

ADVERTISING
information + rates



AVL TERMINAL LAYOUT



THE RIDGE
BAR & TAVERN

SOFFIT

TRIUM

TSA
CHECKPOINT

HALL

SOFFIT

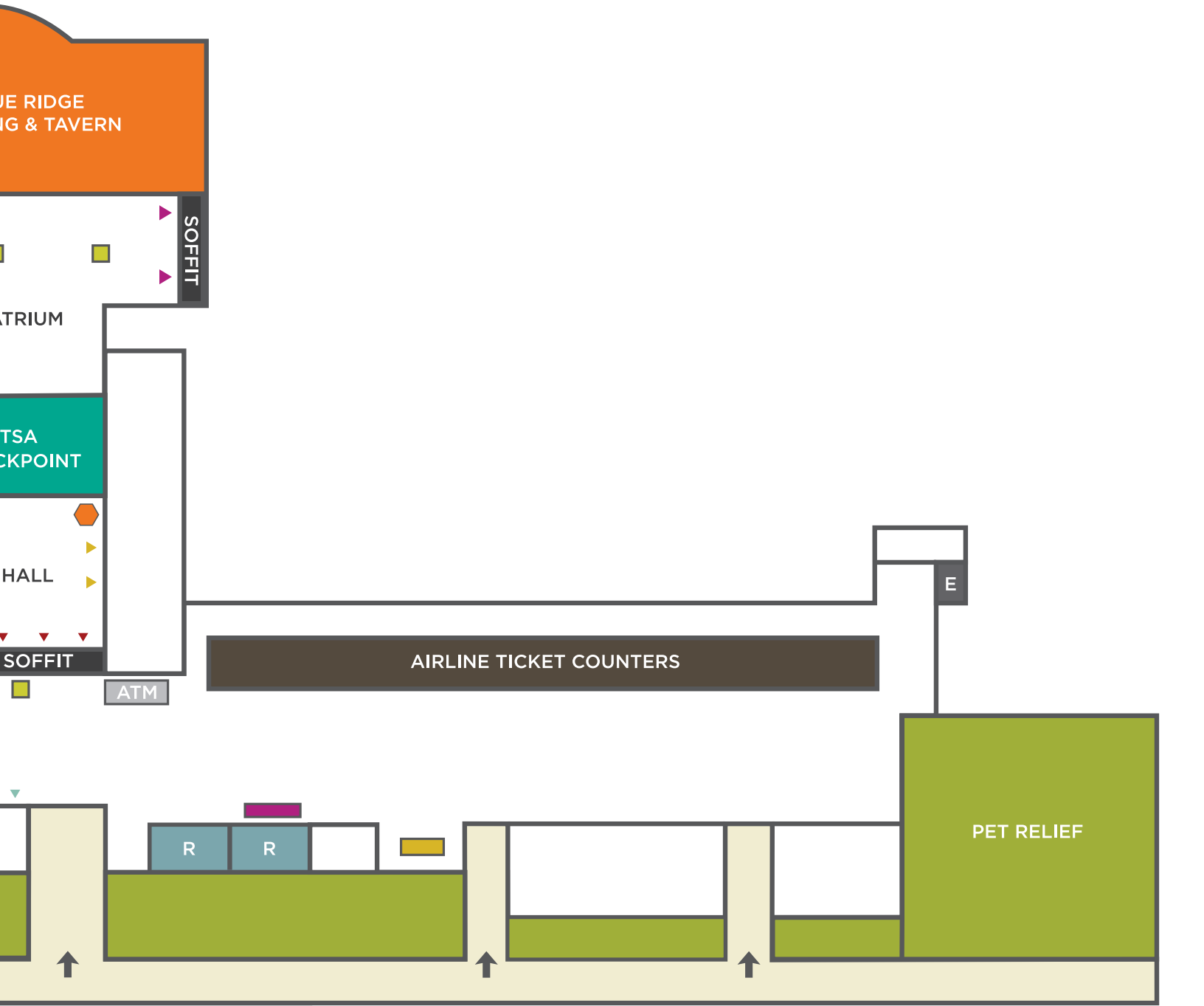
ATM

AIRLINE TICKET COUNTERS

E

PET RELIEF

R R



CAPTURE THEIR ATTENTION!

Two hours or more! That's how much time air travelers are advised to arrive at the airport before a scheduled flight. Studies show that air travelers spend significant time viewing advertising in an airport while they are waiting for flights or bags – that is more attention than is typically given to other advertising media.

AFFLUENT & SOPHISTICATED CONSUMERS

Asheville Regional Airport's primary customers are educated, professional and have significant disposable income. Many of our customers reside in western North Carolina, are age 40+ and fly 5-10 times each year or more. We also serve hundreds of thousands passengers who are visiting our area from around the globe.

The effectiveness of airport advertising is proven.

Nielsen, Arbitron & Scarborough studies show that:

- Affluent and upscale travelers who take four or more flights each year account for nearly 60% of all airport advertising impressions. (This number is higher at Asheville Regional Airport – our demographics skew higher than the national average.)
- Air travelers are generally consumers of high-end goods and services and are keen to try new products and services.
- There is a higher recall rate for products and services advertised at an airport than when advertised using traditional media. There is less media clutter at an airport, and more “linger” time.



UPSCALE ADVERTISING

Airport advertising provides the opportunity to attract the attention of the most affluent and sophisticated consumers in the region.



COMMITTED TO CUSTOMER SERVICE

Our advertising program is managed by airport staff, and we are committed to providing the best customer service to our clients. We prioritize quick responses, turn-around times and attention to quality. We will work with you to determine the best advertising option for your strategic plan and budget, and we're always open to new ideas. It's all about a solid partnership, and ensuring that our clients receive excellent value and results with airport advertising.

BY THE NUMBERS

Asheville Regional Airport serves an 11-county region in western North Carolina, with a reach of more than 1.65 million people using the airport each year. Asheville Regional Airport provides numerous opportunities for visible, creative and memorable advertising to reach a desirable audience base - including locals and visitors coming in to explore the area.

137,000+ average monthly passengers | visitors

1.65million+ average annual passengers | visitors

DEMOGRAPHIC SNAPSHOT

— WNC Local Market

ANNUAL HOUSEHOLD INCOME

19% 50K - 79K
62% 80K +

AGE RANGE

16% 25 - 44
50% 45 - 64
32% 65 +

FLYING FREQUENCY — Trips per year

24% 3 - 4
18% 5 - 10
20% 10 +

EDUCATION LEVEL

38% Bachelor's Degree
27% Master's Or Law Degree
9% PhD/MD



51%
MALE

49%
FEMALE

ADVERTISING OPTIONS

CAPTIVATING DISPLAYS

- Front-lit Poster Displays | **10 – 11**
- Back-lit Displays | **12 – 13**
- Welcome Center Literature Display | **14 – 15**
- Information Wall | **16 – 17**
- Wall Wraps | **18 – 19**
- Floor Exhibit Space | **20 – 21**
- Cube Wrap | **22**
- LCD Scrollers | **23**
- Experience WNC Display | **24 – 25**
- Kiosks | **26**

SHORT TERM + EVENT

- Non-profit Wall Displays (eligibility requirements) | **27**
- Welcome Banner + Poster | **28**
- Banner + Kiosk | **29**

BRANDED SERVICE + CUSTOM

- Recharge + Refill Stations | **30**



THE SKY IS THE LIMIT

Advertisers at Asheville Regional Airport have multiple options to reach consumers. From multi-year contracts to short-term event promotions, we have options for your strategic advertising plans.



CAPTIVATING DISPLAYS

FRONT-LIT POSTER DISPLAY

Take full advantage of an airport audience with the 4'x4' static foam-mounted posters, attractively displayed with front lighting in key traffic areas of the airport. Quantities are limited. Discounted rates for multiple locations.

PRICING INFORMATION

One location \$440/mo

Package of two \$720/mo

Package of three \$1,200/mo

PRODUCTION SPECIFICATIONS

Finished Trimmed Size 48" x 48"

High resolution print on 3/16" Gatorboard

Final Image should be print-quality resolution. Direct print on Gatorboard or print, mount, and laminate on Gatorboard.

INSTALLATION/UNINSTALLATION

Provided at no additional charge.

All displays/designs must be approved by airport marketing department before installation.



FRONT-LIT LOCATIONS ▼



CAPTIVATING DISPLAYS

BACK-LIT DISPLAY

Our most popular static display, these dramatic full color panels are strategically placed in high-traffic areas throughout the airport. A back-lit display is a great way to brand your business and increase exposure to a targeted audience.

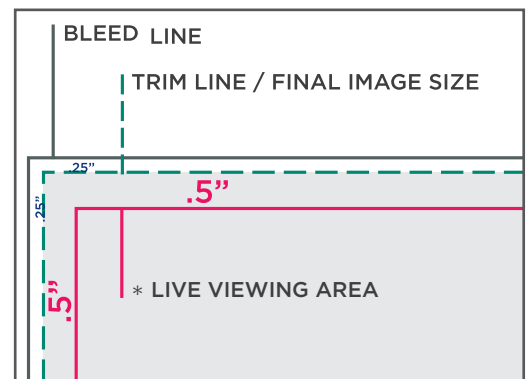
PRICING INFORMATION

	LOCALE A	LOCALE B
Small	\$300/mo	\$225/mo
Large	\$675/mo	\$325/mo
Welcome Soffit	\$1,200/mo	\$400/mo
W/ Brochure Display	\$25/mo	\$25/mo

PRODUCTION SPECIFICATIONS

Finished Trimmed Size:

▼ Small	30.25”(w) x 43.25”(h)
▼ Large	62.25”(w) x 43.25”(h)
▼ Large (Airside)	62.5”(w) x 43.5”(h)
▼ Welcome Soffit	96.25”(w) x 43.25”(h)



*The live viewing area is .5" smaller than the final image, on all sides.

Final Image should be print-quality resolution and printed on photo film (such as Lightjet, Lambda) or a high resolution direct print on white translucent vinyl.

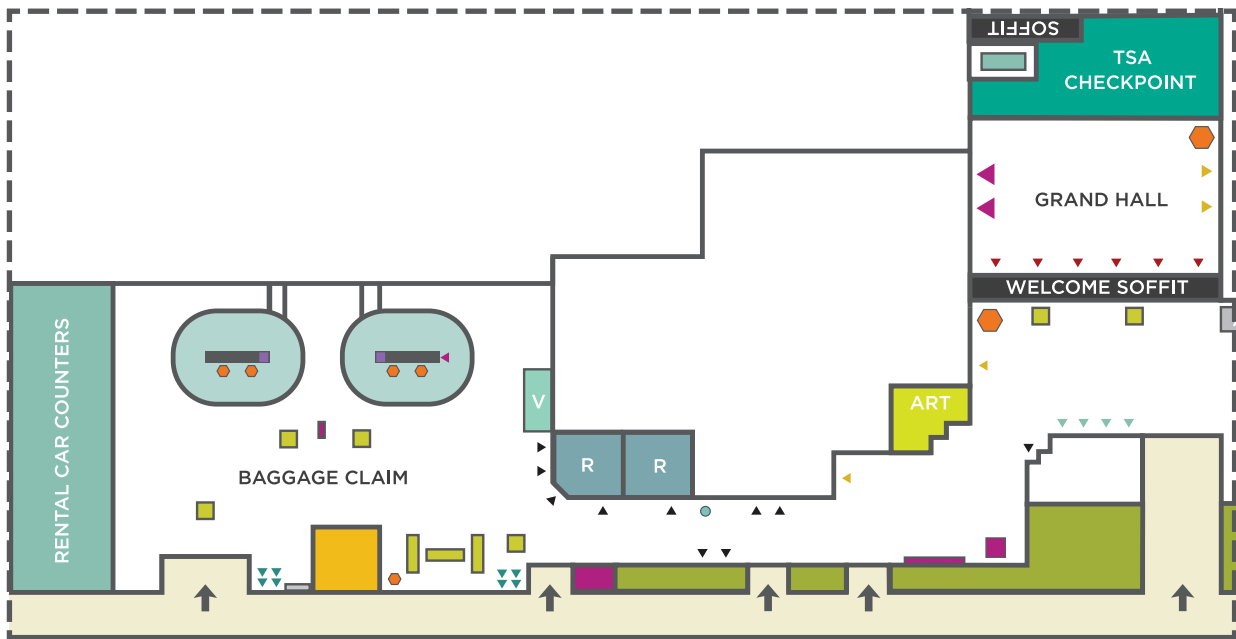
INSTALLATION/UNINSTALLATION

Provided at no additional charge.

All displays/designs must be approved by airport marketing department before installation.



BACK-LIT LOCATIONS ▼ ▼ ▼



CAPTIVATING DISPLAYS

WELCOME CENTER LITERATURE DISPLAY

Conveniently located by the Guest Services desk in Baggage Claim, the airport offers a bright and spacious area for visitors and locals to peruse information while they wait for their luggage or for passengers. The custom literature displays hold traditional tri-fold brochures and rack cards, as well as tabloid and magazine-size publications. The End Cap or front-lit acrylic packages offer the perfect combination of a poster and take away. This option is a perfect location for any type of advertising — such as attractions, real estate, local publications and more.

PRICING INFORMATION

Brochure/rack card (standard — less than 4" wide)	\$300/yr
Medium publication (4"-6" wide)	\$375/yr
Large publication (greater than 6" wide)	\$450/yr
End Cap Package (includes poster and literature display in premium location)	\$750/yr
Front-lit Acrylic Package (includes largest poster with accent lighting and literature display in premium location)	\$1,200/yr

PRODUCTION SPECIFICATIONS

End Cap Poster Display Finished Trimmed Size:	14"(w) x 12"(h)
Front-lit Poster Display Finished Trimmed Size:	24"(w) x 24"(h)

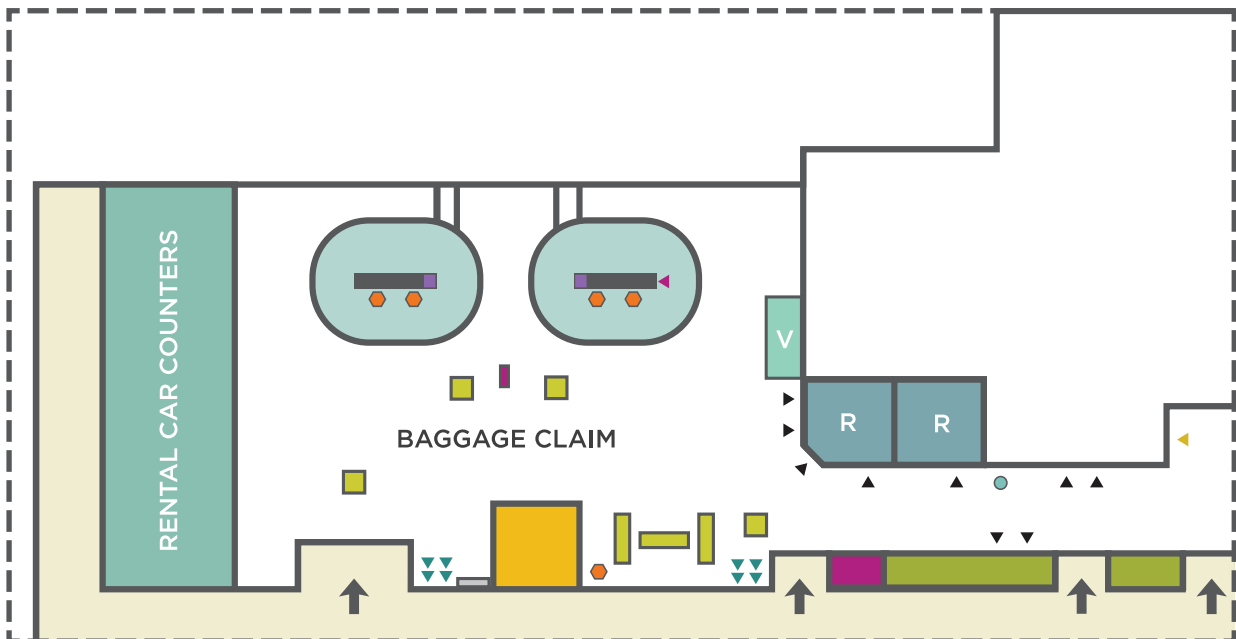
INSTALLATION/UNINSTALLATION

Provided at no additional charge. Advertiser provides a minimum of 500-1000 publications for display at beginning of contract.

All displays/designs must be approved by airport marketing department before installation.



LITERATURE DISPLAY LOCATION



CAPTIVATING DISPLAYS

INFORMATION WALL

Located in our Welcome Center adjacent to Baggage Claim, the Information Wall features a 70” interactive touchscreen, ideal for hotels, car rental agencies, ground transportation providers and more. The touchscreen display ad comes with the bonus of being interactive. The user selects an ad, opening up an additional layer of information and pictures.

PRICING INFORMATION

Touchscreen Display \$250/mo

PRODUCTION SPECIFICATIONS

Touchscreen Images (High Resolution JPG):

Preview Image 480px (w) x 520px (h)

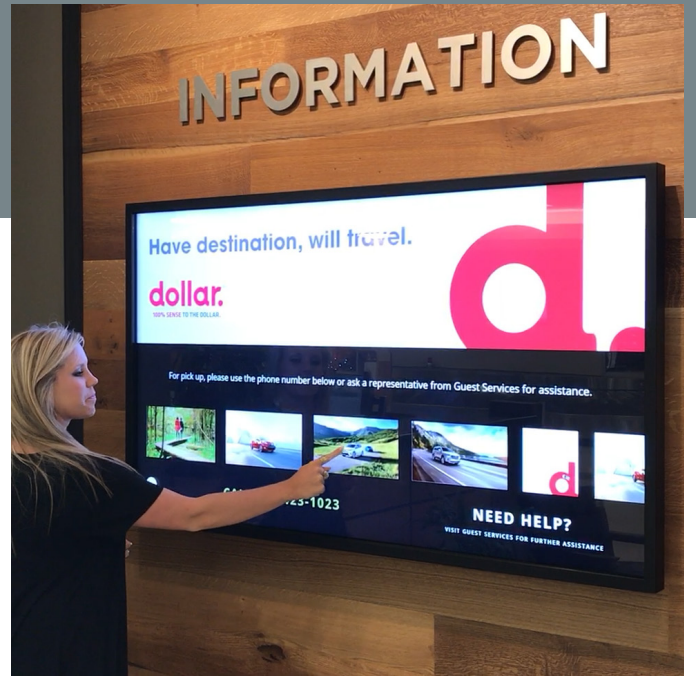
Header Image 1920px (w) x 470px (h)

Gallery Images 1920px (w) x 1080px (h)

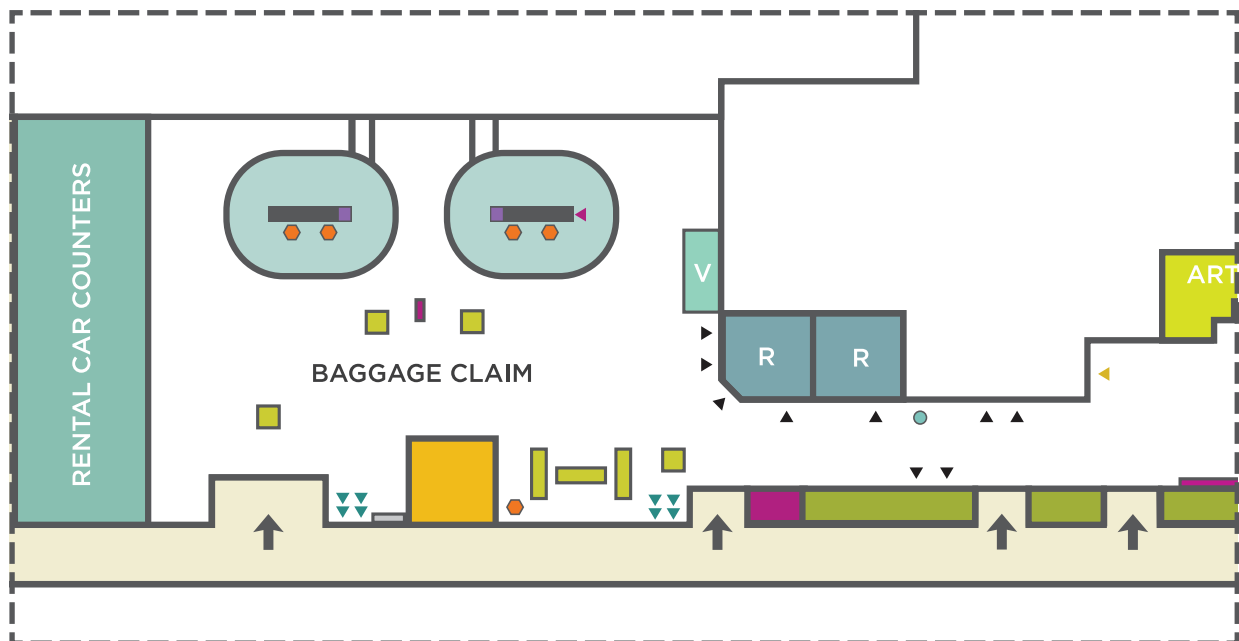
INSTALLATION/UNINSTALLATION

Provided at no additional charge.

All displays/designs must be approved by airport marketing department before installation.



INFORMATION WALL TOUCHSCREEN



CAPTIVATING DISPLAYS

WALL WRAPS

Wall wraps have incredible impact, as they are the largest signage available in the airport. Limited inventory creates little competition for attention, which helps your message really stand out. Examples of large wall wraps can be seen in the Atrium, a large area in the center of the terminal where all passengers flow from security to their gates or the restaurant.

PRICING INFORMATION

Grand Hall (Landside/Pre-Security)	\$1,000 - \$2,500/mo
Walkway to Baggage Claim	\$550 - \$1,200/mo
Atrium (Airside/Post-Security)	\$1,200 - \$2,500/mo
Gates (Airside/Post-Security)	\$650 - \$1,200/mo

Prices are customized and vary per location and size

PRODUCTION SPECIFICATIONS

Final image size is custom and parameters vary per location.

Image should be print-quality resolution and directly printed on PS vinyl. Other materials are optional and must be approved by airport.

INSTALLATION/UNINSTALLATION

Additional fees apply.

All displays/designs must be approved by airport marketing department before installation.



CUSTOM WALL WRAP LOCATIONS ▼



CAPTIVATING DISPLAYS

CUSTOM FLOOR EXHIBIT SPACE

Do you have products or striking three-dimensional advertising that you would like to display in high-traffic areas of the airport? We offer a small number of premier floor exhibit locations that might be just right for you!

PRICING INFORMATION

Grand Hall (Landside/Pre-Security)	\$1,000 - \$1,500/mo
Walkway to Baggage Claim	\$650 - \$1,200/mo
Atrium (Airside/Post-Security)	\$1,000 - \$1,500/mo
Gates (Airside/Post-Security)	\$650 - \$1,200/mo

Prices are customized and vary per location and size

SPECIFICATIONS

All floor exhibits are customized, and must be approved by the airport's marketing department and safety committee before installation, as pedestrian safety is a primary consideration of eligibility.

Auto exhibits are commonly utilized. It is important to note that all tires must be placed on carpet squares to protect the airport flooring and all vehicular batteries must be disconnected.

INSTALLATION/UNINSTALLATION

Advertiser is responsible for installation and unistallation.

A description or visual rendering of the floor exhibit, including exact placement within the terminal, will be agreed upon by the airport and the advertiser before installation.



CUSTOM FLOOR EXHIBIT LOCATIONS ■ ■



CAPTIVATING DISPLAYS

CUBE WRAP

Make an impact with a vibrant Cube Wrap. This unique display creates a great way to draw attention to your business at multiple locations throughout the terminal. These freestanding displays allow for 4-sided viewing and maximum exposure to target audiences. Cube Wraps can be used on both landside and airside.



PRICING INFORMATION

Baggage Claim | Gate Area \$300/mo

Grand Hall | Atrium \$400/mo

PRODUCTION SPECIFICATIONS

Finished Trimmed Size:

Cube Wrap 64.5”(w) x 72.375”(h)
Each side is 16.125”(w)

Cube provided

Final Image should be print-quality resolution and directly printed on PS vinyl.

INSTALLATION/UNINSTALLATION

Additional fees apply.

All displays/designs must be approved by airport marketing department before installation.



CAPTIVATING DISPLAYS

LCD SCROLLERS

You will have a captive audience with your customized ad on our five 49" LCD televisions, located above the luggage carousels and at the Guest Services desk in Baggage Claim. LCD screens provide crisp, clear imagery that rotates on a continuously looped three minute (max) slide show.



PRICING INFORMATION

10-second Scroller	\$250/mo
Package of two	\$450/mo
Package of three	\$650/mo



The number of 10-second slots available is limited to no more than 18. Each 10-second slot may be filled with one static or dynamic image, or two files that show for 5-seconds each.

PRODUCTION SPECIFICATIONS

Image Types	JPG (32-BIT High Color)
Image Size	1920 x 1080 (Full Screen)
Dynamic (movie) Types	.WMV or .MP4

INSTALLATION/UNINSTALLATION

Clients may change their artwork at any time at no additional charge.

All displays/designs must be approved by airport marketing department before installation.

CAPTIVATING DISPLAYS

EXPERIENCE WNC DISPLAY

Located post-security, directly next to the Blue Ridge Tavern, and above the bag carousels in Baggage Claim, the Experience WNC Displays are custom built, prominent features. These displays are ideal to highlight businesses that make WNC a unique place. Whether an outdoor retailer, adventure attraction, community, brewery, or other local business, your brand could stand out to hundreds of thousands of potential consumers.



PRICING INFORMATION

Baggage Claim Display \$350/mo

PRODUCTION SPECIFICATIONS

Baggage Claim Dimensions 96"(w) x 34"(h) x 32"(d)

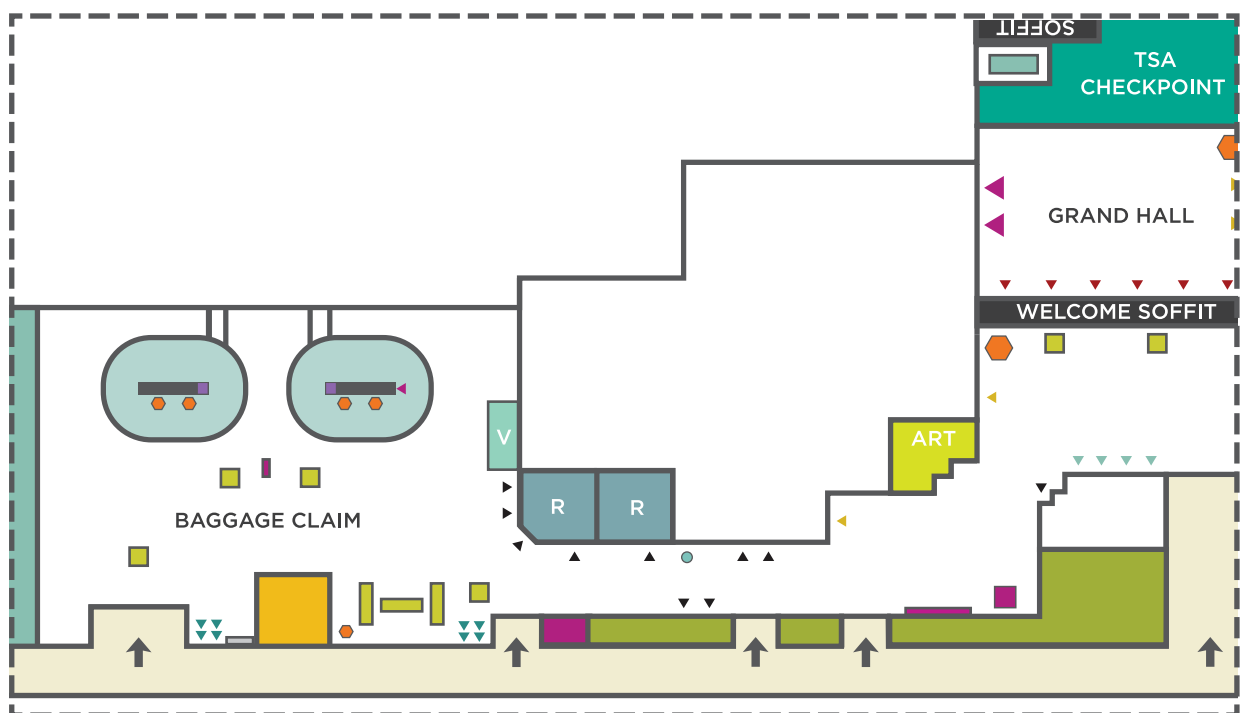
IDEAS

- Wall wrap back panel
- Decal on glass
- 3D arrangement/product display

INSTALLATION/UNINSTALLATION

Provided at no additional charge.
All displays/designs must be approved by airport marketing department before installation.

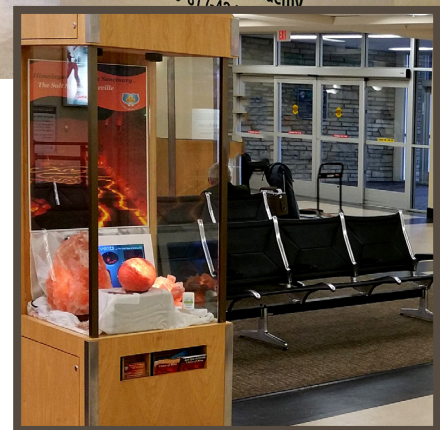
EXPERIENCE WNC DISPLAY



CAPTIVATING DISPLAYS

KIOSKS

Kiosks are a great three-dimensional way to convey your message or product to a large audience. Our kiosks can be configured to display actual product, front-lit graphics or printed graphics. Kiosks are located throughout the terminal. Brochure or "take-away" pockets are included with the kiosks, enabling customers to take information about your business.



PRICING INFORMATION

Kiosk A \$400/mo

Kiosk B \$300/mo

SPECIFICATIONS

Kiosk A Size 20.5"(w) x 42.25"(h) x 21.5"(d)
Kiosk A is LED Spot-lit with available power

Kiosk B Size 15"(w) x 28"(h) x 15"(d)
Kiosk B varies in size — dimensions based on location and availability

INSTALLATION/UNINSTALLATION

Provided at no additional charge.

All displays/designs must be approved by airport marketing department before installation.



SHORT TERM + EVENT WELCOME BANNER

Welcome your organization or event attendees to the airport with a vibrant, eye catching banner or poster. This welcome signage can be a great tool for wayfinding and giving your organization an official presence when guests arrive at the airport.

PRICING INFORMATION

Welcome Banner or Poster

ONE DAY	TWO DAYS	ONE WEEK
\$50	\$75	\$225*

*One week maximum

SPECIFICATIONS

Banner Max Width 33"(w)

Poster Max Size 24"x 36"

IDEAS

Ask about short term "terminal takeovers."

INSTALLATION/UNINSTALLATION

Provided at no additional charge.

All displays/designs must be approved by airport marketing department before installation.



SHORT TERM + EVENT BANNER + KIOSK

Temporary display areas are designated throughout the terminal for use on a short-term basis to advertise special events that are happening in the region. Messages must be approved. Approval is based partially on event size, reach, target audience and appeal to the general customer base of AVL.



PRICING INFORMATION

	ONE MONTH	THREE MONTHS
Grand Hall (Landside/Pre-Security)	\$600	\$1,400
Baggage Claim (Landside/Pre-Security)	\$400	\$1,000
Atrium (Airside/Post-Security)	\$600	\$1,500
Gates (Airside/Post-Security)	\$400	\$1,000

Custom weekly rates available

SPECIFICATIONS

Banner Max Width	33"(w)
Kiosk B	15"(w) x 28"(h) x 15"(d) Kiosk B varies in size — based on location/availability

INSTALLATION/UNINSTALLATION

Provided at no additional charge.

All displays/designs must be approved by airport marketing department before installation.

BRANDED SERVICE + CUSTOM REFILL + RECHARGE

Water bottle refill and recharge stations are located in a variety of locations in the terminal. We encourage advertisers to brand these high traffic areas with custom displays. Whether a wall wrap or another creative option, these stations are sure to attract large audiences.

PRICING INFORMATION

Recharge Station not available

Water Bottle Refill Station \$500/mo*

*Price per location

SPECIFICATIONS

Custom — vary per location

INSTALLATION/UNINSTALLATION

Additional Fees apply.

All displays/designs must be approved by airport marketing department before installation.



ALL CUSTOM IDEAS CONSIDERED
Let's discuss your creative, custom idea. We will work with you to develop creative installations and unique display opportunities.

THE DETAILS YOU NEED

Contracts

All ad campaigns require a contract between the advertiser and the Greater Asheville Regional Airport Authority. Please allow 10-14 business days for execution of a contract.

Payments

Payments are due on the first day of each month and advertisers will receive monthly invoices. A 5% discount may be applied for annual fees paid in full upon contract execution. All rates listed in this document are NET, and excluding temporary, special event and non-profit display advertising, are sold for a minimum 12-month contract. Discounted rates will be offered for longer terms. First month's payment is due with signed contract.

Advertisement Design & Production

The advertiser is responsible for all design and production costs and fulfillment. The airport provides the space for the advertisements, and coordinates the installation and maintenance of all advertisements. There may be installation or uninstallation fees associated with a display.

Advertisement Approval

All display artwork, graphics and design must be approved by the airport prior to placement. Please send a PDF file to your sales representative via email for approval.

Delivery of Materials

All materials you have produced for your display must be delivered to the airport one week prior to the start of the contract for installation. Your sales representative will coordinate dates and details with you, and make the process as easy as possible.

Customer Service

You have a dedicated airport sales representative who will provide detailed customer service throughout your airport advertising experience. As a value to you, your representative will share feedback about your advertisement, make suggestions about how to best maximize your exposure to customers, and reward you with value-added opportunities in the terminal as they become available. We want you to gain customers and brand awareness, and will work with you to maximize your airport advertising experience!




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