OUTINSTL

2020 MARKETING KIT

BY THE NUMBERS

LGBTQA audiences have higher incomes and greater educational attainment than the population at large. They dine out more, are brand-loyal, and are influential retail trendsetters

- · Same-sex households shop more than the average US household in important retail channels, including electronics, pet stores, online retailers, health food, and warehouse club stores.
- Gay men and lesbians travel more than their mainstream counterparts, both domestically and internationally
- · In 2013, nearly two-thirds of gay and bisexual men and lesbian and bisexual women purchased tickets for performing-arts events
- · St. Louis has the largest percentage of gay and lesbian families with children.
- Thirty-four percent of samesex couples in STL are raising children under 18.
- · LGBTQA consumers are heavily influenced by targeted advertising and community support and outreach.
- · LGBTQA individuals are mobile and technology leaders
- Nearly half of all gay and bisexual men and lesbian and bisexual women contribute to a charity or nonprofit at least annually
- · Single 39.5%
- · Dating 14.25%
- · Partnered 36%
- · Married 8%
- · Master's/JD 21%
- · College graduate 29%
- · Some college 27%
- · 76% of LGBTQA individuals have annual household incomes above the national average of \$40,000
- · 30 % of LGBTQA individuals have an annual income above \$100,000



Data Sources: Williams Institute, 2013 St. Louis Pride Center Report, The Urban Institute, GlenGariff Group 2013 LGBTQA Missouri Issues Survey, U.S. Census Bureau, Washington D.C. Urban Institute, CMI 7th LGBT Community Survey

AT A GLANCE

Out in STL is the only lifestyle magazine in St. Louis designed for LGBTQA and Allies, consumers who are enjoying a new era of acceptance, social mobility and economic growth. Our core reader is 22-60 years old, professional or pursuing higher education, partnered up or actively looking, busy building a full life of friendship, (alternative) family and social engagement. Out in STL readers are socially active and engaged in their communities.

Through advertising, networking mixers, social media, grassroots and events, we help create a buzz around your business. All campaigns include a combination of print, digital and social to maximize your reach and relevance. It is our goal to provide unparalleled service, inspire creativity and become a true business partner.



OUT IN STL MAGAZINE

- \cdot 10,000 full-color, full-bleed glossy magazines distributed late December, March, June and September
- \cdot 250-plus locations in St. Louis City & County and St. Charles County
- · Full community business and resource directory
- · 2020 Publish Dates March, June, September, and December

DIGITAL FOOTPRINT

OUTINSTL.COM

- · Weekly posts and commentary on web and mobile sites
- · Customized events listings · LGBTQA Directory listings
- \cdot All ads on OutinSTL.com rotate throughout the site, giving you ongoing exposure between publication dates.
- ·LGBTQA Online Directory (listing included with ad)

AUDIENCE EXTENSION DIGITAL CAMPAIGNS:

We will keep your message going strong all year with a strategic digital campaign that reaches your demographic based on demographic, geographic, or content targeting on a network of websites. Ads are served to an audience based on who YOU want to target. Below are a few examples of how we can strategically target your consumer...

LGBTQA audience \cdot Military \cdot Age \cdot Gender \cdot Buying habits \cdot Geography and more...

 All 4x campaigns will include the targeted digital campaign, in addition to your digital campaign on OutinSTL.com

SOCIAL MEDIA

1 OutInSTLmagazine #OutInSTL

EMAIL

· Monthly Out in STL e-newsletters combine print and digital



Out in STL is exaliable free of charge, limited to one copy per reader. Additional copies of the current issue reage be purchased for \$1.00 plus postage, payable in advance at the Out in \$1.0 office. Out in \$17 mg be distributed only \$0 out in \$17. out in \$17 mg be distributed only \$0 out in \$17. permission of Out in \$17.1 labe more than one copy of each Out in \$17.0 weekly issue.

GROUP



On the Cover:

CHEYENNE DEVEREAUX

Dexter Peebles may be a 29-year-old St. Louis boy, but his alter ego, Cheyenne Devereaux, is a Southern belle relatively new to town. "Before, she was just mine," says Peebles. "Now, sharing her with other people is incredibly freeing." Photographed by Susan Bennet in her studio on Lemay Ferry Road, Devereaux danced to Florence + the Machine and just generally killed. The self-proclaimed "Queen of Theater, Grace and Jameson whiskey" performs at the Grey Fox Pub on Tuesday nights, You can follow her at @Decksterrr.

content with promotions and digital advertising.

OUT IN STL EVENTS

- · Launch of events October
- · Out In the City Monthly Mixers

Mix and mingle with the Out in STL crowd — from contributors and advertisers to readers and community partners.

· United We Brunch

Out in STL and the Riverfront Times team up for an event combining brunch fare, mimosas and craft brews from STL's top eateries.

THE OUT IN STL PROMO TEAM

- · Grassroots promotion · Onsite event support
- · Social media promotion · Create and load photo galleries

CREATIVE SERVICES

· Logo creation · Event programs · Postcards · Posters · Banners and signage

POLICY





An emerging artist on race, identity and the image An emerging artist on race, identity and the image RYBERUET

Description of the property of th testival from lower Grove Park to down-town, and it completely changed the dy-namic. In a park, people have the tenden-cy to linger and just be more carefree, and downtown I just don't find that the festival itself has the same character. I'm happy I had the chance to document that because I don't really see that happening anymore. Jen Everett: Well, it actually grew out of an assignment for the Vital Voice to doc-ument the Pride festival. I noticed that the black folks would congregate in this one little shelter, and they would have music and just lick it. So I just started gravitating towards it and making pho-ters. gravitating towards it and maning pric-tos.

The only time you really see a big group of gay people kicking it and not being concerned about anything or any-none is in a club. And I mean, clubs are fine, but there should be other places where people can go and be out and not be afraid.

Os OUT IN STL

The Bi-Muda Triangle

NAVIGATING ALTON, WHERE LABELS CAN VANISH



N. WHRE LABELS CAN VANISH

Consider Alton,

Illinois, the undiscovered Susuasilito of the Mississippi River. It's a picture-sque town about 22 miles north of the Arch, a place with dramatic topography and grand vistas. It also happens to have mysterice below the surface. And a Historic Museum of Torture Device, proprietor is Janet Kolar, Alton's hearned driving (and hearse-racing)

"Mistress of the Macabre." A couple of years ago, I was writing a Halloween feature for the Filad Picie and I wanted to profile her. My interview requests went unanswered, so one Saturday aftermoon I stopped by the

afternoon I stopped by the Mineral Springs Antique Mall, where her museum is located. Inside the lobby I

corridor leading to the museum. The gates were foreboding — and padlocked. I began to leave. "Who are you looking for?" asked a nearby shopkeeper. "Janet Kolar," I replied, "but she's not here." "Oh, she's around, just have a seat and she'll be back bu."

by."

So I downshifted out of my city rhythm and settled in.
Before long, she arrived. I introduced myself, asking if this would be a good time to talk.



"I'm here and you're here," she replied serenely, "so this is a good time." What followed was part dis-

agood time."

what followed was part discussion and part seance—and one of the most fascinate ing interviews of my life.

but way one should approach. Alson. Usless you downshift, earlied in and observe, you'll miss the story.

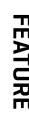
That's especially true at Bubby. & Sisey's, a bar that the story that septicially attended drag shows each week. Aller I began dating my husband, who is from Alson, I became the most several highly attended drag shows each week. Aller I began dating my husband, who is from Alson, I became the most several highly attended drag shows each seek. Aller I began dating my husband, who is from Alson, I became the most several highly attended drag shows each seek. Aller I began dating my husband, who is from Alson, I became the most several highly attended drag shows each seek. Aller I began dating my husband, who is from Alson, I became the most several highly attended drag shows each seek. Aller I began dating my husband, who is from Alson, I became the most several highly attended drag shows each seek. Aller I began dating my husband, who is from Alson, I became the most several highly attended drag shows each seek. Aller I began dating my husband, who is from Alson, I became the most several highly attended drag shows each seek. Aller I began dating my husband, who is from Alson, I became the search of the most several highly attended drag shows each week. Aller I began dating my husband, who is from Alson, I became the search of the most several highly attended drag shows each week. Aller I began dating my husband, who is from Miller and the search of the might be a series of the most several highly attended a drag shows each week. Aller I began dating my husband, who is from Miller and the series of the series of the most several highly attended through the series of the most several highly attended through the control of the most several highly attended through the series of the most several highly attended through the series of the most several highly attended through the series of the m

been with men who identify as straight. Similarly, Chris Keidel, the openly gay own-er of the burger bar Bottle & Barrel, spends much of his time with straight male friends. "And that leads to me hanging out with a guy

at Bubby & Sissy's, labels are let not central to one's identify, and self-exploration and experimentation are common.

"Our bar's famous for our tagline, 'An open-minded place," Demorrany says. "So place, "Demorrany says." So the says and so the says and the least to comply the vibe, which to her feels more welcoming than anywhere else.

"But Bub's is friendly to us." In Alton, the relative opense mess to bisexual activity extends past the confines of one bar. Native Brian Ray, who doesn't even frequent Bubly & Sissy's, estimated and cannot be supported to the ordinary. But who doesn't even frequent Bubly & Sissy's, estimated and cannot be supported to the ordinary. But who doesn't even frequent Bubly & Sissy's, estimated and cannot be supported to the ordinary. But who doesn't even frequent Bubly & Sissy's, estimated and cannot be supported to the ordinary. But who doesn't even frequent Bubly & Sissy's, estimated and cannot be supported to the ordinary. But who doesn't even frequent Bubly & Sissy's, estimated and cannot be supported to the ordinary. But we exploring the town's beautiful and the confines of one bar. Native Brian Ray, who doesn't even frequent Bubly & Sissy's, estimated and continued to the ordinary. But we have a policy and the town's beautiful and the support of the ordinary. But we have a policy and the support of the ordinary. But we have a policy and the town's beautiful and the support of the place of









Benji Link

468 Mucheur In., 34-635-300
Benji Link says he likes working in the Grove because he feels comfortable and safe there; it's apprepriate, then, that the bar he tends is at Sanctuaria. The drink he likes best is The last Word, a classic equal-parts cooktail that dates back to at least the Prohibition era. To him, it's simple, balanced and perfect, sweet, tart and strong. It's an easy self to the guest who isn't sure what to order, and easy to memorize as well: It consists of gin, Chartreuse, maraschino liquer and lime juice and is served up.

Alissa Reeves

first, the house's variation on an Old Fashioned, one built on Angel's Envy bourbon (which is finished in port wine barrels) and sweetened with agave instead of simple syrup. Secondly, "Monuma Bear" is the nickname of bar manager Alissa Reeves. She created the drink for a special event and has bear the property of the property of the property of the bear of the property of the pr kept it on the menu ever since. Reeves claims her establishment boasts a certain romantic energy. She met her wife, Army, there five years ago and









Escapes OUT IN STL

ENIGMATATTOOS.COM









ELSAH Continued from pg 49

Eartimed from pg 49
Impries Connie will code your
complimentary breakfast. Sile
says the customers vary widely.
One morning, an Amish family
shared a table with a group of
kids with dyed hair and piercings.
The Davises only have two rules,
no matter who you are or what
your personal beliefs may be:
"Respect our property, and re"Respect our property, and re"Comile even grays us a quick
walking tour of Elsah. The first
stop on our walk was Farley's

walking tour of Elsah. The first stop on our walk was Farley's Music Hall (37 Mill Street, 618-374-1059), a multipurpose build-ing now used for parties, wedding receptions and Contra dances, which she described as a mixture of folk dancing and "making new friends set to music." After the

flood of 1993, Davis explained, the sheetrock covering the interior walls was destroyed. But that led to the discovery undermeath of smooth blands wood with most control to the story of the state of the story of the state of t

sodas. If you drop by on a Wednesday morning, you might spot locals chatting away over Danishes and coffee during their weekly meet-up. All of this is just a short drive (or bike ride) away from the great hillies of the state of the state

(or bike ride) away from the great hiking opportunities at Pere Marquette State Park, which has twelve miles of marked trails. If a nice glass of chardonnay is more your speed, keep in mind Elsah is a dry village, but the Grafton Winery & Bre-whaus (300 West Main, Graf-ton, II. 62037, 618-786-3001) is only five miles down the root alonly five miles down the road,

Tragedy dogs rapper Eric Donlè — and drives him

offin as angusts.

It think a let of people feel like I do but are afraid to it out boot? In way, airing an list have-bones apartment in the meighborhood off. "In their of bones, are many fines, what; worst that can happen at this pione?

Donne, 25, is sit for two inches all and rail thin, with a fowenye emoji introod on his left aim. His song "Sad Lives Matter" just with reying then chronicles the 2011 saiched of his best rud, who sho himself in the head.

The day before, they'd gone to Balda'A, Bear to get reddy bears, ear the saiche, Donté carried his bear with him for years as a yo to remumber his departed comande. The bear finally met is mise last year when another friend's mother inexplicably tossed

demine hat year when another friend's mother inexplicably tossed it. His exaberant concerts feature him singing rapping and bouncing off backup dancers and hype men. The shows are highlighted by fams throwing teddy boars on stage for him. They know he lost his factorit, and he carries different one with him wherever he goes. Many massicians describe their music as cathartic, but Donië's is nothing but. It's atmospheric, artful hip-hop that is moody and drawn from his life. — as in, he's sometimes licently resting from pages of his diary. Although he has all the makings of a critical farms from the life. — as in, he's some of Music and Arts Festula and maintains a passionate local fain base, he's not quite there yet. Some of the beats he uses sound manteruith. His music sirrly yet available on streaming services (though it will be soon). He also lacks a publish of manager.

But his songs are so gut-wrenching and original that his success



feels assured. Citing such influences as Marilyn Manson, Tyler the Creator and Missy Elliott, he maintains a świd, gender-bending aesthetic, wearing pink braids and tiaras in his videos. His good looks have won him modeling shoots and

runway shows.

Meanwhile, tragedy keeps striking. His father died of a heart attack in July. They'd been growing closer since his dad kicked him out of the house at age eighteen, unaccepting of his son's sexuality. After the funeral, Donté learned his fa-

ther had wished they were closer. "At least I know now, but I wish I would have known be-

inder investigation. "It's tough, but I'm making

er the word seems to be crashing around him, which happens with distressing frequency. It's not always enough. He often feels crippled by social anxiety, making it hard to perform, hard to bring positive energy to fans who are counting on him

The title of his upcoming EP, A Lamp in th

Wellness OUT IN STL





)ueen WHY MISS MISSOURI 2016 TOOK ON TEEN SUICIDE

's a Saturday in a small town in Missouri.

Situalists of the control of the con

be filte mer."

O'Flaberry's participation in Miss America last September was an LGHTQ milestone that garacreer antarion alteration. What draw less coverage was her charity platform — and her Marcheve less coverage was her charity platform—and her O'Flaberry championed usicité provention, with a special Geno on the Tweer Project. It's a national nonprofit that helps young LGHTQ people through moments of crisis. The risk of Selfstarm in that demographie is desproportionately high control of the champion of the champion of the champion of the charge of the champion of t





schook and discovered an awareness gap.

"Youghe didn't know about the Trevor Project," she say. "Tell gritted these schools and lids who melly needed the resources didn't know about them."

Outread's he's, accordinging's School of Medicine, General, and the control of the gritted the school and lids who really needed the resources didn't know about them."

Outread's he's, accordinging's School of Medicine, General, and the school of the dischool of the control of the school of the death or incared and other plane of the school of Medicine, General, and the he's of the school of the death or incared and other plane of the school of the school of the school.

"Life in a rural community can be really protective in its own way," Pass says, "males you feel signatured, then it's really and flat.

Everynone knows your business."

De Plax agrees that the Trevor Project is an excellent resource for young people. She is especially impressed by the organization's two-way texting service, which allows young people to have a text conversation with a trained connector.

"They're able to examine texts and figure out who needs to bringed. They've mapped it out to know who is most at risk," explains Plan. If you're trying to read, allows young people to have a problem with a single trying the read of the proposal people, but mostly the grant people in the proposal people who on the proposal people between the proposal people who on the proposal

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SECTIONS AT A GLANCE

AGENDA







YOUR FALL, PLANNED GET A PIECE OF CULTURE, OFF THE BEATEN PATH

Lovers of be

Lowers of bellis littler can enjoy a feast of literary discussion at Left Bank Books on September 28. In the bank of the shop, not an institutionally encounced lesbian port Educationally encounced lesbian port Educationally encouncil endough the street and book of the street and book of the street and loved for sixteen years. But according to British reviewer Helen Macdonald, Melvedy and the street and book of six sixteen years. But according to British reviewer Helen Macdonald, Melvedy in the work of the street and the stree

either of these two books at Left Bank. Eilen Myles reading, free, 7 p.m.; Gay Men's Rea ing Group, free, 7:30 p.m., Thurs. Sept. 28, Left

MONSTER BALLADS

Bauf Engelhe, an LGHTQ noof-op-profit devoted to music performance, has an nounced its theme for the annual Hallowern Concert no Conther 1st "Tale and Otto Conther 1st "Tale and Otto Androne Scians on the stage, many in costume, the concert band will swit through pieces retained to stories that have been passed down through generations. Think Daudo, the Hebbid, Some Gene 9p. Epid and Mr. Hydr, The Legand of Sonly Hallow and Band will play more than a dozen pieces over two acts. During the intermission, the colorguard will play music from the film *Romy and Michel's High School Reunion*, which was released twenty years ago, in 1997 — the same year BandTogether was born.

Band Together Halloween Concert, free, donatows well comed, 8 p.m., Sat., Oct. 14, 560 Music Center, 56 Trinity Ave., 314-935-6564, www.bandlogethesstl. com

THE PICTURE OF

When artist Jess Dugan began shooting portraits of her friends in 2011, she says, she gravitated to those who had "found a way to be masculine that's more gentle and more vulnerable than the mainstream

sersion of it." In 2015, the published a book of those photographs. Europ Boath 18 I Den. Now she's exhibiting 30 of them, along with a video component, at UMSL through Cotober 14. She shot them, along with a video component portrains across the country, but many were in Chicago and Boston, in her subjects' homes, and often in their bedrooms, using medium- and large-format cameras. The collection includes gay men, gay women, straight men, trans women and even her partner [see, with whom Dugan settled in St. Lonis three years ago. Al of a radject, she has said, "represented so affine and the said of the said of

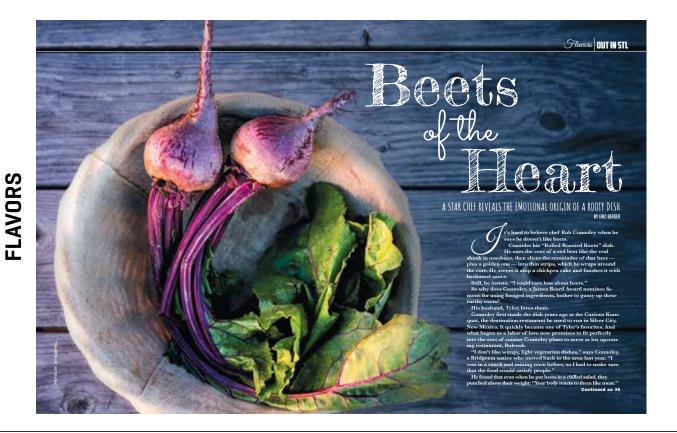
"Exery Breath We Drew" exhibition, free, Gallery 210, University of Missouri-St. Louis, through Oct. 14, Tues. - Sat. 11 a.m. to 5 fum., 44 East Dt. on UMSL campus, 314-516-5976, http://gallery21/ umsl.edu/.

ontinued on 3

These are just three of the many photos by photographer Jess Dugan (center) now on exhibit at UMSL.

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FUTURE DEADLINES

MARCH 2020

MARCH 27

HITS THE STREETS

MARCH 20

ARTWORK DEADLINE

JUNE 2020

JUNE 19

HITS THE STREETS

JUNE 12

ARTWORK DEADLINE

SEPTEMBER 2020

SEPTEMBER 11

HITS THE STREETS

SEPTEMBER 4

ARTWORK DEADLINE

DECEMBER 2020

DECEMBER 28

HITS THE STREETS

DECEMBER 18

ARTWORK DEADLINE



It's those stories that compelled us to launch Out in STL. We know the mainstream media docurt always do a great job of covering the issues that matter to you, much less representing the LGRTO spectrum in all its diversity. We wanted to do our part to address that, with stories focused on the way you live and the things you care about: politics, personalities, food, arts, nightlife, travel, health and much more.

Out in STL is a quarterly product of Euclid Media Group, the parent company of the Riverfront Times. We're keenly aware of the challenges that print journalism faces in the digital age, but we're encouraged by the success of our sister publication in Teass, Out in SA, Just like that publication, which is now thriving in its third year, we intend to be completely local, both in terms of what we cover and the writers who contribute. And while the publishing business is still a business, we plan to donate a percentage of the proceeds for each future issue to a different local charity serving the LGBTQ community.

We look forward to your feedback, and we hope to see you at the launch party this autumn. Stay tuned!

-Nicholas Phillips, Editor





Courr photo taken by
SUSAN BENNET / OOH ST. LOU
315 Lemay Ferry Rd. St. Louis. MO 63125



RATES + SPECS

Annual package includes:

- · Full color ad
- · Directory listing (print & online)
- · Digital ads on outinSTL.com
- · Social Media Spotlight for you or your business
- Invitations to monthly
 Out in STL mixers

SIZE (RATE PER INSERTION)	1X	4X
PREMIUM	\$3,000	\$2505
FULL PAGE	\$2,500	\$2205
1/2 PAGE	\$1,500	\$1,300
1/4 PAGE	\$900	\$800



AGENDA continued from pg 2 CHARITABLE

ish to attend the most se combreach, ish to attend the r's innaugural Chili imply because you are followed by the construction of the construction

in which case you're in luck. Individuals and teams will be and \$20, respectively to make the most serumptons chili and combread. It's free to come in and taste their centions, though donations are encouraged. A fixing station loaded with cheese, sour cream, tabasoo, sall and pepper, crackers, onion and chips will let you customize your bowl. The www.justjofficiub.com
35M.3AM.5013
27M.1AM.5113

Organisasis

Full Page = 7.75 x 10.5 in Bleed = 8.75 in. x 11.5 in Trim = 8.25 x 11 in

1/2 Vertical

1/2 Horizontal 7.75 x 5.0304 in.

3.7917 x 10.25 in.



Timeless luxury.

The Challenge potent in their increase are arranged and an extraction of the contract of the

1/4 3.7917 x 5.0304 in.

