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Docks of the Bay has seen very tangible results from our advertisements in the Record and Sentinel, and it has been integral to our business' growth and exposure in the community. The ad process was efficient and easy thanks to the knowledgeable and responsive sales and design team."

Anthony Marchetti, Docks of the Bay

From our customers:

We look to the Rappahannock Record as a resource to our community. They keep us up to date on LOCAL news and events. As a community partner it just makes sense to advertise with them. They are great to work with, and they reach the audience we need to talk to. They are a LOCAL business just like we are, and supporting local is what we are all about."

Paula Milsted, Chesapeake Bank

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And again I would like to thank you for being so responsive and helpful each and every time I have emailed you. I was very grateful for the guidance and support and I know I had more than the usual amount of questions. You answered with great professionalism and patience for a newby.

"We just moved here from Richmond and we are avid readers and feel appreciative of the Record which we purchase every Thursday morning.

"Great working with the RRecord thanks to you and your great attitude and quick responses."

Holly Archard



The Rappahannock Record is an exceptional local weekly publication. The articles are timely, informative, and well written. I can hardly wait to get home on Thursday to read about all the happenings within our home town communities. Keep up the great work!"

Judy Harvell, Kilmarnock



I guess classified ad success really depends on if you're selling what someone needs. But even if you are, the more people who see the ad, the greater your chances of success. That's why I wanted the two ads that I recently placed to go into the Record. I felt it was the paper that would increase my chances of selling the items. And it did. Both ads had two calls almost immediately when the paper came out and I sold the items in both ads within a couple of days."

Theresa Martz, Lottsburg



We love our weekly Rappahannock Record and read it from cover to cover!"

Todd & Mary Repass



Thank you for working so hard on our ad for Circa Estate Sales. We brought a ton of people. You gave us great visibility. We're really tickled. Thank you so much!"

Patti Lockridge

About the Rappahannock Record

Who are we?

We are a private, family-owned newspaper, committed to preserving our legacy and local journalism.

The Record started and has remained at 27 North Main Street in Kilmarnock, Virginia and we are proudly in our 109th year of publication. We serve Lancaster and Northumberland counties in Virginia's Northern Neck region.

There is no other local entity with trained, and award-winning reporters to gather and report local news affecting our citizens and serve as a watchdog over local government.

The Record is printed weekly, each Thursday. We are continuously evolving to meet readers where they are—on websites, mobile apps, and our electronic edition, while still providing accurate news about our community that our readers and advertisers can trust.



What do we do? WE CONNECT.

The Rappahannock Record is THE trusted bridge to making connections with our community.

We connect people with their neighbors, businesses and local organizations and provide a platform for highlighting the past, present and future of our community.

Our mission is to foster a sense of shared identity by informing our readers and strengthening our community. The Rappahannock Record provides a connection to the community that no other source can.

We successfully produce printed and digital products that help businesses reach the customers who keep them open, and that help local citizens stay informed with facts needed to make good decisions.



Rappahannock Record Inc.

27 N. Main St., PO Box 400, Kilmarnock, VA 22482 Phone: (804) 435-1701 + Fax: (804) 435-2632

SERVING OUR COMMUNITY FOR OVER 100 YEARS

Dear Advertiser:

Thank you for considering the Rappahannock Record to help spread the word about your business in the Northern Neck area. With a current circulation of 5,278 papers each week, reaching an audience of about 12,139* readers, we are one of your most important marketing assets in this area.

While many daily papers are experiencing a decline, survey after survey shows that local weekly newspapers like ours remain the most trusted source of local news and advertising in small town America. There are no local TV stations or trained journalists in any other local media to do the job the Rappahannock Record does.

A Local Newspaper Study conducted in 2023 for America's Newspapers by Coda Ventures in Nashville shows that local papers like the Rappahannock Record remain an important part of people's lives. The study found that 8 out of 10 Americans read print or digitally accessed newspaper content every month. The local paper is also important for those who shop in our area. Almost 6 out of 10 said they use newspaper advertising to help them decide what brands, products and local services to buy.

*An earlier survey shows that each community newspaper is shared among 2.3 family members or friends.

Call Susan or Marilyn today and let us put your advertising in front of an audience you need, LOCAL citizens who buy and read the Rappahannock Record every week!

Sincerely,

Frederick A. Gaskins, General Manager

P.S. You can expand your reach to include another 6,325 readers in Middlesex County and adjacent areas by placing your advertisement jointly in the Record and the Southside Sentinel in Urbanna. In addition, advertising space is available on our website, RRecord.com, in special interest supplements throughout the year, and in The Rivah Visitor's Guide, published monthly May through November. Details and discounted combination rates can be found on the following pages.

ADVERTISING CONTACTS:

Susan Graves, Manager, extension 15, SusanGraves@RappRecord.com *Marilyn Bryant*, extension 11, Marilyn@RappRecord.com

RAPPAHANNOCK RECORD

27 N. Main Street P. O. Box 400, Kilmarnock, Virginia 22482 (804) 435-1701, FAX (804) 435-2632 Email address: mail@rapprecord.com

Website: www.RRecord.com

1. PERSONNEL

Frederick A. & Elizabeth Lee C. Gaskins, Publishers Susan Simmons, General Manager (susan@rapprecord.com) Kate Oliver, CPA, General Manager (kate@rapprecord.com) Robert D. Mason Jr., Editor (editor@rapprecord.com) Susan Graves, Advertising Manager (susangraves@rapprecord.com) Lisa Donant, Accounts Manager (Idonant@rapprecord.com) Michelle Smith, Circulation Manager (michelle@rapprecord.com)

2. REPRESENTATIVES

Virginia Press Services
4860 Cox Road, Suite 150
Glen Allen, VA 23060
(804) 521-7570

• American Newspaper Representatives Inc.

2075 W. Big Beaver Rd.

Troy, MI 48084

1-800-550-7557

3. COMMISSIONS AND TERMS OF PAYMENT

Local retail rate is non-commissionable. National rates only are commissionable (see 4c). Terms: Net 30. Local retail rates apply to local retail and service establishments dealing directly with consumers in our circulation area.

A service charge of 3% per month is added to unpaid accounts.

4. ADVERTISING RATES

a. Retail Advertising Rate (Non-Commissionable)

Open Rate (1-59 inches in one calendar month): \$10.50 per col. inch.

b. Monthly

Quantity rates per calendar month

(accounts must be paid within 30 days of billing to receive these quantity discounts):

Col. inches per month	Col. inch rate
60-119	\$10.25
120-249	\$10.00
250-500	\$9.75
Over 500	\$9.50

c. National Advertising Rate (Commissionable)

\$12.50 per column inch (commissionable). 18% allowed to recognized advertising agencies. Ads must be submitted electronically, preferably in the PDF format with all fonts embedded and photos downsampled to 200 dpi.

d. Special Tabloid

Special sections* are printed in several issues throughout the year in tabloid form (see page 6). These appear in combination with the Southside Sentinel with additional free circulation. Quantity discounts do not apply for these sections. No commissions.

Special section advertising rate.....\$19.25 per col. inch

*Bay Heritage is printed on premium coated paper. Contact an advertising representative for sizes and 2026 rates for this special section.

Retail Advertising Rates Effective January 1, 2026

e. The Rivah Visitor's Guide

A seasonal tabloid jointly published by the Rappahannock Record and the Southside Sentinel. An average of 17,000 free copies are circulated in the Northern Neck and Middle Peninsula each month through restaurants, motels, gift shops, marinas and other retail outlets.

The Rivah Visitor's Guide advertising rate.....\$21.00 per col. inch

f. Preprint Rates

Up to 8 page tabloid or 4 page broadsheet, \$70m (net)

12 page tabloid or 6 page broadsheet, \$73m (net)

16 page tabloid or 8 page broadsheet, \$76m (net)

For each additional 4 tabloid pages or 2 broadsheet pages, add \$3 (net) to the cpm.

The following frequency discounts are available on an annual contract basis:

13 weeks per year	5 percent discount	
26 weeks per year	10 percent discount	
51 weeks per year	18 percent discount	
Please call for maximum/minimum sizes and shipping instructions.		

g. Sticky Notes and Section Front Ads

Strip ads at the bottom of section fronts and Sticky Notes applied on the front page are available. Call for prices.

h. Combination Rates

In combination with the weekly Southside Sentinel, Urbanna.....\$9.25 col. inch, each paper

i. Color Rates

Full color, ROP (net): Up to 30 col. inches, \$70; 31-60 inches, \$100; 61-90 inches, \$135; 91-120 inches, \$170; 121 inches or more, \$200.

Full color, ROP (net) in combination with the Southside Sentinel (fee applies to each paper): Up to 30 col. inches, \$35; 31-60 inches, \$50; 61-90 inches, \$67; 91-120 inches, \$85; 121 inches or more, \$100.

5. SPECIAL SERVICES

- **a.** Proofs will be delivered or emailed if requested, providing all copy has been submitted by deadline. Second proofs and all other ads will be available for proofing at the Record office or via email.
- **b. Tearsheets**, if requested, will be provided to all advertisers via email at no charge. For paper tearsheets and/or certificates of publication the fee is \$8.00 per advertisement.
- **c. www.RRecord.com** is our website. It contains highlights from the weekly paper and all classified advertisements. It is also the portal for subscribing to the replica e-Edition and archived copies of the Record in pdf form. The e-Edition is available for \$30.00 per year and may be viewed on computers, tablets or smart phones. Online display advertising opportunities are available. Call us for details or check out our rates on page 11.

6 • Rappahannock Record Media Information Kit

6. SPECIAL SECTIONS

Front Line (Honoring First Responders)
. Bay HealthStyles
. Windows on the Bay (Home & Garden)
. Graduation
. Bay Heritage
. Holiday Greetings

Inquire about special interest pages during the year on subjects such as festivals, holidays, etc. Most of these pages carry advertising at the regular retail advertising rate.

The Rivah Visitor's Guide

Publication dates for 2026 are: April 23, May 21, June 25, July 30, August 27, October 1, November 19

7. ROP DEPTH REQUIREMENTS

- a. Standard page: Minimum display advertisement: 1 column x 1 inch. Advertisements over 19 inches deep will be billed full column depth.
- **b. Tabloid page:** Minimum display advertisement: 1 column x 1 inch. Advertisements over 10 inches deep will be billed at full column depth.

8. COPY REGULATIONS

- a. We reserve the right to insert the word "paid advertisement" in all ads, especially all-copy ads which may be mistaken for news articles.
- b. Liability for errors in advertisements shall not exceed the cost of the space occupied by the error. We will provide a correction letter if we have failed to correct errors clearly marked by the advertiser on return proofs. The newspaper must be advised of errors within 2 days after the ad is published.
- **c.** All advertising accepted is subject to the approval of the publisher. We shall have the right to revise or reject in whole or in part any advertisement.
- **d.** \$60 per hour will be charged for any ad canceled after half or more has been produced and for substantial changes in proofs.
- e. Every effort will be made to meet reasonable position requests. Priority is based on the quantity of space purchased. Failure to meet these requests will not constitute cause for adjustments, refund or rerun.
- f. Advertisements, articles or other materials copyrighted by the Rappahannock Record may not be reproduced in exact or substantially similar form without the written permission of the publisher of the Rappahannock Record.

9. CLOSING TIMES (Deadlines)

Closing time for all ads is 5 p.m. every Monday. For ads requiring proofs, large ads or ads with difficult composition, the deadline is noon Friday. For issues in weeks with a holiday, the deadline is one working day earlier.

10. MECHANICAL MEASUREMENTS

a. Printing method: Offset. PDF, TIFF or JPEG files are preferred. **b. Electronic submissions:** The preferred method of receiving advertisements is the Portable Document Format (PDF) with all fonts embedded and photos downsampled to 200 dpi. Please call for more details. *To receive a copy of the detailed pre-press guidelines, contact an advertising representative.*

c. Standard ROP page size (6 columns): Size of printed area: 10.955 inches (wide) x 19.6 inches (deep).

Cols.	Inches Wide	Cols.	Inches Wide
1	1.7217"	4	. 7.2617"
2	3.5683"	5	9.1083"
3	5.415"	6	10.955"

- d. Double Truck (two facing pages across gutter): 22.91 inches wide x 19.6 inches deep. Billed as 13 columns wide.
- e. Tabloid Size (special sections and The Rivah Visitor's Guide). Column sizes remain the same and there are 5 columns per page. Size of printed area: 9.1083 inches (wide) x 10.95 inches (deep).

11. SPECIAL CLASSIFICATIONS

- **a. Political Rate:** Card rate as earned, payable in advance. Political ads must conform to all state and federal requirements, including disclaimer statements.
- **b. Position Charges:** Position cannot be purchased nor committed, but ads will be placed in best position to accommodate requests. *Priority is based on quantity of space purchased.*
- **c. Charity Rate:** Civic clubs, churches, fire departments, public libraries and charitable groups consisting primarily of volunteers: \$9.50 per column inch.
- **d. Business Directory:** \$9.25 per col. inch (8-week run); \$8.25 per col. inch (12-week run and over). The deadline for submission is 5 p.m. Friday.
- **e. Church Directory:** Listing of services and contact information. Up to 10 lines, \$5.25 per week; up to 15 lines, \$7.25 per week.

12. CLASSIFIED RATES (net)

No refunds are issued for classified ads.

- **a.** Up to 25 words: First week \$9.50, each additional week \$8.50. 13 week special \$75. \$.38 per word for ads over 25 words.
- **b.** Joint rate with Southside Sentinel, Urbanna (fees apply at each paper): Up to 25 words: First week \$8.50, each additional week \$7.50. 13 week special \$60. \$.34 per word for ads over 25 words
- **c.** Custom classifieds (those with centered or blank lines, special type styles), Legals, Notices, Resolutions, Memorials . . . \$2.00 per line (9 line minimum).
- **d.** Classifieds placed under the following classifications are payable in advance: Personal, Card of Thanks, Moving/Yard Sales, In Memoriam, Work Wanted.
- e. Classified deadline: Noon Tuesdays. Order online 24/7 at www. rrecord.com or email orders to classifieds@rapprecord.com.
- f. All classified advertisements are also included on our website.
- g. These add ons are available: Photo \$20/week; Banner \$10/week; Bold \$1/word; Border \$10/week; Proof of Publication \$8/week; Highlight \$15/week; Underline \$1/word; Uppercase \$1/word.

13. CIRCULATION

No refunds are issued for subscriptions.

The Record, established in 1916, covers Lancaster, Northumberland and lower Richmond counties in the Northern Neck. Circulation: 5,278 every Thursday except the last week of December, when no paper is published. Cost: \$1.50 single copy. Subscription prices: \$40 per year in the counties of Lancaster, Northumberland and Middlesex. \$51 per year elsewhere. \$46 per year for part-time residents changing to a nonlocal address for more than three months. \$38 for students (mailed September through May). Add e-Edition access for \$1 per month. e-Edition only: \$30 per year.

Expand your coverage

by advertising in both the Record and the Southside Sentinel in Urbanna.



from Kilmarnock to Urbanna, from Deltaville to Reedville, Lancaster, Middlesex, Northumberland counties & beyond!

Our special Combination Ad Rate

gives you an audience of over **12,139** readers* in the Rappahannock Record, Kilmarnock, and over **6,325** readers* in the Southside Sentinel, Urbanna.

PLUS: You save over 12% when compared to open rates in each paper!

Record: 804-435-1701

Sentinel: 804-758-2328



per column inch rate: \$10.50

Custom ad design included • Quantity discounts are available

Kilmarnock • Virginia RAPPAHANNOCK RECORD 6 col. x 20" Full Page 10.955" x 19.6" \$1,260

4 col. x 8"

7.2617"x 8"
\$336

6 col. x 10"
Half Page
10.955" x 10"
\$630

Sample Ad Sizes Rappahannock Record

Kilmarnock • Virginia RAPPAHANNOCK RECORD

2 col. x 4" 3.5683" x 4" \$84

3 col. x 8"

5.415" x 8" \$252

5 col. x 6" 1/4 Page

9.1083" x 6" \$315 Kilmarnock • Virginia RAPPAHANNOCK RECORD **2 col. x 10"** 3.5683" x 10" \$210 1 col. x 3" 1.7217" x 3" \$31.50 3 col. x 3" 5.415" x 3" \$94.50 3 col. x 5" 5.415" x 5" 2 col. x 2" \$157.50 3.5683" x 2" \$42

2026 Supplements and Special Sections Deadlines



FRONT LINE

A salute to community first responders

Jan. 16 Advertising deadline Jan. 29 Publication date

Supplements are inserted into both the Rappahannock Record and Southside Sentinel



BAY HEALTHSTYLES

Health and wellness

Feb. 13 Advertising deadline Feb. 26 Publication date



WINDOWS ON THE BAY

Home, garden and real estate

Mar. 13 Advertising deadline Mar. 26 Publication date

Supplements to the Rappahannock Record are winners!

The annual Virginia Press Association News Contest consistently recognizes various publications on the 'basis of writing quality, depth of coverage, selection and use of pictures or artwork and continuity of design'.



BAY HERITAGE (premium glossy publication)

People, places and traditions

Sept. 4 Advertising deadline Sept. 24 Publication date



SEASON'S GREETINGS

Holiday greetings and letters to Santa (Special Section)

Dec. 16 Advertising deadline Dec. 23 Publication date

Most supplements can accommodate any size ad from 1 col. x 1 inch to 5 col. x 10.955 inches. Refer to The Rivah Vistor's Guide ad sizes on page 11 for samples.

Digital Advertising

EXTEND YOUR REACH!

Advertise on the Rappahannock Record's Website

RRecord.com

averaging over 46,000

page views per month!

Top of home page banner

1150 pixels X 140 pixels\$400/month

Splash banner (prominent placement under top photo)

728 pixels X 100 pixels......\$100/weekly

Middle home page banner

728 pixels X 100 pixels......\$300/month

Pop-up on home page (one time per session)

50k or less...... \$150/week

Home page rotating medium rectangle

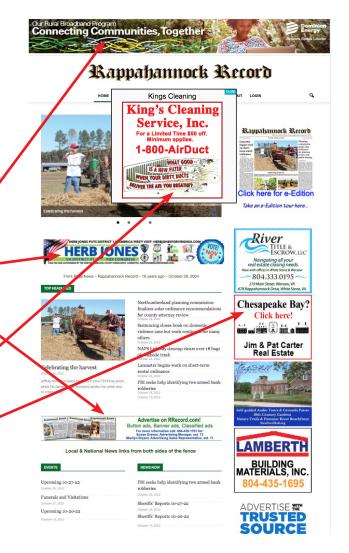
300 pixels X 250 pixels.....\$200/month

Targeted page medium rectangle

300 pixels X 250 pixels......\$100/month

Pop-up for category page (one time per session)

50k or less......\$150/month Classified section\$100/month



Special Discounts * within same

Classified Section		
Bold words Make bold words in your classified ad\$1per word/week		
Highlight With a yellow box\$15/week		
Online photo Add a photo to your classified ad\$20/week		
Also available for classifieds printed in the paper		

With Any Print Ad	With SSentinel.com or RivahGuide.com
Medium rectangle \$150 (monthly)	\$150
Middle Banner \$150 (monthly)	\$180
Splash Banner \$90 (weekly)	\$90

Other digital advertising oportunities are available for

RivahGuide.com and SSentinel.com

View The Rivah Visitor's Guide and Southside Sentinel media kits or contact an advertising representative for options and prices.



The Rivah Visitor's Guide

A *free* guide to the Northern Neck and Middle Peninsula-from the Potomac to the York Rivers.

The perfect marketing tool for any business serving tourists, weekenders, and locals.

2026 Publication Schedule -

May: on stands April 23 ad deadline April 10 **Iune:** on stands May 21 ad deadline May 8 *Iuly:* on stands June 25 ad deadline June 12 August: on stands July 30 ad deadline July 17 September: on stands August 27 ad deadline August 14 Fall: on stands October 1 ad deadline September 18 Holiday: on stands November 19 ad deadline November 6

The Rivah Visitor's Guide serves Virginia's Chesapeake Bay region including Essex, Gloucester, Lancaster, Mathews, Middlesex, Northumberland, Richmond, and Westmoreland counties and beyond.

Each issue includes:

- Dining guide
- Restaurant reviews
- Community events calendar
- Attractions

- Museums and historic sites
- Arts and music
- Boating
- Fishing
- Golf

- Camping
- Lodging
- Family diversions
- Feature articles written by our team of award winning journalists

Your advertising message will be effectively targeted to a large number of readers.

- **up to 20,000** copies each month will be delivered to hundreds of newsstand locations and blue Rivah boxes! Including: Convenience stores, restaurants, gift shops, motels, supermarkets, marinas, etc.
- Readers can subscribe for free to view the **e-Edition** of our visitor's guide on computers, tablets and phones from our website: **RivahGuide.com**.

Locals, weekenders and visitors of all ages pick up The Rivah Visitor's Guide each month to enjoy our creative and informative feature articles and **keep it** as a comprehensive resource for dining, events, attractions and services in the region. Don't miss this opportunity to reach them!



* Discounts and rates will be adjusted for ads that do not run in scheduled multiple issues.

Special discounts

The more you advertise, the more you save!

(10 column inch minimum)

any two issues: \$20 per col. in.
any three issues: \$19 per col. in.
any four issues: \$18 per col. in.
any five issues: \$17 per col. in.

• all six issues: \$16 per col. in.

• all seven issues: \$15 per col. in.

* Pick-up rate: For your same ad to run within 30 days in the South-side Sentinel or Rappahannock Record: \$9.25 per col. in.

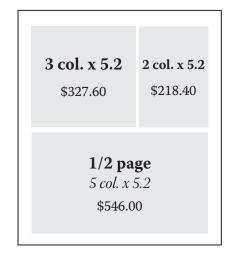


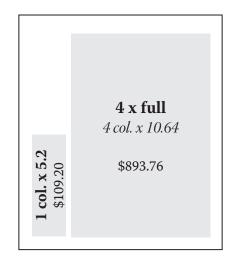
The Rivah Visitor's Guide 2026 Ad Sizes

per column inch rate: \$21

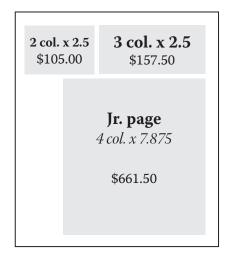
Custom ad design included

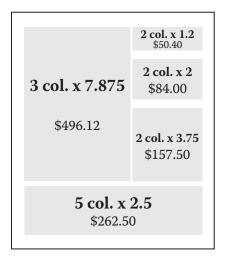
Full page
5 col. x 10.955
\$1,150.27





3 x full 2 x full 2 col. x 10.64 \$670.32 \$446.88





Column Widths

One column: 1.7217 Two columns: 3.5683 Three columns: 5.415 Four columns: 7.2617 Five columns: 9.1083

Column Heights

10.64	3.75
7.875	2.5
5.2	1.2

Color Rates

up to 30" \$70 *more than 30"* \$100

Premium placement glossy advertising

Back page: Full page color/

glossy: \$1,685.28

Inside front page: Full page color/glossy: \$1,480.28 Inside back page: Full page color/glossy: \$1,365.28

Other glossy sizes may be available



Front Page Sticky Notes:



Contact your ad rep for pricing and other details about banners and sticky notes.
804-435-1701

Front Page or Section Front Banners:

99% OF ALL BUSINESSES ARE CELEBRATING CELE

Rappahannock Record PRINTS MORE THAN

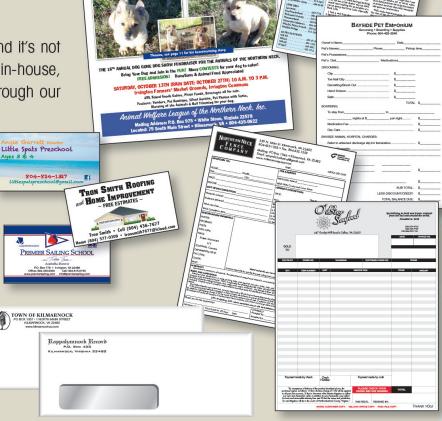
NEWSPAPERSI

DOG GO

The Rappahannock Record offers full color copying and printing. We can create what you need or print directly from your files. Examples of our most popular print orders are business cards, printed envelopes, carbonless double and triple forms, flyers and posters.

If you can dream it up and it's not something we can do in-house, we can find it for you through our printing vendors.

Here are a few samples of printing work we have created for our customers.



For all of your printing and copying needs, contact Stephanie Feria at the Rappahannock Record at 804-435-1701 ext 26 or stephanie@rapprecord.com.

Contact Our Advertising Department Today!



Susan Graves
Advertising Manager
SusanGraves@RappRecord.com
804-435-1701 ext. 15



Marilyn Bryant
Advertising Representative
Marilyn@RappRecord.com
804-435-1701 ext. 11

















We Cover The Rivah Front!