

2023 EDITORIAL CALENDAR

EDITORIAL DEADLINES ARE 10 DAYS PRIOR TO PUBLICATION DATE

JANUARY

JANUARY 20 **DEADLINE: JAN. 11**
 ROP* (FRONT SECTION)..... **FINANCIAL**
 DEL/MAR/VA/DC..... **WASHINGTON, DC**
 NEW JERSEY **SOUTHERN NJ**
 PENNSYLVANIA..... **SOUTHEASTERN PA**
 RETAIL DEVELOPMENT REIMAGINED **INDUSTRY EXPERTS**
 ODM* **GENERAL CONTRACTING/SUB CONTRACTORS**
 SPOTLIGHTS **ECONOMIC DEVELOPMENT**
 **2023 FORECAST**

FEBRUARY

FEBRUARY 17..... **DEADLINE: FEB. 8**
 ROP* (FRONT SECTION) **FINANCIAL**
 DEL/MAR/VA/DC..... **DELAWARE**
 NEW JERSEY **CENTRAL NJ**
 PENNSYLVANIA..... **CENTRAL & WESTERN PA**
 RETAIL DEVELOPMENT REIMAGINED **MIXED-USE**
 ODM* **ENVIRONMENTAL/GREEN BUILDINGS**
 **PROPERTY MANAGEMENT**
 SPOTLIGHT **FAMILY OWNED BUSINESSES**

MARCH

MARCH 17..... **DEADLINE: MARCH 8**
 ROP* (FRONT SECTION).. **FINANCIAL FEATURING 1031 EXCHANGE**
 DEL/MAR/VA/DC..... **VIRGINIA**
 NEW JERSEY **NORTHERN NJ**
 PENNSYLVANIA..... **NORTHEASTERN PA**
 RETAIL DEVELOPMENT REIMAGINED **INDUSTRY EXPERTS**
 ODM* **BUILDING TECHNOLOGY**
 SPOTLIGHT **BEST OF 2022**

APRIL

APRIL 21 **DEADLINE: APRIL 12**
 ROP* (FRONT SECTION)..... **APPRAISAL**
 DEL/MAR/VA/DC..... **MARYLAND**
 NEW JERSEY **SOUTHERN NJ**
 PENNSYLVANIA..... **SOUTHEASTERN PA**
 RETAIL **INDUSTRY EXPERTS**
 ODM* **BUILDING SERVICES/SUPPLIERS**
 SPOTLIGHTS **SPRING PREVIEW**

MAY

MAY 19..... **DEADLINE: MAY 10**
 ROP* (FRONT SECTION)..... **FINANCIAL**
 DEL/MAR/VA/DC..... **WASHINGTON, DC**
 NEW JERSEY **CENTRAL NJ**
 PENNSYLVANIA..... **CENTRAL & WESTERN PA**
 RETAIL **ARCHITECTURE/CONSTRUCTION/ENGINEERING**
 ODM* **JANITORIAL/ FACILITY MANAGEMENT**
 SPOTLIGHTS. **OFFICE & INDUSTRIAL/DISTRIBUTION CENTERS**
 **MULTIFAMILY DEVELOPMENT**

JUNE

JUNE 16..... **DEADLINE: JUNE 7**
 ROP* (FRONT SECTION)..... **CREATIVE FINANCING**
 DEL/MAR/VA/DC..... **DELAWARE**
 NEW JERSEY **NORTHERN NJ**
 PENNSYLVANIA..... **NORTHEASTERN PA**
 RETAIL **RETAIL/RESTAURANTS**
 ODM* **ELECTRICAL CONTRACTING/LIGHTING**
 SPOTLIGHTS **30 UNDER 30**

*ROP-- Run of the Paper is the first section in each issue covering news for all five states offering prime advertising positioning.

*ODM-- Owners, Developers & Managers

Editorial Requirements--Press Release 350-500 words with property photo and broker photos.

Expert Articles-- 550 words with author headshot and bio.(author name and title, co. name and location)

Deadline--10 days prior to publication date.

WE HOST INDUSTRY SPECIFIC CONFERENCES

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Linda Christman | Owner/Publisher, Conference Producer

lchristman@marejournal.com | P: 781.740.2900 | Cell: 617.842.1372

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JULY

JULY 21 DEADLINE: JULY 12
 ROP* (FRONT SECTION) TAX ISSUES/ACCOUNTING
 DEL/MAR/VA/DC VIRGINIA
 NEW JERSEY SOUTHERN NJ
 PENNSYLVANIA SOUTHEASTERN PA
 RETAIL RETAIL BROKERAGE DIRECTORY
 ODM* INSURANCE/BONDING/RISK MANAGEMENT
 SPOTLIGHTS COMMERCIAL BROKERAGE DIRECTORY

AUGUST

AUGUST 18 DEADLINE: AUGUST 9
 ROP* (FRONT SECTION) INVESTMENT/MULTIFAMILY FINANCING
 DEL/MAR/VA/DC WASHINGTON DC
 NEW JERSEY CENTRAL NJ
 PENNSYLVANIA CENTRAL & WESTERN PA
 RETAIL INDUSTRY EXPERTS
 ODM* ARCHITECTS/ENGINEERS
 SPOTLIGHTS 40 UNDER 40

SEPTEMBER

SEPTEMBER 22 ... DEADLINE: SEPTEMBER 13
 ROP* (FRONT SECTION) FINANCIAL/1031 EXCHANGE
 DEL/MAR/VA/DC DELAWARE
 NEW JERSEY NORTHERN NJ
 PENNSYLVANIA NORTHEASTERN PA
 RETAIL SITE SEEKING & RETAIL SERVICES
 ODM* ROOFING/WATERPROOFING
 SPOTLIGHTS FALL PREVIEW
 APPRAISAL

OCTOBER

OCTOBER 20 DEADLINE: OCTOBER 11
 ROP* (FRONT SECTION)
 DEL/MAR/VA/DC COMMERCIAL REAL ESTATE BROKERS
 NEW JERSEY SOUTHERN NJ
 PENNSYLVANIA SOUTHEASTERN PA
 RETAIL RETAIL DESIGN
 ODM* PROPERTY MANAGEMENT
 SPOTLIGHTS WOMEN IN BUSINESS
 INSURANCE/TITLE

NOVEMBER

NOVEMBER 17 .. DEADLINE: NOVEMBER 8
 ROP* (FRONT SECTION) LENDERS DIRECTORY
 DEL/MAR/VA/DC MARYLAND
 NEW JERSEY CENTRAL NJ
 PENNSYLVANIA CENTRAL & WESTERN PA
 RETAIL INDUSTRY EXPERTS
 ODM* DESIGN BUILD
 SPOTLIGHTS THRIVING OVER 50
 PROFESSIONAL SERVICES

DECEMBER

DECEMBER 22... DEADLINE: DECEMBER 13
 ROP* (FRONT SECTION) FINANCIAL
 DEL/MAR/VA/DC VIRGINIA
 NEW JERSEY NORTHERN NJ
 PENNSYLVANIA NORTHEASTERN PA
 RETAIL MIXED-USE PROJECTS
 ODM* INDUSTRY LEADERS
 SPOTLIGHTS YEAR IN REVIEW
 COMMERCIAL REAL ESTATE LAW

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