

CROSSROADS-T@WNE CENTER

2020 Marketing



Ongoing Marketing Initiatives

Website

ShopCrossroadsTC.com offers the latest center information, including an interactive directory, store and restaurant descriptions and hours, events, sales and promotions, and more. Below are opportunities to feature your store or restaurant at no cost (unless otherwise noted). Please email updates to Karli Adam at kadam@vestar.com.

- Jobs: If your store or restaurant is hiring, send the position title(s) along with job description(s), requirements and how to apply.
- Web Banner: Banner ads are featured on the right-hand side of all ShopCrossroadsTC.com pages. Costs may apply.
- Happy Hour: Feature your restaurant's happy hour, specials and other time-sensitive promotions here.
- Sales & Promotions: Send store/restaurant sale and promotion details and artwork (if available).

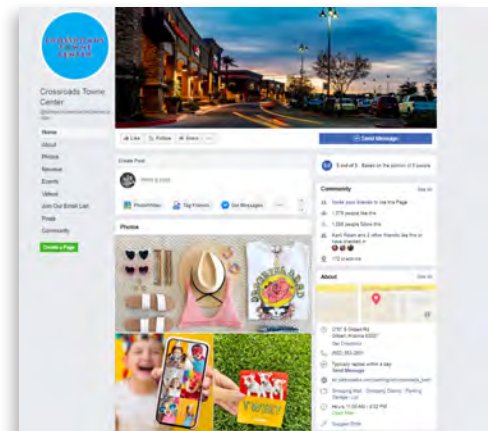


Also, please check your store or restaurant information (including phone number, hours and description) featured on ShopCrossroadsTC.com to ensure all content is correct. If changes are needed, email Karli at kadam@vestar.com.



Social Media

Crossroads Towne Center reaches thousands of people through Facebook and Instagram. From the latest center news to upcoming sales and promotions, we're always looking for fun facts and happenings to share with our followers. Help keep us in-the-know and build buzz for your store or restaurant through the center's Facebook and Instagram pages. Please send news, specials, events, promotional copy and images (if available) to Karli at kadam@vestar.com. Keep in mind we will only post professional photos without text and graphics on our social media pages.



Complimentary Advertising Opportunities

Seasonal Direct Mail Coupons

Crossroads Towne Center will create and promote special coupons through direct mail and online. The mailer will be distributed to 15,000 homes surrounding the center during back-to-school and holiday seasons. All stores and restaurants are invited to include a coupon at NO cost.

Season	Distributed	Deadline to Confirm Participation
Back-to-School	late-July 2020	June 15th
Holiday	mid-November 2020	October 1st

Please confirm participation by designated due dates. For details, contact Karli at kadam@vestar.com or (602) 553-2706. Crossroads Towne Center reserves the right of final approval.



Seasonal Website and Social Media Advertisements

Crossroads Towne Center will create dedicated promotions for key seasonal holidays that will be promoted on the website, social media and through a custom E-blast. All stores and restaurants are invited to include an offer at no cost.

Season	Posted	Deadline to Confirm Participation
Valentine's	February 10th	January 31st
Mother's Day	May 1st	April 1st
Father's Day	June 8th	May 8th
Summer	July 1st	July 1st
Thanksgiving	November 18th	November 9th
Holiday	December 14th	December 4th

Please confirm participation by the designated due dates. For details, contact Karli at kadam@vestar.com or (602) 553-2706. Crossroads Towne Center reserves the right of final approval.

Advertising Opportunities for Purchase

Custom Merchant E-blasts

Looking for a direct way to advertise to opt-in users? A Custom Merchant Email Blast provides your location the opportunity to highlight a seasonal offer, special event or promotion.* Crossroads Towne Center continues to grow their database through monthly Enter-to-Win promotions that require guests to submit their name and email to be considered.

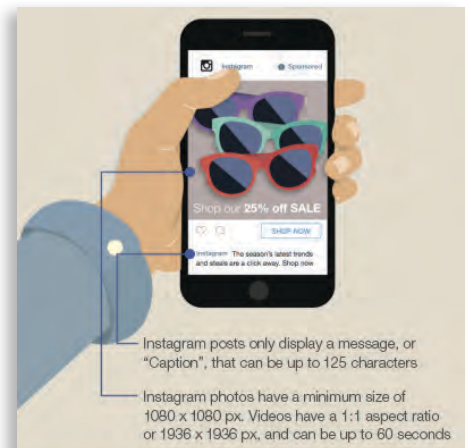
- Specs: E-Blasts should be produced with the following specifications: Image size: 700 pixels wide by no more than 1,000 pixels high, 72 dpi, RGB. Format: JPEG or GIF.
- Please include a click through button (ex: Learn More), so guests are more inclined to click the ad to receive more details (link to be designated based on promotion).

Social Media Advertising

Ads are served up to Facebook and Instagram users based on user activity, demographic information, device use information, advertising and marketing partner-supplied information. Ads are different from an average Facebook or Instagram post. Space is based on availability. Tenants must provide an image and copy for the advertisement. Artwork must be submitted two weeks prior to ad run date. Artwork must be hi-resolution and saved as .jpg or .png. To get the most exposure from your ad and to ensure your ad gets approved to run through Facebook and Instagram, please limit text on the image to less than 20% and instead include the text in the description/caption.*

- Specs for **Facebook**: Headline: 45 characters. Description: 30 characters. Image size: 1200 x 628 pixels. Image ratio: 1.9:1
- Specs for **Instagram**: Caption: up to 125 characters. Image size: 1080 x 1080 pixels or 1200 x 628 pixels (the typical Facebook ad image size). Max. file size: 30 MB

*The cost to participate is \$500 plus tax per option. Tenants who participate in Lease Required Advertising are entitled to 4 advertising opportunities per year at no additional cost. For details, contact Karli at kadam@vestar.com or (602) 553-2706. Crossroads Towne Center reserves the right of final approval.



Advertising Opportunities For Purchase

Overhead Center Audio Ad Messages

(choice of 2 consecutive months)

Audio messages can be heard throughout the center and are a creative way to speak to customers. Tenants may provide 75-80 words of copy for the marketing department to produce or a pre-produced mp3 audio file.*

22" x 28" Signage (choice of 1 month – includes (4) one-sided posters)

Free standing signage is displayed throughout the center. Contact the marketing department for details. Space is based on availability. Artwork must be approved two weeks prior to display date.*

- Specs: 22" wide x 28" tall, graphics and text should be kept within 19" x 25", 100 dpi minimum resolution for images, full color, pdf format.
- Printing: 10 mil (255 g/m2) thick paper is recommended. 2mm Coroplast is also acceptable. Note that other substrates are prone to warping in hot weather. Fade-resistant ink (UV-curable, solvent or pigment based) recommended. Tenant is responsible for printing four posters or paying for print cost.

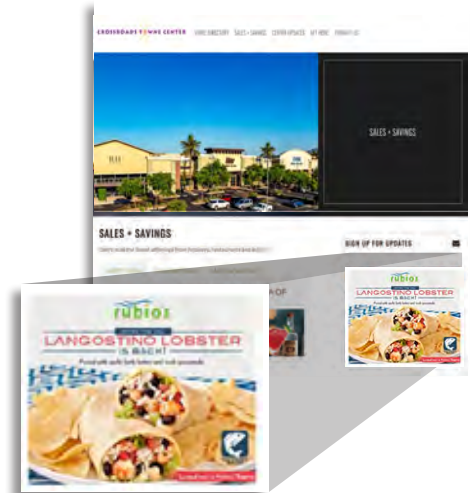


ShopCrossroadsTC.com Web Banner Advertisement

(choice of 3 consecutive months)

Rotating web banners appear on every page of ShopCrossroadsTC.com. Tenants may provide an image and copy for the marketing department to design or submit a pre-created ad. Specifications for art are 700 pixels wide x 585 pixels high, jpg format.*

*The cost to participate is \$500 plus tax per option. Tenants who participate in Lease Required Advertising are entitled to 4 advertising opportunities per year at no additional cost. For details, contact Karli at kadam@vestar.com or (602) 553-2706. Crossroads Towne Center reserves the right of final approval.



Contact Information

PROPERTY MANAGEMENT

Tim Ray

Property Manager

2000 E. Rio Salado Parkway

Suite #1150

Tempe, AZ 85281

Phone: (602) 553-2703

Fax: (480) 966-5445

Email: tray@vestar.com

Shannon Zubert

Assistant Property Manager

2000 E. Rio Salado Parkway

Suite #1150

Tempe, AZ 85281

Phone: (602) 553-2663

Fax: (480) 966-5445

Email: szubert@vestar.com

MARKETING

Emilie Andrews

Regional Marketing Director

2000 E. Rio Salado Parkway

Suite #1150

Tempe, AZ 85281

Phone: (602) 553-2664

Fax: (480) 966-5445

Email: eandrews@vestar.com

Karli Adam

Marketing Manager

21001 N Tatum Blvd.

Suite: #46-1515

Phoenix, AZ 85050

Phone: (602) 553-2706

Fax: (480) 563-1829

Email: kadam@vestar.com





2020 Advertising Opportunities Participation Form

Store Name: _____

Contact Person: _____

Title/Position: _____

Telephone: _____ Fax: _____

E-mail (required for proofs of marketing material): _____

Please choose which opportunities you would like to participate in and return to Karli Adam by June 15, 2020:

___ Custom Merchant Email Blast (choice of one send date) – \$500 plus tax

___ Social Media Advertising (choice of Facebook and/or Instagram for 1 month) – \$500 plus tax

Month requested _____ Facebook only Instagram only Both Facebook and Instagram

___ Overhead Center Audio Ad Messages (choice of 2 consecutive months) – \$500 plus tax

Months requested _____ and _____

___ 22" x 28" Center Signage (4 one-sided posters, choice of 1 month) – \$500 plus tax – Does not include the cost of printing

Month requested _____

___ www.ShopCrossroadsTC.com Web Banner Advertisement (choice of 3 consecutive months) – \$500 plus tax

Months requested _____, _____ and _____

All opportunities are subject to space availability. It is the responsibility of the tenant to fulfill the selected advertising options and submit artwork no later than 3 weeks prior to the 1st of the month that is selected.

Financial Responsibility and Terms

- Payment is due within 30 days of advertisement date.
- Slow and partial payments will result in tenant's account being placed on "Credit Hold."
- A late payment fee, per tenant's lease, will be charged on any past due amounts.
- Tenant shall assume liability for all reasonable collection agency fees, attorney fees and court costs related to the collection of amounts due to Vestar. Except as provided below, tenant agrees to indemnify and hold harmless Vestar CTC Chandler, LLC, its owners, employees and agencies from any claim arising from approved advertising. In the event of a material error by Vestar, liability will be limited to the cost of the advertising space containing the error. All claims to be asserted by the tenant in connection with participation in the lease required advertising pieces may be made in writing within thirty (30) days of distribution of the piece or they are forever barred.

Vestar reserves the right to refuse any advertising as determined at the sole discretion of Vestar. Tenant has read, acknowledges, and understands the attached information outlining the advertising, rates, material requirements and payment policies.

Authorized Signature: _____ Date: _____

PLEASE RETURN VIA E-MAIL, FAX OR MAIL TO THE VESTAR MARKETING DEPARTMENT:

Vestar Marketing Department
ATTN: Karli Adam
21001 N Tatum Blvd, Suite 46-1515
Phoenix, AZ 85050
Phone: (602) 553-2706, Fax: (480) 563-1829, Email: kadam@vestar.com

