

A PROPOSAL TO BUILD THE

Arch Grants Brand Narrative and Develop Brand Assets

Friday, April 5, 2019



PARADOWSKI April 5, 2019

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Hi, we're Paradowski

Paradowski is a full-service creative agency based here in St. Louis. If you dropped by the office right now, you'd find roughly 70 writers, art directors, strategists, producers and developers working on all kinds of amazing stuff. We build brands, campaigns and digital experiences for some of the largest companies on the planet, as well as some of the smallest, not-for-profit organizations. Basically, for the last 42 years, we've done work we believe in, for clients we believe in.

We believe in design for all brandkind.

THERE'S SOMETHING ELSE YOU SHOULD KNOW.

Although our business cards might read "art director," "developer," "copywriter" or "account executive," our secret is that everyone at Paradowski is really a designer.

But we don't just design award-winning websites, gorgeous print pieces or brand identities; we design experiences.

And there is nothing we love more than designing exceptional brand experiences for clients who share our passion for St. Louis — clients like T-REX, Geosaurus, Laumeier Sculpture Park, the Missouri Botanical Garden, St. Louis Community College, Opera Theatre of St. Louis, Spatial Networks, The Sheldon and, hopefully, Arch Grants.

See, we have a lot of experience building brands that are bettering St. Louis. It's one reason we think you should select us to bring the new Arch Grants brand to life.

Here are a few more:

WE PLAY AS HARD AS WE WORK.

Playing around isn't a form of procrastination at Paradowski; it's education. Our in-house team of developers and technologists spend 10 percent of their time experimenting with new technologies, software languages, printing techniques and augmented reality so we can bring our clients truly innovative ideas.

WE DON'T TRY TO BE ALL THINGS TO ALL PEOPLE.

And we don't tell our clients to be, either. For communications to be focused and effective, a sound brand strategy is critical. We help our clients pinpoint exactly who they're talking to, what really matters to them and how the brand's purpose aligns with the audience's values.

WE KNOW GOOD CONTENT IS BOTH SIMPLE AND HARD.

It's easy for brands to talk about themselves. What's hard is providing value by producing original content that delights, educates, engages and inspires. Luckily, our team of storytellers, filmmakers and illustrators have had a lot of practice doing just that.

WE DON'T MAKE IT LOOK EASY. WE MAKE IT LOOK GOOD.

We know that visual identity is more than a logo. It's an entire ethos that helps communicate who you are and what you stand for before you've said (or your audience has read) a word. From traditional branding and print collateral to interactive digital design, we've stayed true to our roots as a design-devoted shop.

WE'RE SCRAPPY.

From bite-sized social content to multi-episode series, rousing anthem videos to complex animation and effects, our video team knows how to tell compelling stories of any scale, with any size budget.

Our elevator pitch

Our vision is to make St. Louis a destination for creativity by doing meaningful work with partners who are passionate about lifting the city up.

We may have some global companies on our client roster, but St. Louis is our home. We're passionate about our community, as demonstrated by the work we've done for dozens of iconic local cultural and educational institutions. As individuals and as a company, we're committed to contributing to the city's stability and growth. And we know that by investing our own talents at work and outside the office, we gain as much as we give.

The bottom line: Paradowski has been a "St. Louis" agency for more than 40 years. We've accomplished this with an energized entrepreneurial spirit, and we intend to keep building our legacy alongside our clients right here in St. Louis for at least another 40.

WHEW, WE'RE BREATHLESS.

If this were a first date, this is where we'd point out how much we have in common. You're passionate about creating a dynamic nesting environment to attract and advance St. Louis's next generation of employers, civic leaders and philanthropists; we're inspired to build brands that are bettering St. Louis.

The brand framework elements you shared excited us immediately, not least because we recognize ourselves in them. We're thrilled by the possibility of taking these elements to the next level with a fully realized visual identity and a new web experience.

We don't know what that might look like quite yet, and uncovering it will take close collaboration with your team. But we do know that we'll agree on one thing: the best idea is boss.

It's one of our core values, and it's fundamental to entrepreneurship. It's the belief that any idea, if it's the right one, can upend the status quo and change the trajectory of an entire company, an entire industry or an entire city. And it doesn't matter whose it is, where they come from or even how much experience they have. If it's best, it's boss,

Another part of our belief system? If we want people to be open to our ideas, we should take pains to make sure those ideas are graceful, respectful, beautiful and smart.



It's easy to get lost in the jargon most marketers use to talk about branding and design these days:
Positioning, Essence, Attributes, Value Prop, FABS.
While these things are all important, we think there is a simpler way to think about branding.

Your brand is your *purpose*. It's the reason you get up in the morning and embodies what you promise your audience. Your *brand experience* is proof of your promise. It's how you act as an organization, how you present yourself and, ultimately, how your audience interacts with you.

YOUR BRAND EXPERIENCE IS THE INTANGIBLE SENSATIONS, THOUGHTS AND FEELINGS EVOKED BY ALL YOUR BRAND-RELATED STIMULI.

A noble, emotionally appealing purpose is an advantage, but it's only as compelling as the way your audience experiences it. Arch Grants applicants are likely to encounter the brand at a pivotal point in their personal and professional lives. They're seeking support, mentorship and funding to actualize their closely held ideas and ideals, so they're emotionally primed to forge a meaningful

and lasting relationship. The same is true of prospective mentors, donors and other community stakeholders who are enthusiastic about and invested in St. Louis's economic future.

As you transition into a new phase and a whole new category, it's more important than ever to present a cohesive brand experience. For that experience to resonate, your vision of lifting St. Louis by propelling enlightened entrepreneurs needs to shine through every touchpoint, from business cards and brochures to social media, event collateral and every page of the new archgrants.org.

Our approach to your work

We are eager to get started. When we do, this is what the process might look like (pending any key milestones on your calendar).

PHASE 1: ESTABLISHING THE PARENT BRAND

PHASE 2: ESTABLISHING AND ALIGNING DAUGHTER BRANDS

PHASE 3: VISUAL EXPRESSION

PHASE 4: BRAND INTEGRATION

Phase 1

ESTABLISHING THE PARENT BRAND

Discovery

A discovery session allows us to more fully understand the brand work you have done to date and what remains to be accomplished.

This will entail one stakeholder intake meeting and brand workshop, the key learnings from which will inform a parent brand matrix.

Development of a parent brand matrix

Our brand matrix exercise helps capture the key truths and belief system behind the parent brand and provides a framework to explore the brand's internal and external positioning. We understand that some preliminary brand work has already been accomplished; the matrix will allow us to go deeper and aid in further brand work.

After collecting input from key stakeholders, we will develop the matrix and present it for your review. Once we gather your feedback, we will make any adjustments necessary to achieve a final parent brand matrix to guide all other work.

Development of foundational parent brand elements

Brand voice

Brand voice is the tone and style a brand uses to talk about itself. While the elements of brand voice are for internal use, a consistent brand voice allows your audiences to immediately recognize your content — even without other branded elements — and helps establish your brand as trustworthy and authoritative in your area of expertise. The brand voice document will serve as a definitive language guide when a variety of writers work on your brand's behalf.

The crucial elements of your brand voice include: Brand story, brand pillars and key messages

Naming

Naming may or may not be "on the table." With the parent brand matrix and brand voice established, we will explore potential naming variations and options.

Tagline

Along with naming recommendations, we will provide tagline options.

Phase 2

ESTABLISHING AND ALIGNING DAUGHTER BRANDS

Discovery

You have identified a number of product or "daughter" brands that need to live within and ladder up to the parent brand.

For each of these, we propose the following:

Stakeholder intake meeting and daughter brands workshop to establish the value proposition for each product, as well as how each relates to and aligns with the parent brand core.

Development of foundational daughter brand elements

Brand voice

Naming

With the brand voice established, we will explore naming options or updates to the daughter brands, if applicable.

Phase 3

VISUAL EXPRESSION

Logo(s) lockups

There are many ways to express a parent brand and everything that lives within its world. We will present options for a logo system that supports and expresses your brand family.

Visual territory

Your brands will need a visual world in which to thrive. Beyond naming, taglines and logo options, we will recommend a visual territory for your brand family. This will include a color palette, photographic style, photographic treatment, typography, data visualization, styling and more. The combination of this territory — and all the elements described above — will give your parent and daughter brands an impactful, ownable space in the marketplace.

Phase 4

BRAND INTEGRATION

With the completion of the first three phases, we will be ready to integrate the parent and daughter brands into your internal and external communications. **The following are the key elements we recommend for integration.**

Digital properties

Website

Beyond your personal interactions, your website is your single-most important communications tool. It represents your organization to the world and is the vehicle that drives interaction and engages audiences. Each user's experience with your site further defines your brand, so your site must embody not only your brand's visual identity, but also its value system and personality.

Report to the community

We envision a digital report that provides you the functionality to make annual updates with ease. An extension of your overarching website, it will embody the visual territory we establish for your brand but will have its own unique messaging and content. We recommend that a PDF version of the report be downloadable from the site for those who wish to print and save the report.

Brand video

YouTube is the second-largest search engine in the world, processing 3 billion searches a month. A brand video — an anthem, if you will — can express the core of your brand(s) and engage audiences emotionally in a single moment. Internally, it can help you communicate the renewed brand direction to your teams; externally, it can be used to open and close meetings and presentations; it can be featured on your website; and, it can be used in social media channels.

Brand rollout (miscellaneous)

To support the refined branding, we will create a brand guidelines document and apply new standards and visual territory to branded folders, a one-sheeter template, letterhead, business cards, thank-you notes, a Powerpoint template, social media imagery and banners, email and newsletter templates and any other needs.

The investment

SCOPE OF WORK AND ESTIMATE

We have developed a realistic scope of work and estimate based upon what we know today. If chosen as your partner, we will work together to develop a final scope and budget. To demonstrate our support of Arch Grants's commitment to accelerating economic development through entrepreneurship, we are offering a Paradowski investment.

Branding

Phase 1: Establishing the parent brand

Discovery, brand matrix, foundational branding elements for the parent brand including brand voice, naming and tagline.

\$7,500.00

Phase 2: Establishing and aligning the daughter brands

Discovery, including brand voice, naming and tagline for each of the products as applicable.

\$6,000.00

Phase 3: Visual expression

Exploration of the brand family's visual expression with deliverables to include parent logo, daughter logos and visual territory.

\$12,000.00

Integration

Phase 4: Website and Report to the community

Revamped site to align with UX best practices and incorporate all aspects of the new parent and daughter brands. Estimate includes site audit and report, account management, design, copywriting, site map, wireflows, personas creation, project management and development.

\$95,000.00

Brand video

Brand and explanatory videos, to include concepting, script development, storyboarding, videography, editing and final production. Videos will be developed once a concept is chosen.

\$50,000.00

Miscellaneous brand collateral

Brand guidelines, branded folders, one-sheeter template, letterhead, business cards, thank-you notes, PPT template, social media imagery and banners, email/newsletter templates.

\$20,000.00

TOTAL ESTIMATED BUDGET —

 \rightarrow \$190,500

Paradowski Investment Arch Grants Investment

\$50,000 \$140,500

This is an estimate based upon the proposed deliverables in the scope of work described here. Final budget will be established once a final scope of work is approved by both parties. Please note that these are estimates and do not include out-of-pocket costs.

Your team

Your Team



GUS HATTRICHPresident | ghattrich@paradowski.com

Gus is the President of Paradowski, ensuring that everything we do for our clients, from strategy to creative, generates business value overall. Gus grew up in the agency business and learned early the value of big ideas. Throughout his career, he's maintained the guiding principle that at the foundation of great agencies are people who commit themselves to making those ideas happen. With over 20 years experience in both above-the-line and below-the-line marketing activities, Gus has worked with clients such as Bacardi USA, Capital One Credit Card, Verizon Wireless, Ocean Spray, Dean Foods, Minute Maid, Solutia, Spectrum Brands and Costa Farms. Before joining Paradowski, Gus was a founding member of Moosylvania Marketing, and prior to that he was a senior manager of The Zipatoni Company.



ANDY WISE

VP, Design & Interactive | awise@paradowski.com

Equally fascinated by all things digital and design related, Andy crafts engaging interactive experiences for Fortune 500 companies and other businesses. Most recently, his work has supported the efforts of Anheuser-Busch, Monsanto, the Saint Louis Science Center, Cutex, Elsevier and Washington University. Websites, kiosks, mobile applications, iPhone and iPad games, video animation—anything is fair game. Before leading the digital creative team at Paradowski, Andy served as the creative director at Obata, and also taught web design as an adjunct professor at Maryville University, his alma mater.



JEAN KENNEDY
Senior Account Director | jkennedy@paradowski.com

A trained journalist who began her career in the magazine industry as a writer and editor, Jean has expanded her professional experience over the past 25 years to include work in strategic communications, branding, marketing, content marketing, special events and public relations. She is passionate about building collaborative, long-term relationships with her clients and colleagues. Current and past accounts include St. Louis Community College; T-REX, the St. Louis-based technology innovation center and technology incubator; Crop Production Services; Monsanto Stewardship and Technology Communications; the U.S. Soybean Export Council; the USDA and FAS; Caleres (formerly Brown Shoe Company), the State of Missouri, the St. Louis Economic Development Partnership, Wells Fargo, Monsanto, the St. Charles City-County Library District, Scottrade Center, TLC Vision and more. Jean is a graduate of the University of Missouri School of Journalism.



DAN RAYFIELDCreative Director | drayfield@paradowski.com

As a visual designer, Dan loves thinking through client challenges and bringing solutions to life. A graduate of Maryville University with a Bachelor of Fine Arts in Graphic Design, Dan has a broad portfolio showcasing his print, experiential and interactive expertise. His past and current clients include St. Louis Community College, University of Missouri, Graybar, Monsanto, Crop Production Services, Seminis & De Ruiter Vegetable Seeds, America's Farmers, AT&T, Emerson, Gatorade, Kahlúa, Opera Theatre of St. Louis, Universal Studios and Visa. Away from the office, Dan enjoys sports, printmaking and traveling. Though one of his favorite places is his kitchen, where he enjoys cooking and brewing up fresh cups of coffee.



CAROLINE MAYAssociate Creative Director | cmay@paradowski.com

Caroline is an experienced copywriter and conceptual thinker who is equally at home in the weeds and in the clouds. With a background in journalism at a time when articles were still measured in inches, she knows how to choose words carefully and make them count. Her portfolio includes award-winning work for clients ranging from professional athletes to multi-billion dollar manufacturers, including the Chris Long Foundation, Pratt & Whitney, Ameren Illinois, DEKALB Asgrow, On the Run, Webster University, MiTek and the St. Louis Cardinals. When she's not writing, reading or reading about writing, you can find Caroline spending time outside with her husband and two kids—one human, one canine.



KELLY STEPHENSON

Content Strategy & Analytics Director | kstephehson@paradowski.com

Kelly has always thrived at the confluence where science and art combine to make something more impactful than either would be alone. Her insights are fueled by a degree in Education and a professional pedigree that includes everything from software development to social media strategy. She's provided actionable insights and content support that scales from crafty side-hustle startups to the needs of corporations like Monsanto, SSM Health, Nestle Purina and Maritz. Her passions reflect the same balance of beauty and form including designing knitting patterns, singing with a community chorus, cooking, baking and collecting new stories from books, movies and travel. developing sites and native apps for education, finance, cultural and non-profit organizations.



BRYAN RECKAMP

Lead Web Developer | breckamp@paradowski.com

Bryan joined Paradowski in 2015, helping to bridge the gap between development and design. During his 16 years of experience, Bryan has worked for agencies such as Steady Rain and Arsenal Studios, developing sites and native apps for education, finance, cultural, and non-profit organizations.



JOHN NEMEC

Digital Project Manager | jnemec@paradowski.com

John is a Digital Project Manager at Paradowski Creative, as well as the owner of a web design, development, and marketing firm, Moosefish Web Services, LLC. Within his tenure in both organizations, John has helped launch four different websites for the St. Louis Archdiocese School System, developed a successful plan for the redevelopment of Monsanto. com which manages a cross-functional team across multiple locations, and successfully participated on the launch of the New Balance Loyalty and Mobile App Program.

Want to know more?

Great. We built a website — we mean, an experience where you can find out more about the agency, our work and all the people who make it.



Don't forget about the case studies!

At paradowski.com, you'll inevitably find yourself reading about how many chicken wings Gus, our president, can eat during lunch. Or marveling at Brad's hairstyles in the 90s. It happens.

But don't miss the case studies. These efforts, in particular, are relevant examples of the kind of work we'd love to have the opportunity to create for Arch Grants.

Geosaurus

Brand Identity

Following a successful capital campaign, T-REX began renovating the fourth floor of the historic Lammert Building to create T-REX's Geospatial Resource and Innovation Center. This targeted geo-accelerator center is set to become the epicenter of geospatial tech, and aimed to attract a range of diverse targets such as the NGA, established and startup geospatial intelligence companies and organizations, universities and leaders in the geospatial industry. As T-REX's branding partner, Paradowski was engaged to name and brand T-REX's Geospatial Resource and Innovation Center.

Following discovery and intake, we arrived at the naming recommendation Geosaurus. Not only is this name powerful and friendly, it also has the prefix "geo" baked in, making it entirely ownable. This name builds brand equity in T-REX, its parent brand, and allows T-REX to establish a brand hierarchy and naming system. The mark captures the spirit of the name: a stylized asteroid with a map marker at its center, moving upward, towards a bright future. In preparation for the "wall smashing" launch celebration of Geosaurus, Paradowski executed an animated version of the logo, which was displayed on screens throughout T-REX during the celebration and may be deployed in the future in numerous applications.





28 RELEVANT CASE STUDIES

T-REX

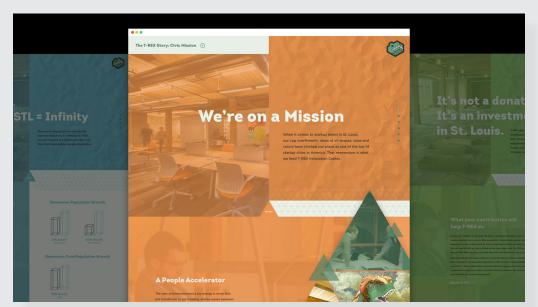
Report to the Community



Ideas of all shapes, sizes and colors have cinched St. Louis's place as one of the top startup cities in America. T-REX is at the heart of that startup momentum. A nonprofit, T-REX is a technology-focused innovation center and startup incubator located in the heart of downtown St. Louis. T-REX has a full breadth of offerings and is distinguished in many ways from the various "incubators" in the St. Louis region and beyond.

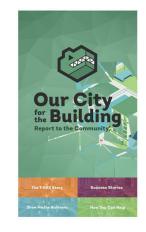
T-REX is utterly unique as it houses not only its entrepreneurs, but funders and an array of supporting organizations. Hosting thousands of hours of corporate and community events, T-REX provides its constituents the opportunity to network with key influencers who can help turn dreams into reality.

For this client, we refined the existing brand to give it a powerful, authentic voice and a set of assets to elevate the brand's visual expression. We created an array of assets—including brand messaging, brand voice, custom illustrations, animations and a video series—as well as a digital report to the community, an international presentation deck, testimonial videos and leave-behind collateral.













30 RELEVANT CASE STUDIES

Modern Agriculture

Generating Collaboration and Advocacy

THE SITUATION

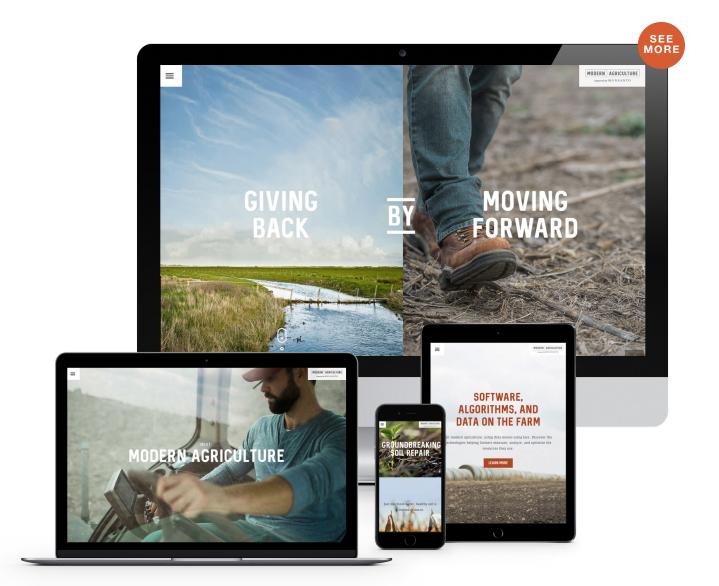
The modern agriculture industry has a large and impressive pipeline of innovation. However, consumers aren't aware of this. The existing perception is very narrow-essentially, GMOs and pesticides. We want those that have a neutral to less favorable view of modern agriculture to believe that the future role of innovation in agriculture is not to conquer mother nature, but to conquer human impact.

OUR SOLUTION

Through national print, digital, social, paid search and local television, our goal was to broaden the perception of modern agriculture beyond GMOs and crop protection to include digital tools and innovation.

The primary audience for the campaign was made up of "Societal Influencers." These individuals are self-identified "super-influencers" who are deeply familiar with their category, highly trusted and frequent recommenders across broad social networks and via word-of-mouth. They influence family, friends, neighbors, acquaintances and strangers with whom they have coincidental point-of-sale or online contact in at least one of these categories: Finance/Investments, Business, New Technology, Politics, News.

To support the Modern Agriculture initiative, ModernAg.org was launched to showcase content detailing how the industry uses digital tools and data to conserve natural resources. Here, our audience can learn more about the advances in modern agriculture. Societal Influencers take pride in the ability to form pragmatic opinions based on research. And this website gives them reason to believe.























THE RESULTS

The campaign has had a very positive effect on those who viewed it. Favorability of modern agriculture increased 27% after campaign exposure. Pre- to post-campaign exposure shows an 82% increase in consumer awareness of digital tools and their ability to help farmers make better decisions, with a 9% increase in trust of modern agriculture.

- Modern Ag favorability increased from **51% to 65%**
- Trust of Modern Ag increased from 55% to 60%
- Environmental perceptions of Modern Ag increased from 24% to 42%
- Association of Modern Ag + digital tools and data increased from 28% to 51%

Total Impressions

(Cumulative March 2017 – May 2018)

1,453,724,114

34 RELEVANT CASE STUDIES

St. Louis Community College

Reversing Negative Enrollment Trends

THE SITUATION

The stats weren't exactly promising.

When Paradowski was tapped in 2016 to present concepts for a new and invigorated enrollment campaign, St. Louis Community College (STLCC) had been facing years of declining enrollment numbers, often in double digits, in a highly competitive higher education market.

Finding creative solutions to stimulate dropping enrollment was not the only challenge in this endeavor. We needed to develop a fully integrated campaign in 40 working days—keeping within the confines of a very lean budget and incorporating a pre-existing media buy with a separate partner.

OUR SOLUTION

We believed the most powerful way to motivate the college's key audiences was to empower students to customize their higher education experience with low risk.

The campaign theme, *Your Path to Anywhere*, was a rallying cry for students of all ages to turn their dreams into reality and thus a career. We worked with our colleagues at STLCC to identify current students to be featured in the campaign, out-of-home billboards, on-campus print collateral, digital pre-roll videos, display ads, and broadcast and online radio spots.

All these tactics drove users to a custom microsite that served as the key component of the campaign. While the existing STLCC website was undergoing an overhaul, we developed a microsite where motivated prospects could follow intuitive, easy-to-navigate steps for application and enrollment. Users were able to choose their path based on student type, explore program options based on their interests, and add key enrollment milestones and deadlines to their calendars.

























38 RELEVANT CASE STUDIES



THE RESULTS

Considering the volume of activity and number of key conversions to apply, STLCC expected to see an overall increase in enrollment for the first time in many years. And did they ever.

Our client reported a 12% overall increase in enrollment.

This not only represents a turnaround for the college, but demonstrates Paradowski's ability to help it outsmart competitors in a vertical that has been plagued with flat or negative enrollment statistics.

Key campaign performance indicators:



13,249

20,343 **PAGEVIEWS**

900

ACTIONS



MORE PAGEVIEWS COMPARED TO STLCC'S PREVIOUS CAMPAIGN



ACTIVITY FROM CONTEXTUAL ADS

259,253 COMPLETED VIEWS

4,056

CAMPAIGN EVOLUTION

Since that initial partnership, we continue to work with St. Louis Community College on their enrollment campaigns each semester. "Your Path to Anywhere" evolved over three enrollment periods, and has now been replaced with a new campaign—"Come As You Are. See What You Become"—aimed at broadening the idea of what community college is and who community college is for. The new campaign is in its first weeks in market right now.

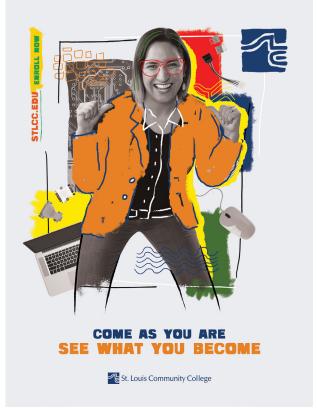










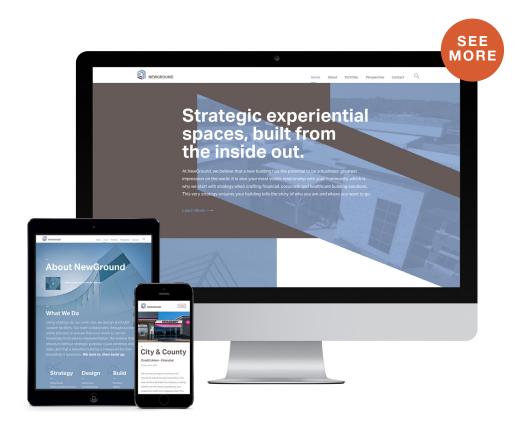


NewGround

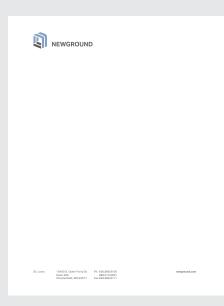
Brand Relaunch

Founded over 100 years ago, NewGround has successfully designed or built more than 15,000 facilities, ranging from large corporate headquarters to dynamic retail experiences. The company's vision for experiential, holistic creations has set it apart for more than a century, and NewGround's belief that a beautiful building is measured by how beautifully it functions eventually led to its decision to embrace a comprehensive rebrand. In 2015, NewGround chose Paradowski Creative as its partner in this endeavor.

The rebranding engagement encompassed brand positioning, logo and identity, website design, content creation and development; brand positioning video; logo animation video; business, sales and marketing collateral; and internal and external signage. The company's new look, feel and voice represent both its remarkable accomplishments, as well as its aspirations for the future.















Happy Clients

The individuals listed below have worked with us on a variety of projects and scopes. If you are looking for insight into our actual process, approach and working style, please feel free to contact any of them.

Kedra Tolson

Executive Director, Marketing and Communications at St. Louis Community College, may be reached at ktolson@stlcc.edu

Patricia Hagen, PhD

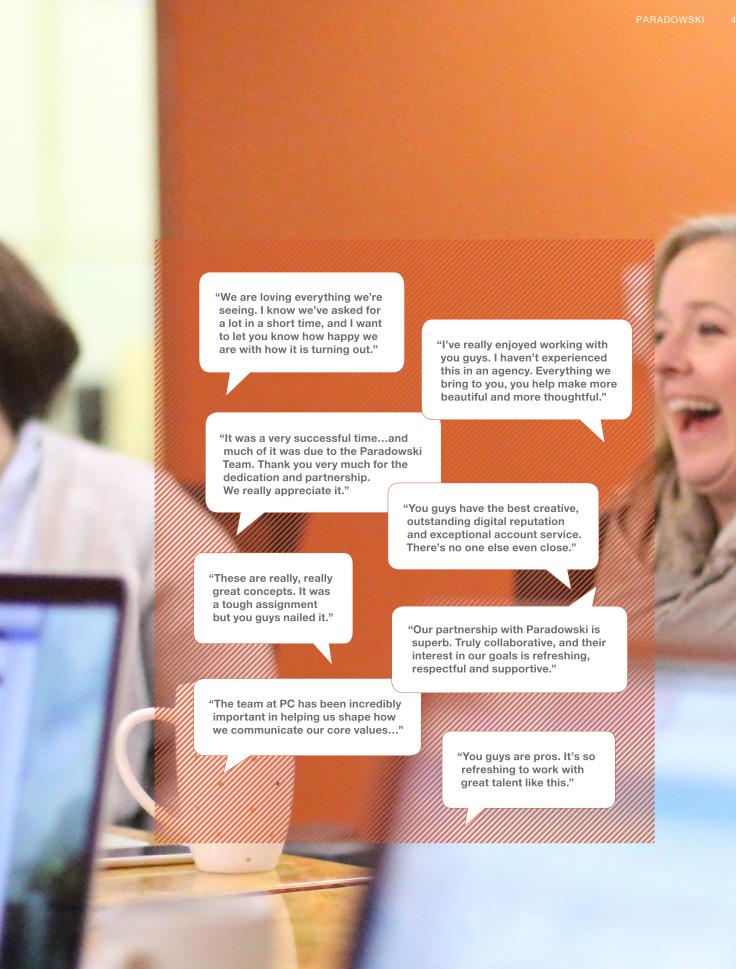
President/Executive Director at the Technology Entrepreneur Center/T-REX, may be reached at patricia@downtowntrex.org

Chris Peimann

Director of Marketing and Publicity at Sheldon Concert Hall and Art Galleries, may be reached at cpeimann@thesheldon.org

Dana Turkovic

Curator at Laumeier Sculpture Park, may be reached at dturkovic@laumeier.org



Thank You

This has been fun already, and we hope it's just the beginning. We look forward to the opportunity to discuss more about the future of Arch Grants. If you have any questions, we're just down the road. Stop by. Give us a call. Or we're always available...online.

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