Harness the Power of the Community College Market to Build Your Business!
Harness the Power of the Community College Market to Build Your Business!

AACC’s membership includes over 90% of America’s community colleges, more than 1,100 institutions. Community college students represent almost half (45%) of all U.S. undergraduate students — 13 million men and women.

- 8 million degree-seeking students
- 5 million noncredit students (continuing education, certifications, etc.)

Wide-ranging community college curricula prepare in-demand professionals and technicians. These include business management and marketing, health sciences, computer and information technology, engineering technologies, security, education, skilled trades, and more.

Building a Nation of Learners by Advancing America’s Community Colleges

AACC is the national voice for the nation’s community, junior, and technical colleges – the largest and fastest growing sector of higher education. AACC’s Membership comprises 1,132 institutional Members serving 13 million students. AACC’s national and international associate members comprise higher education associations, government agencies, and corporate program participants.

AACC promotes the cause of its members through five strategic action areas:

- Recognition and advocacy for community colleges
- Student access, learning, and success
- Community college leadership development
- Economic and workforce development
- Global and intercultural education
**Integrated Marketing**

4 An integrated use of AACC’s in-print, online and in-person opportunities offers multiple touch points with community college decision makers and leads to measurable ROI.

**AACC In Print**

6 Community College Journal
Use the power of print to introduce a product, establish a brand, and drive traffic to your website. *Community College Journal* is the first publication that community college leaders turn to for information and inspiration. Make it the cornerstone of your integrated marketing plan.

10 Annual Convention Program and Exhibit Hall Guide
Attendees repeatedly refer to the *Annual Convention Program and Exhibit Hall Guide* for daily schedules and information about educational sessions, roundtables, innovations theatre, social events, and the exhibit hall. The Exhibit Hall Guide section of the book is the roadmap attendees use to navigate the exhibit hall floor and plan exhibitors they will meet. Enhance your presence at the show with an ad.

**AACC Online**

11 Community College Times
This is the source community college leaders use every day for breaking news, information, and job listings. What they want, when they want it — 24/7/365.

12 Community College Journal Digital Edition
When on-the-go community college leaders take *Community College Journal* along, links in your ad take them right to your site. High-visibility specialty units make the biggest impact.

**AACC In Person**

13 AACC’s 94th Annual Convention
Washington, D.C., April 5–8, 2014
“Great Expectations: Implementing a 21st Century Student Success Agenda”— Meet and market to decision makers from America’s community colleges.

14 Corporate Program
Through its Corporate Program, AACC directly links industry leaders to community college decision makers. The association’s Corporate Program attracts companies that provide solutions to the community college sector. AACC offers businesses the marketing expertise to engage community college leaders and secure greater visibility within our member institutions.

**General Information**

15 Contract Conditions and General Advertising Information
Integrated Marketing

Reach community college leaders efficiently and effectively with an integrated marketing strategy.

AACC provides community college leaders with access to news and information that they want, when they want it and how they want it — 24/7/365. Each medium — print, online, events — plays a special role in delivering content and each offers marketers a unique way to engage, inform, and sell.

Reach the greatest number of buyers with an integrated marketing strategy.

Because buyers arrive with built-in media preferences, that is they each choose where they will go for information — print publications, online information, or in-person events — effective marketing campaigns include all of these touch points to maximize reach and effectiveness.

Reach buyers no matter where they are on the purchasing path.

The decision to purchase a product typically does not happen the first moment buyers hear about it or see it. It is the result of awareness, understanding, and trust that builds over time. As you plan your marketing strategy, consider the way community college buyers move along the purchasing path from general interest to purchase. Reach these buyers wherever they are in their process with a fully integrated plan.

Community college leaders are your market.

The Case for an Integrated Marketing Strategy

Integrated marketing plans lead to a significantly better return on investment (ROI). In fact, an integrated marketing solution will outperform a nonintegrated approach by as much as 800%.

Source: U.S. Forrester Research

91% of B2B decision makers agree: “It’s easy for me to recognize or remember a company’s brand or products when I see messages about it in multiple media such as magazines, online or at events.”

Source: U.S. Forrester Research

In a study of convention attendees with the authority to recommend and/or purchase products/services for their organizations, 82% said they are likely to buy if they have seen a company’s advertisement or website prior to an event.

Source: Exhibit Surveys Inc.
## Community College Buyer’s Purchasing Path

<table>
<thead>
<tr>
<th>Buyer’s Disposition</th>
<th>Marketer’s Objective</th>
<th>Best Vehicles to Use</th>
</tr>
</thead>
</table>
| Seeks general knowledge about a product or service | • Introduce product or service  
• Raise awareness of product or service  
• Explain the benefits of product or service  
• Differentiate product or service from competition  
• Build brand image | • Community College Journal  
• Community College Times banner ad  
• AACC’s Annual Convention |
| Closer to buying decision, seeks specific information, wants to compare one product or service to others | • Explain the benefits of product or service  
• Differentiate product or service from competition  
• Take and maintain category leadership | • Community College Times contextual ad; sponsored content: product demos, reports; text ad  
• AACC’s Annual Convention |
| Ready to buy | • Provide information on how or where to buy  
• Close the sale | • Community College Journal ad with call to action  
• Community College Times banner ad, contextual ad, or sponsored content with link to order form or e-mail address of sales department  
• AACC’s Annual Convention |
| Using product or service | • Provide technical and customer service support  
• Promote viral marketing via satisfied buyer | • Community College Journal  
• Community College Times product demo, report, user’s guide, banner ad, contextual ad, or sponsored content with link to order form or e-mail address of sales department  
• AACC’s Annual Convention |
Nine out of 10 readers say Community College Journal helps them solve their work-related problems.

Community College Journal is the single most important publication for leaders of community colleges. They turn to it for information and insight to stay current on issues, trends, and opinions and for guidance on how to do their jobs better.

Frequency: Bimonthly  
Circulation: 12,000

- Presidents & CEOs
- Business Affairs Officers
- Chief Technology Officers
- Public Information Officers
- Academic Affairs Officers
- Student Services Administrators

Advertise in Community College Journal to...

Position the reader to be receptive to doing business with you

- INTRODUCE product or service
- RAISE awareness of product or service
- EXPLAIN the benefits of product or service
- DIFFERENTIATE product or service from competition
- TAKE and MAINTAIN category leadership

Encourage the reader to take action

- DRIVE traffic to your website
- PROVIDE information on how and where to buy
- PRESENT an offer, ask for their business, close the sale

Keep customers happy, get referrals

- PROVIDE technical and customer service support
- SEND customers to social media outlets to blog and tweet about your product or service

Take and maintain category leadership

- BUILD your brand image
- KEEP your company and its products or services top of mind
- SHOW community college leaders that you support them by supporting AACC
Loyal and Engaged Readers
Publications read on a regular basis (at least 3 out of every 4 issues)

- Community College Journal: 74%
- Community College Week: 63%
- Journal of Higher Education: 38%
- Inside Higher Education: 21%
- EDUCAUSE Review: 17%
- Education Week: 15%
- American School & University: 12%
- School Business Affairs: 5%

Readers with Purchasing Power
- Took action as a result of reading: 91%
- Have operating budget of $20+ million: 60%

Community College Journal readers are seasoned professionals.
- President, CEO, Other C-suite: 28%
- Senior Management or Other Officer: 65%
- Hold Master’s Degrees: 98%
- Hold PhDs: 63%
- Years Involved with Community Colleges (avg.): 20

From financial and facilities management to leadership development and distance learning, Community College Journal readers are prime decision makers.

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leadership Development/Career Assessment</td>
<td>63%</td>
</tr>
<tr>
<td>Student Recruitment/Retention</td>
<td>49%</td>
</tr>
<tr>
<td>Technology Management Services/Information Systems/Software</td>
<td>48%</td>
</tr>
<tr>
<td>Accounting/Financial/Asst Management</td>
<td>46%</td>
</tr>
<tr>
<td>Marketing/Public Information</td>
<td>42%</td>
</tr>
<tr>
<td>Real Estate/Facilities Management/Energy Management/Architecture/Construction/Interior Design</td>
<td>39%</td>
</tr>
<tr>
<td>Tuition/Financial Aid</td>
<td>37%</td>
</tr>
<tr>
<td>Insurance/Risk Management/Safety</td>
<td>35%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>22%</td>
</tr>
<tr>
<td>Campus Bookstore</td>
<td>22%</td>
</tr>
<tr>
<td>Food Service</td>
<td>20%</td>
</tr>
</tbody>
</table>

Employee size at AACC member institutions.

- 151-500: 40%
- 500-750: 25%
- 750+: 25%
- 1-150: 10%

AACC produces a digital version of the Community College Journal in addition to the print for community college leaders on-the-go. Turbocharge your visibility with specialty ad units available only in the digital version. These specialty units are limited, so reserve yours early. See page 12 for details.
Editorial Calendar

December/January 2014
COVER STORY: Workforce Education and Partnerships
AD CLOSE: Nov. 6 / AD MATERIALS DUE: Nov. 21
BONUS DISTRIBUTION: AACC Workforce Development Institute

February/March
COVER STORY: The Hot Button: Tackling the Toughest Challenges in Community College Advocacy
AD CLOSE: Dec. 16 / AD MATERIALS DUE: Jan. 3
FEATURES: A closer look at the most challenging and successful community college advocacy programs; Strategies for reaching out and connecting with major donors; Community college policy and advocacy agenda.
BONUS DISTRIBUTION: AACC/ACCT National Legislative Summit

April/May
COVER STORY: Annual Convention Issue/Great Expectations: Implementing a 21st Century Student Success Agenda
AD CLOSE: Feb. 18 / AD MATERIALS DUE: March 4
FEATURES: Findings from the 21st-Century Commission Implementation Teams; Stay Committed: The drive to improve college completion rates; A closer look at new community college accountability metrics; Highlighting the success of community college and K-12 partnerships.
BONUS DISTRIBUTION: AACC Annual Convention

June/July
COVER STORY: Underwater: Exploring the Depth of Student Debt
AD CLOSE: April 18 / AD MATERIALS DUE: May 2
FEATURES: Helping colleges manage student default rates; Colleges develop new ways to help students pay for college; The quest to rethink institutional roles and functions.

August/September
COVER STORY: What’s Next? The Technology Issue
AD CLOSE: June 19 / AD MATERIALS DUE: July 3
FEATURES: Six high-tech products that are poised to change the future of community college education; Building the IT infrastructure to support next-generation technologies; Checking in on advancing sustainability in community college education.

October/November
COVER STORY: Change Agents: The Hard Work of Changing Campus Culture
AD CLOSE: Aug. 19 / AD MATERIALS DUE: Sept. 3
FEATURES: Community college leaders offer advice on institutional change; Strategies for working with board members and other stakeholders; How to identify and develop leaders within your ranks; Highlighting the success of NSF ATE programs
BONUS DISTRIBUTION: NSF ATE Principal Investigator’s Conference

December/January 2015
COVER STORY: Workforce and Economic Development
AD CLOSE: Oct. 21 / AD MATERIALS DUE: Nov. 4
FEATURES: Preparing students for the global economy
BONUS DISTRIBUTION: AACC Workforce Development Institute

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E-mail: nkent@aacc.nche.edu

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E-mail: kmcdonnell@townsend-group.com

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Community College Journal
Editorial
Norma Kent, Editor
E-mail: nkent@aacc.nche.edu
## Mechanical Specifications for Display Advertising

<table>
<thead>
<tr>
<th>Space Units</th>
<th>Width</th>
<th>Depth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spread (bleed)</td>
<td>17.75&quot;</td>
<td>11.375&quot;</td>
</tr>
<tr>
<td>Spread (non-bleed)</td>
<td>14.66&quot;</td>
<td>9.75&quot;</td>
</tr>
<tr>
<td>Full Page (non-bleed)</td>
<td>7.33&quot;</td>
<td>9.75&quot;</td>
</tr>
<tr>
<td>Full Page (bleed)</td>
<td>8.875&quot;</td>
<td>11.375&quot;</td>
</tr>
<tr>
<td>1/2 Page</td>
<td>4.83&quot;</td>
<td>9.75&quot;</td>
</tr>
<tr>
<td>1/2 Page Island</td>
<td>4.83&quot;</td>
<td>7.16&quot;</td>
</tr>
<tr>
<td>1/2 Page Vertical</td>
<td>7.33&quot;</td>
<td>4.75&quot;</td>
</tr>
<tr>
<td>1/2 Page Square</td>
<td>4.83&quot;</td>
<td>3.33&quot;</td>
</tr>
<tr>
<td>1/4 Page</td>
<td>2.33&quot;</td>
<td>4.75&quot;</td>
</tr>
<tr>
<td>1/6 Page</td>
<td>2.33&quot;</td>
<td>4.75&quot;</td>
</tr>
</tbody>
</table>

## Production Requirements for Display Advertising

- **Printing:** Web press.
- **Binding:** Saddle-stitched.
- **Trim Size:** 8.375" x 10.875".
- **Keep live matter:** at least .375" from final trim. Bleed: No additional charge for bleeds.

## Materials Specifications

For optimum reproduction quality, your materials should be sent according to the following specifications. Contact Townsend Group if you have questions or concerns regarding specs.

- **Art files, layout files and all fonts** need to be provided on a Mac-formatted Zip, Jaz, CD or DVD with a color proof (PC files can be accommodated).
- **Art** should be at least 300 dpi at the desired print size and originate in Adobe Photoshop or Adobe Illustrator. Layouts should be in QuarkXpress or Adobe InDesign.
- **High-resolution press-ready PDFs or native files** required. PDFs must have fonts embedded or outlined.
- **Use Type 1 Adobe fonts. True Type fonts** cannot be used.
- **All colors should be CMYK.** Without a color proof, the publisher cannot be held responsible for the outcome of the color.
- **Screens:** 133 line screen preferred, up to 150 line screen accepted.
- **Optimum density:** is 280.
- **One hard-copy proof is required. Publisher cannot be held responsible for the outcome of ad if proof is not provided or the outcome color if a color accurate proof is not provided for color ads.**
- **Unacceptable programs include,** but are not limited to, Corel Draw, Microsoft Publisher, Microsoft Word, Power Point, Freehand and Adobe PageMaker. If you are currently using one of the above mentioned programs, try to export a hi-res PDF or EPS file with outlined fonts.

## Advertising Upload Instructions

**STEP 1:** Name the file the advertiser’s name.

**STEP 2:** Go to http://tmgftp.com.

**STEP 3:** Type in the following:

- **username:** aacc_ads
- **password:** aacc32

**STEP 4:** Follow the instructions to upload file(s).

**STEP 5:** Send an e-mail to aacc@townsend-group.com signifying that the file has been uploaded. Subject line should specify publication and advertiser name.

**STEP 6:** Send a printed, hard copy, color proof to the following address. Publisher cannot guarantee color without a supplied color accurate proof.

McMurray/TMG
Tommy Dingus
1129 20th Street, Suite 700
Washington, DC 20036
Phone: 202-331-7700

For AACC contract conditions and general advertising information, see page 15.
Drive traffic to your booth and maximize your opportunities to engage, inform and sell to community college customers by advertising in official AACC Annual Convention publications.

The Annual Convention Program & Exhibit Hall Guide provides the full convention schedule and information about educational sessions, innovations theatre, roundtables, and other networking and social events. Drive traffic to your exhibit booth with an ad in the resource that attendees will read and refer to all four days of the conference and beyond.

The Exhibit Hall Guide section of the program is the roadmap that attendees use to navigate the exhibit hall. The directory features everything the attendee needs to plan which exhibitors they’ll visit and how to find them. Support your listing with an ad that gives attendees a reason to visit your booth and learn more about what you have to offer.

**Annual Convention Program Advertising Rates**

- Full page b/w  $2,925
- Half page b/w $1,800

**AACC Exhibit and Advertising Sales**

Kevin McDonnell  
National Sales Manager  
The Townsend Group, Inc.  
2 Wisconsin Circle, Suite 900  
Chevy Chase, MD 20815  
Phone: 301-215-6710 x105  
Fax: 301-215-7704  
E-mail: kmcdonnell@townsend-group.com
News community college leaders want, when they want it!

From legislative news that impacts policy-making and thought-leader commentary that stimulates conversations with colleagues to industry information and trends, CommunityCollegeTimes.com is packed with daily and breaking news, information, career advice, and job listings.

<table>
<thead>
<tr>
<th>Average visits per month</th>
<th>22,800</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average unique visitors per month</td>
<td>16,300</td>
</tr>
<tr>
<td>Average page views per month</td>
<td>37,800</td>
</tr>
</tbody>
</table>

SOURCE: GOOGLE ANALYTICS JANUARY-MAY 2013

Advertising Rates

<table>
<thead>
<tr>
<th>Ad size</th>
<th>1x</th>
<th>3x</th>
<th>6x</th>
<th>12x</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leaderboard Banner (728 x 90px)</td>
<td>$1,080</td>
<td>$925</td>
<td>$825</td>
<td>$720</td>
</tr>
<tr>
<td>Square Banner (250 x 250px)</td>
<td>$970</td>
<td>$865</td>
<td>$755</td>
<td>$650</td>
</tr>
<tr>
<td>Skyscraper (160 x 600px)</td>
<td>$850</td>
<td>$725</td>
<td>$625</td>
<td>$500</td>
</tr>
<tr>
<td>Recruitment Text Ads</td>
<td>$350</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Advertising Specs

FLASH Specs
- Requires SWF (40k max) with click tag, and active click url
- Backup jpeg/gif recommended
- Maximum animation time—15 seconds
- Maximum Loops—5
- Recommended max frames per second (FPS) = 15 FPS
- Expanding units can be either click initiated or on rollover (with collapse on roll off)
- Audio must be initiated by user click only
- SWF file must have a click tag embedded on the ad.
  Example: getURL(_root, clickTag,"_blank");

GIF/JPEG Specs
- Maximum file size—40k
- Maximum animation time—15 seconds
- Maximum Loops—5
- An active click URL should be submitted with creative files

AACC Job Bank

Community College Times’ robust recruitment section targets community college job seekers. For a low out-of-pocket cost, place an ad in the Jobs section of the Times website and reach instructors, CEOs, deans, executive directors, and academic officers quickly. Visit www.communitycollege-times.com and click on “Post Job.”

Advertising Rates

Recruitment Text Ads $350 each
AACC produces a digital version of the Community College Journal in addition to the print for community college leaders on-the-go. Turbocharge your visibility with specialty ad units available only in the digital version. These specialty units are limited, so reserve yours early.

Advertising Rates

<table>
<thead>
<tr>
<th>Ad unit</th>
<th>Per issue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Right of Cover</td>
<td>$1,545</td>
</tr>
<tr>
<td>E-blast Sponsorship</td>
<td>$1,235</td>
</tr>
<tr>
<td>Skyscraper Banner</td>
<td>$1,030</td>
</tr>
</tbody>
</table>

Advertising Specs

Right of Cover
- Full page built to magazine specs
- File format: high resolution PDF

E-blast Sponsorship
- 180 x 150 pixels
- File format: JPEG, GIF (no animation)

Leaderboard
- 128 x 90 pixels
- File format: JPEG, GIF, animated GIF, Java

Deadlines

See print Journal deadlines.

Advertise With AACC Online to...

Build receptivity among online readers
INTRODUCE product or service
BUILD awareness
ALIGN ad with web content to target key segments

Engage the reader
LINK ad to product or service benefits
SHARE product demos, white papers, reports, case studies, videos

Encourage action
PROVIDE information on how and where to buy
PRESENT an offer, ask for their business, close the sale

Keep customers happy, get referrals
PROVIDE a link to technical and customer service support
SEND customers to social media outlets to blog and tweet about your product or service

Optimize relationship management
PROVIDE purchasing directions
PROVIDE link to technical and customer support
PROVIDE updates, enhancements
Meet with current customers and new prospects

AACC’s Annual Convention is the single most important in-person event for exhibitors and sponsors who target community college decision makers. It is one of the largest and most dynamic gatherings of education leaders, attracting presidents and senior administrators from America’s community colleges.

The convention schedule is packed with professional development programming and unprecedented opportunities for attendees to network with colleagues and to meet with exhibitors. Maximize awareness of your products or services and gain a competitive advantage by exhibiting and advertising in official convention publications.

Exhibit Booth Fees

<table>
<thead>
<tr>
<th>Booth Type</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Premium Corner Booth</td>
<td>$2,800/booth</td>
</tr>
<tr>
<td>Standard Booth</td>
<td>$2,700/booth</td>
</tr>
<tr>
<td>AACC Corporate Sponsor</td>
<td>$1,890/booth</td>
</tr>
<tr>
<td>AACC Educational Member</td>
<td>$1,680/booth</td>
</tr>
<tr>
<td>AACC Council Member</td>
<td>$800/booth</td>
</tr>
</tbody>
</table>

Each 10x10 foot booth includes pipe and drape, an identification sign, 24-hour security, a free listing in the Annual Convention Program & Exhibit Hall Guide, two complimentary base registrations, and a post-convention mailing list. Packages are also available.

AACC Exhibit and Advertising Sales

Kevin McDonnell
National Sales Manager
The Townsend Group, Inc.
2 Wisconsin Circle, Suite 900
Chevy Chase, MD 20815
Phone: 301-215-6710 x105
Fax: 301-215-7704
E-mail: kmcdonnell@townsend-group.com
The Corporate Program offers businesses a powerful and cost-effective way to reach 1,100 community colleges, the institutions of choice for nearly half of all U.S. undergraduates.

Join the Corporate Program, select the partnership package that fits your business needs, and connect directly with leaders of the fastest growing sector in higher education. Or, you may custom-tailor a partnership package that delivers the level of exposure you want—from access to the Corporate Council and sponsorship of high-profile convention events to discounted advertising opportunities.

One-on-one interactions allow you to meet potential clients and place your business in front of key decision makers.

"Today a renewed focus on the role of community colleges in education and workforce development is transforming how we deliver education. We value this opportunity to work collaboratively with AACC on programs and initiatives that help everyone—no matter who they are or what they want to do—discover their futures through learning."

JOHN F. SPEER, PRESIDENT & CEO, ELLUCIAN

2014 venue highlights include:
- Annual Convention (April)
- Annual Convention Exhibit Hall (April)
- Corporate Council (April and November)
- AACC Corporate Futures Forum (November)
Multiple Publication Discount
Community College Journal and Community College Times advertisements can be run in combination to earn frequency discount levels. Call your sales representative for more information.

Postcards and Inserts
Bind-in reply cards and inserts are accepted. Advertiser must also run a display ad. Advertisers must submit a sample to the publisher 45 days prior to publication to ensure that the card or insert meets specifications. Inserts must be supplied by the advertiser on no less than 60# and no more than 100# text stock, printed and ready for binding. Consult advertising sales representative about charges, availability, production specifications, and quantity.

Rate Accounting
Terms: 10 days from date of invoice. Frequency Discounts: Frequency discounts are based upon the number of insertions within a 12-month period. Additional space justify lower rates will be deducted from final billing. Short Rates: Advertising will be short rated if, within a 12-month period from the date of the first insertion, advertisers do not use the amount of space upon which their billings have been based. Rebates: Advertising will be rebated if, within a 12-month period from the date of the first insertion, advertisers have used sufficient additional space to warrant a lower rate. Rebate will be taken from the final billing.

Cancellations
A contract (except for covers and preferred and specified positions or incentive plan) may be cancelled on 30 days’ written notice and the rate will be adjusted to reflect the actual number of insertions. No cancellations will be accepted after the closing date. If new copy is not received by the deadline, copy from the previous issues will be repeated. Failure to provide written cancellation by the deadline will result in the advertiser being invoiced for the full cost of the insertion. Orders for special placements cannot be rescinded.

Commissions and Conditions
Agency Discounts: Recognized advertising agencies are entitled to a 15% discount on charges for space, color, and position. Discounts are given only if the invoice is paid within 45 days. In the event of nonpayment, the publisher reserves the right to hold the advertiser and the advertiser’s agency jointly and severally liable for such monies as are due and payable. No cash discounts. Nonprofit Rate: A 15% discount will be given to nonprofit organization, if so specified, on space rate. Where nonprofit discount applies, agency commission will not apply.

Copy, Contract Regulations: Liability for content of ads (text, representation, and illustration) is assumed by advertisers and advertising agencies for any claims arising therefrom against the publisher.

Contract Conditions
It is assumed that advertisers have read this rate card and agree to its conditions without any further contract or notice. AACC endorses equal employment opportunity practices and accepts only ads that are not discriminatory on the basis of race, color, sex, religion, age, national origin, sexual orientation, or physical handicap. The acceptability of an ad for publication will be based upon legal, social, professional, and ethical considerations and must be in keeping with the professional policies of the American Association of Community Colleges.

AACC reserves the right to refuse, reject, or cancel any ad for any reason at any time without liability, even though previously acknowledged or accepted. Acceptance of an ad does not imply AACC’s endorsement of the product or service advertised. AACC is not responsible for any claims made in an ad.

All camera ready copy, artwork, photographs, and negatives received will be stored for one year and then destroyed unless otherwise specified by the advertisers. AACC assumes no responsibility for lost or damaged art.

Advertisers and advertising agencies assume responsibility for all contents of advertisements printed and each represents that it is fully authorized and/or licensed to publish the entire contents and subject matter contained in its advertisements including:

- the names, portraits, and/or pictures of living persons
- any copyrighted material
- any testimonials contained in any advertisements submitted to and published by AACC advertiser and agency will also indemnity and save harmless AACC, as publisher, against all loss, liability, damage and expense of any nature arising out of the copying, printing, or publishing of its advertisement including without limitation reasonable attorneys fees resulting from claims or suits for libel violation of rights or privacy, plagiarism, copyright, and trademark infringement.

Position specifications stipulated on insertion orders will be treated as a request only and will not be binding on the publication.

Publisher shall not be liable for any costs or damages if for any reason it fails to publish an advertisement. The publisher’s liability for any error will not exceed the cost of the space occupied by the error.

The word Advertisement will be placed with copy that in the publisher’s opinion resembles editorial matter.

Failure to make insertion orders correspond in price or otherwise with the rate schedule is regarded only as clerical error and publication is made and charged for upon the terms of the schedule in force without further notice.

Advertising agency agrees to pay charges for advertising published at its direction. Rates, conditions, editorial calendar, and space units may change without notice.
AACC Exhibit, Sponsorship, and Advertising Sales
Kevin McDonnell  
National Sales Manager  
The Townsend Group, Inc.  
2 Wisconsin Circle, Suite 900  
Chevy Chase, MD 20815  
Phone: 301-215-6710 x105  
Fax: 301-215-7704  
E-mail: kmcdonnell@townsend-group.com

AACC Contacts
Carolina Zumarán-Jones  
Corporate Program Manager  
Phone: 202-416-4530  
E-mail: czjones@aacc.nche.edu

Norma Kent  
Editor, Community College Journal  
E-mail: nkent@aacc.nche.edu

Matthew Dembicki  
Editor, Community College Times  
Phone: 202-728-0200 x206  
E-mail: mdembicki@aacc.nche.edu

One Dupont Circle NW, Suite 410  
Washington, DC 20036  
202-728-0200  
www.communitycollegetimes.com  
www.ccjournal-digital.com  
www.aacc.nche.edu