



e l e m e n t

Life is jazz, Love is key, Design is the bone of Creation.

John Phillip Davis, Chief Creative



2021 MEDIA OVERVIEW

**Architects, Owners and Developers are involved
in the financing, creation, maintenance of many
building types.**

Airports

Education - K-12, Colleges, Universities

Government

Healthcare

Hospitality

Hotels

Multifamily/Mixed-Use

Office

Recreational

Restaurants

Retail

Sports Facilities

Shopping Centers



commARCH
is obsessed with early to mid-career
architects and owners/developers

The brand has a **premium** feel,
just like your own.

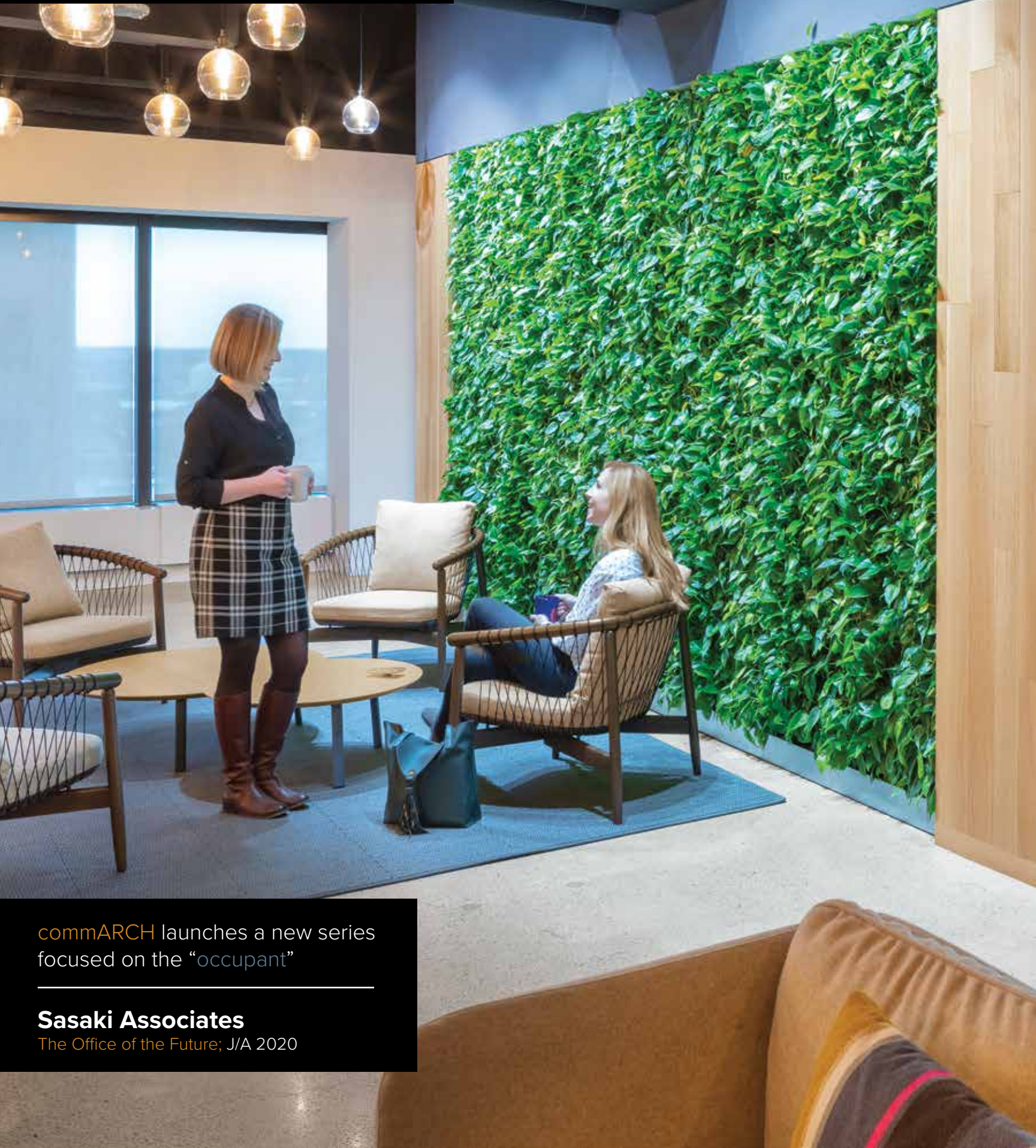
architects and owner/developer leaders desire content developed in fresh ways; ideas that originate from the voice of their peers, describing the decisions they make to ensure the spaces they create resonate with their target occupants and end-users.



“Don’t Bore Me!”
—everyone

Joan Susie
FinTech Leader
commARCH Podcast Interviewee

OCCUPANT EXPERIENCE



commARCH launches a new series
focused on the “occupant”

Sasaki Associates

The Office of the Future; J/A 2020

A portrait of Elizabeth von Goeler, a woman with short, wavy brown hair, smiling warmly at the camera. She is wearing a dark blue top with a lace-up detail at the neckline and a thin gold necklace. The background is a blurred indoor setting with warm lighting and greenery.

commARCH

Community. Design. Business.

All content originates from dialogues with the audience. With a focus on architects' and owners/developers' information requirements, coverage spans building types, products and insights that can grow readers' brand reputations and raise the level of conversation between architects and clients.

Elizabeth von Goeler, NCIQ, LEED AP ID+C, CDT

Principal
Sasaki Associates

The Office of the Future; J/A 2020



ARCHITECTS

Subscribers are involved in the initiation, recommendation, specification, approval and/or purchase process

Source: Signet Research Study, April 2020

John Fontilla, AIA LEED AP

Principal
H3 Architects

A Space for Gathering & Connecting; J/F 2020

Preferences for interaction with a building
product-manufacturer rep
(RANKED ORDER)

1. As a collaborator early on in a project
2. After researching their website
3. Email discussion
4. Phone discussion
5. On website chat
6. In-person discussion

Source: August 2020 Survey of commARCH Architect Subscribers

Kavitha Marudadu, AIA, LEED AP

Associate Principal
DMAC Architecture, Chicago

Risk Takers Become Leaders; J/A 2020 issue

OWNERS . DEVELOPERS

Ranking of Top 5 Factors in Selection Process

1. Tenant Experience
2. Want to know the cost impact, short and long term, of spec'd products
3. Health & Safety
4. Design Collaboration
5. Community Impact & Legacy

Source: September 2020 Survey of commARCH
Owner/Developer Subscribers

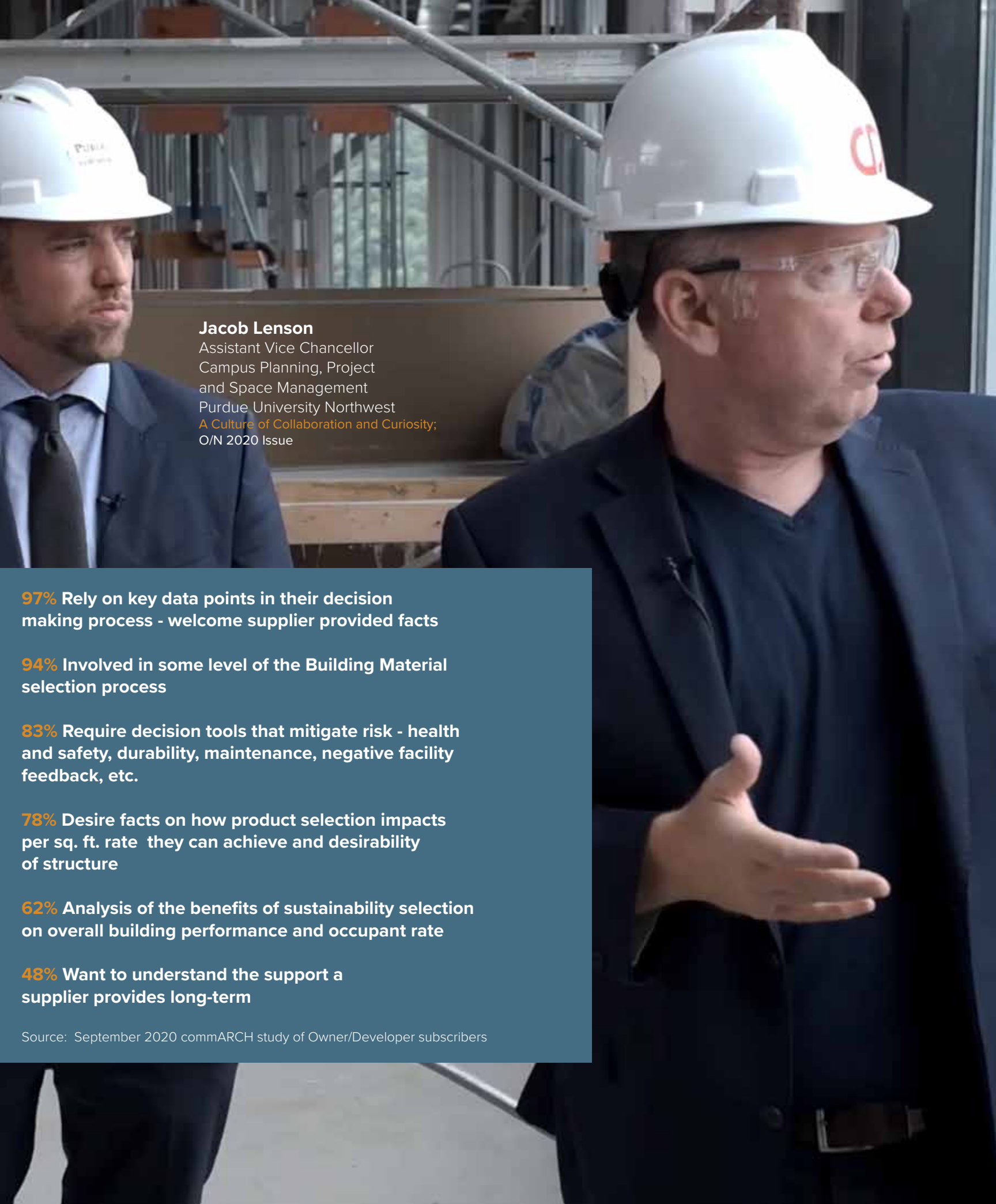


Carolyn Timm

Principal/Project Leader

Cherry Valley Elementary School

Designing with, Rather than For; N/D 2019



Jacob Lenson

Assistant Vice Chancellor
Campus Planning, Project
and Space Management
Purdue University Northwest
A Culture of Collaboration and Curiosity;
O/N 2020 Issue

97% Rely on key data points in their decision making process - welcome supplier provided facts

94% Involved in some level of the Building Material selection process

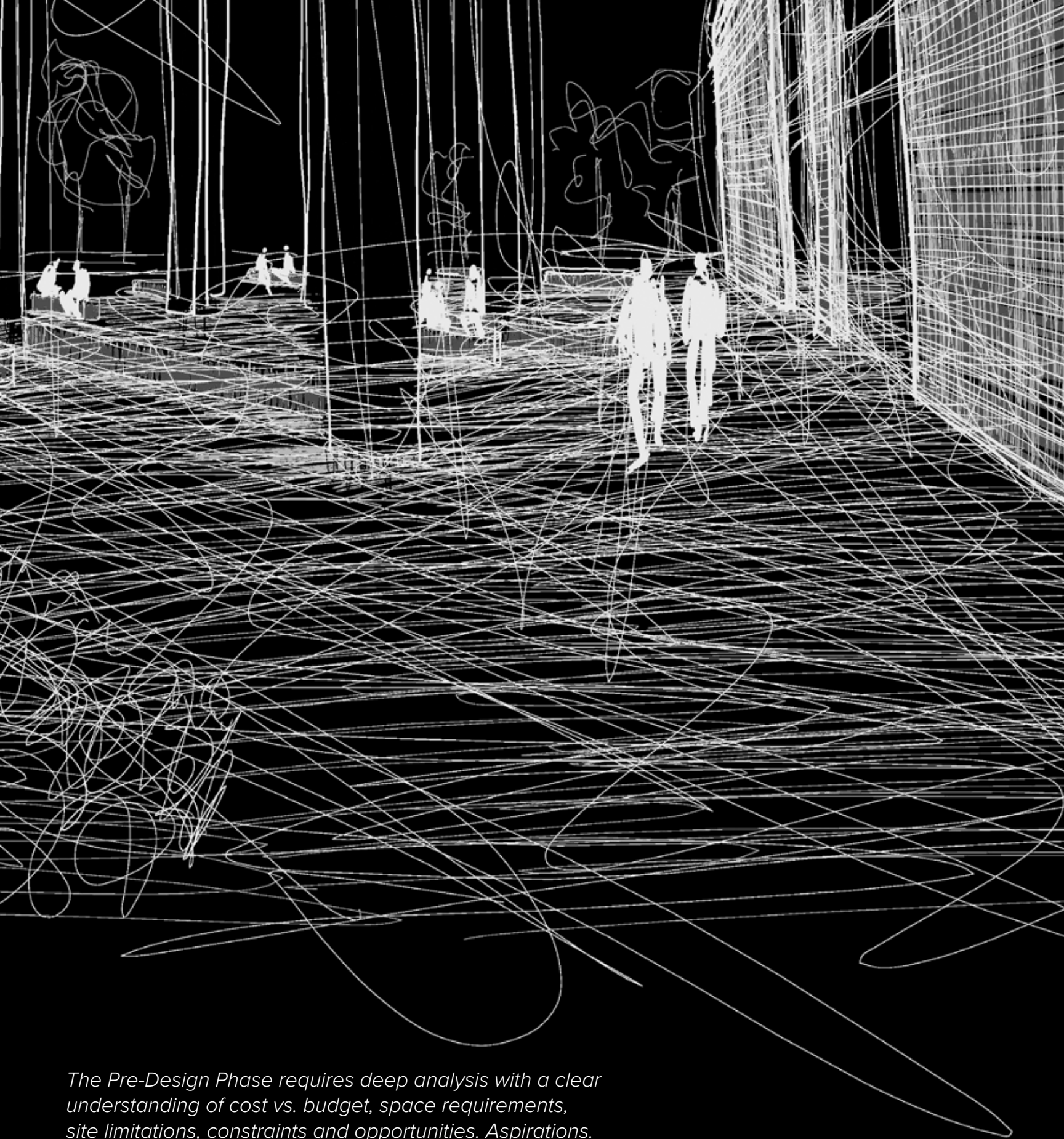
83% Require decision tools that mitigate risk - health and safety, durability, maintenance, negative facility feedback, etc.

78% Desire facts on how product selection impacts per sq. ft. rate they can achieve and desirability of structure

62% Analysis of the benefits of sustainability selection on overall building performance and occupant rate

48% Want to understand the support a supplier provides long-term

Source: September 2020 commARCH study of Owner/Developer subscribers



The Pre-Design Phase requires deep analysis with a clear understanding of cost vs. budget, space requirements, site limitations, constraints and opportunities. Aspirations. Listening. commARCH is certainly engaged in showcasing outcomes, yet his Phase is where it desires to have the most impact. BPMs who focus on this Phase become a collaborator and not just a supplier.

Sketch:
Robert Benson
Design Principal
CannonDesign
Sketchbook, N/D 2019 Issue

ALLBLACK

Roc Nation designer Chaz Morgan talks about creativity & inspiration

Chaz Morgan has built a reputation as one of the music industry's top designers.

You may not be familiar with his name but, you may have seen his artwork. His designs grace the album covers of A-list artists like Meek Mill, Sean Combs, Rick Ross, and French Montana. He also has a branding and clothing line called Carpe Diem.

We met with Morgan in his studio in New York to talk with him about his creative process and sources of inspiration.

Chaz L. Morgan
Art Director, Designer
ALLBLACK.
ROC NATION
Dialogue, M/A 2020 Issue

NATIVE CONTENT YOUR VOICE ACROSS

Storytelling to an interested and engaged group is the **only way** to stand out, and to be heard.

- **Step One: Great Content**
AUDIENCE LISTENING

commARCH research, metrics, usage and behavior tracking combined with frequent conversations with its audience enables it to offer a service for marketers that is knowledge-based

BEFORE CONTENT IS CREATED

commARCH's research division conducts a "PULSE" survey to ensure topic and approach will resonate.

ORIGIN

Marketer provided OR commARCH created

commARCH is designed to be authentic,
and habitually consumed.

FITTING THE VOICE OF THE BRAND

Designed to feel part of the commARCH experience.

- **Step Two: Source Clearly Recognized**

Marketer is treated like an author. You get your own “bylines” and “Author Page” to ensure your knowledge is recognized, and enhanced interaction can take place.

- **Step Three: Platform Distribution**

Like commARCH content, it starts with the website:

Home Page (4 weeks)

Article Page (1 year)

eNewsletters (1/4ly)

Author Page (Permanent)

Social Media (1/4ly)

Print/Digital Editions (1x)

Events (When appropriate)

- **Step Four: Tracked for Performance**

Monthly reporting, content “evaluation”



CONTENT PRESENTATION AND PROMOTION

NATIVE CONTENT FITS WITHIN THE STYLE AND APPROACH OF THE commARCH BRAND

Article Page: Unique headline color, 1+ images, marketer byline, and unlimited length (1 year).

Website: Lives for one year within applicable site categories and search.

Home Page: Presented in a design that isn't disruptive, instead part of the user experience (30 days).

Author Page: Marketer is linked (through a byline) to their custom author bio page. This contains social media links and company description.



Print/Digital Edition: Decisions regarding design approach and length of content determined by commARCH editors and designers.

Social Media presentation on commARCH platforms.

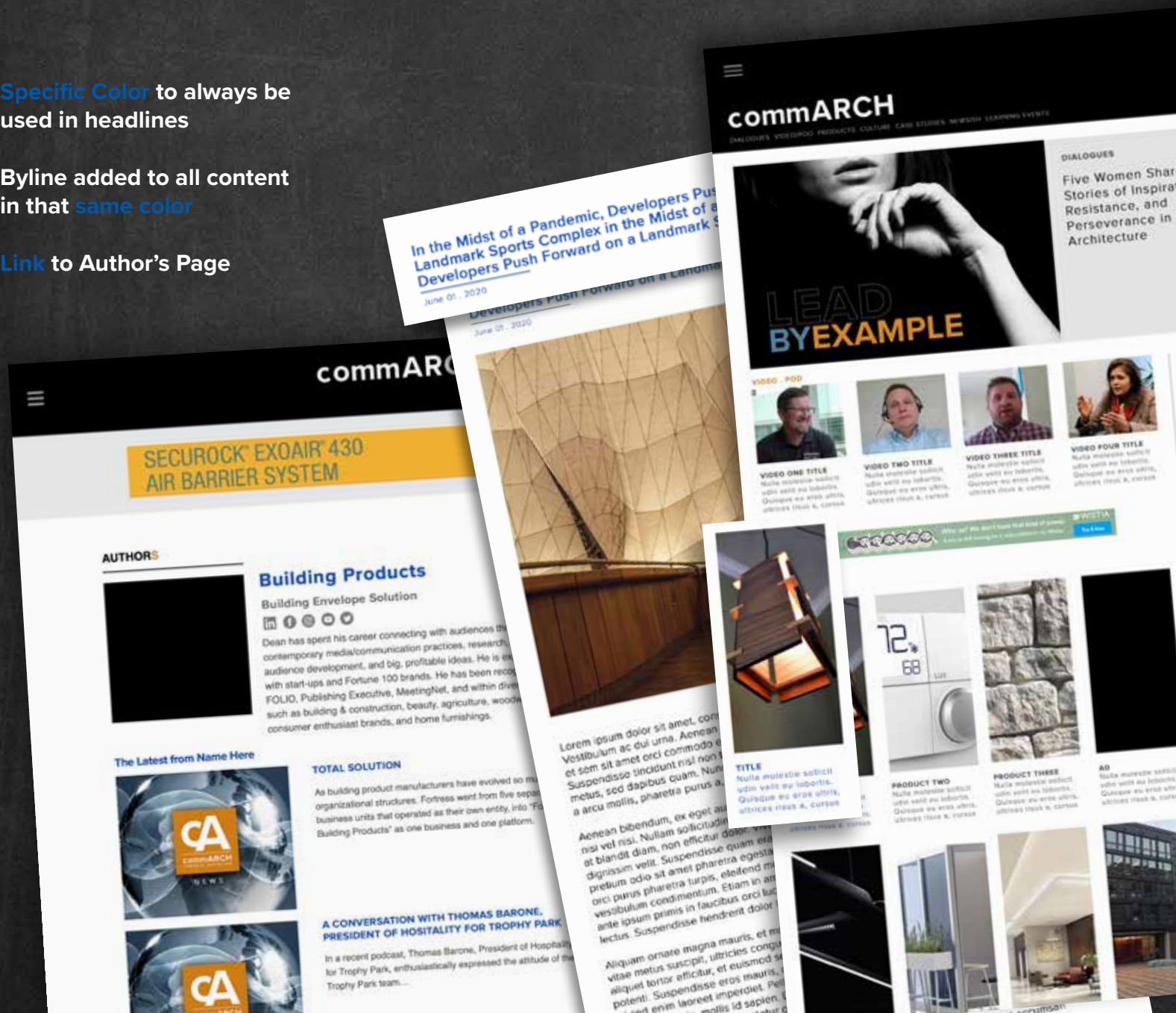
eNewsletters: Article pick-ups in applicable commARCH newsletter offerings.

Marketer Usage: as long as commARCH is referenced and linked.

Specific Color to always be used in headlines

Byline added to all content in that **same color**

Link to Author's Page



VIDEO



Video is at the core of the commARCH brand experience

- Case Studies
- Walking tours with key members of the team
- One-On-Ones
- Roundtables
- Product Demonstrations
- Education

Sponsorships include:

- Video advertising within editorial videos
- Company-specific videos
- Walking tours and demonstrations with Sponsor
- Pre-, mid-, end 15-second video ads
- Print/digital edition presence

PODCASTS

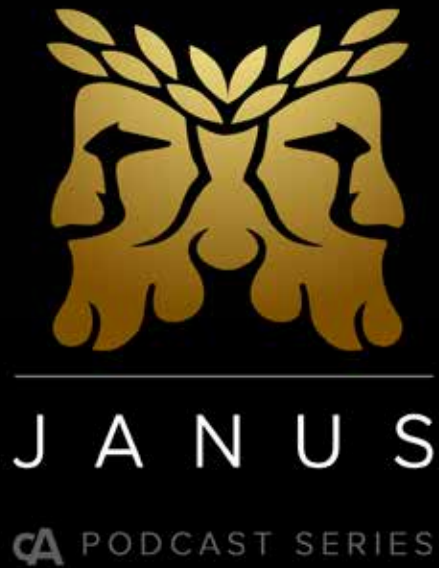
commARCH's primary focus is on video podcasts. These are then distributed on the following platforms in video and/or audio formats.

commARCH website
Apple Podcasts
Spotify
Stitcher
Overcast
Pocket Cast
Castro
Castbox

Participants' website
Google Podcasts
Amazon Music/Audible
iHeart Radio
Pandora
TuneIn+Alexa
Podcast Addict

Podcasts are oftentimes shared with print/digital edition subscribers.





Alarms. Design. Build. Own. Career.

A new approach to Video Podcasting

Together, let us exchange the information required to achieve today's highest aspirations. Great Architecture is achieved when a multitude of related ideas come together to create something fresh, relevant, functional, and of lasting quality.

This podcast series is about current issues, theories, and solutions. How did we get here? What are today's requirements, in architectural and human history? How do we want to be looked upon in the future? The series is broken down by these key focus points: "alarms" (hot, important issues), "design" (the architect/designer), "build" (the team coming together), "own" (owner's focus), and "career."

Why is it named "Janus?"

Janus is the ancient Roman god of animistic doorways, transitions, and archways. Of beginnings, passages, and endings. He is depicted as having two faces – one looks to the future and one to the past.

commARCHalarms

What issues require discussion and action, today?

commARCHdesign

Who are the influencers?

commARCHbuild

Who are the mentors?

commARCHown

Who are the investors, developers, owners today?

commARCHcareer

Who is leading us on the workplace journey?

RESEARCH



Audience listening is fundamental to commARCH's overall approach

Research associated with commARCH

Ad Performance Studies

Test the audience to ensure they are interested in a marketer's products/services

Target audience content consumption habits and preferences

PULSE studies – content direction, social media

Readership Studies

Research associated with BPMs and Service Providers

Brand Preference

Sentiment

Selection Process

Satisfaction

Sales interaction

PULSE studies – interest in materials and services (point-in-time)

Research for commARCH's audience's unique needs

Occupant satisfaction studies

Community input

Pre-Design Insights

Occupant profiling

WEBSITE

Community. Design. Products. Business.

The vast majority of commARCH content originates in digital formats. Based on performance and key performance indicators, content is then pulled into the print/digital edition format with its unique presentation.

News
Video.Podcats
Products
Culture
Case Studies
Dialogues
Continuing Education
Events

Native Content
Lead-Gen
eLearning Courses
White Papers
Webinars
Podcasts
Video
Advertising: banner, rich media

WHAT MAKES MARKETING ON COMMARCH.COM UNIQUE?

Only 3 banner ad units

Super Leaderboard Pushdown (970x90; 200 initial load, 400 subload)

Medium Rectangle (300x250; 150, 300)

Half-Page (300x600; also used in eNewsletters)

Rich Media

Interstitial

Welcome Page

Pre-Roll

Retargeting

Topic Sponsorships

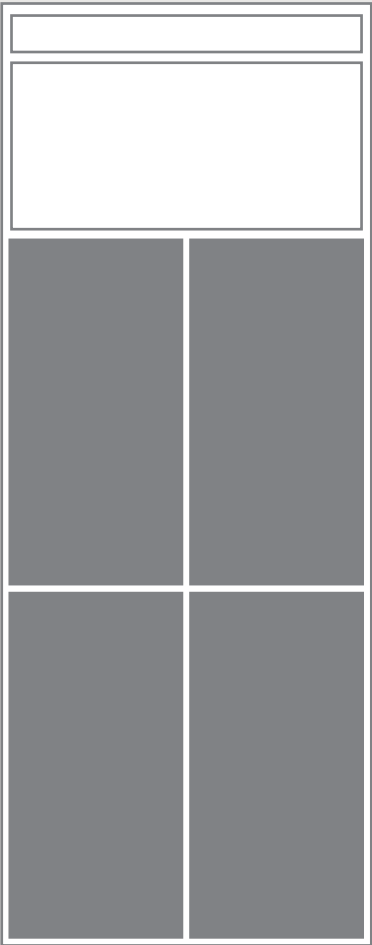
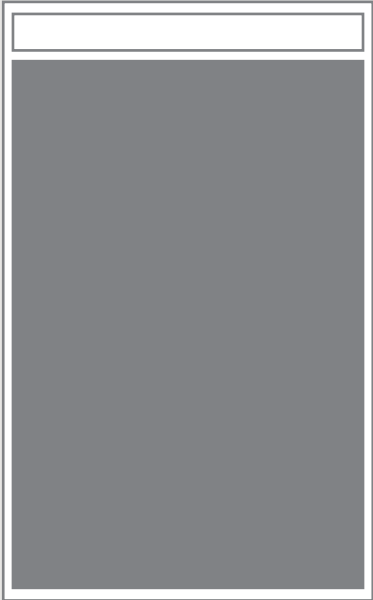
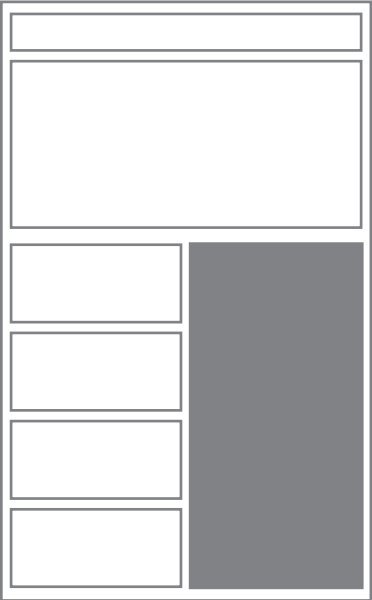
Native Content

per time zone	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	ad spots
5:25 am	Great Ideas						Weekend Report	1
9:25 am	Today's Product	Today's Product	Today's Product	Today's Product	Today's Product	Today's Product	Today's Product	1
2:50 pm	Hotels/ Hospitality	Office/ Retail	Multifamily	Education	Healthcare	Airports	Government	6
5:30 pm	Technology		Technology		Technology			1

Timed for the
highest performance
for delivery,
open and action

- Great Ideas (1x per week)
- Weekend Report (1x per week)
- Building Types + Materials (7x per week)
- Technology (3x per Week)
- Today’s Product (partner eblasts)
- Digital Edition Reminders

commARCH (non-daily)
eNewsletters are sent 2x.
1st send, then 1x more to those
who didn’t open.



REPORT

Headline Goes Here

Now that you've selected a template, you'll define the layout of your email and give your content a place to live by adding, rearranging, and deleting content blocks. You can create unique layouts by placing a variety of content blocks in different regions of your template.

commARCH | CA

BUILDING TYPES + MATERIALS

[DATE:dmy] | Today's updates on the Architectural space

View this email in your browser | [Sign up](#) | [Forward](#)

Headline Goes Here

Now that you've selected a template, you'll define the layout of your email and give your content a place to live by adding, rearranging, and deleting content blocks. You can create unique layouts by placing a variety of content blocks in different regions of your template.

commARCH | CA

WEBCAST

[DATE:dmy] | Today's updates on the Architectural space

Drop Content B

WHY DO WE FEEL BETTER WITH WOOD?

Can the use of natural elements in building design improve focus, creating environment learning? In this white paper, we'll examine the approach, and the science behind it.

Download the white paper today

commARCH | CA

TODAY'S PRODUCT

[DATE:dmy] | Products and Solutions Worth Checking

Vitro Architectural Glass

Find affordable clarity in the Solarban® Acuity™ low-e glass series.

Introducing Acuity™ low-iron glass — which is 60 percent less green than ordinary clear glass. The new Solarban® Acuity™ series by Vitro Architectural Glass provides the truly clear look you want, with the outstanding performance of the full range of Solarban® solar control low-e coatings.

Upgrading a low-e coated clear insulating glass unit to Solarban® Acuity™ glass typically will increase the total installed curtainwall cost by only \$1-2 per square foot.

Give a little, get it all. Request your samples at vitroglazings.com/acuity

GET SAMPLES

DOWNLOAD NOW

commARCH | CA

END REPORT

Goes Here

Selected a template, you'll define the layout of your email and give your content a place to live by adding, rearranging, and deleting content blocks. You can create unique layouts by placing a variety of content blocks in different regions of your template.

Headline Goes Here

Now that you've selected a template, you'll define the layout of your email and give your content a place to live by adding, rearranging, and deleting content blocks. You can create unique layouts by placing a variety of content blocks in different regions of your template.

PRICING OVERVIEW 2021

2021 Rate Base/Circulation:

105,000

(Note: 2019 Circulation = 48,000)

CA Ability to lock in specific content page #s with agreement

CA No premium position pricing

CA Incentives to run Native Content in publication and website

		Spending Level Discounts			Limit Product Category	Product Category Exclusive			
Media/Services	OPEN Rate	\$10,000	\$50,000	\$80,000					
Print/Digital Editions/Web									
Native Content in Publication + Website	Gross	\$8,965	\$8,630	\$7,960	\$7,290	\$10,758	\$22,412	Non-Bleed	
	NET	\$7,620	\$7,335	\$6,766	\$6,196	\$9,144	\$19,050	Bleed	9 1/4" x 11 1/8"
Full page	Gross	\$8,377	\$8,041	\$7,372	\$6,701	\$10,052	\$20,942	Non-Bleed	9"x 10 7/8";
	NET	\$7,120	\$6,835	\$6,266	\$5,696	\$8,544	\$17,800	Bleed	9 1/4" x 11 1/8"
Special Full Page = 1/2 Island surrounded by small pocket ad units (up to 6)	Gross	\$8,377	\$8,041	\$7,372	\$6,701	\$10,052	\$20,942	Non-Bleed	9"x 10 7/8";
	NET	\$7,120	\$6,835	\$6,266	\$5,696	\$8,544	\$17,800	Bleed	9 1/4" x 11 1/8"
2/3 Page	Gross	\$7,330	\$7,037	\$6,450	\$5,864	\$8,796	\$18,324	5 5/8" x 10 7/8"	
	NET	\$6,230	\$5,981	\$5,482	\$4,984	\$7,476	\$15,575		
1/2 Page	Gross	\$6,021	\$5,780	\$5,299	\$4,817	\$7,226	\$15,053	Horizontal	9" x 4 7/8"
	NET	\$5,118	\$4,913	\$4,504	\$4,094	\$6,142	\$12,795	Vertical	4" x 10 7/8"
Spread	Gross	\$15,078	\$14,474	\$13,269	\$12,063	\$18,094	\$37,695	Non-Bleed	18" x 10 7/8"
	NET	\$12,816	\$12,303	\$11,278	\$10,253	\$15,380	\$32,041	Bleed	18 1/4" x 11 1/8"
Product Showcase (3 per page) +Website	Gross	\$3,665	\$3,518	\$3,225	\$2,932	Provide Image, 500 words, link, and it will appear as a product on the website, too.			2 1/2" x 11 1/8"
	NET	\$3,115	\$2,990	\$2,741	\$2,492				
Classified (6 per page)	Gross	\$2,588	\$2,485	\$2,278	\$2,071	OPTION: Provide Image, 100 words, and link.			3.75" x 3"
	NET	\$2,200	\$2,112	\$1,936	\$1,760				
Insert in Polybag	Shipping, Production + \$2,500 NET per page								
Inserts within Publication	\$3,500 NET per page								
Print/Digital Editions: Special Offerings									
Digital Edition Sponsorship	Gross	\$4,118	\$3,953	\$3,624	\$3,294	Require full page buy in print/DE			
	NET	\$3,500	\$3,360	\$3,080	\$2,800	Additional full page in DE-only			

Can offer Video within DE page
Sole Sponsor of Digital edition subscriber email series (3)

Send signed agreements to: Accounting@IdeaSoil.com

Send associated materials to: Production@IdeaSoil.com

EDITORIALCALENDAR2021

	JAN FEB AD CLOSE: 12/2/20 MATERIAL CLOSE: 12/15/20	MAR.APR AD CLOSE: 2/26/21 MATERIAL CLOSE: 3/5/21	MAY SPECIAL ISSUE AD CLOSE: 3/19/21 MATERIAL CLOSE: 3/26/21 “Signature Edition” - this special issue will be led by an important industry leader who will serve as editor in chief.	MAY JUN AD CLOSE: 4/23/21 MATERIAL CLOSE: 4/30/21
CITIES	Small Town	Southeast		Northeast
VIDEO	Project Tours One-On-Ones Key Social Issue Products in Action	Project Tours One-On-Ones Key Social Issue Products in Action		Project Tours One-On-Ones Key Social Issue Products in Action
PODCAST	Key Interviews Roundtable Weekly Series	Key Interviews Roundtable Weekly Series		Key Interviews Roundtable Weekly Series
Janus Series	alarms (issues) design (arch) build (team) own (owners) career	alarms (issues) design (arch) build (team) own (owners) career		alarms (issues) design (arch) build (team) own (owners) career
OCCUPANT	Analysis of Target Occupant Groups - Behaviors, Desires, etc.	Analysis of Target Occupant Groups - Behaviors, Desires, etc.		Analysis of Target Occupant Groups - Behaviors, Desires, etc.
PRODUCTS	Boilers/Water Heaters Building Automation/Energy Management & Control Ceiling Products Doors/Entryways/Hardware Electrical Systems/Wiring/Cables/ UPS/Power/Panels	Elevators/Escalators/Stairs/Fire Escapes & Hatches Exteriors/Siding/Cladding/Brick/ Stone FF&E: Furnishings, Fixtures & Equipment Fire/Life Safety Flooring Products		HVAC/Mechanical Equipment Interior Surfaces/Tiles/Stone Composites/Marble/Granite Landscaping/Site Amenities/ Lighting Lighting/Signage/Emergency Lighting Paint/Coatings
CASE STUDIES	Airports Education Government/Municipal Sports Facilities	Healthcare Hospitality Hotels Sports Facilities		Military Mixed Use Multi-Family Sports Facilities
CAREER	Research Trends/Opportunities Mentoring/Mentors	Research Trends/Opportunities Mentoring/Mentors		Research Trends/Opportunities Mentoring/Mentors
BUSINESS	Decisions that increase the per sq. ft value of a project	Leveraging suppliers' knowledge and offerings to achieve beyond vision goals		Increasing your value as the architect to your Owner/Developer clients
CULTURE	Outside of the built environment inspirations	Outside of the built environment inspirations		Outside of the built environment inspirations
LEAD-GEN	Contest eLearning Target Introductions	Contest eLearning Target Introductions		Contest eLearning Target Introductions
RESEARCH	Audience Pulse Study Ad-Performance Study Weekly Pulse Custom Reports Education Needs	Audience Pulse Study Ad-Performance Study Weekly Pulse Custom Reports Most Trusted Cos.		Audience Pulse Study Ad-Performance Study Weekly Pulse Custom Reports Brand Perception
EVENT	TBD: Building Tour TBD: Pub Networking TBD: Research Roundtables	TBD: Building Tour TBD: Pub Networking TBD: Research Roundtables		TBD: Building Tour TBD: Pub Networking TBD: Research Roundtables
BONUS	Virtual Events You May Have Missed	Virtual Events You May Have Missed		TBD

EDITORIALCALENDAR2021

	JUL.AUG AD CLOSE: 6/25/21 MATERIAL CLOSE: 7/2/21	OCTOBER SPECIAL ISSUE	SEP.OCT AD CLOSE: 8/27/21 MATERIAL CLOSE: 9/3/21	NOV DEC AD CLOSE: 10/29/21 MATERIAL CLOSE: 11/5/21
CITIES	Midwest		Northwest	West
VIDEO	Project Tours One-On-Ones Key Social Issue Products in Action	AD CLOSE: 9/24/21 MATERIAL CLOSE: 10/1/21	Project Tours One-On-Ones Key Social Issue Products in Action	Project Tours One-On-Ones Key Social Issue Products in Action
PODCAST	Key Interviews Roundtable Weekly Series		Key Interviews Roundtable Weekly Series	Key Interviews Roundtable Weekly Series
Janus Series	alarms (issues) design (arch) build (team) own (owners) career	“Signature Edition” - this special issue will be led by an important industry leader who will serve as editor in chief.	alarms (issues) design (arch) build (team) own (owners) career	alarms (issues) design (arch) build (team) own (owners) career
OCCUPANT	Analysis of Target Occupant Groups - Behaviors, Desires, etc.		Analysis of Target Occupant Groups - Behaviors, Desires, etc.	Analysis of Target Occupant Groups - Behaviors, Desires, etc.
PRODUCTS	Plumbing/Washroom Fixtures/ Piping Roofing/Insulation/Waterproofing Structural/Wood & Steel Framing/ Joists/Trusses Textiles/Fabrics		Wall Systems and Products Windows/Glazing Products/ Skylights Boilers/Water Heaters Building Automation/Energy Management & Control Ceiling Products	Doors/Entryways/Hardware Electrical Systems/Wiring/Cables/ UPS/Power/Panels Elevators/Escalators/Stairs/Fire Escapes & Hatches Exteriors/Siding/Cladding/Brick/ Stone FF&E: Furnishings, Fixtures & Equipment
CASE STUDIES	Office Recreational Restaurant		Retail Shopping Centers Sports Facilities	Firms experiencing exponential growth
CAREER	Research Trends/Opportunities Mentoring/Mentors		Research Trends/Opportunities Mentoring/Mentors	Key Companies and Individuals to watch and why
BUSINESS	Why diverse workplaces and personal lives enhance the value of your enterprise and life		Underutilized opportunities for growth	Communication Tools
CULTURE	Outside of the built environment inspirations		Outside of the built environment inspirations	Outside of the built environment inspirations
LEAD-GEN	Contest eLearning Target Introductions		Contest eLearning Target Introductions	Contest eLearning Target Introductions
RESEARCH	Audience Pulse Study Ad-Performance Study Weekly Pulse Custom Reports Most Trusted Cos.		Audience Pulse Study Ad-Performance Study Weekly Pulse Custom Reports Brand Perception	Audience Pulse Study Ad-Performance Study Weekly Pulse Custom Reports Hot Topics
EVENT	TBD: Building Tour TBD: Pub Networking TBD: Research Roundtables		TBD: Building Tour TBD: Pub Networking TBD: Research Roundtables	TBD: Building Tour TBD: Pub Networking TBD: Research Roundtables
BONUS	TBD		TBD	TBD

EVENTS

Signature Building Tours within Key Markets

40-50 attendees

Tours of environment with architect, owner and/or other members of the building team

Building team moderated discussion

Streamed live on social media

Associated refreshments

Roundtable Discussions

8-12 selected individuals

Research study provided pre-meeting

Quarterly Conferences

To be announced

Simultaneous locations

Live speakers – some video conferenced in, others in special locations

Pop-Ups

To be announced

Key cities and industry events

Pub Nights

To be announced

Key cities and industry events

Virtual Events and Tours

To be announced



eLEARNING

Ease for the marketer and the users

Turn-Key

Hosting and Promotion (off-site)

AIA CES

Webinars

Webinar Promotion Only

Participating Sponsorships

100% Sponsor Exclusive Content

Podcasts

Video Case Studies and Tours



LEAD-GEN

CONTESTS & INTERACTIVE CONTENT

All leads are not the same. Some are more valuable than others. Imagine knowing when the leads are delivered how valuable they actually are.

commARCH's unique "Contest & Interactive Content" platform enables us to capture meaningful leads while providing target audiences an enjoyable journey through a qualifying process.

Approaches include contests, sweepstakes, and quizzes providing measurable results. This goes for milestone events, too.

Step One: The Incentive

commARCH collaborates with your company on "prizes." Not just giveaways so anyone would enter. They must be brand and product/service related.

Step Two: The Series of Qualifying Questions

This includes gathering profile data, if not already in commARCH's databases, and then engaging the lead through a set of questions related to a company's products.

Step Three: Execution

commARCH makes this program turn-key for sponsors.

Step Four: Leads

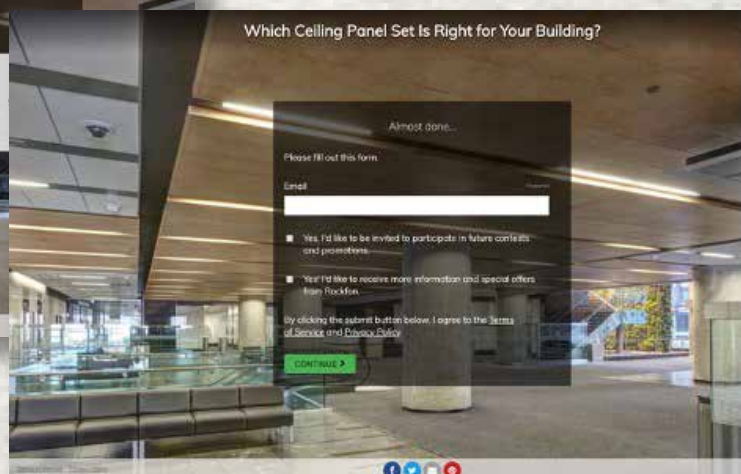
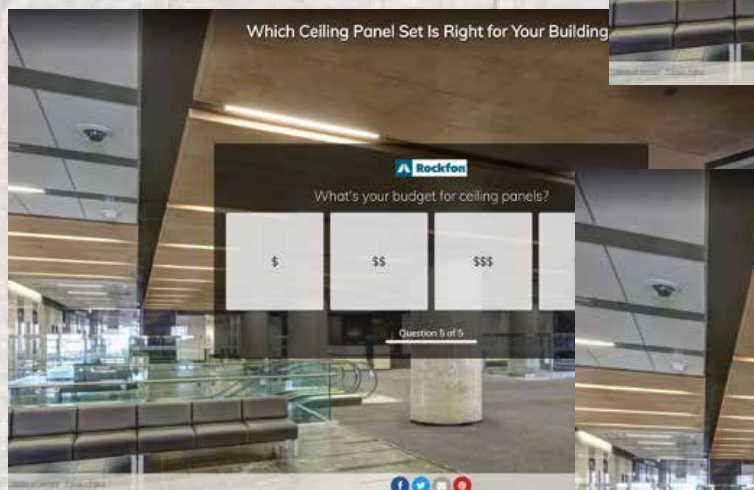
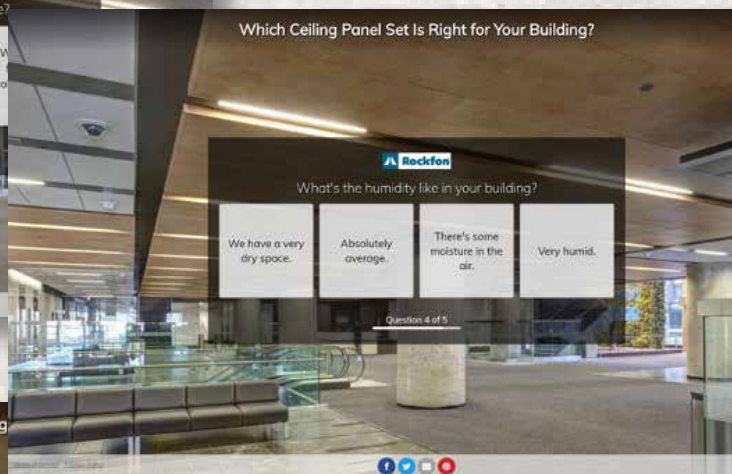
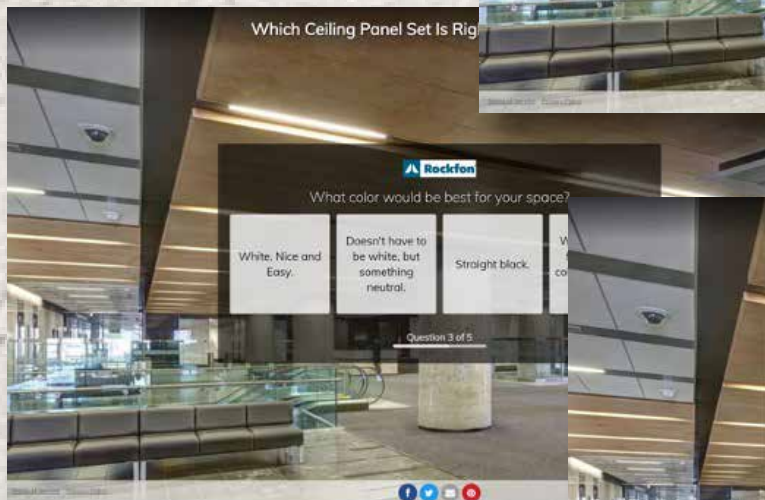
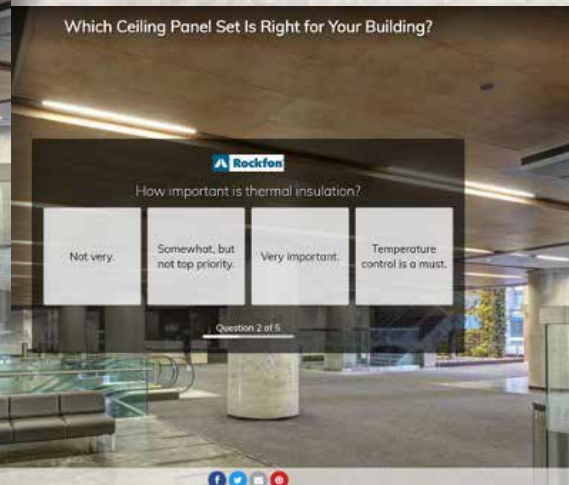
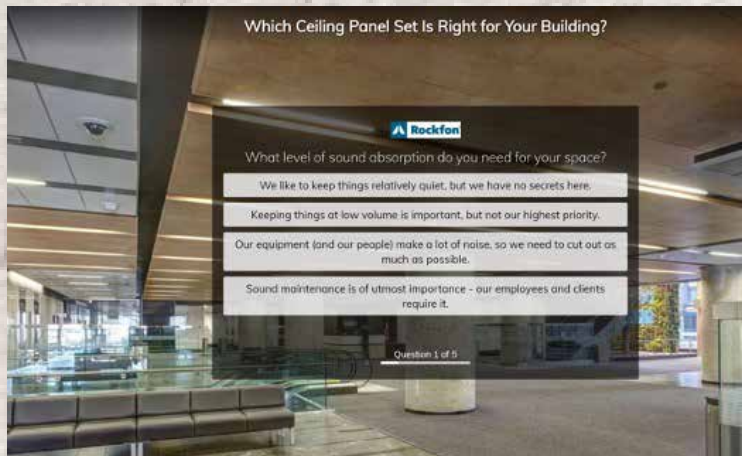
Since the qualifications of a solid lead have been determined, these will be delivered pre-scored for action.

Step Five: Repeat

commARCH has the ability to execute these programs on a monthly basis. Once this approach demonstrates success, you will want to do more



commARCH CONTEST FLOW EXAMPLE



With equal weight placed on all
content consumption platforms, the
commARCH team will always focus on the
audience first, innovating
how, when, and where they
consume information.

Sales@IdeaSoil.com
Edit@IdeaSoil.com
Info@IdeaSoil.com
IdeaSoil, LLC
(O) 646-397-8241
5603 B West Friendly Avenue, #238,
Greensboro, NC 27410

Mark Odom Studio
Preserving an Austin Icon, M/A 2020