

HAVE IT YOUR WAY



FABA Cornerstone Marketing 2023

FABA CORNERSTONE MARKETING 2023



FABA knows that running your business keeps your hands full. We're here to help promote your company as a leader in the building industry. The Cornerstone Sponsorship program puts your business in front of the region's building industry professionals and provides you increased visibility to the public and our members through exclusive marketing opportunities and event/networking benefits, as well as other VIP perks and opportunities throughout the year. We are giving you the power to tailor your marketing, sponsorship, and event opportunities throughout the year with the "Have it your way" plan!

Select from five levels of sponsorships. All levels include your 2023 FABA membership and will help you gain the exposure and make the connections you need to grow your business in 2023.

OUR 2022 SPONSORS



FABA CORNERSTONE MARKETING 2023



HOW IT WORKS

- Select your marketing level
 1. Partner
 2. Diamond
 3. Platinum
 4. Gold
 5. Silver
- Included is your 2023 Membership, tickets, and base Cornerstone packet features. Now, handpick your sponsorships!

A la carte sponsorship Items:

- The cost of sponsorship with “a la carte packages” is reduced from “retail price”
- Any sponsorships not claimed as part of A la Carte Packages will be sold to the general membership in advance of the event.
- Some event sponsorship opportunities will sell out in these packages.

THE BASE: INCLUDED IN ALL LEVELS



- 1 Year FABA + HBAV + NAHB Memberships
- 4 NAHB Affiliate Memberships for additional employees of your company
- Printed logo on FABA Cornerstone promo materials
- Printed signage at FABA events
- Company Logo (with link) on FABA Website Homepages
- Access to all event sponsorships and tickets in advance and at a discounted rate
- Social Media Posts (1 per quarter for all levels)

Marketing: By Level

- For Gold, Platinum, Diamond, and Partner Levels: logo on FABA homepage, logo on FABA staff email signatures
- Large signs printed and brought to all FABA events

Newsletter – published monthly (12 Issues plus archived)

- For Partner Level: Full page ad and the option to provide full-page educational content
- For Diamond and Platinum: Half page ad and the option to provide half-page educational content
- For Gold and Silver: Quarter size ad

MARKETING LEVELS



- **Partner Level** – (1) **\$10,000** Includes base sponsorship, tickets listed below and up to \$5,000 in a la carte marketing, event sponsorships and event tickets.
 - 10 tickets to each of the following – Summer Fest, the President's Gala, Disc Golf, Legislative update and the Annual meeting.
 - 1 foursome in the spring and fall Golf Tournament, one foursome in the spring and fall Clay Shoot
 - One VIP tent at Summer Fest
- **Diamond Level** – (1) **\$8000** Includes base sponsorship, tickets listed below and up to \$4,000 in a la carte marketing, event sponsorships and event tickets.
 - 8 tickets to – Summer Fest, the President's Gala, Disc Golf, Legislative update and the Annual meeting.
 - 1 foursome in the spring or fall Golf Tournament, one foursome in the spring or fall Clay Shoots, your choice
 - One VIP tent at Summer Fest
- **Platinum Level** – (3) **\$6000** Includes base sponsorship, tickets listed below and up to \$3,000 in a la carte marketing, event sponsorships and event tickets.
 - 6 tickets to – Summer Fest, the President's Gala, Disc Golf, Legislative update and the Annual meeting.
 - 1 foursome for Golf or Clay Shoot, your choice
 - One VIP tent at Summer Fest
- **Gold Level** – (3) **\$4000** Includes base sponsorship, tickets listed below and up to \$2,000 in a la carte marketing, event sponsorships and event tickets.
 - 4 tickets to – Summer Fest, the President's gala, Disc Golf, Legislative update and the Annual meeting.
 - 1 foursome of Golf or Clay Shoot, your choice
- **Silver Level** – (unlimited) **\$2000** Includes base sponsorship, tickets listed below and up to \$1,000 in a la carte marketing, event sponsorships and event tickets.
 - 2 tickets to – Summer Fest, the President's gala, Disc golf, Legislative update and the Annual Meeting

2023 CORNERSTONE MARKETING MENU

PRESIDENT'S GALA

Held every year in January, our President's Gala kicks off the new year in an elegant way. Hosting over 250 people each year, this is a fabulous way to engage with our members all at once.

PRESIDENT'S GALA

	WITH CORNERSTONE PACKAGE	SOLD SEPERATLY
TITLE SPONSOR...SOLD OUT Thank you Dominion Energy	\$2500.00	\$3000.00
CENTERPIECE SPONSOR...SOLD OUT Thank you, MidSouth, Rays Siding, Jim Carpenter Company, Topside FCU and Legacy Engineering	\$750.00	\$1000.00
ENTERTAINMENT SPONSOR...4 available <i>Logo prominently displayed at front of the dance floor/near stage/entertainment</i>	\$750.00	\$1000.00
COAT CHECK SPONSOR...SOLD OUT <i>Thank you Holt for Homes</i>	\$200.00	\$275.00
WINE SPONSOR...SOLD OUT Thank you Halsey Homes and Childress Construction	\$750.00	\$1000.00
BAR SPONSOR...2 available <i>Logo prominently displayed at the bar and on cocktail napkins</i>	\$1000.00	\$1500.00
SIGNITURE DRINK SPONSOR...SOLD OUT Thank you CMG Home Loans	\$450.00	\$500.00
DESSERT SPONSOR...SOLD OUT Thank you Reico	\$750.00	\$1000.00
FAVOR SPONSOR...SOLD OUT <i>Thank you Childress Agency</i>	\$750.00	\$1000.00
REGISTRATION SPONSOR...SOLD OUT Thank you Embrace Home Loans	\$400.00	\$550.00

Contact us: (540) 898 - 2730

Meghan@fabava.com or Mmoore@fabava.com

2023 CORNERSTONE MARKETING MENU

SPRING GOLF

Held every year in May, this event hosts 170 attendees for a beautiful day out on the golf course.

SPRING GOLF

WITH CORNERSTONE PACKAGE

SOLD SEPERATLY

TITLE SPONSOR...SOLD OUT

\$2200.00

\$3000.00

Thank you Jim Carpenter

HOLE SPONSOR...7 available

\$130.00

\$150.00

Logoed sign on the hole for the entire tournament. Send a representative to interact with golfers at the hole

GOLF CART SPONSOR...SOLD OUT

\$750.00

\$850.00

Thank you Builders First Source

CONTEST SPONSOR ...SOLD OUT

\$450.00

\$600.00

Thank you Childress Construction

BEVERAGE CART...SOLD OUT

\$1300.00

\$1500.00

Thank you GAF

BREAKFAST SPONSOR...1 available

\$1000.00

\$1300.00

Set up and greet all players while they enjoy breakfast at the clubhouse. Signage included

LUNCH SPONSOR...SOLD OUT

\$1000.00

\$1300.00

Thank you Dominion Energy

19th HOLE RECEPTION SPONSOR...1 available

\$1800.00

\$2000.00

Set up and greet all players while they enjoy dinner during the awards ceremony. Signage included

AWARDS SPONSOR...SOLD OUT

\$350.00

\$400.00

Thank you Truist

PUTTING GREEN SPONSOR...SOLD OUT

\$150.00

\$200.00

Thank you Dominion Energy

REGISTRATION SPONSOR...SOLD OUT

\$350.00

\$400.00

Thank you Embrace Home Loans

SWAG BAG SPONSOR...SOLD OUT

\$650.00

\$1000.00

Thank you Sanfio Designs

PRIZE SPONSOR...UNLIMITED

\$50.00

\$100.00

Your sponsorship will help provide prizes for the raffle and or tournament winners. Have your logo displayed on the prize table

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2023 CORNERSTONE MARKETING MENU

SPRING CLAY SHOOT

Our annual clay shoot, hosted in Remington VA,
attracts 75 players and attendees.

SPRING CLAY

WITH CORNERSTONE PACKAGE

SOLD SEPERATLY

TITLE SPONSOR...2 available

\$1500.00

\$1800.00

The title sponsor for this event will receive Logo prominently throughout. Recognition through in the awards dinner script. Logo displayed at registration and sign in tables and on all digital marketing materials

SAFTEY TABLE SPONSOR...SOLD OUT

Thank you Republic Homes

\$150.00

\$200.00

REGISTRATION SPONSOR...SOLD OUT

Thank you Contractor Websites Plus

\$250.00

\$350.00

SNACK SPONSOR...SOLD OUT

Thank you YHB CPA

\$150.00

\$200.00

BEVERAGE SPONSOR...SOLD OUT

Thank you Reico

\$150.00

\$200.00

LUNCH SPONSOR...SOLD OUT

Thank you Jim Carpenter

\$850.00

\$1000.00

STATION SPONSOR...6 available

Logoed sign on holes for the entire tournament. Send a representative to interreact with shooters throughout the day

\$50.00

\$75.00

AWARDS SPONSOR...SOLD OUT

Thank you Metwood

\$350.00

\$400.00

PRIZE SPONSOR...UNLIMITED

Your sponsorship will help provide prizes for the raffle and or tournament winners. Have your logo displayed on the prize table

\$50.00

\$100.00

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2023 CORNERSTONE MARKETING MENU

TWILIGHT GOLF

Held every spring 9 holes of afternoon fun before the spring hard hat

TWILIGHT GOLF

WITH CORNERSTONE PACKAGE SOLD SEPERATLY

REGISTRATION SPONSOR...SOLD OUT

Thank you Childress Agency

\$250.00

\$350.00

SWAG BAG SPONSOR...SOLD OUT

Thank you Reico

\$450.00

\$600.00

PUTTING GREEN SPONSOR...SOLD OUT

Thank you Coleman Homes

\$150.00

\$200.00

BEVERAGE SPONSOR...SOLD OUT

Thank you MidSouth

\$650.00

\$800.00

HOLE SPONSOR...SOLD OUT

Logoed sign on holes for the entire tournament. Send a representative to interreact with shooters throughout the day

\$75.00

\$100.00

2023 CORNERSTONE MARKETING MENU

SUMMER FEST

One of our largest events of the year happening this Summer. Our Summer Fest hosts 450 guests. An after-hours event complete with seafood, crabs and bbq. In addition, we have cornhole, great music and of course plenty of members to mingle with.

SUMMER FEST

WITH CORNERSTONE PACKAGE

SOLD SEPERATLY

TITLE SPONSOR...SOLD OUT

Thank you Pest Solutions

\$2500.00

\$3000.00

BIB SPONSOR...SOLD OUT

Thank you Childress Agency

\$800.00

\$900.00

REGISTRATION SPONSOR...SOLD OUT

Thank you Dominion Energy

\$400.00

\$550.00

CUPS SPONSOR...SOLD OUT

Thank you Embrace Home Loans

\$600.00

\$750.00

DESSERT SPONSOR...SOLD OUT

Thank you Childress Construction

\$500.00

\$700.00

AUCTION SPONSOR...SOLD OUT

Thank you Republic Homes

\$350.00

\$400.00

PORTA POTTIE SPONSOR...SOLD OUT

Thank you JHall Homes

\$300.00

\$400.00

PARTY TENT SPONSOR...SOLD OUT

Thank you Jim Carpenter

\$1500.00

\$1800.00

KOOZIE SPONSOR...SOLD OUT

Thank you Reico

\$400.00

\$500.00

BAR SPONSOR...1 available

Signage of your logo located on and around the bar area. Your logo will be printed on all drink tickets

\$1000.00

\$1500.00

ICE CREAM TRUCK SPONSOR...SOLD OUT

Thank you Ray's Siding

\$500.00

\$800.00

ENTERTAINMENT SPONSOR...1 available

logo displayed by band or Dj and recognized during the speech

\$1500.00

\$2000.00

VIP TENTS...5 available

Treat your staff, clients or coworkers to a little VIP treatment, Reserve seating in a private tent, table and chairs for up to 8 people

\$350.00

\$400.00

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2023 CORNERSTONE MARKETING MENU

DISC GOLF

Our annual disc golf event is a great way to interact with our young professionals group and other members during an afternoon of fun outside.

DISC GOLF

WITH CORNERSTONE PACKAGE

SOLD SEPERATLY

TITLE SPONSOR...2 available

The title sponsor for this event will receive Logo prominently throughout. Recognition through in the awards dinner script. Logo displayed at registration and sign in tables

\$800.00

\$1000.00

SWAG BAGS SPONSOR...1 available

Your logoed bag will be seen all day by all players. Logoed bag for each player. (If you provide your own bags only a (\$200.00 fee)

\$500.00

\$650.00

DINNER SPONSOR...SOLD OUT

Thank you Truist

\$500.00

\$800.00

REGISTRATION SPONSOR...SOLD OUT

Thank you Contractor Websites Plus

\$250.00

\$300.00

BEVERAGE SPONSOR...SOLD OUT

Thank you Contractor Websites Plus

\$150.00

\$200.00

AWARDS SPONSOR...1 available

Signage on the awards table, you care welcome to hand out the awards to the winners

\$250.00

\$400.00

HOLE SPONSOR...13 available

Logoed sign on holes for the entire tournament. Send a representative to interreact with golfers throughout the day

\$30.00

\$50.00

2023 CORNERSTONE MARKETING MENU

FALL GOLF

Our fall golf invitational is held every fall. The course plays host to 150 attendees for the day.

FALL GOLF

	WITH CORNERSTONE PACKAGE	SOLD SEPERATLY
TITLE SPONSOR...SOLD OUT <i>Thank you GAF</i>	\$2000.00	\$2500.00
HOLE SPONSOR...6 available <i>Logoed sign on the hole for the entire tournament. Send a representative to interact with golfers on the hole throughout the day</i>	\$130.00	\$150.00
SWAG BAGS...SOLD OUT <i>Thank you JHall Homes</i>	\$650.00	\$1000.00
GOLF CART SPONSOR...SOLD OUT <i>Thank you Ray's Siding</i>	\$750.00	\$850.00
19th HOLE RECEPTION SPONSOR...SOLD OUT <i>Thank you Pest Solutions</i>	\$1500.00	\$2000.00
BEVERAGE CART...1 available <i>Everyone loves to see the beverage cart on the golf course. Your logo will be posted on the side of the cart for everyone to see coming. Your logo will also be printed on each drink ticket</i>	\$1300.00	\$1500.00
LUNCH SPONSOR...1 available <i>Set up and greet all players while they enjoy a boxed lunch Signage included</i>	\$1300.00	\$1500.00
CONTEST SPONSOR..SOLD OUT <i>Thank you Republic Homes and Dominion Energy</i>	\$450.00	\$600.00
AWARDS SPONSOR...SOLD OUT <i>Thank you Coleman Homes</i>	\$250.00	\$300.00
REGISTRATION SPONSOR...SOLD OUT <i>Thank you Contractor Websites Plus</i>	\$350.00	\$400.00
PUTTING GREEN SPONSOR...SOLD OUT <i>Thank you Ray's Siding</i>	\$150.00	\$200.00
WATER BOTTLE SPONSOR...SOLD OUT <i>Thank you MidSouth</i>	\$600.00	\$800.00
PRIZE SPONSOR...UNLIMITED <i>Your sponsorship will help provide prizes for the raffle and or tournament winners. Have your logo displayed on the prize table</i>	\$50.00	\$100.00

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2023 CORNERSTONE MARKETING MENU

FALL CLAY SHOOT

Our fall clay shoot is held every fall. The course plays host to 75 attendees for the day.

FALL CLAY SHOOT

WITH CORNERSTONE PACKAGE

SOLD SEPERATLY

TITLE SPONSOR...2 available

\$1500.00

\$1800.00

The title sponsor for this event will receive their logo prominently placed throughout. Recognition in the awards dinner script. Logo displayed at registration

STATION SPONSOR...6 available

\$50.00

\$75.00

Logoed sign on the hole for the entire tournament. Send a representative to interact with shooters throughout the day.

SAFTEY TABLE SPONSOR...SOLD OUT

Thank you Builders First Source

\$150.00

\$200.00

SNACK SPONSOR...SOLD OUT

Thank you Holt for Homes

\$150.00

\$200.00

BEVERAGE SPONSOR...SOLD OUT

Thank you Ray's Siding

\$150.00

\$200.00

LUNCH SPONSOR...SOLD OUT

Thank you Builders First Source

\$850.00

\$1000.00

AWARDS SPONSOR...SOLD OUT

Thank you GAF

\$350.00

\$400.00

REGISTRATION SPONSOR...SOLD OUT

Thank you Contractor Websites Plus

\$250.00

\$350.00

PRIZE SPONSOR...UNLIMITED

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\$50.00

\$100.00

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2023 CORNERSTONE MARKETING MENU

ANNUAL MEETING

The FABA Annual Meeting is held each November to wrap up another great year at FABA and in the building industry. This event attracts up to 75 of FABA's most engaged members and board members.

ANNUAL MEETING

WITH CORNERSTONE PACKAGE

SOLD SEPERATLY

TITLE SPONSOR...2 available

\$800.00

\$1000.00

The title sponsor for this event will receive their logo prominently placed throughout. Recognition in the awards dinner script. Logo displayed at registration

DINNER SPONSOR...SOLD OUT

Thank you Dominion Energy

\$800.00

\$1000.00

BAR SPONSOR...SOLD OUT

Thank you Ray's Siding

\$1000.00

\$1500.00

GIVEAWAY SPONSOR...SOLD OUT

Thank you YHB CPA

\$250.00

\$350.00

DESSERT SPONSOR...SOLD OUT

Thank you Mary Jordan

\$250.00

\$300.00

PRESIDENT'S DINNER SPONSOR...SOLD OUT

Thank you Jim Carpenter

\$500.00

\$650.00

AWARDS SPONSOR...SOLD OUT

Thank you Holt for Homes

\$250.00

\$300.00

CENTERPIECE SPONSOR...SOLD OUT

Thank you Reico

\$250.00

\$300.00

REGISTRATION SPONSOR...SOLD OUT

Thank you Froehling & Robertson

\$200.00

\$250.00

2023 CORNERSTONE MARKETING MENU

HOLIDAY PARTY

The FABBA holiday party each December will bring you all the holiday joy you need this time of year!

HOLIDAY PARTY

WITH CORNERSTONE PACKAGE

SOLD SEPERATLY

TITLE SPONSOR...SOLD OUT

\$800.00

\$1000.00

Thank you Truist and Contractor Websites Plus

DINNER SPONSOR...1 available

Your logo will be displayed on the table and recognition during the awards

\$800.00

\$1000.00

BAR SPONSOR...1 available

Your logo will be displayed on the bar throughout the night and recognized during the speeches

\$1000.00

\$1500.00

GIVEAWAY SPONSOR...SOLD OUT

Thank you Sanfio Designs

\$250.00

\$350.00

DESSERT SPONSOR...SOLD OUT

Thank you CMG Home Loans

\$250.00

\$300.00

REINDEER GAMES SPONSOR...2 available

Sponsor the games for the evening. Have your logo featured through the event and recognition in the promotional materials

\$250.00

\$300.00

REGISTRATION SPONSOR...SOLD OUT

Thank you Froehling & Robertson

\$200.00

\$250.00

CENTERPIECE SPONSOR...SOLD OUT

Thank you MidSouth

\$250.00

\$300.00

FAVOR SPONSOR...SOLD OUT

Thank you Metwood

\$250.00

\$300.00

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2023 CORNERSTONE MARKETING MENU

FABA COUNCILS AND COMMITTEES

Listed below you will find the menu of FABA councils and committees. These groups serve FABA though out the year with multiple events, meetings, and communications. No matter the task, the goal remains the same, they support our members, FABA, the community and your local building industry.

LEGISLATIVE AND ECONOMIC OUTLOOK

	WITH CORNERSTONE PACKAGE	SOLD SEPERATLY
MEAL SPONSOR ... SOLD OUT		
<i>Thank you Coleman Homes</i>	\$500.00	\$700.00
REGISTRATION SPONSOR ... SOLD OUT		
<i>Thank you Froehling & Robertson</i>	\$250.00	\$300.00

NEW MEMBER ORIENTATION

Months Available ...3 available	\$200.00	\$250.00
<i>The hour before the Hard Hat, our new members will meet and learn about all things FABA. Speak to the new members about your company and FABA experience. Drink ticket to the Hard Hat included</i>		
<i>January - Sold, thank you Superior Distribution</i>		
<i>May - Sold, thank you Metwood</i>		
<i>July</i>		
<i>November</i>		

COMMUNITY SERVICE COMMITTEE

1 Available	\$1500.00	\$2000.00
<i>Provide year-long sponsorship support to the Community Service Committee and their multiple events. Have your logo included on-site at events and in all communications related to the committee</i>		

YOUNG PROFESSIONALS COMMITTEE

1 Available	\$1500.00	\$2000.00
<i>Provide year-long sponsorship support to the Young Professional's committee and their multiple meetings. Have your logo included on-site at meetings and in all communications related to the committee</i>		

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WITH CORNERSTONE PACKAGE SOLD SEPERATLY

STUDENT CHAPTERS

SOLD OUT - Thank you Jim Carpenter

\$1500.00

\$2000.00

Provide year-long sponsorship support to our growing student chapters. Have your logo included on-site at the events and in all communications related to the committee

EDUCATION COMMITTEE

1 Available

\$1500.00

\$2000.00

Provide year-long sponsorship support to the Education Committee. The Committee offers classes based around builder/developer series, sales and marketing, and personal professional development series. Teaching opportunities available

LEGISLATIVE COMMITTEE

1 Available

\$2500.00

\$3000.00

Provide year-long sponsorship support to the Legislative Committee and their multiple events. Have your logo included in all monthly meetings and weekly communications related to the committee

MEMBERSHIP DRIVE KICK OFF PARTY

1 Available

\$250.00

\$300.00

The Spring and Fall is membership drive time for FABA. Sponsor the membership drive kick-off party hosting all of the membership drive participants

2023 CORNERSTONE MARKETING MENU

COUNTY SPOTLIGHTS

Claim your month and county for our bi-monthly county spotlight. One sponsor per month and per county. Your Logo will be displayed throughout the event, time to speak will be included and a shoutout from the presenter as well. These are casual breakfast/lunch-style events aimed at engaging members in that county.

COUNTY SPOTLIGHTS...7 AVAILABLE

WITH CORNERSTONE PACKAGE SOLD SEPERATLY

\$250.00

\$350.00

MONTHS AVAILABLE

February

March

April

June

August

October

December

COUNTIES AVAILABLE

City of Fredericksburg - Thank you

IDesign Granite

*King George - Thank you Holt for
Homes*

Culpeper - thank you Fulton Mortgage

Stafford - Thank you Contractor

Websites Plus

*Spotsylvania - Thank you Froehling
& Robertson*

Orange

Caroline- Thank you Jim Carpenter

2023 EVENT TICKETS



EVENT TICKETS

Interested in being ahead of the game for next year even more? As a Cornerstone sponsor, you are able to purchase tickets in advance at a discounted rate for all FABA events. These ticket rates are available through December 31st, 2022. (These tickets are separate from the a la carte sponsorship dollars included in your Cornerstone level. Some events will sell out with this opportunity.)

EARLY TICKET ACCESS

WITH CORNERSTONE PACKAGE

SOLD SEPERATLY

<ul style="list-style-type: none">• Gala: (tables seat 8)<ul style="list-style-type: none">◦ 2- \$170◦ 4- \$340◦ 6- \$510◦ 8- \$680• Spring Golf – Foursome<ul style="list-style-type: none">◦ 15 foursomes available• Spring Clay – Foursomes<ul style="list-style-type: none">◦ 10 foursomes available• Summer Fest - Tickets only<ul style="list-style-type: none">◦ 2- \$170◦ 4- \$340◦ 8- \$680• Fall Golf - Foursome<ul style="list-style-type: none">◦ 18 foursomes available• Fall Clay - Foursomes<ul style="list-style-type: none">◦ 10 Foursomes available• Annual Meeting - 50 tickets<ul style="list-style-type: none">◦ 2 - \$50◦ 4- \$100◦ 6- \$150	<p>\$85.00</p> <p>\$600.00</p> <p>\$500.00</p> <p>\$85.00</p> <p>\$550.00</p> <p>\$500.00</p> <p>\$25.00</p>	<p>\$100.00</p> <p>\$650.00</p> <p>\$540.00</p> <p>\$100.00</p> <p>\$600.00</p> <p>\$545.00</p> <p>\$35.00</p>
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