

2026 MEDIA KIT

THE MANUFACTURER & BUSINESS ASSOCIATION

BUSINESS MAGAZINE



IMPACT EVENT



IMPACT EVENT



MOBILE



IMPACT EVENT



DIGITAL



IMPACT EVENT



PRINT



IMPACT EVENT

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OVERVIEW

THE *BUSINESS* MAGAZINE

Your Key To Reaching Decision Makers!

Capture the attention of the Business Magazine's loyal readers by placing your message in our publication. It is a must-read that focuses on all issues relevant to CEOs, business owners and executives of all types of companies. The Business Magazine delivers high-quality content that targets affluent readers on topics that directly impact their businesses. From legal, financial, health and legislative issues, to technology, human resources and safety. Our monthly publication offers readers a print version as well as a complete digital version available online that can be read anywhere in the world.

TOP 10 REASONS TO ADVERTISE WITH US

ONE

Magazines create familiar, enduring relationships with their readers. Most notably, readers are more inclined to read and trust the ads that appear in their favorite publications.

TWO

Connects advertiser to target audience/market. In fact, most advertisers can reach 86 percent of their target market in just one b2b magazine.

THREE

Ads enhance magazines and are a valued part of the experience.

FOUR

People read and give undivided attention to a magazine (unlike when they are watching TV or on the internet).

FIVE

Advertising can build image, awareness and preference.

SIX

Help you educate the market and eliminate misperceptions about your company.

SEVEN

Unlike direct mail, which can be "unsolicited", people want to read magazines.

EIGHT

Generates new leads and reaches hidden decision makers.

NINE

Creates greater visibility at in-person events, including IMPACT Luncheons and the Annual Event.

TEN

BOTTOM LINE: OUR READERS BUY WHAT YOU SELL!

RAVE REVIEWS

What People Are Saying About The *Business Magazine*

“

This is an outstanding publication. It is one of few that I truly enjoy and look forward to receiving. I even take it home so I can spend quiet time reading it.

Butler, PA

”

“

Thank you for putting together a magazine that helps our business stay on top of pertinent issues.

Townville, PA

”

“

We receive many magazines, and as a small business-woman, I could not have my staff read them all. Your magazine is one we do read to keep ahead of current trends, laws, etc.

Mercer, PA

”

“

Great publication! I enjoy reading the company stories, and the employee relations and legislation sections are very informative.

Erie, PA

”

GOT NEWS?

Share it!

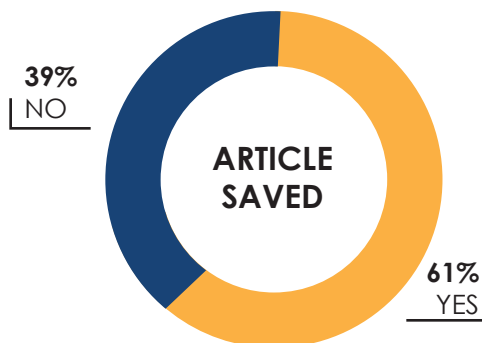
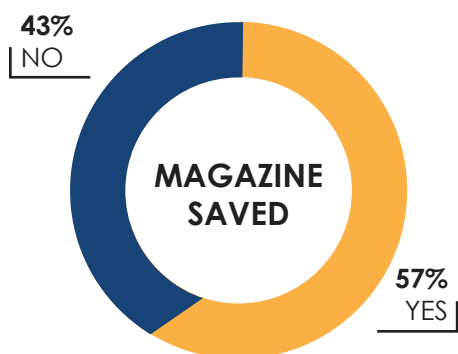
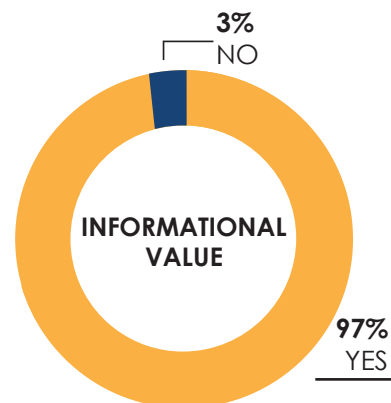
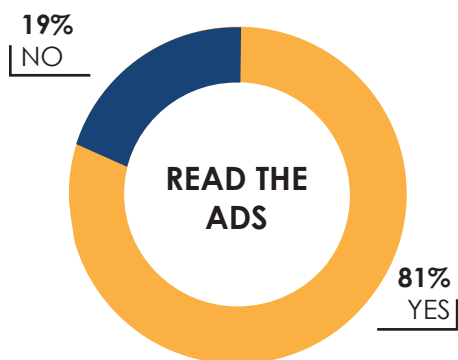
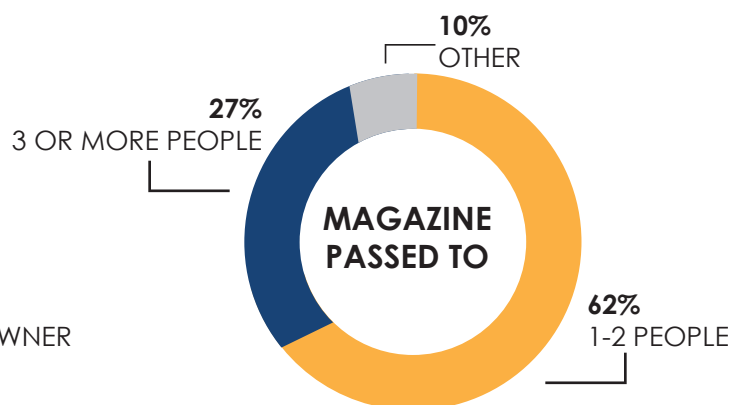
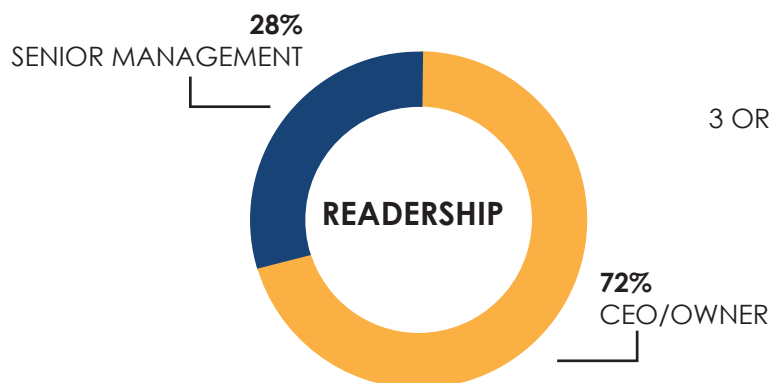
The *Business Magazine* will publish news on major appointments, mergers, grants or awards as space permits. Press releases also may be submitted.



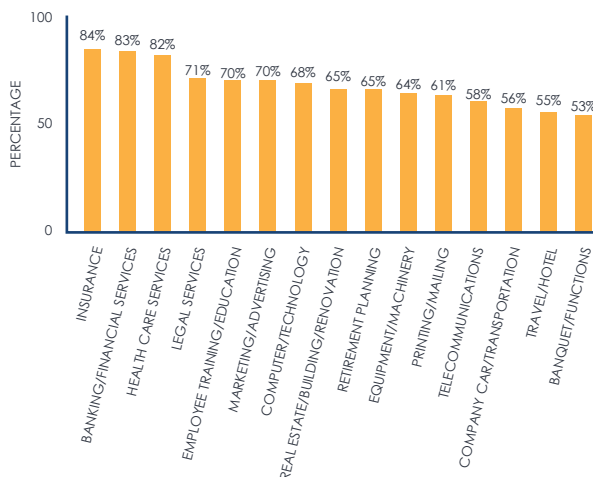
To submit company news, send an email to ktorres@mbausa.org. You can also mail press releases to: *Business Magazine*, 2171 West 38th Street, Erie, PA 16508.

READERSHIP SURVEY RESULTS

Who's Reading The *Business Magazine*



DECISION MAKER FOR BUYING



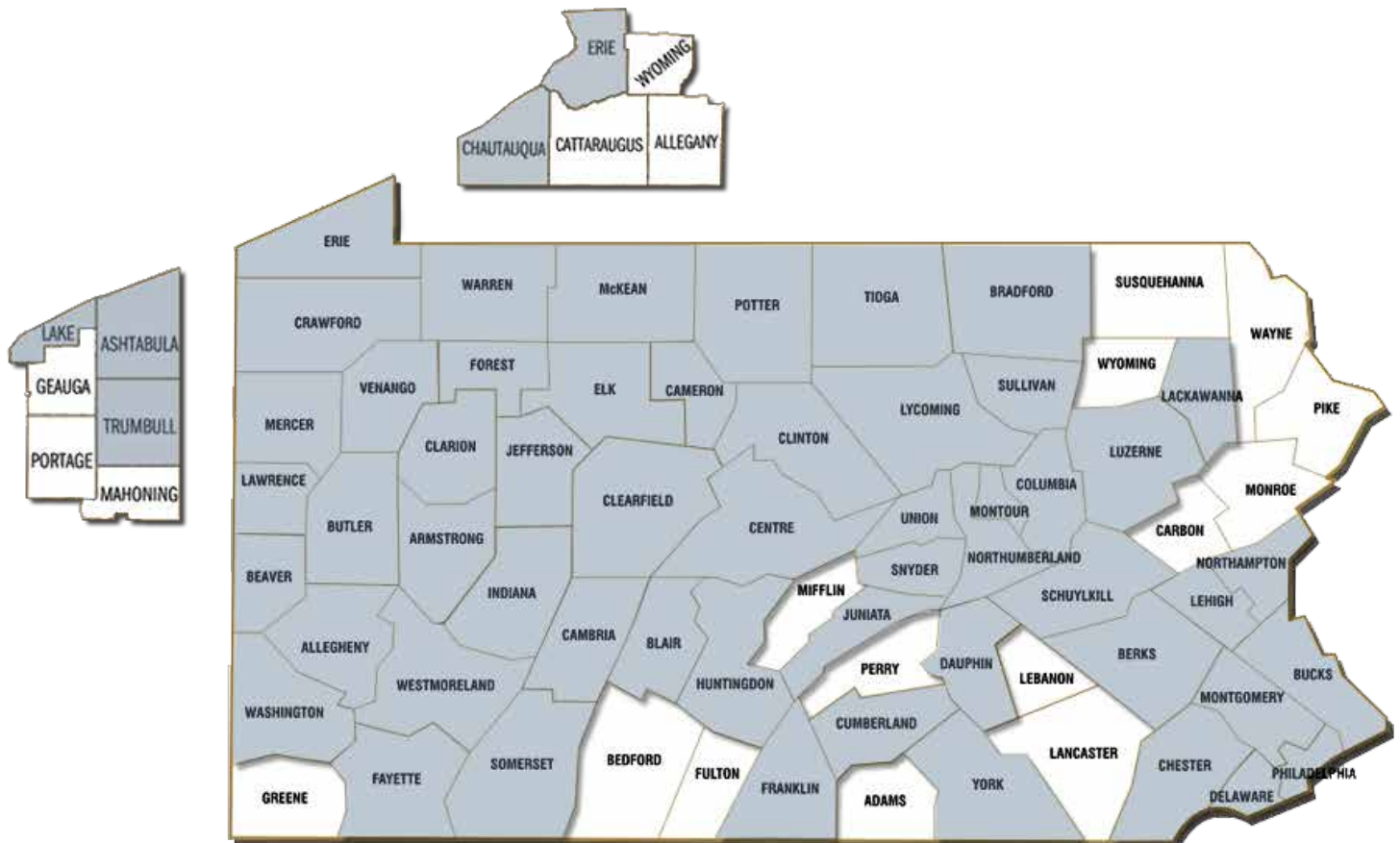
2026 EDITORIAL CALENDAR

Editorial Focus & Special Topics

DECEMBER- JANUARY	SPECIAL DUAL ISSUE: 2026 Business Outlook and Opportunities Looking ahead at the economic forecast and MBA member success in the new year AD SPACE DEADLINE: 11.01.26 AD MATERIAL DEADLINE: 11.12.26
FEBRUARY	Health & Wellness The best resources to keep employers and their teams healthy and productive (Kickoff of the MBA Next Gen Leaders Spotlight Q&A Series) AD SPACE DEADLINE: 01.05.26 AD MATERIAL DEADLINE: 01.12.26
MARCH	Women in Leadership Celebrate Women's History Month by recognizing the rising stars and longtime leaders in our region. (Also: Women in Leadership Event) AD SPACE DEADLINE: 01.30.26 AD MATERIAL DEADLINE: 02.11.26
APRIL	Banking & Benefits Showcase the solutions for achieving financial goals and more AD SPACE DEADLINE: 02.27.26 AD MATERIAL DEADLINE: 03.12.26
MAY	17th Annual Made in PA A closer look at modern manufacturing, artificial intelligence and innovation PLUS: Manufacturer Listings AD SPACE DEADLINE: 03.30.26 AD MATERIAL DEADLINE: 04.10.26
JUNE	Family Businesses Recognize the legacy and leadership of multi-generational companies in our region AD SPACE DEADLINE: 05.01.26 AD MATERIAL DEADLINE: 05.11.26
JULY	Nonprofits & Service Sector Saluting the nonprofit sector and those people and organizations dedicated to serving others and the community (Also: Nonprofit Fair IMPACT Event) AD SPACE DEADLINE: 05.29.26 AD MATERIAL DEADLINE: 06.12.26
AUGUST- SEPTEMBER	SPECIAL DUAL ISSUE: Education, Training and Technology The programs and services that are helping our workforce excel (PLUS: MBA HR Conference) AD SPACE DEADLINE: 06.26.26 AD MATERIAL DEADLINE: 07.10.26
OCTOBER	Annual Report The <i>Business Magazine</i> 's largest issue of the year AD SPACE DEADLINE: 08.28.26 AD MATERIAL DEADLINE: 09.10.26
NOVEMBER	Construction, Real Estate & Utilities Identifying the organizations that are helping our business community and others build for the future AD SPACE DEADLINE: 10.02.26 AD MATERIAL DEADLINE: 10.12.26
DECEMBER- JANUARY	SPECIAL DUAL ISSUE: 2027 Business Outlook Looking ahead at the economic forecast and MBA member success in the new year (Also: Economic Outlook IMPACT Luncheon) AD SPACE DEADLINE: 10.30.26 AD MATERIAL DEADLINE: 11.11.26

MAGAZINE DISTRIBUTION AREA

Read by more than 15,000 business leaders throughout Pennsylvania, Ohio and New York!



■ DEMOGRAPHICS & STATISTICS

The following is based on total membership as of October 2025. Additions and deletions to membership occur monthly.

Reach companies throughout Pennsylvania, Ohio and New York in a broad range of industries.

THE MBA MEMBER COMPANIES

152 Allegheny	27 Armstrong	11 Beaver	126 Butler	5 Cameron	13 Centre	33 Clarion
3 Clinton	35 Clearfield	234 Crawford	15 Dauphin	66 Elk	944 Erie	6 Fayette
37 Jefferson	49 Lawrence	36 McKean	28 Lycoming	85 Mercer	5 Northumberland	
87 Venango	72 Warren	18 Washington	24 Westmoreland	89 Ashtabula, Berks, Blair, Cambria, Chautauqua, Chester, Cumberland, Forest, Franklin, Geauga, Huntingdon, Indiana, Juanita, Lackawanna, Lake, Lehigh, Monroe, Niagara, Northampton, Schuylkill, Snyder, Somerset, Tioga, Trumbull, Union, York and other sates in additoin to PA, OH and NY		

BUSINESS MAGAZINE DISTRIBUTION

2,000 Direct Mail (monthly)	500 Feature Company	350 Marketing/Recruitment	40 Professional Affiliates
100 inquiry Packets	200 Conference Center	750 Special Events (annually)	1,105 Digital Subscribers

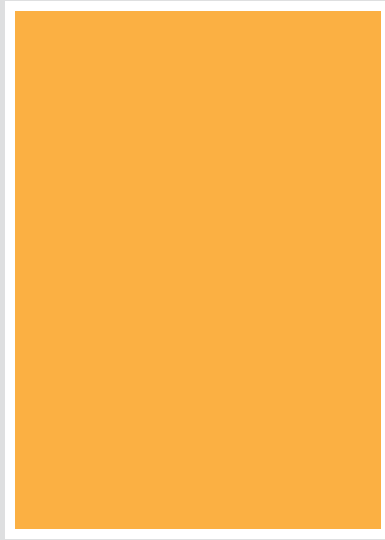
TOTAL: 5,045

YEARLY ONLINE VIEWERS

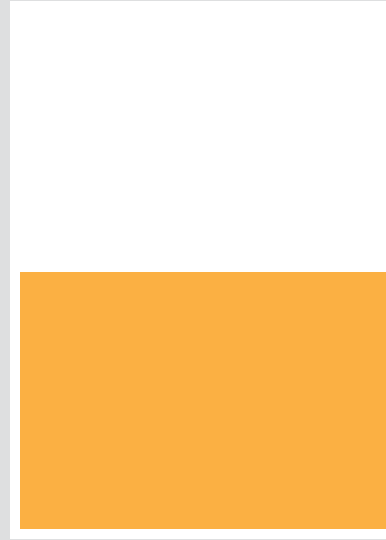
9,200 Social Media Audience (Linkenin, Facebook)	17,000 mbabizmag.com Active Users	35,000 mbausa.org Active Users
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ADVERTISING SIZES & RATES

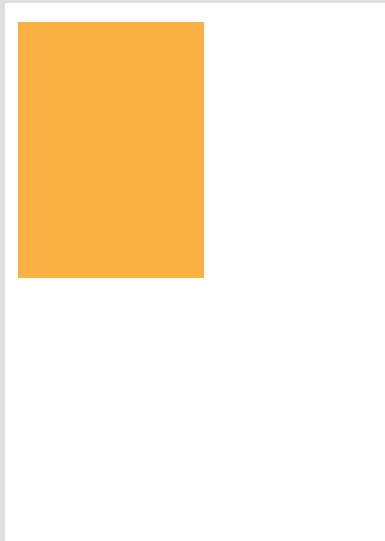
All ads are four-color and are included in the digital edition for free!
(Links directly to your organizations website).



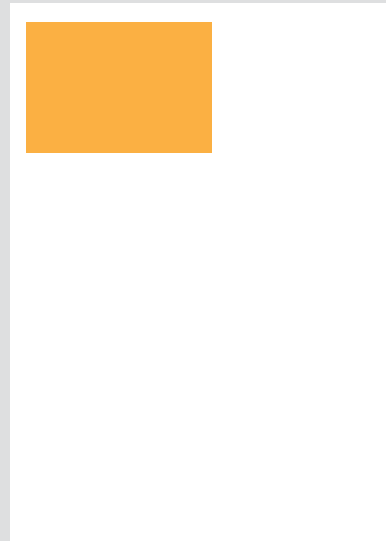
FULL-PAGE (BLEED)
8 1/2" (W) x 11 1/4" (H)
(TRIM) 8 1/4 " (W) x 10 7/8" (H)
FULL-PAGE (NON-BLEED)
IMAGE AREA
7 1/4" (W) x 10" (H)



ONE-HALF PAGE HORIZONTAL
7 1/4" (W) x 4 7/8" (H)



ONE-FOURTH PAGE
3 9/16" (W) x 4 7/8" (H)



ONE-EIGHTH PAGE
BUSINESS CARD SIZE
3 1/2" (W) x 2" (H)

MEMBER AD RATES

	1X	3X	6X	10-12X
FULL-PAGE INTERIOR	\$1,400	\$1,350	\$1,300	\$1,200
ONE-HALF PAGE	\$790	\$755	\$725	\$680
ONE-FOURTH PAGE	\$525	N/A	N/A	N/A
ONE-EIGHTH PAGE	\$210	N/A	N/A	N/A
OUTSIDE BACK COVER	\$2,090	\$2,015	\$1,955	\$1,830
INSIDE FRONT/BACK COVER	\$1,950	\$1,895	\$1,830	\$1,735
PAGE TWO	\$1,575	\$1,520	\$1,470	\$1,365

ANNUAL REPORT RATES

	1X	3X	6X	10-12X
FULL-PAGE INTERIOR	\$1,890	\$1,810	\$1,735	\$1,650
TWO FULL-PAGE SPREAD	\$3,465	\$3,150	\$2,625	\$2,415
OUTSIDE BACK COVER	\$2,310	\$2,205	\$1,995	\$1,890
INSIDE FRONT/BACK COVER	\$2,205	\$1,995	\$1,840	\$1,735
PAGE TWO	\$1,995	\$1,940	\$1,785	\$1,680

NONMEMBER AD RATES

	1X	3X	6X	10-12X
FULL-PAGE INTERIOR	\$1,520	\$1,470	\$1,400	\$1,300
ONE-HALF PAGE	\$840	\$800	\$770	\$735
PAGE TWO	\$1,680	\$1,625	\$1,575	\$1,470

ADD ONE OF OUR ONLINE ONLY OPTIONS FOR EXTRA EXPOSURE!

MBABIZMAG.COM

BANNER AD	\$250 FOR THREE-MONTH PERIOD	728 X 902 PIXELS
PAGE ZERO	\$300 PER MONTH	8.25" X 10.875" (2,435 X 3,027 PIXELS)
SQUARE AD	\$100 FOR THREE MONTHS	300 X 250 PIXELS



← BANNER AD

↑ SQUARE AD



↑ PAGE ZERO

AD SPECIFICATIONS

The *Business Magazine* is assembled and produced on the MacIntosh platform, using Adobe InDesign. It is then printed at 2400 dpi, 250-line screen, on a Komori, six-color offset press. This is a direct-to-plate process that requires all projects to be supplied electronically. Artwork files submitted for insertion into the magazine should be in one of the following compatible formats:

1. PREFERRED

PDFs: High-resolution with maximum image-quality settings. All fonts need to be embedded. Correct color space needs to be specified for the intent of your ad.

Adobe InDesign CS compatible files, including all fonts and linked graphics.
Encapsulated Postscript: EPS files created in Adobe Illustrator, QuarkXpress, Freehand, Corel Draw or other applications capable of creating Encapsulated Postscript files.

2. ACCEPTABLE

TIFF, JPEG, Photoshop, Photoshop EPS or Scitex CT files. These must be a minimum resolution of 300 dpi at 100 percent its printed size. Do not use RGB color space. Only CMYK or grayscale files will reproduce correctly.

3. PROOFS

An accurate proof including size, color, and bleeds need to be submitted along with your electronic files to help ensure proper reproduction of your advertisement.

4. HOW TO SUBMIT

Email high-resolution PDF (5 MB or less) to Karen Torres at ktorres@mbausa.org.

COMPANY PROFILES

A Unique Way To Attract Potential Customers.

A great way to let the business community know about your company. It allows you to go above and beyond what you can explain in a typical ad. Nothing attracts potential customers like a story informing them about your company.

FULL PAGE PROFILE- \$1,400

SUBMIT:

- High-res logo, 300 dpi or higher
- 2-3 photos (high-res, 300 dpi or higher)
- Contact information
- Up to 500 words of copy

Scobell Company
Plumbing, Heating & Air Conditioning

1300 Lee 12th Street
St. Louis, MO 63103
Phone: (314) 633-4470
www.scobell.com

The Scobell Story: 125 Years as Experts in Plumbing, HVAC

Scobell Company has been a leading provider of plumbing, heating and air conditioning services in St. Louis for over 125 years. The company was founded in 1898 by George Scobell and has since grown into a multi-generational business. Today, Scobell Company is a family-owned and operated business that serves the St. Louis area with a commitment to excellence and customer service.

Scobell Company has a long history of providing high-quality plumbing, heating and air conditioning services to its customers. The company has a reputation for being reliable, honest and professional. Scobell Company has a team of experienced technicians who are trained to handle a wide range of plumbing, heating and air conditioning issues. The company also offers a variety of services, including water heater installation, furnace repair, and duct cleaning.

Scobell Company has a strong commitment to customer service. The company's technicians are trained to be courteous, honest and professional. Scobell Company also offers a variety of financing options to make it easier for customers to afford the services they need. Scobell Company is a family-owned and operated business that has been serving the St. Louis area for over 125 years. The company has a reputation for being reliable, honest and professional. Scobell Company has a team of experienced technicians who are trained to handle a wide range of plumbing, heating and air conditioning issues. The company also offers a variety of services, including water heater installation, furnace repair, and duct cleaning.

Business Customers
Throughout the St. Louis area, Scobell Company has a strong reputation for providing high-quality plumbing, heating and air conditioning services to its customers. The company has a team of experienced technicians who are trained to handle a wide range of plumbing, heating and air conditioning issues. The company also offers a variety of services, including water heater installation, furnace repair, and duct cleaning.

Locations and Leadership
Scobell Company has a strong commitment to customer service. The company's technicians are trained to be courteous, honest and professional. Scobell Company also offers a variety of financing options to make it easier for customers to afford the services they need. Scobell Company is a family-owned and operated business that has been serving the St. Louis area for over 125 years. The company has a reputation for being reliable, honest and professional. Scobell Company has a team of experienced technicians who are trained to handle a wide range of plumbing, heating and air conditioning issues. The company also offers a variety of services, including water heater installation, furnace repair, and duct cleaning.

scobell.com | 314-633-4470

HALF PAGE PROFILE- \$790

SUBMIT:

- High-res logo, 300 dpi or higher
- 1-2 photos (high-res, 300 dpi or higher)
- Contact information
- Up to 250 words of copy

ISM
Industrial Sales & Mfg. Company

2625 Lee 12th Street
St. Louis, MO 63103
Phone: (314) 633-4470
www.ism.com

Three-Generation Leader in Contract Manufacturing for 57 Years

In 1957, James Rudkowski Sr. and John Rudkowski founded Industrial Sales & Mfg. Company in their family garage on Connecticut Drive with a Fordor drill press and some parts to be machined for Copes Vulcan. Fast forward to today, Industrial Sales & Mfg. Co. (ISM) is a contract manufacturer that employs over 100 hard-working Pennsylvanians in our facilities in Willow Township in Erie County, Pennsylvania. In that time, ISM has produced over 25,000 distinct parts numbers (NOM) the sales of over half a billion dollars in revenue. In 2024, ISM has added additional laser welding capabilities, a new foundation plasma burner, laser marking and a Trumpf TruBend Brake Press - a 26 Ton x 41" Length Capability to our manufacturing buffet of services. Furthermore, we have upgraded our offices to the latest in workspace and technology.

ISM is a premier contract manufacturer and supplier of quality machined, fabricated and assembled components for over 800 original equipment manufacturers (OEMs). With advanced technology and highly skilled employees, ISM can produce a range of components and assemblies ranging from a single prototype to millions, exactly as ordered, on time, every time. "ISM's commitment to quality and performance has allowed us to achieve the growth that benefits our company, our employees, and the community in which we live," says Founder and CEO Jim Rudkowski Sr.

ARTICLE PACKAGE OPTIONS

A Marketing Technique That Gets You The Best Exposure!

Increase your visibility to 15,000 business executives in Pennsylvania, Ohio and New York and market yourself as an expert in your field. Choose from the list below a package that best meets your needs. Your written article gives you added marketing power. *It's advertising that gets your results.*

PACKAGE 1

EXCLUSIVE RIGHTS — no other company can write an article in your category.

- 11 ARTICLES
- 1 FULL-PAGE, FOUR COLOR AD IN THE ANNUAL REPORT

\$15,000 PER YEAR
\$3,750 QUARTERLY
OR
\$1,250 PER MONTH

PACKAGE 2

- 6 ARTICLES
- 1 FULL-PAGE, FOUR COLOR AD IN THE ANNUAL REPORT

\$9,500 PER YEAR
\$2,375 QUARTERLY
OR
\$791.67 PER MONTH



PACKAGE 3

- 4 ARTICLES
- 1 FULL-PAGE, FOUR COLOR AD IN THE ANNUAL REPORT

\$7,000 PER YEAR
\$1,750 QUARTERLY
OR
\$583.34 PER MONTH

PACKAGE 4

- 2 ARTICLES
- 1 FULL-PAGE, FOUR COLOR AD IN THE ANNUAL REPORT

\$4,500 PER YEAR
\$1,125 QUARTERLY
OR
\$375 PER MONTH



SINGLE ARTICLE

- 1 ARTICLE

\$1,600 PER ARTICLE

**Please note: No articles are printed in Annual Report issues. Annual Report ads must be full-page, four color.*

REQUIREMENTS:

- Topics and brief summaries must be submitted for pre-approval
- 600 Words
- Experts who write articles may not "sell" a product, service and/or company
- Articles are to be fact-based only
- No other company may write an article within the same issue under the same department heading
- Once articles are submitted and approved both by the magazine's editorial staff and then by you, your name, picture, professional profile and article will be published.

AD PACKAGE OPTIONS

Great Visibility Packages!

Be seen by more than 15,000 potential customers every month! Now you can promote your product or service to the influential readers of the *Business Magazine* for six or 12 months at one low price! This is a great opportunity to reach our readers — CEOs, executives and other decision makers in the business community.

	12X	6X
OPTION 1	(11) 1/8 page business card size ads (1) Full-Page, four color ad in the Annual Report* \$3,350 per year — that's less than \$280 per month!	
OPTION 2		(5) 1/8 page business card size ads (1) Full-Page, four color ad in the Annual Report* \$2,650 per year or \$221 a month!
OPTION 3		(5) 1/4 page business card size ads (1) Full-Page, four color ad in the Annual Report* \$4,150 per year — that's less than \$350 a month!

*Our largest issue of the year

See pages 8-10 for ad sizes and specifications.

Great consistent exposure to the people that buy what you sell at great low prices. Plus - all ads are included in our digital version and they link directly to your website **free of charge!**

ADD ONE OF OUR ONLINE ONLY OPTIONS FOR EXTRA EXPOSURE!

MBABIZMAG.COM

BANNER AD	\$250 FOR THREE-MONTH PERIOD	728 X 902 PIXELS
PAGE ZERO	\$300 PER MONTH	8.25" X 10.875" (2,435 X 3,027 PIXELS)
SQUARE AD	\$100 FOR THREE MONTHS	300 X 250 PIXELS



← BANNER AD

↑ SQUARE AD



↑ PAGE ZERO

ANNUAL REPORT

Two-Page Feature Story.

Tell your story to more than 15,000 influential leaders in the business community! Nothing attracts potential customers like a story informing them about your company. It's a great way to give a yearly update and highlight your key employees!

TWO-PAGE FEATURED STORY PACKAGE: \$3,150

→ WORD COUNT:

- 800 WORDS (depending on the number of photos or charts). You can submit or we can write with information you give us (or Q&A interview).

→ IMAGES:

- Four or five (high-res, 300 dpi or higher). You can also swap a graph or chart for a picture. Images should be ranked in priority order.

→ LOGO:

- High-res, 300 dpi or higher.

→ DESIGN:

- We will layout and design for you (or you can design).

→ DIGITAL VERSION:

- Article displayed in digital version and linked to your website at no additional cost. You also have the option of including a brief commercial or video clip (no charge).

→ TABLE OF CONTENTS:

- List on this prominent page as featured story.

→ PDF:

- Provided to you on CD. You are welcome to reprint, post online and use as often as you like!



MORE COVERAGE

Business Today With The MBA Podcast.

Since July 2020, the MBA has hosted a 15-minute podcast on Money Radio WPSE AM 1450/FM 107.1. The show airs every other Friday at noon.



→ BUSINESS TODAY WITH THE MBA:

- The broadcast features business-related topics that are important to MBA members and employers in the tri-state region. The program provides information on business-related topics and complement the MBA's wide range of programs and services.

→ TO LISTEN:

- To listen live to "Business Today With The MBA," visit <https://wpse.bd.psu.edu/> or tune in to 1450AM/107.1 FM.

SPONSORSHIP OPPORTUNITY- \$600

- Three- 15 minute episodes
- Shoutout at beginning and end of show

CONTACT KAREN TORRES AT KTORRES@MBAUSA.ORG TO LEARN MORE!

Money Radio is a commercially licensed radio station in Erie, Pennsylvania and the market's only money-business news-talk radio station. It is owned by the Penn State Board of Trustees and operated by Penn State Behrend under the direction of a professional broadcast staff. The station is recognized as a round-the-clock, one-stop source for global and financial news.

PUBLISHER'S STATEMENT

1. The Publisher of the *Business Magazine* shall have the right to reject copy or artwork contrary to the publication's editorial policies. The Publisher shall accept and publish advertisements upon the firm understanding that the party placing all material is duly authorized to represent and place all such material; further, upon acceptance and publication of such material, the Advertiser, Agency or Advertiser's representative agrees to indemnify and save the Publisher harm from and against any loss or claims or expense resulting from the graphic content and/or subject matter of such advertisements.
2. All copy submitted to the *Business Magazine* by the Advertiser, Agency or Advertiser's representative must allow for high-quality-print reproduction. Material which does not permit high-quality reproduction will necessarily be rejected by the Publisher.
3. Publisher is not liable for errors in advertising copy submitted for publication in the *Business Magazine* by the Advertiser, Agency or Advertiser's representative. Further, the Publisher is not liable for errors in an advertisement subsequent to proofing and approval for printing by the Advertiser, Agency or Advertiser's representative.
4. Publisher must be notified in writing within 15 days from date of invoice of any error made by the *Business Magazine* relative to advertisements placed by the Advertiser, Agency or Advertiser's representative.

CONTACT INFORMATION



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SUBSCRIPTION FORM

As the only monthly business-to-business publication in the tri-state region, the *Business Magazine* serves as a critical information tool for employers located throughout northwest Pennsylvania, Ohio and New York. Each month, the *Business Magazine* highlights as in-depth member company story. Our publication also includes health, legal, financial and technical articles written by industry experts, as well as separate editorial departments, which report the latest information on employee relations, legislation and regulations, health and safety issues and local company announcements.



REGISTER TO RECEIVE YOUR FREE DIGITAL EDITION ONCE PER MONTH!

Subscriber's Name: _____

Company: _____

Address: _____

Email: _____

Phone: _____

City, State, Zip: _____

ADDITIONAL COMPANY CONTACTS:

Name: _____

Email: _____

Name: _____

Email: _____

Name: _____

Email: _____

Name: _____

Email: _____



Sign up online at
mbabizmag.com/subscribe/
or scan the QR code.