and the Men's and Women's NCAA Basketball Tournaments. January 2012 marked the first time Indianapolis hosted the Super Bowl. Super Bowl XLVI took place at Lucas Oil Stadium and garnered worldwide attention.

Visitors are drawn from all over the globe to enjoy Indianapolis' top-notch professional sports venues, a thriving convention industry and numerous cultural attractions. And when they arrive, they too experience the Hoosier character and hospitality that make Indianapolis special.

Source: The preceding statistical information is derived from statistics gathered by the 2020 U.S. Census Bureau, the U.S. Bureau of Labor Statistics and the Bureau of Economic Analysis.

WHO'S READING THE INDIANAPOLIS RECORDER

Here is some demographic information that may help you choose the Indianapolis Recorder as the platform to promote your products and services:

Circulation: nearly 11,000 | Readership: 108,000 | Paid circulation: 76% Unpaid circulation: 24% | Average website page views per month: 64,716

66% of respondents said they purchase products or services from ads seen in the Indianapolis Recorder.

27% of Recorder readers are between the ages of 45-54

37% of Recorder readers are between the ages of 25-44

34% of Recorder readers earn between \$25,001 - \$49,999

28% of Recorder readers earn between \$50,000 - \$74,999

37% of Recorder readers graduated high school35% of Recorder readers had some college21% of Recorder readers graduated college

Percentage of readers who plan to purchase the following in the next 12 months:

84% Women's Apparel79% Dining & Entertainment71% Pharmacist/ Prescription Service

- 70% Men's Apparel
- 61% Legal Gambling Entertainment (Lottery, Casinos, Racetracks, Bingo)
- 41% Children's Apparel
- 41% Furniture / Home Furnishings
- 40% Vacations / Travel

Newspaper ads work!

72% of readers sold or got calls from a newspaper classified ad
77% of readers read retail store ads
72% of readers read an insert always or frequently in the last 30 days
84% of readers have not responded to a Craigslist ad in the last 30 days

Information provided by the Circulation Verification Council, the Newspaper Reader Survey Results (Pulse of America), and an independent Recorder Media Group study.



INDIANAPOL RECORDER NEWSPAPER JANAPOLIS RECORDER

Top reasons why I support the Recorder INDIANAPOLIS RECORDER

> Kennedy-King park recieves

historic honor

pha Kappa Alpha hol

Longtime community advoc Addison Simpson dies

PEACE OF MIND IN CHALLENGING TIMES

JOIN US

TURDA PRIL 4, 2020

1895 125th ANNIVERSARY 2020

INDIANA'S GREATERS WEEKLY

Battling COVID-19: 'Is this my death march?'

BLACK HISTOR

AREW

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Since its inception in 1895, the Indianapolis Recorder Newspaper has maintained a solid reputation of providing quality news, advocating for the underserved, and operating with integrity.

Searching for peaceful solutions to violence As the fourth oldest-surviving African American newspaper in the country, the Recorder has a staying power that has surpassed hundreds of other publications in its class. This publication has seen and reported it all - from the trials of a segregated country, to the struggles and progression of the Civil Rights Era, to even the triumph of electing America's first Black president - for years the Indianapolis Recorder has taken our responsibility of educating the public very seriously. The community's incessant trust in the Recorder provides your company with a strong foundation to promote your business.

As the Recorder ushers toward the future we continually reignite our fire by being more creative in our approach, more focused on the concerns of our community and more dedicated to the empowerment of African-Americans.

dedication That creativity, compassion and transcends into the service our team provides for you.

While times have certainly changed since the paper's inception in 1895, our commitment to the people we serve hasn't. Now more than ever, the Recorder is working to meet the needs of our community and our clients. We're doing this with fresh views and a renewed spirit. The Indianapolis Recorder Newspaper is a certified Minority and Women Business Enterprise with the City of Indianapolis and the state of Indiana.

INDIANAPOLIS RECORDER ADVERTISING RATES

Commission and Payment Terms:

- Agency commission is 15%
- Net due in 10 days
- Payment on account is not
- dependent upon receipt of tear sheets
- Ads of \$150.00 or less must be paid in advance
- All political ads must be paid in advance
- All rates are net

Political and National Agency Rate: \$39.99

Local Open Rates:

1-13 weeks	\$24.99 per column inch
14-26 weeks	\$22.99 per column inch
27-39 weeks	\$20.99 per column inch
40-52 weeks	\$18.99 per column inch

Non-profit / Church Display: \$19.99 per column inch

Front Page Banner Rates:

A Section	\$850.00
B Section	\$650.00

Classified / Real Estate Rates: \$19.99 per column inch

Legal Rates:

Dissolution of Company	\$76.00 (1x run)
Notice of Final Accounting	\$76.00 (1x run)
Notice of Administration	\$87.00 (2x run)
Change of Name	\$118.00 (3x run)
Dissolution of Marriage	\$118.00 (3x run)
Notice of Adoption	\$118.00 (3x run)
Notice of Real Estate	\$118.00 (3x run)
Petition of Guardianship	\$118.00 (3x run)
Summons by Publication	\$118.00 (3x run)
Ask about Public Notices	

Insert Rates:

\$175.00 per thousand Minimum size: 5" X 7" Maximum size: 10" X 13" Weight over 6 oz. add \$20.00 per thousand *Delivery to printer by Monday of the issue week. Additional sizes/prices available upon request

These rates are for standard size ads: Full, Half, Quarter, and Eighth page ads

Full page Black & White ad is: (6columns x 21") = 126 x \$24.99 = \$3,148.74. Full page ad size 10.25" x 21"

Half page Black & White ad is: (6columns x 10.5") = 63 x \$24.99 = \$1,574.37. Half page ad size 10.25" x 10.5"

Quarter page Black & White ad is: (3 columns x 10.5") = 31.5 x \$24.99 = \$787.18. Quarter page ad size 5.075" x 10.5"

Eighth page Black & White ad is: (2columns x 8") = $16 \times $24.99 = 399.84 . Eighth page ad size $3.35" \times 8"$

Process Color \$450.00

Tabloid-Size Special Section Rates: Black History Tab & Back To School Tab

DIGCK HISIOLY IGD G	DUCK IU JU
Full Page	\$1,635.00
Half Page	\$1,135.00
Quarter Page	\$875.00
Inside Front Cover	\$1,800.00
Inside Back Cover	\$1,800.00
Back Cover	\$2,035.00
Center Spread	\$2,600.00
-	-

Website Rates:

Banner (728 x 90) \$849.0	0 (100,000 impressions)
Sidebar (300 x 250) \$699.0	00 (100,000 impressions)
Classified	\$249.00 / per week
E-mail Blast	\$349.00 / per blast

Miscellaneous Rates:

Layout and Design	25% of total ad cost
Placement	25% of total ad cost
Sponsorships	Please ask

Social Media Rates:

Premium package	\$500 / week
Standard package	\$350 / week
Custom packages	Please ask

Digital Footprint

IndianapolisRecorder.com

Facebook Twitter Instagram Emails 50-70K Unique Visitors 150-300K Impressions 60K - 100K Impressions 60K Impressions 75,000 Impressions 62,000 & Growing 18% Average Open Rate

INDIANAPOLIS RECORDER ADVERTISING SPECS

General Rate Policy

- Right is reserved to reject any copy or illustration and to screen materials.
- Liability for error shall in no event exceed cost of space occupied by item published incorrectly.
- Claims for allowances must be made in writing within 10 days of insertion.
- The Indianapolis Recorder is not responsible for errors that are typewritten, or that are received after published deadlines. Publisher may hold advertiser and its agency jointly and severally liable for all sums due and payable to the publication.
- Charge accounts must be pre-approved and require a signed insertion order and contract.
- The publisher assumes no liability for the omission of an advertisement from any edition in which such advertisement was scheduled or ordered for publication

Deadlines:

Religion & Legal Advertising are due Mondays at noon.

All Other Ads Fridays at 5 p.m. for the following week's issue.

Ad Specs:

Broadsheet (6 columns)

1 col.	1.625" wide
2 col.	3.35" wide
3 col.	5.075" wide
4 col.	6.8" wide
5 col.	8.525" wide
6 col.	10.25" wide

Order of Service/

Legals/Classified (9 columns)

1 col.	1.05" wide
2 col.	2.2" wide
3 col.	3.35" wide
4 col.	4.5" wide
5 col.	5.65" wide
6 col.	6.8" wide
7 col.	7.95" wide
8 col.	9.1" wide
9 col.	10.25" wide

Tabloid

Full-Page	10.325"	X	9.95"
Half-Page(H)	10.325"	X	4.925"
Half-Page (V)	5.1375"	X	9.95"
Quarter-Page	5.1375"	X	4.925"











Member: National Newspaper Publishers Association 1 Hoosier State Press Association 1 Society of Professional Journalists/Sigma Delta Chi Indianapolis Chamber of Commerce and Indiana Convention and Visitors Association.

RELIGION ORDER OF SERVICE RATES & SPECS



Advertise your weekly Order of Service in the Indianapolis Recorder, the original church bulletin.

Ad Size	Rate	
Columns	Inches	Per Week
1	5	\$25.00
2	4	\$50.00
3	3	\$75.00
4	4	\$100.00

INDIANAPOLIS RECORDER BROADSHEET SPECS



ENGAGE. EMPOWER. EDUCATE! 2022 EDITORIAL CALENDAR

January

MLK Day celebrations

General Assembly — begins Jan. 4

- Ending public health emergency for COVID-19.
- Vaccine mandates
- Tax cuts
- Critical race theory
- Abortion
- Crime in Indianapolis people committing crimes while on bail
- Energy costs
- Health care costs
- Marijuana
- IBLC agenda
- Juvenile justice A version of SB 449 will likely be introduced in the legislature again; also will be an article series*
- Maternal/infant mortality*

February

Art & Soul — kickoff Feb. 5 Meet the Artists — kickoff Feb. 12 The Big Game aka the Super Bowl LVI — Feb. 13 Black History Month Tab — Feb. 25 Teen Dating Violence Awareness and Prevention Month Children's Dental Health Month

March

Lent begins (March 2-April 14) Mardi Gras — March 1 Ash Wednesday, March 2 Displacement package Women's History Month Black Press Week Daylight Saving Time — Spring forward March 13

April

National Volunteer Month Sexual Assault Awareness Month Tax time Maundy Thursday, April 14 Good Friday — April 15 Easter — April 17 Earth Day — April 22 World Health Day Financial Literacy Month Ramadan — April 12-May 11 Jazz Appreciation Month

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May

Primary Election Day — May 3 Mother's Day — May 8 National Nurses Day (May 6) — National Nurses Week May 6-12 Stroke Awareness Month Motorcycle Safety Awareness Month Foster Care Month ALS Awareness Month Armed Forces Day — May 21 Champions of Diversity Special Edition-May 27 Memorial Day — May 30

June

Alzheimer's Awareness Month package Pride Month Black Music Month Father's Day — June 19 Juneteenth — June 19 National Safety Month

July

Back to school

Will fall 2022 be the year schools are back to normal or will COVID still be a concern? This special section equips parents and students with information they need to know about the back-to-school season, including:

- School start dates for local districts
- BTS supply giveaways
- School safety —
- Immunizations

Independence Day — July 4 National Disability Independence Day — July 26

August

Indiana State Fair — July 29-21 Children's Eye Health Month Immunization Awareness Month Senior Citizens Day — Aug. 21 Women's Equality Day — Aug. 26

September

Sickle Cell Awareness Month Labor Day Indy Do Day National Childhood Obesity Childhood Cancer Awareness Life Insurance Awareness Month National Preparedness Month

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October

Youth package **Breast Cancer Awareness Month Domestic Violence Awareness Month Autism Awareness Month Mental Illness Awareness Week National Bullying Prevention Month** Fire Prevention Month (Fire Prevention Week Oct. 9-15)

November

Champions of Diversity announcement National Lung Cancer Awareness Month National Epilepsy Awareness Month Election Day — Nov. 8 Veteran's Day — Nov. 11 Thanksgiving — Nov. 24 Small Business Saturday — Nov. 26 Short profiles of small, local businesses.

December

Christmas Kwanzaa (Dec. 26-Jan. 1) Year in Review Bring in the New Year!



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www.indianapolisrecorder.com