

The background of the entire page is a deep blue, quilted fabric with a diamond-shaped pattern. The lighting creates subtle gradients and shadows across the folds of the fabric.

GREAT LAKES **BY**
DESIGN

**2021
MEDIA
GUIDE**

Market research

GREAT LAKES BY DESIGN is a design publication intended for an affluent and upscale consumer audience throughout major markets in the Great Lakes region. Although the affluent and wealthy consumer may be defined by a high-accruing annual income or based on a high net worth, U.S. households with a minimum net worth of \$1 million comprise nearly 12 million households in the country.

In 2019, for the 10th consecutive year, the number of wealthy U.S. households reached a new high as stated by the Market Insights Report 2019 by Spectrem Group. Increasing two-and-a-half percent in 2018, the number of U.S. households with a net worth between \$1 million and \$5 million, not including primary residence, now stands at 10.23 million.

Customized, personalized products and services rank high on the priority list of affluent consumers, which are defined in the study as adults with a household income of \$250,000 or more, according to the 7th edition of *Affluent Consumers: Demographic Patterns and Spending Trends*.

There is also evidence that the mass affluent population in the U.S. is comprised of upper-middle class individuals and households, with top expenditures in areas like: vehicle and boat, travel, personal insurance, home and garden, electronics, and home entertainment. In 2017, the top five percent of American wage earners made between \$150,000 and \$200,000. Consumers between the ages of 45-years-old and 54-years-old have a mean household income of \$109,366 before taxes, the highest of all age variables, according to a Consumer Expenditure Survey by the Bureau of Labor Statistics from 2018.

This group spent the most on owned dwellings as well as major appliances and floor coverings. The age group before, from 35-to-44, spent the largest mean amount on food and alcoholic beverages, while the age range after, from 55-to-64, spent the most on repairs and maintenance to the home. In general, spending on food increased two-and-a-half percent in 2018, both at home and away from home, according to the Bureau. Housing expenditures also increased one percent.

Sources:

Market Insights Report 2019 by Spectrem Group. https://spectrem.com/Content_Product/market-insights-2019.aspx

Social Security Administration Wage Statistics for 2017. <https://www.ssa.gov/cgi-bin/netcomp.cgi?year=2017>.

U.S. Bureau of Labor Statistics 2018 Consumer Expenditures Survey. <https://www.bls.gov/ces/2018/combined/age.pdf>

U.S. Bureau of Labor Statistics 2018 Consumer Expenditures economic news release. <https://www.bls.gov/news.release/cesan.nr0.htm>

Affluent Consumers: Demographic Patterns and Spending Trends, 7th Edition, by Packaged Facts. <https://www.packagedfacts.com/Affluent-Edition-11010743/>





FEBRUARY

Ergonomics

DESIGN SPOTLIGHT: in industry

FORM: industrial-inspired

CREATIVE ENDEAVORS: visual arts and graphics

RELISH: at home

TRAVEL: science and art

Close Date January 8, 2021

Advertising Due January 22, 2021

APRIL

In Flight

DESIGN SPOTLIGHT: past and future

FORM: preservation and innovation

CREATIVE ENDEAVORS: technology and sustainability

RELISH: new traditions

TRAVEL: theater and hospitality

Close Date March 8, 2021

Advertising Due March 22, 2021

JUNE

Crafted Lodging

DESIGN SPOTLIGHT: custom residential

FORM: kitchen and bar design

CREATIVE ENDEAVORS: integrated systems

RELISH: wine and spirits

TRAVEL: boutique destinations

Close Date May 8, 2021

Advertising Due May 22, 2021

AUGUST

Bold Graphics

DESIGN SPOTLIGHT: creative works

FORM: interiors and fittings

CREATIVE ENDEAVORS: graphics and arts

RELISH: spaces and plates

TRAVEL: environmental

Close Date July 8, 2021

Advertising Due July 22, 2021

NOVEMBER

Raising The Bar

DESIGN SPOTLIGHT: the visual arts

FORM: cultural and performance spaces

CREATIVE ENDEAVORS: fashion, arts

RELISH: restaurants, bars

TRAVEL: civic and cultural

Close Date September 9, 2021

Advertising Due September 23, 2021

DECEMBER

Architectonics

DESIGN SPOTLIGHT: architectural

FORM: civic, cultural, hospitality

CREATIVE ENDEAVORS: sports and entertainment

RELISH: restaurants

TRAVEL: destination projects

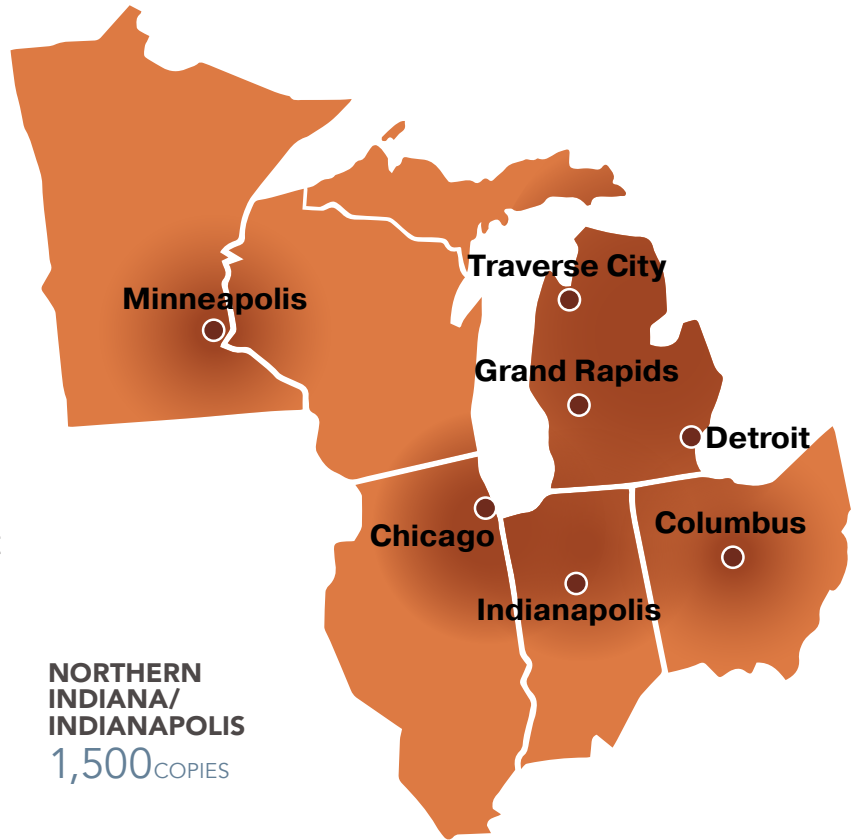
Close Date November 8, 2021

Advertising Due November 22, 2021



Advertising Rates Dimensions/ Specifications

18,000 copies of Great Lakes By Design will be printed with 17,500+ direct mail distribution to homes with a minimum household income of \$225,000 throughout the Great Lakes region.



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8,500 COPIES

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INDIANAPOLIS**
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SUBURBS**
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GREAT LAKES BY DESIGN MAGAZINE

| RATE CARD #3 2019 | 1X | 2-4X | 5-6X | PAGE SIZE UNIT | WIDTH | HEIGHT |
|----------------------------|---------|---------|---------|-------------------------------------|-------|--------|
| Cover 4 | \$4,390 | \$3,790 | \$3,490 | Two Page Standard | 17.00 | 9.875 |
| Cover 2 | \$3,860 | \$3,460 | \$3,260 | Two Page Bleed** | 18.00 | 10.875 |
| Cover 3 | \$3,790 | \$3,260 | \$3,060 | Final size for a Two Page Bleed | 18.50 | 11.375 |
| 2 Page Spread | \$5,090 | \$4,620 | \$4,320 | Full Page Standard | 7.875 | 9.875 |
| Full Page | \$3,490 | \$3,160 | \$2,860 | Full Page Bleed** | 9.00 | 10.875 |
| 2/3 Vertical | \$2,890 | \$2,560 | \$2,360 | Final file size for Full Page Bleed | 9.50 | 11.375 |
| 1/2 Vertical | \$2,790 | \$2,390 | \$2,190 | 2/3 Page (Vert.) | 5.187 | 9.875 |
| 1/2 Horizontal | \$2,360 | \$1,890 | \$1,730 | 1/2 Page (Hor.) | 7.875 | 4.75 |
| 1/3 Horizontal or Vertical | \$1,990 | \$1,560 | \$1,360 | 1/2 Page (Vert.) | 5.187 | 7.25 |
| | | | | 1/3 Page (Hor.) | 5.187 | 4.75 |
| | | | | 1/3 Page (Vert.) | 2.375 | 9.875 |

All rates gross less 15% for print ready materials

PAYMENT: One-half upon the advertising space reservation deadline. Balance net 10 upon receipt.

**Add an additional 1/4" on each side for bleed allowance. Page trim size is 9" wide by 10.875" high. Forward all electronic materials to design@svkmp.com. Reference publication title, issue date and advertiser.

Acceptable print ready files include, Adobe PDF, JPEG and TIFF formats with minimum resolution of 300 dpi saved with no spot colors as a CMYK file.



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