MISSION

Hearst Bay Area, Northern California’s largest news media and services group, connects businesses large and small with their target audience, through a comprehensive suite of multi-touch solutions unmatched by local competitors.
SAN FRANCISCO BAY AREA

MARKET OVERVIEW

As one of the most sought-after markets in the nation, the San Francisco Bay Area and its population are consistent leaders in key demographics that matter most.

AFFLUENT CONSUMERS

Collectively have more than $323 billion in effective buying income. Among all 210 U.S. DMAS, San Francisco is:

1. In the number of owner-occupied households valued at $1 million or more
2. In the percentage of households with incomes of $500,000 or more

TALENTED & GROWING WORK-FORCE

Employment grew by 85,600 jobs, ranking San Francisco fourth behind New York, Dallas, and Los Angeles. SF grew more jobs than 44 individual states. (Feb 2017-Feb 2018)

- Percentage of persons working in the information industry
- Percentage of persons employed in computer or mathematical occupations
- Percentage of persons working in the professional, scientific, and technical services industry.
- Percentage of persons employed in business, financial, operations occupations

CUTTING-EDGE ECONOMY

In 2017, $67 billion in venture capital was invested in the U.S., with 39.7% going to the Bay Area. The Bay Area saw more activity than New York, Los Angeles, and Boston combined.

$67 BILLION in capital invested (39% of total U.S.vc)

SOURCE: Claritas, 2018; U.S. Department of Labor; Bloomberg.com, January 2018
HEARST BAY AREA

OUR ECOSYSTEM OF SOLUTIONS

34 MILLION USERS
Each month across all platforms

NEWSPAPER
Print, Ipad, E-edition
San Francisco Chronicle

BREAKING NEWS SITE
SFGATE

PREMIUM MEMBER SITE
SFCHRONICLE.COM

FULL-SERVICE AGENCY

DIGITAL MARKETING PORTFOLIO
dms

CUSTOM CONTENT SOLUTIONS

THE STORY STUDIO

PREMIUM LOCAL EVENTS

NETWORK AFFILIATES

46 MILE

MILLION USERS Each month across all platforms
AUDIENCE OVERVIEW

UNMATCHED REACH

The Chronicle and SFGATE reach the Bay Area’s most desirable prospects.

WEEKLY AUDIENCE

1.7 MILLION unduplicated audience SF DMA

1.1 MILLION SF Chronicle in print
  Daily
  144,579 circulation
  504,388 readership
  Sunday
  208,981 circulation
  612,891 readership

791,200 SFGATE.com

326,000 sfchronicle.com

MEDIAN HOUSEHOLD INCOME

$93,472

Peak Earners & Buyers 55%
Employed White Collar Professionals 53%
Home Owners 56%
College Degree+ 53%

Sources: Scarborough Research, R2 2017; Alliance for Audited Media, Q3 2017 Circulation Report.
BEYOND THE BAY REACH

The Chronicle and SFGATE also have global reach across the country and the world.

PRINT

772,000
Readers / Month
unduplicated with website

DIGITAL

62% Mobile / 38% Desktop

SFGATE - SFDMA
78.1 Million Pageviews
3.9 Million Unique Visitors

SFGATE - GLOBAL
141.4 Million Pageviews
30.2 Million Unique Visitors

SFCHRONICLE - SFDMA
4.5 Million Pageviews
1.1 Million Unique Visitors

SFCHRONICLE - GLOBAL
8.8 Million Pageviews
3.1 Million Unique Visitors

SOCIAL

SFGATE
465,800 Twitter Followers
585,700 Facebook Fans
66,500 Instagram Fans

SFCHRONICLE
150,600 Twitter Followers
206,400 Facebook Fans
60,100 Instagram Fans

EVENTS & PARTNERSHIPS

Thousands of thought leaders and consumers

Sources: Print Audience: Scarborough Research, R2 2017; Social Audience: Twitter and Facebook, April 2018; Digital Audience: Google Analytics, Q1 2018
SAN FRANCISCO CHRONICLE

The Chronicle is world-class journalism, San Francisco style. With name-brand voices and a keen editorial eye, the Chronicle is an authority that still surprises.

1 San Francisco Bay Area Newspaper

6 Pulitzer Prizes for Journalistic Excellence
SAN FRANCISCO CHRONICLE

PRODUCT

The San Francisco Chronicle is read by more people each day than any other news source in Northern California. Available in print, online, e-edition and ipad.

SFChronicle.com has spurred record growth over the last year with 66% total audience growth over the last 6 months. Digital subscriptions are up 30% year-over-year.

CORE SECTIONS
+ Main News
+ Bay Area
+ Business Report
+ Sporting Green
+ Datebook

WEEKDAY SECTIONS
+ Datebook, Weekend (Thurs)
+ Cars (Friday)
+ New Homes (Friday)

MONTHLY SECTIONS
+ Home Design Magazines (2x/yr)
+ SFIS Homes

SUNDAY SECTIONS
+ Main News
+ Bay Area
+ Business
+ Sporting Green
+ Datebook (T)
+ Food & Home
+ Real Estate (T)
+ Open Homes (T)
+ Style
+ Travel
+ Comics
+ Insight (+ Books) (T)

SPECIAL SECTIONS
+ Destinations
+ Sports (Playoffs, Super Bowl, etc)
+ Chronicle Wine Competition
+ Chronicle International Auto Show
+ Top 100 Restaurants
+ And More

(T) = Tabloid

Source: Online Audience: Comscore: Oct ’16-Mar ’17
SAN FRANCISCO CHRONICLE

AUDIENCE

The go-to resource for news and lifestyle content in the Bay Area and beyond delivering an affluent, educated audience.

GENDER

- M: 53%
- F: 47%

AGE

- 18-24: 8%
- 25-44: 28%
- 45-54: 19%
- 55+: 45%

Median Age: 52.6

EDUCATION

- High school or less: 21%
- Some college: 30%
- College graduate: 25%
- Post graduate: 24%
- College Grad+: 49%

EMPLOYMENT

- Employed: 62%
- Whitecollar: 74%

HOME OWNERSHIP

- Home Owner: 55%
- Renter: 45%
- Second Home Owner: 8%
- Investment Property: 14%

Median Home Value: $896,946

FAMILY STRUCTURE

- Married: 47%
- No Children: 78%

HOUSEHOLD INCOME

- $50,000 or Less: 26%
- $50,000- $75,000: 16%
- $76,000- $99,000: 17%
- $100,000+: 41%

Median HHI: $85,950

Source: Scarborough Research, R2 2017, Weekly Audience (in print)
SFGATE provides a 360° view of San Francisco, wildly reflective of right now. Provocative, energetic, unapologetic, the GATE is in constant conversation with the world’s most eclectic city.

# 1
San Francisco Bay Area News Site

# 7
National News Site In The Country
SFGATE

PRODUCT

SFGATE is the highest trafficked local news site, delivering the most up to the minute stories, in-depth special reports, unbeatable local sports coverage, the best regional listings and cutting edge entertainment coverage.

146.4 MILLION PAGEVIEWS PER MONTH

Average page depth: 3.14

175.0 MILLION MINUTES SPENT ON THE SITE PER MONTH

Average time spent: 5.8 MINS

SECTIONS
MAIN CHANNELS
+ Home Page
+ News
+ Business
+ Entertainment
+ Food
+ Sports
+ Classifieds
+ Real Estate
+ Living
+ Travel

TOP BLOGS
RANKED BY PAGE VIEW
+ On the Block
+ Mommy Files
+ Inside Scoop SF
+ Daily Dish
+ The Stew
+ 49ers
+ Mick LaSalle(Movies)
+ Parenting
+ Get to Work
+ Get Lost

SOURCE: Google Analytics, Q1 2018
The top ranked site for in-the-moment and in-demand news throughout the Bay Area for an affluent, intelligent and engaged audience.

**Gender**
- M: 58%
- F: 42%

**Age**
- 18-24: 7%
- 25-44: 43%
- 45-54: 24%
- 55+: 26%

Median Age: 45

**Famil Structure**
- Married: 53%
- No Children: 67%

**Dwelling**
- Single family home: 55%

**Home Ownership**
- Home Owner: 59%
- Renter: 41%
- Second Home Owner: 5%
- Investment Property: 14%

Median Home Value: $872,232

**Education**
- High school or less: 12%
- Some college: 26%
- College graduate: 31%
- Post graduate: 31%
- College Grad+: 62%

**Employment**
- Employed: 77%
- Whitecollar: 87%

Source: Scarborough Research, R2 2017, Weekly Audience
CAPABILITIES
PRINT CAPABILITIES

PRINT PRODUCTS

The Chronicle provides a wide variety of daily and weekly sections and niche products that attract loyal readers throughout the Bay Area. Standard modular ad sizes available in all daily and weekday sections.

UNIQUE AD POSITIONS

Grab attention with creative shapes

Think beyond standard modular ROP ad sizes and give your message maximum visibility with a layout that’s truly memorable.

HEAD-TURNING ADSCAPE FORMATS INCLUDE:

- U-Shape
- L-Shape
- Bookends
- Widget
- Skybox
- Shadow
- Stairstep
- Checkerboard
- Upside Down T-Shape
- And more
PRINT CAPABILITIES

PRINT PRODUCTS

FRONT PAGE/
SECTION FRONT ADS
Capture audience attention immediately
Premium placements increase the visibility of your ad and ensure that it’s seen by the customers you want everyday of the week.
Main News Front Page Strip: 9.75” x 2”
All other Broadsheet Fronts: 9.75” x 2.79”
Skybox: 1.486” x 1.25”

SPADEAS
Gain extra attention in a premium position
Printed on both sides, covering half of a section’s front page and all of the back, a full-color, full-size spadea delivers high impact brand messaging allowing for visually.

PRINT PRODUCTS
PRINT CAPABILITIES

PRINT PRODUCTS

PULL-OUT
Colorful sections with an extended shelf life

EXTENDED PULL-OUTS
Even more space to tell your story in four broadsheet pages.
The Overhang: .88” x 20” (non-bleed)
Print area, image size: 11.25” x 20”

EXTRA-WIDE ROP PAGE
Stand out from the pack with an oversized broadsheet page.

VERTICAL BANNER
Put your message on the tab that extends from the newspaper and immediately catch the reader’s eye.

WEATHER PAGE
Unique content sponsorship opportunity
Premium placement and full color increase the visibility of your ad and ensure that it is seen by customers as they check the weather.
DIGITAL CAPABILITIES

DIGITAL PRODUCTS

As the number one regional media brand, we are powerful enough to bring you a mass audience while flexible enough to feature unique solutions for targeting your audience.

DISPLAY ADS

SFGATE offers various IAB standard and rising star units across platforms. Campaigns are automatically optimized in-flight for performance.

HIGH IMPACT RICH MEDIA

We provide rich media solutions that are effective and efficient in getting readers attention. Placements include:
+ Wrap/Takeover
+ Roadblock
+ Synched Ad Units
+ Overlay
+ And more

INTERACTIVE CONTENT MODULE (ICM)

These custom units offer the ability to feature a variety of creative assets, such as facebook share, Video player, slideshow, email sign-up, store Locator, and more, encouraging deeper engagement with target audiences.

MOBILE

Over 50% of the SFGATE audience accesses our mobile responsive website via smartphones and tablets. High-impact and fixed units available.
DIGITAL CAPABILITIES

DIGITAL PRODUCTS

EMAIL MARKETING
Pick a target audience, or a geographic area, and we will provide a qualified list of email addresses that you can use to market your business. We’ll help you send newsletters, notices of new products, special offers, sales and more to a group of consumers that fit your target market. Impression based packages available.

NEWSLETTER SPONSORSHIP
Own one of SFGATE’s editorially-driven email newsletters with 100% SOV. Impression based sponsorships available.

SEARCH
We’ll create and implement a strategy to get your business in front of customers where they’re searching online, when they’re searching. Take advantage of the full spectrum of search related opportunities like Search Engine Optimization (SEO), Search Engine Marketing (SEM), search-optimized content, and more.

TARGETING
Increase the effectiveness of your campaigns by targeting consumers based on online behavior or by location (specific zones, cities or neighborhoods).
**DIGITAL CAPABILITIES**

**DIGITAL PRODUCTS**

**SOCIAL MEDIA**
We’ll create and execute an A-to-Z strategy garnering the most engagement and new followers for your social media platforms.

**Sweepstakes**
Turn your customers into winners. Let Hearst Bay Area develop a turnkey, brand-building sweepstakes that generate marketplace buzz for your business without a big-time commitment.

**Classified Ads**
SFGATE offers a number of classified advertising solutions providing the opportunity for you to post traditional classified ads in print and online, generating new leads and more. Real Estate, Recruitment and Auto opportunities available.

**Hearst Premium Network**
Our proprietary Core Audience solution gives your brand the ability to drive efficient reach and results across the most iconic publishing brands in the world.
CREATIVE CAPABILITIES

THE STORY STUDIO

Content and marketing solutions for our brand partners to connect on a personal level with their target audience.

WHO WE ARE:

We are content creators
We tell your stories and create content that matters.

We are data geeks and are lead by research
We use strategic insights to connect with your consumers.

Turn-Key Content Marketing
We create, distribute, promote, provide analytics, and optimize.

SAMPLE CLIENTELE:
AirBnB  |  CORT Furniture  |  PG&E  |  MGM Resorts  |  Monterey Tourism  |  Silicon Valley Community Foundation

CONTACT:
Ali Pfaff, apfaff@sfchronicle.com
EVENTS & LOCAL PARTNERSHIPS

We offer turnkey programs leveraging our influential audience and editorial prowess. Our editorial franchises generate awareness and leads for our partners. It’s through these signature events and strategic local partnerships we bring a 1:1 connection to life.
C创造性能力

**46 MILE**

A full service integrated marketing and media agency dedicated to bringing madison avenue expertise and resources to clients at the regional level. As the number one regional media brand, we are powerful enough to bring you a mass audience and flexible enough to feature unique solutions for niche audiences.

**WHO WE ARE:**
We are unlike other regional advertising services.

+ Leadership team with extensive expertise in entrepreneurship, global marketing, and agency methodology.
+ Develop sophisticated 12-18 month marketing strategies and then execute resulting advertising plans leveraging research, analytics, advertising technology and other Hearst resources normally reserved for global brands.

**SAMPLE CLIENTELE:**
Alain Pinel Realtors | Creative Energy | Meritage Medical Network | EQ3 | Sinegal Estate Winery

**CONTACT:**
Chris Raniere, chris@46mile.com
THANK YOU

Our Hearst Bay Area account executives are experts at helping you expand your audience reach, building your brand and increasing your ROI. Contact us today.

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