Advancing the natural stone industry together.
Natural Stone Institute members are at the heart of all association activities. Our sponsorship and advertising options are crafted so that all types of member companies can actively support our industry. Sponsors derive value from the publicity gained through sponsorship and advertising exposure. Your support is also a great way to give back to the industry.

The opportunities listed in this prospectus are just a start. Be creative and let us know if your company has specific ideas they would like to explore. There are 4 custom discount packages, but we love suggestions and new ideas!

Together we advance the natural stone industry with targeted programs to reach industry professionals and members of the design community. Here are some recent results from 2018:

- **40,021,768** visitors accessed resources through the websites of the Natural Stone Institute, Use Natural Stone, and Building Stone Magazine.
- **49,693** hours of education were completed.
- **18,282** individuals attended over 60 Natural Stone Institute programs and events.
- **25** new safety resources were published.

MORE RESULTS AND EXPOSURE ARE POSSIBLE WITH YOUR SUPPORT!
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<td>Reach Stone Industry Professionals</td>
</tr>
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</tr>
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<td>Mini-Study Tour – Texas</td>
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<td>Mini-Study Tour – Vermont</td>
</tr>
<tr>
<td>2020 Tucker Design Awards</td>
<td>StonExpo Natural Stone Institute Board of Directors</td>
</tr>
</tbody>
</table>

<table>
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<th>EDUCATION / RESEARCH / ADVOCACY (CONSUMERS) (pgs 8-12)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Reach Stone Industry Professionals</td>
<td>Reach Design Professionals</td>
</tr>
<tr>
<td>Accreditation (fabricators / installers)</td>
<td>AIA</td>
</tr>
<tr>
<td>Benchmarking Reports</td>
<td>ASLA</td>
</tr>
<tr>
<td>Natural Stone University (online education)</td>
<td>KBIS</td>
</tr>
<tr>
<td>Webinar Speaker / Host</td>
<td></td>
</tr>
<tr>
<td>Website Banner</td>
<td></td>
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<tr>
<td>Safety Training / Committee (all segments)</td>
<td></td>
</tr>
<tr>
<td>Regional Events (fabricators / installers)</td>
<td></td>
</tr>
<tr>
<td>Event Host</td>
<td></td>
</tr>
<tr>
<td>Individual-Event Sponsor</td>
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</tr>
<tr>
<td>All-Event Sponsor</td>
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</tr>
<tr>
<td>Women in Stone</td>
<td></td>
</tr>
<tr>
<td>Women in Stone Mentoring Program</td>
<td></td>
</tr>
<tr>
<td>Reach Design Professionals &amp; Consumer</td>
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</tr>
<tr>
<td>CEU Classes (face-to-face education)</td>
<td></td>
</tr>
<tr>
<td>Gary Sinise Foundation</td>
<td></td>
</tr>
<tr>
<td>Natural Stone Academy (online education)</td>
<td></td>
</tr>
<tr>
<td>Resource Library</td>
<td></td>
</tr>
<tr>
<td>Use Natural Stone Campaign</td>
<td></td>
</tr>
</tbody>
</table>

**NATURAL STONE FOUNDATION**

Aligned closely with the Natural Stone Institute is the Natural Stone Foundation, a 501 (c) (3) non-profit, public charity. **Contributions made by individuals to the foundation are tax deductible as allowed by law.** The Foundation supports the following programs: Natural Stone Scholarship, Women in Stone Empowerment Scholarship, Women in Stone Mentorship Program, various natural stone study tours, and countless educational articles published on [www.usenaturalstone.org](http://www.usenaturalstone.org).
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DISCOUNTED PACKAGES & SPECIAL OFFERS

These discounted packages allow companies to receive discounts for purchasing from multiple sponsorships.

### 1. ARCHITECTS / DESIGNERS

<table>
<thead>
<tr>
<th>Package</th>
<th>Package 1</th>
<th>Package 2</th>
<th>Package 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building Stone Magazine</td>
<td>$2,100 (1/4 page color x2)</td>
<td>$3,250 (1/2 page horizontal)</td>
<td>$4,780 (full page x2)</td>
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<tr>
<td>BSM eblast Edition</td>
<td>n/a</td>
<td>n/a</td>
<td>$800</td>
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<tr>
<td>Natural Stone Academy</td>
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<td>$2,500</td>
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<tr>
<td>Tucker Awards</td>
<td>$500</td>
<td>$500 (Silver)</td>
<td>$1,500 (Platinum)</td>
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<td>Resource Library Online AD</td>
<td>n/a</td>
<td>n/a</td>
<td>$2,500 (12 month)</td>
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<tr>
<td>AIA</td>
<td>$250</td>
<td>$250</td>
<td>$250</td>
</tr>
<tr>
<td>ASLA</td>
<td>$250</td>
<td>$250</td>
<td>$250</td>
</tr>
<tr>
<td>KBIS</td>
<td>n/a</td>
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<td>$250</td>
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<tr>
<td>TOTAL</td>
<td>$3,100</td>
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<tr>
<td>Discounted Package Price</td>
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<tr>
<td>Savings</td>
<td>$500</td>
<td>$1,000</td>
<td>$ 2,000</td>
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### 2. FABRICATORS / INSTALLERS

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<td>Webinars</td>
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<tr>
<td>Accreditation</td>
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<td>Front-page Website Banner</td>
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<tr>
<td>Newsletter AD (1/2 page x6)</td>
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<td>TOTAL</td>
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<tr>
<td>Discounted Package Price</td>
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<tr>
<td>Savings</td>
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### 3. USE NATURAL STONE CAMPAIGN

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<thead>
<tr>
<th>Level</th>
<th>Description</th>
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<tr>
<td>$250 Level</td>
<td>listed on the UNS donor website</td>
</tr>
<tr>
<td>$500 Level</td>
<td>donor website</td>
</tr>
<tr>
<td>$1,000 Level</td>
<td>donor website</td>
</tr>
<tr>
<td>$2,500 Level</td>
<td>donor website + member profile in <em>The Cutting Edge</em></td>
</tr>
<tr>
<td>$5,000 Level</td>
<td>donor website + member profile in <em>The Cutting Edge</em> + 25 UNS T-shirts</td>
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</tbody>
</table>

### 4. TRADE SHOW MEMBER RECEPTIONS

<table>
<thead>
<tr>
<th>Type</th>
<th>Event</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>Domestic</td>
<td>StonExpo Networking Party</td>
<td>January 23rd</td>
</tr>
<tr>
<td></td>
<td>Coverings Networking Party</td>
<td>April 10th</td>
</tr>
<tr>
<td>International</td>
<td>Vitoria Networking Party</td>
<td>February 14th</td>
</tr>
<tr>
<td></td>
<td>Xiamen Networking Party</td>
<td>March 7th</td>
</tr>
<tr>
<td></td>
<td>Marmomac Networking Party</td>
<td>September 26th</td>
</tr>
<tr>
<td>PER EVENT</td>
<td>$750</td>
<td></td>
</tr>
<tr>
<td>ALL 5 EVENTS</td>
<td>$3,000</td>
<td></td>
</tr>
<tr>
<td>Savings</td>
<td>$750</td>
<td></td>
</tr>
</tbody>
</table>
Awards Program sponsorships help the industry recognize and celebrate excellence in projects, companies, design professionals and individuals. Sponsor dollars assist with all elements of the process. Applauding industry success strengthens our brand globally. 
Learn more at: www.naturalstoneinstitute.org/awards

Includes:
- Recognition on award marketing materials.
- Featured on the Award website.
- Recognition on award specific press releases and article features.
- Recognition at the annual awards event.

REACH STONE INDUSTRY PROFESSIONALS

Craftsmen of the Year Award  |  $2,500
Recognizes one craftsman who has performed outstanding stone fabrication and/or installation over a period of many years.

Pinnacle Awards  |  $1,500 Platinum / $1,000 Gold / $500 Silver / $250 Bronze
These highly coveted awards are given to projects whose beauty, creativity, ingenuity, and craftsmanship exemplify professional mastery in the use of natural stone in commercial and residential applications.
Grande Pinnacle Award | Sold to Marmomac
This award is presented to the best project across all categories. The award also entitles one member company winner and the project architect to round-trip economy airfare, lodging, and registration to Marmomac in September.

Women in Stone Pioneer Award | $2,500 (limit to 3 companies)
This award recognizes an advocate within the stone industry for their role in recruiting, retaining, and advancing women.

Migliore Lifetime Achievement Award | $2,500 (limit to 3 companies)
This award recognizes an individual who has made extraordinary contributions our industry and the association. The award is named for MIA’s long-time Technical Director, the late Vincent R. Migliore, the first recipient.

Natural Stone Scholarship | Corporate Sponsorship: $1,000
Individual Donations Accepted: $100 minimum recommended
*Payable to the Natural Stone Foundation (501c3 charitable foundation)
This scholarship provides educational opportunities for aspiring stone professionals interested in furthering their careers within the industry. An all expense paid trip to TISE/StonExpo or the Annual Study Tour is awarded to an individual with less than 5 years of industry work experience.

Women in Stone Empowerment Scholarship | Corporate Sponsorship: $1,000
Individual Donations Accepted: $100 minimum recommended
*Payable to the Natural Stone Foundation (501c3 charitable foundation)
This scholarship provides a guided educational experience to one of three industry events for one woman showing a strong passion to grow her career within the industry.

REACH DESIGN PROFESSIONALS

Tucker Design Awards | $1,500 Platinum / $1,000 Gold / $500 Silver / $250 Bronze
Since 1977, these awards have been recognized as one of the most prestigious architectural design awards in the country. Tucker Design Awards honor those who have achieved excellence in design through the incorporation and use of natural stone in building or landscape projects.
The power of education by sharing information is vital to the success of any organization. Sponsor dollars assist with the creation and dissemination of information designed to increase knowledge about natural stone to all segments of the industry. A secondary benefit to the sponsors is the opportunity to network with other stone professionals.

**REACH STONE INDUSTRY PROFESSIONALS**

**Accreditation (fabricators / installers) | $1,000**
Help the association advocate the value of the program (third-party credentialing) to the membership, the design community, and building professionals searching for fabricators and commercial A & B contractors (installers). These companies pass rigorous standards which sets them apart.

*Learn more: [www.naturalstoneinstitute.org/accreditation](http://www.naturalstoneinstitute.org/accreditation)*

**Includes:**
- Access to the list of accredited companies
- Logo on Accreditation website
- Ability to provide special offers/discounts accredited members
- Invitation to special networking events at industry trade shows
- Representation at the Immersion Course(s)

**Benchmarking Reports | $2,500**
Help us gather data and publish reports about the industry, statistics, and other key benchmarks. This information helps gain insight into industry trends.

*Learn more: [www.naturalstoneinstitute.org/data](http://www.naturalstoneinstitute.org/data)*

**Includes:**
- Logo on all benchmarking marketing information
- Opportunity to make suggestions about research topics
- Access to specialized reports prior to industry distribution
- Listed on a sponsor landing page on the website
Natural Stone University (online education)  |  $500 and $5,000
Reach members, potential members, and design professionals through a variety of topics including safety, employee recruitment, technical information, sales and marketing, best practices, etc.  Learn more: www.uofstone.org

Webinar Speaker/Host  |  $500
Host and provide topics for upcoming webinars

Includes:
- Opportunity to provide noncommercial course content that will be added as part of a course in the Natural Stone University
- List of attendees for the webinar (40 participant average)
- Sponsor logo on all marketing and promotion information

University Website Banner  |  $5,000
Display your brand for all participants to see when they come to the website (the association’s fastest growing venue for providing education).

Includes:
- Website Banner on the University homepage for 12 months
- Monthly list of course attendees. (Over 1500 completed course and 6,000 downloaded courses a year)
- Acknowledgment provided on a special sponsor landing page delineating sponsor companies
- Branded promotional flyers
- Opportunity to provide an exclusive supplier discount to the participants

Safety Committee (all segments)  |  $2,500
This is an opportunity to have a seat at the table to assist in developing new safety training resources for the industry. The revenue generated from the committee sponsorships is used to support the creation and distribution of safety training materials.  Learn more: www.naturalstoneinstitute.org/safety

Includes:
- Seat on this influential committee
- Opportunities to attend two face-to-face committee meetings and conference calls (as needed)
- Use of Natural Stone Institute safety sponsor logo (hard hat logo)
- Recognition on all safety training information
- Speaking opportunities regarding safety best practices
Regional Events (fabricators / installers) | $1,675, $3,000, $9,250 and $10,250
Gain exposure to fabrication and installation professionals. These regional gatherings offer educational, networking, and marketing opportunities for sponsors and hosts. Learn more: www.stoneindustryeducation.com

Includes:
- Weekly registration list starting 6 weeks before the event
- Event attendee list (average 35 fabricators per event / 55 total attendance)
- Recognition on all event specific marketing materials
- Customized flyer (with sponsor logo) to promote event to customers
- 5 complimentary registrations for guests
- Tabletop display area at each event
- Brief speaking opportunity during the event
- Logo listed on two event websites. NOTE: “All-event” and “host” sponsors will have their logo included in Stone World magazine announcing upcoming events.

Sponsorship Opportunities:
- Individual-Event Sponsor: $1,675
- Event Host (10 cities): $3,000 (per event)
- All-Events (10 cities) Sponsor: $9,250 (3-year) / $10,250 (1-year)

Women in Stone | $500 and $2,000
Provide resources, and opportunities to recruit, retain, and advance women in the stone industry, through education, networking, mentorship, recognition, awareness and other industry opportunities. Learn more: www.naturalstoneinstitute.org/womeninstone

Includes:
- Recognition on all WIS marketing materials
- Attendee List for all WIS activities (TISE/Coverings/Webinars)
- Special sponsor landing page featuring sponsor companies
- Opportunity to contribute to the WIS mentorship program
- Recognition at all WIS events

Sponsorship Opportunities:
- Corporate Sponsor: $2,000
- Supporting Sponsor: $500
CEU Program (face-to-face education) | $300 and $2,500

Enrollment in the CEU program is a multi-faceted opportunity to reach members of the design community. There are currently thirteen (13) 1-hour accredited (AIA, IDCEC, LACES, NKBA and 1 USGBC) CEU classes available for your staff to present to architects, designers, and landscape architects in a live format. These are most often given as lunch and learns. Whatever the venue, you and your team will have direct access to design professionals with a benefit to them. Learn more: www.naturalstoneinstitute.org/ceu

Sponsorship Opportunities:
- Annual Enrollment (plus event/speaker fees): $300
- Premium Level (no additional fees): $2,500

Gary Sinise Foundation
R.I.S.E. Program | Product / Fabrication / Installation donations

The R.I.S.E. Program builds specially adapted smart homes for wounded veterans and first responders. Members wishing to donate will be teamed regionally with fellow members and the Gary Sinise Foundation to provide natural stone materials and services for the most deserving of families. 12-16 opportunities are available annually to provide slab material, fabrication, installation and exterior stone for cladding or hardscapes. Learn more: www.naturalstoneinstitute.org/rise

Includes:
- Invitation to events hosted for the veterans and their families.
- Recognition on Gary Sinise Foundation event signage
- Recognition on the Natural Stone Institute’s R.I.S.E. Program web page
- Inclusion in Natural Stone Institute’s donor recognition
- Press release about project support

R.I.S.E. - Byers home dedication
CEU Presentation
Natural Stone Academy (online education) | $2,500
Get a listing of architects taking online courses developed by the Natural Stone Institute. Your sponsorship also supports the development costs of 8 hours of accredited courses (3 AIA LU/HSW + 5 AIA LU). The Academy is hosted through Architectural Record. **Learn more: www.naturalstoneinstitute.org/academy**

Includes:
- Monthly course attendee list.
- Special natural stone academy sponsor landing page featuring sponsor companies
- Recognition on all natural stone academy marketing materials
- Customized flyer (with sponsor logo) to promote the natural stone academy

Natural Stone Resource Library | See Architects/Designers package
This open source library offers free downloads of technical resources. Advertising is available to companies that sign-up for package 3. **Learn more: www.naturalstoneinstitute.org/library**

Includes:
- Banner Ad

Use Natural Stone Campaign | Starting at $250 - See package offers
This strategic program advances the use of natural stone. This is your opportunity to support the promotion of natural stone to designers and consumers. Commitments can be made for a single year or multiple years.

Includes:
- Special sponsor landing page featuring sponsor companies
- Opportunity to share article ideas and photos
- Access to over 100 articles published about natural stone
- Use of all social media materials developed to promote natural stone

[Image of Natural Stone Resource Library and Use Natural Stone Campaign]
The Cutting Edge Newsletter
Distributed to every member. Published six times a year.

Includes:
- Distribution to over 2,000 members (print) and 8,000 member employees (digital) who purchase machinery, services, supplies, and other aspects of the trade.
- You provide the artwork.

The Cutting Edge Display Advertising Rates:

<table>
<thead>
<tr>
<th>Placement</th>
<th>Size (WxH)</th>
<th>1x Rate Member/Non-Member</th>
<th>3x Rate Member/Non-Member</th>
<th>6x Rate Member/Non-Member</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full page</td>
<td>7-3/8” x 10”</td>
<td>$1,000 / $1,600</td>
<td>$800 / $1,300 ea.</td>
<td>$700 / $1,100 ea.</td>
</tr>
<tr>
<td>1/2 Page Ad</td>
<td>7-3/8” x 5”</td>
<td>$600 / $1,200</td>
<td>$550 / $1,050 ea.</td>
<td>$500 / $900 ea.</td>
</tr>
<tr>
<td>1/3 Page Ad</td>
<td>4-7/8” x 6”</td>
<td>$500 / $1,100</td>
<td>$450 / $950 ea.</td>
<td>$400 / $800 ea.</td>
</tr>
<tr>
<td>1/4 Page Ad</td>
<td>4-7/8” x 3-1/4”</td>
<td>$400 / $1,000</td>
<td>$350 / $850 ea.</td>
<td>$300 / $700 ea.</td>
</tr>
<tr>
<td>Business Card</td>
<td>4-7/8” x 2”</td>
<td>$300 / $900</td>
<td>$250 / $750 ea.</td>
<td>$200 / $600 ea.</td>
</tr>
</tbody>
</table>
Membership Directory Ad | $2,175 Full pg / $1,750 ½ pg / $1,360 ¼ pg
2,000 print / 50,000 + electronically. Target members and support the Natural Stone Institute by reserving ad space.

Includes:
- Print version distributed to each member and at several key trade shows
- Shared electronically to all member employees and influential architects and designers
- You provide the artwork

Stone of the Year | $8,000 (Exclusive)
This program is exclusive to one natural stone producer. The stone image/brand is used extensively on association resources throughout the year.

Learn more: www.naturalstoneinstitute.org/stoneoftheyear

Includes:
- Used for yearly member certificate and code of ethics
- Quarry profile in The Cutting Edge newsletter
- Webinar regarding the quarry history and geographic specifications of the stone
- Featured on membership directory cover
- Featured on folders handed out at Stone Summits and new member packets
- Special recognition on the website

Natural Stone Institute Website | $1,000
Your ad will appear as a pop-up banner on the website and links directly to your site. Each month, you will receive a report with the number of page hits your ad received.

Learn more: www.naturalstoneinstitute.org

Includes:
- Your ad displayed for one month on our home page
- Single opportunity; only one banner ad is permitted per month (limit 12)
- Over 360,000 unique visitors per year and growing
Building Stone Magazine (9,200 print / 100,000 + electronically)

Exclusive to the promotion of natural stone, this bi-annual publication is both editorially and visually rich in its value to the design community. Advertisements in the magazine reach approximately 8,500 design professionals (architect, landscape architect and interior design firms). The remaining 8% of printed magazines are distributed to industry members and other influencers. Through strategic partnerships, this one of a kind publication has expanded its reach to more than 100,000 readers.

Building Stone Magazine Display Advertising Rates:

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<th>Size</th>
<th>1x</th>
<th>2x</th>
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<th>2x</th>
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<td>IFC/IBC</td>
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<td>Full Page</td>
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<td>$2,805</td>
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<td>1/2 Page Island</td>
<td>$2,360</td>
<td>$2,115</td>
<td>$2,025</td>
<td>$1,800</td>
</tr>
<tr>
<td>1/2 Page Horizontal</td>
<td>$2,150</td>
<td>$1,930</td>
<td>$1,825</td>
<td>$1,625</td>
</tr>
<tr>
<td>1/2 Page Vertical</td>
<td>$2,150</td>
<td>$1,930</td>
<td>$1,825</td>
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<tr>
<td>1/4 Page</td>
<td>$1,360</td>
<td>$1,210</td>
<td>$1,170</td>
<td>$1,050</td>
</tr>
<tr>
<td>1/4 Page B/W</td>
<td>$1,090</td>
<td>$975</td>
<td>$910</td>
<td>$845</td>
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</tbody>
</table>

Non-Bleed: 9” x 10.875”
Bleed: 9.25” x 11.125”

Full page 1/2 Page Island 1/2 Page Horizontal 1/2 Page Vertical 1/4 Page Ad

Building Stone Magazine Digital Edition Sponsorships:
Learn more: www.naturalstoneinstitute.org/buildingstonemagazine

Sponsorship Opportunities:
- E-blast Sponsor: $775 (limit one per issue)
- Toolbar Logo: $775
- Margin Ad: $1,030
- Edition Sponsor: $1,545 (limit one per issue)
Maximize your exposure to customers attending study tours, industry trade shows (StonExpo, Coverings, Marmomac, etc), and/or design shows. These sponsorships are designed to ensure recognition before, during, and after events—sponsors will be recognized in The Cutting Edge after each show.

**REACH STONE INDUSTRY PROFESSIONALS**

**Fall Study Tour - Tennessee (3 days) | 6 Sponsorship Opportunities**

Let attendees see your brand and/or products at this unique 3-day exploration of natural stone, stone facilities, and the surrounding region. The live auction is a great way to showcase your products.

**Learn more:** [www.naturalstoneinstitute.org/2019studytour](http://www.naturalstoneinstitute.org/2019studytour)

**Includes:**
- Event attendee list
- Recognition on all marketing for study tour
- Sponsor flyer in attendee gift bag
- Logo featured on the event t-shirt
- Special recognition on event signage
- Special recognition on the website

**Sponsorship Opportunities:**

<table>
<thead>
<tr>
<th>Sponsorship</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Auction: Auction Donor (Advise Item &amp; Value)</td>
<td></td>
</tr>
<tr>
<td>T-shirt:</td>
<td>$250</td>
</tr>
<tr>
<td>Luncheon:</td>
<td>in-kind</td>
</tr>
<tr>
<td>Bar/Reception:</td>
<td>$750</td>
</tr>
<tr>
<td>Team Building:</td>
<td>$750</td>
</tr>
<tr>
<td>Transportation:</td>
<td>$1,000</td>
</tr>
</tbody>
</table>
Mini-Study Tour - Texas (2 days)  |  3 Sponsorship Opportunities
This two day tour of stone companies provides ample time to network with attendees at this regional event.

Includes:
- Event attendee list
- Recognition on all marketing for study tour
- Special recognition on event signage

Sponsorship Opportunities:
- Bar/Reception: $750
- Luncheon: in-kind
- Transportation: $1,000

Mini-Study Tour - Vermont (2 days)  |  3 Sponsorship Opportunities
This two day tour of stone companies provides ample time to network with attendees at this regional event.

Includes:
- Event attendee list
- Recognition on all marketing for study tour
- Special recognition on event signage

Sponsorship Opportunities:
- Bar/Reception: $750
- Luncheon: in-kind
- Transportation: $1,000
Natural Stone Institute Board of Directors Dinner / Reception (StonExpo) | $1,500
This sponsorship give you an opportunity to promote your company and network with past presidents and current board members.

**Includes:**
- Event attendee list
- Logo on event signage
- Send two representatives to the event

StonExpo Awards Program (January 23rd) | $1,500
This event is a fabulous way to show your support for the presentation of beautiful stonework and outstanding stone professionals being recognized for their achievements.

**Includes:**
- Logo on event signage
- Recognition in the Cutting Edge newsletter
- Recognition at the event

Member Receptions | $750
Five different receptions are offered at industry trade shows to provide networking opportunities for the attendees.

**Includes:**
- Logo on event signage
- Networking opportunities

**Sponsorship Opportunities:**
- StonExpo (Las Vegas, NV - January 23rd): $750
- Vitoria (Vitoria, Brazil - February 14th): $750
- Xiamen (Xiamen, China - March 7th): $750
- Coverings (Orlando, FL - April 10th): $750
- Marmomac (Verona, Italy - September 26th): $750
Design Trade Shows | $250 / $500
Help the association reach more architects and designers at these important trade shows. Your contribution will be used to cover expenses to provide technical and promotional materials about natural stone at the following venues.

Includes:
- Attendee List
- Logo in the Cutting Edge Newsletter

Sponsorship Opportunities:
- American Institute of Architects (AIA) Expo: $250 / $500
- American Society of Landscape Architects (ASLA): $250 / $500
- KBIS - National Kitchen & Bath Association (NKBA): $250 / $500
**DISCOUNTED PACKAGES**

- 1. Reach Architects / Designers
  - $2,600
- 2. Reach Fabricators / Installers ($5,000)
- 3. Trade Show Member Receptions ($3,000)
- 4. Use Natural Stone Campaign
  - $250
- Other: $___________

**AWARDS / RECOGNITIONS**

- **Reach Stone Industry Professionals**
  - Craftsman of the Year ($2,500)
  - Pinnacle Awards $1,500 $1,000 $500 $250
  - Grande Pinnacle Award (Sold Out)
  - Migliore Lifetime Achievement Award ($2,500)
  - Women in Stone Pioneer Award ($2,500)
  - Natural Stone Scholarship $1,000 Other: $___________
  - Women in Stone Empowerment Scholarship $1,000 Other: $___________

- **Reach Design Professionals**
  - 2020 Tucker Design Awards
  - $1,500 $1,000 $500 Silver $250

**EDUCATION / RESEARCH / ADVOCACY (CONSUMERS)**

- **Reach Stone Industry Professionals**
  - Accreditation (fabricators / installers) ($1,000)
  - Benchmarking Reports ($2,500)
  - Natural Stone University (online education) ($5,000)
  - Webinar Speaker / Host ($500)
  - Safety Training / Committee (all segments) ($2,500)
  - Regional Events (fabricators / installers)
    - $1,675 $9,250 $10,250
  - Event Host (Available 2020)
  - Women in Stone $2,000 $500

- **Reach Design Professionals & Consumer**
  - CEU Classes (face-to-face education) $300 $2,500
  - Gary Sinise Foundation (in-kind)
  - Natural Stone Academy (online education) ($2,500)
  - Resource Library
    - (Included in Architects/Designers Package 3)
  - Use Natural Stone Campaign ($250)

**PUBLICATIONS / ONLINE**

- **Reach Stone Industry Professionals**
  - Cutting Edge Newsletter (See pg. 13 for rates)
  - Membership Directory $2,175 $1,750 $1,360
  - Stone of the Year (Available 2020)
  - Website Banner ($1,000)

- **Reach Design Professionals**
  - Building Stone Magazine (See pg. 15 for rates)
  - Building Stone Magazine – Digital Edition $775 (E-Blat) $775 (Toolbar Logo) $1,030 $1,545

**TRADE SHOWS / EVENTS**

- **Reach Stone Industry Professionals**
  - Fall Study Tour - Tennessee
    - Auction (in-kind) Luncheon (in-kind)
    - T-shirt ($250) Team Building ($750) Reception ($750)
    - Transportation ($1,000)
  - Mini-Study Tour – Texas Lunch $1,000
  - Mini-Study Tour – Vermont Lunch $1,000
  - StonExpo Natural Stone Institute Board of Directors Dinner / Reception ($1,500)
  - StonExpo Awards Program (January 23rd) ($1,500)
  - StonExpo Member Reception (January 23rd) ($750)
  - Vitoria Member Reception (February 14th) ($750)
  - Xiamen Member Reception (March 7th) ($750)
  - Coverings Member Reception (April 10th) ($750)
  - Marmomac Member Reception (September 26th) ($750)

- **Reach Design Professionals**
  - AIA $250 $500
  - ASLA $250 $500
  - KBIS $250 $500

**NATURAL STONE FOUNDATION**

- Tax Deductible amount $___________

**NOTES:**

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**CONFIRMATION**

Total: $___________ Signature: ______________ Date: ______

**PAYMENT INSTRUCTIONS:**

- □ Installments (semi-annual)
- □ One Time Payment

**PAYMENT TYPE:**

- □ Check
- □ Bill me

A secure service payment link will be emailed to you after submission of this form. The secure service accepts US bank accounts and all major credit cards.