

Chamber Christmas Party, Dec. 20



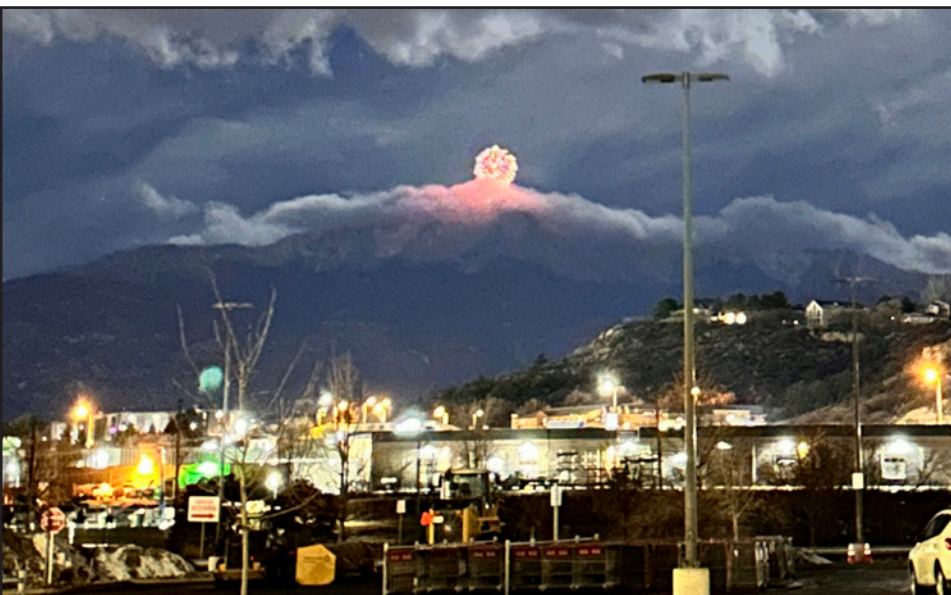
Above: Leann Hemenway (center) of Community Banks of Colorado welcomes the Tri-lakes Chamber of Commerce as hosts of their yearly Christmas party Dec. 20. Also pictured to her right: Santa Claus (Jeff MacLean of Thrivent Financial), President and CEO of the Chamber Terri Hayes, Justin Styll of Tall Boy Marketing, and Board Chairman Eric Metzger of EmPower Technologies. *Photo by Chris Jeub.*

Monument Preserve Wildfire mitigation as of Dec. 27



Above: Continuing efforts to mitigate wildfire risks are evident along trails in the Monument Preserve. Substantial groves of Gambel oak and other vegetation have been removed along the trail just south of Mount Herman Road leading to Monument Rock as seen Dec. 27. *Photo by Steve Pate.*

Pikes Peak Fireworks, Dec. 31



Above: Members of the Pikes Peak AdAmAn Club set off fireworks from the top of Pikes Peak at midnight New Year's Eve, a tradition it started in 1922. The mountaineers climbed Pikes Peak on Dec. 30 and 31 to ignite the spectacular display seen all over the area including in Monument. These photos were taken in the Costco parking lot on North Nevada Avenue. The AdAmAn Club is dedicated to the memory of the original members, Ed Morath, Fred Morath, Fred Barr, Willis Magee, and Harry Standley. They intended to add only one new member a year, which is where the AdAmAn club got its name (AdAmAn=add a man). The club now has more than 100 current, honorary, associate, and charter members. *Photo by Michael Weinfeld.*

Why advertise in OCN?

- OCN is mailed FREE to every resident and business in the Tri-Lakes area. We mail more than 22,000 copies every month and put another 600 copies in stacks throughout the area. OCN has the largest mailed circulation and the third-largest circulation among local newspapers in El Paso County after The Gazette and The Colorado Springs Independent. We put copies of OCN into the hands of those people most likely to buy your products or services: local residents and businesses.
- OCN is a primary source for Tri-Lakes area news. Since its founding in 2001, OCN has been presenting unbiased, detailed coverage of Tri-Lakes area governmental entities and their deliberations and actions. Credibility is key. Advertising in a credible medium typically rubs off on the advertisers in that media.
- OCN gives preference to Tri-Lakes area businesses. As part of OCN's long-standing commitment to encouraging the economic health of the Tri-Lakes area, we offer a significantly discounted ad rate to Tri-Lakes area businesses as a way to help local businesses like yours succeed.
- OCN's low ad rates and monthly publication schedule help stretch your ad budget. OCN has one of the lowest ad costs per printed copy of any local publication. Since OCN is a monthly publication, your ad is out there for a month—more than four times longer than other local papers. Many of our advertisers tell us they're still getting calls in the third and fourth week of the month.
- OCN doesn't use contracts. You aren't tied down. Adjust your advertising month-to-month to meet your changing needs. Our advertisers run ads in OCN because they see benefit in it, not because they're bound by a contract they signed months before. To reward frequent advertisers, OCN has a Frequent Advertiser Bonus (FAB) rewards program. You earn up to 10% of your ad cost as a reward you can use to reduce the cost of future OCN advertising. The more you advertise with OCN, the more you save. Thanks to our FAB rewards program, OCN advertisers have saved more than \$105,000!
- You are supporting a good thing. Your advertising dollars support a unique all-volunteer, Tri-Lakes-focused effort to present factual, comprehensive news to all Tri-Lakes area residents and businesses.

And the best reason of all: It works!

Crystal Wright, Crystal's In-Home Training - "I have had the best success with advertising in the Our Community News for my business. 95% of my new clients are coming from this local paper, and I couldn't be more pleased. If you are thinking of advertising in the Monument area, I recommend you advertise with this paper."

Mike Smith, Woodsmith Custom Creations - "OCN is the only paper that works for me. I've tried other newspapers, one that comes out daily and another that comes out weekly. Compared to the results I get from advertising in the OCN the other papers are flops. I get a fairly priced ad in my targeted area with calls referencing my ad every month. It can't be beat!"

Randi and Dale Sehestedt, Woodmoor Handyman and Snow Plowing - "OCN is the only paper we advertise in and it consistently brings us plenty of good local customers. Great paper and great people to work with."

Mary Sue Hafey, Fringe Benefits Custom Interiors - "Since I starting advertising with OCN years ago, it has helped brand my company while consistently increasing my exposure and sales!"

Elba D'Asaro, Spa Medica - "OCN ads work!"

Mike Reaster, Guitar Lessons - "Ads in OCN work great for me. I tried other local papers and got no response. Thanks to my ads in OCN, I can work from home and make a decent living. All my work comes from my ads in OCN."

For more information on advertising, go to www.ocn.me/advertise.htm or contact John Heiser at (719) 488-3455 or ads@ocn.me.