


MEDIA KIT 2023

MARKETING WITH IMPACT






**We are part of the fabric
of California – delivering
a world-class, multi-
media experience that
enriches the people and
businesses of our local
communities.**

H E A R S T
B A Y A R E A

H E A R S T
B A Y A R E A



**Our influence spans across multiple platforms
to deliver a powerhouse of customization for
creative digital and print media solutions.**

**With the capacity to reach over
5.5 million unique people in the Bay Area,
we reach audiences where they are.**



Reach New Audiences Across Multiple Platforms

Our audience reaches over 750+ Hearst platforms through

Hearst Digital Media

Magazines – 25 online editions

Hearst Newspapers

Newspapers – 24 dailies, 66 weeklies

Hearst Television

Television – 40 stations

A multi-channel approach covers each stage of the buying cycle, ensuring you capture every opportunity to convert your target consumer into a customer.

**Extraordinary
Brands:**

ELLE

San Francisco
Chronicle

TIMES UNION

H
HISTORY

DR. OZ
THE GOOD LIFE

O
THE OPRAH
MAGAZINE

HOUSTON
CHRONICLE

OUR APPROACH

We assess data-driven results for full-service marketing and advertising capability that focuses on growth-oriented businesses in the Bay Area and beyond.

Our team engages your target audience with forward-thinking messaging through every stage of the buying cycle to increase ROI, manage brand reputation, and convert consumers to loyal customers.

We Utilize



Market Intelligence



World-class Technology



Deep Expertise



Email Nurturing
Social Retargeting
Display Retargeting
Marketing Automation

AWARENESS



PRINT ADVERTISING



NEWS SITE DISPLAY



AUDIENCE EXT. DISPLAY



NATIVE ADVERTISING



PODCAST ADVERTISING

CONSIDERATION



DIRECT MAIL



WEBSITE DESIGN



SOCIAL MEDIA MARKETING



EMAIL MARKETING

INTENT



GOOGLE MY BUSINESS LEAD OPTIMIZER



PAID SEARCH MARKETING



SEARCH ENGINE OPTIMIZATION



REPUTATION MANAGEMENT



HEARST BAY AREA PORTFOLIO

Hearst Bay Area Product Portfolio

Engage your target audience through every stage of the buying cycle with customizable marketing programs across multi-media and powerhouse platforms.

We deliver programs to assess your market to deliver optimized ads for the most impactful reach.

Work alongside your Account Executive who will guide the process to:



Assess your marketing goals



Calculate business impact



Customize a media plan



Onboard your business initiatives



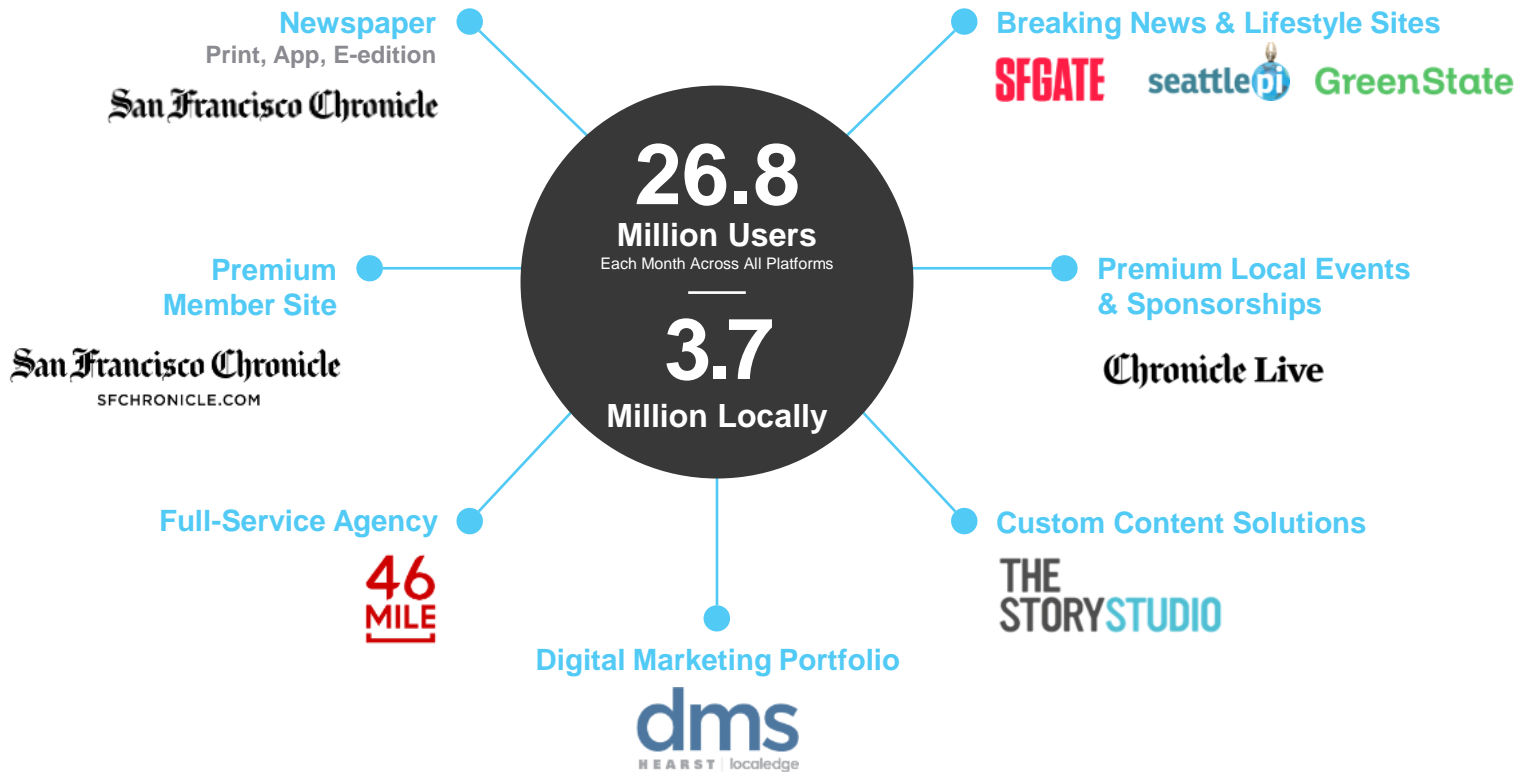
Monitor campaign progress



Report and Optimize content

ENGAGING PORTFOLIO

Our users can be your next customer with our unmatched suite of multi-brand, cross-platform solutions.



Source: Google Analytics, Q3 2022; Scarborough Research, R2 2022 (audience estimations)

Customize your story-telling through digital products to empower target audiences across the buying journey.

Display Ads

SFChronicle and SFGATE engage IAB standard and rising star units across platforms with optimization for better performance.

High Impact Rich Media

Get readers attention with rich media solutions that are effective and efficient. Placements include wrap/takeover, roadblock, synched ad units, overlay, and more.

Interactive Content Module (ICM)

Utilize customizable units that feature a variety of creative assets, including video players, slideshow capability, email sign-ups, store locators, social media share, and more.

Mobile

Include responsive ads to engage higher views across smartphone and tablet capability. Over 50% of SFChronicle and SFGATE audiences engage with responsive content

Email Marketing

We design and implement content that matches your target audience and geographic location. With a qualified list of email addresses, we align a program rooted in your initiative needs through products, sales, special offers, and applicable newsletters to your audience.

Newsletter Sponsorship

Own one of The SFChronicle or SFGATE editorially-driven email newsletters with 100% SOV.

Search Optimized Content

Get your business in front of customers with precision across a full spectrum of Search Engine Optimization (SEO).

Search Engine Marketing

As a Google Premier Partner, let us help you reach your target audience by leveraging the industry's best practices.

Precise Targeting

Experience advanced campaign methods through geolocation and targeting direct consumer behavior for more effective results.

Hearst Premium Network

Have full access to our proprietary core audience solution to give your business efficient results across the most iconic publishing brands in the Bay Area.

Programmatic Advertising

Learn how data-driven results are more effective through customized audiences for your media campaign that include location, keyword search, browsing behavior, and contextual content.

Classified Ads

Post a traditional classified ad on SFGATE for print or digital media to generate new leads for Real Estate, Recruitment, Auto, and more.

Social Media

Harness your business's full capacity with a social media strategy to engage new followers and retain audience impressions.

Google My Business Lead Optimizer

Rank higher in Google search results with proximity optimization, citations, Google My Business website management, and posts.

AWARENESS STAGE SOLUTIONS

Raise awareness for your brand with solutions specifically designed to capture the attention of your target audience.

Display Advertising

Capture the attention of your ideal audience. Our display network reaches millions of local monthly visitors.

Video Advertising

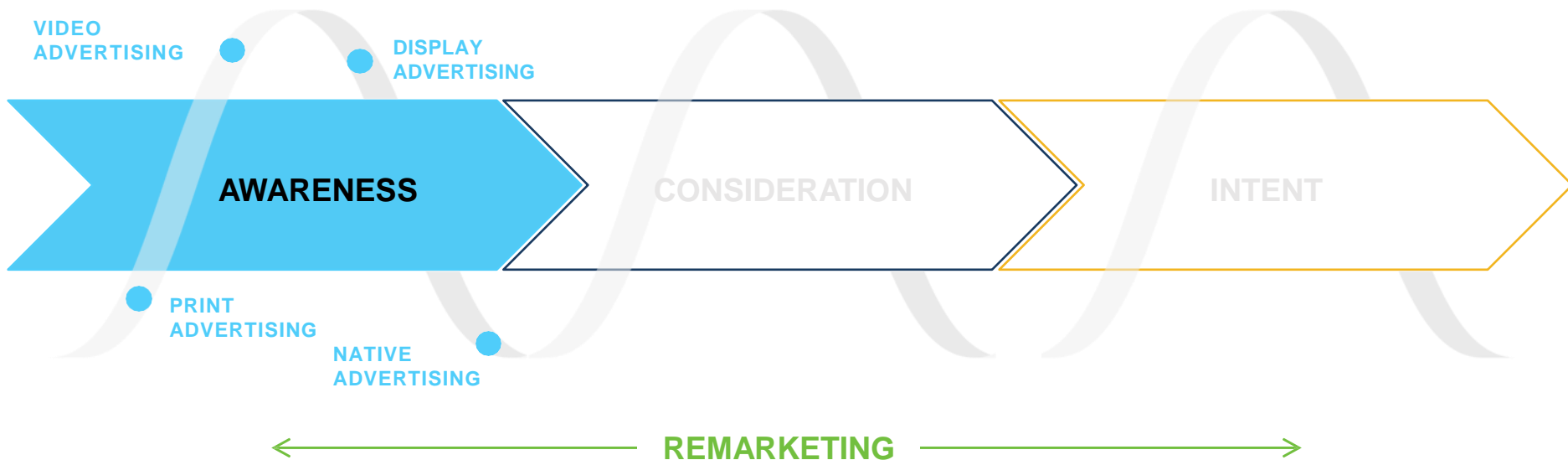
Engage new audiences with video content, using targeted digital placements, social media networks, and more.

Native Advertising

Share your story with impactful, custom content, syndicated in publications that reach 90% of U.S. audiences.

Print Advertising

Reach Bay Area audiences ready to spend in the San Francisco Chronicle's newspaper and premium magazines.



CONSIDERATION STAGE SOLUTIONS

Reach prospective buyers when they're in the critical consideration stage.

Website Design

Promote your products and services with an engaging, functional and aesthetically pleasing website.

Direct Mail

Stay top of mind and reach your audience with high-quality, branded mailers at their office or at home.

Social Media Marketing

Engage your target community on social media with our paid and organic social media management services.

Email Marketing

Get straight into your ideal audience's inbox, and track key metrics along the way.



INTENT STAGE SOLUTIONS

Get your business in front of consumers when they're ready to convert with our intent-stage digital solutions.

Paid Search Marketing

Get in front of customers actively looking for solutions with our expertly targeted paid search advertising..

Search Engine Optimization

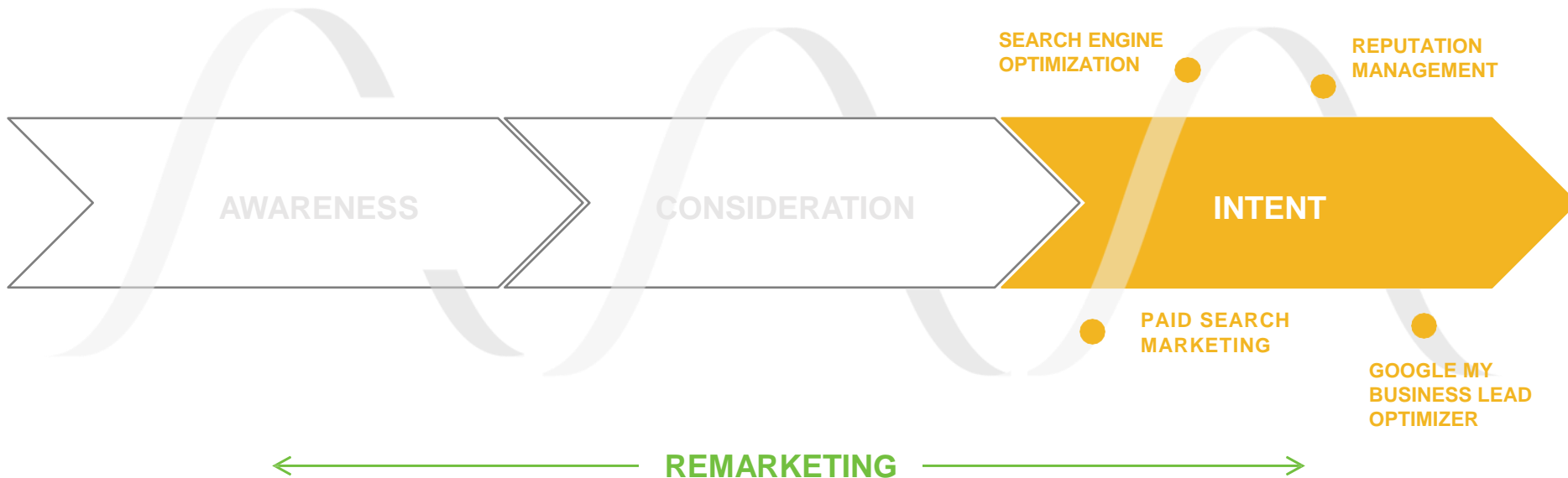
Set yourself up to appear organically in search results and appeal to highly qualified customers.

Reputation Management

Stay on top of your online reputation. We'll create an action plan for you to monitor and manage your brand online.

Google My Business Lead Optimizer

Rank higher in Google search results with proximity optimization, citations, Google My Business website management, and posts.



REMARKETING SOLUTIONS

Stay top-of-mind for your ideal audience as they move through the buyer's journey.

Email Nurturing

Communicate relevant messages and offers to your email lists based on the user's past behavior.

Display Retargeting

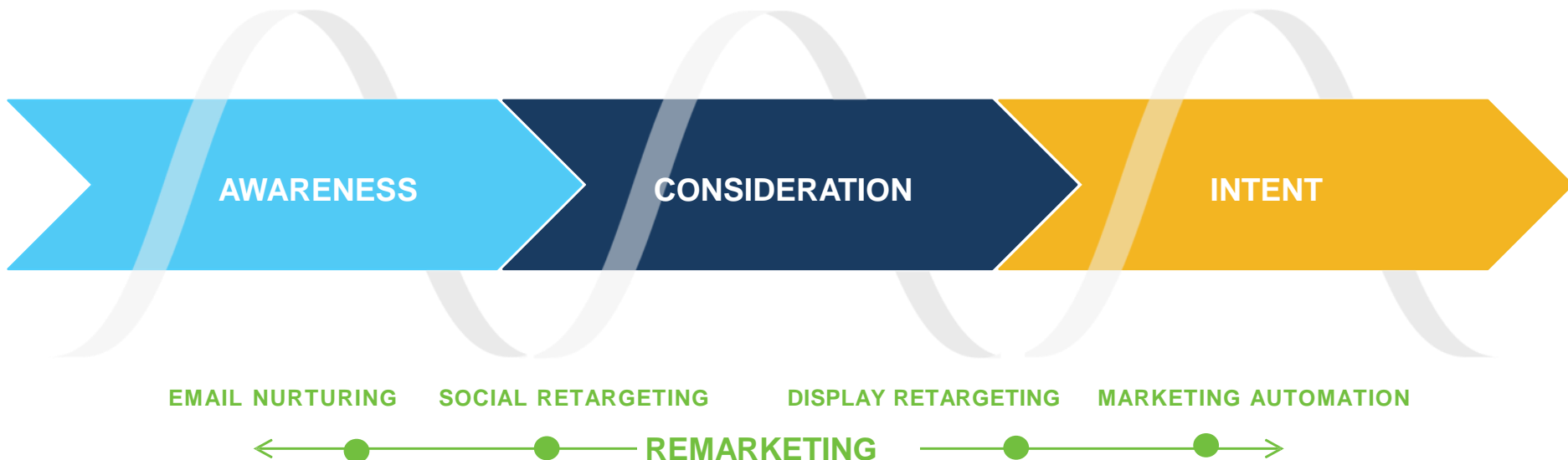
Use targeting and optimization to audiences who have already shown an interest in your brand.

Social Retargeting

Engage your customers and site visitors on the social media platforms where they spend their time.

Marketing Automation

Send out personalized communications designed to help you increase conversions, all without lifting a finger.



PRINT

Print Products

The San Francisco Chronicle and SFGATE provide a spectrum of daily and weekly print ad sections to connect our loyal readers to your business.

Unique Ad Positions

Move beyond standard modular ROP ad sizes to elevate your message with a memorable layout.



Front Page Strip



Spadea

Front Page/Section Front Ads

Capture audience attention immediately with premium placement for maximum visibility.

Spadeas

Printed on both sides, engage high-impact messaging with full-size spadea in color.

Pull-Out and Extended Pull-Outs

Cover more space with a story across multiple multiple broadsheets for extended messaging.

Extra-Wide ROP Page

Advance your message positioning with an oversized broadsheet page.

THE STORYSTUDIO

Include Turnkey Content Marketing Through Immersive Storytelling

The Story Studio manages end-to-end content creation, distribution, and optimization.

Invite your audience in your story to:

- ♥ Appeal to personal narratives
- 📶 Immerse audiences in intelligently driven content
- 📊 Assess in-depth analytics for guaranteed results
- 👉 Encourage audience retention with interactive elements

CLIENTS:

Airbnb
MGM Resorts

CORT Furniture
Monterey Tourism

PG&E
Silicon Valley
Community Foundation



46
MILE

Data-Driven Marketing Partner for Unique Solutions

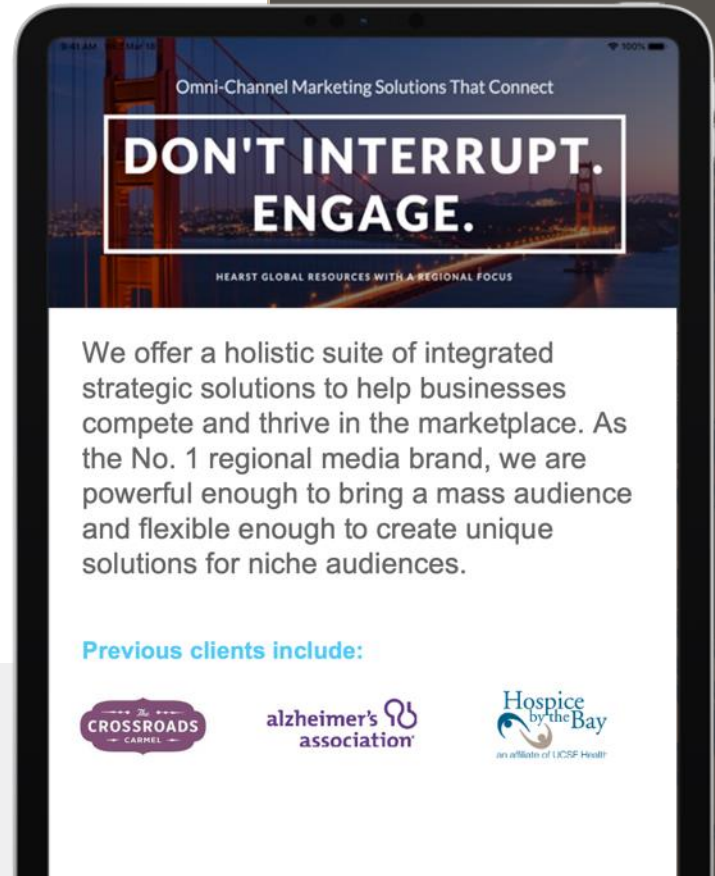
46 Mile is a full-service integrated marketing and media agency dedicated to bringing Madison Avenue expertise and resources to clients at the regional level. They are the number one regional media brand with extensive experience to bring next-level marketing to your business.

Manage marketing initiatives with:

- Market research
- E-commerce services
- Competitive analysis
- Reporting dashboards and analytics
- Branding strategy and execution
- Creative video production
- Digital and print media assets
- Advertising design and presentations

CLIENTS:

Leading Age of California
The Crossroads Carmel
Tamber Bay Vineyards
Magnussen Toyota



A grayscale photograph of the San Francisco Chronicle building, a prominent Art Deco skyscraper with a central clock tower. The building features a grid of windows and a flag flying from the top. The text "San Francisco Chronicle" is overlaid in a white, gothic-style font across the center of the image.

San Francisco Chronicle

**A trusted San Francisco legacy.
Award-winning, world-class journalism.**



San Francisco Chronicle

San Francisco Chronicle

San Francisco Chronicle is rooted in 150 years of cherished legacy that continues to evolve and break new world-class ground while achieving award-winning journalism and editorial recognition.

- #1** Bay Area Newspaper
- 6** Pulitzer Prizes
- #3** Bay Area News Site

San Francisco Chronicle prioritizes investigative journalism to deliver digital-first news across multiple key demographics in the Bay Area with total page views reaching up to 26.4 million.

AUDIENCE

The Chronicle's Loyalists

The primary print and online audience of The Chronicle are in the prime of their earning and spending years; they are affluent, influential, and educated.

AFFLUENT

\$133_K

median
household income

ESTABLISHED

57%

white-collar
workers

EDUCATED

62%

college
graduates

59%

peak earners /
buyers (age 25 – 54)

44_Y

median age

Premium content For Evolving Digital Engagement

Premium Website ad capability extends across:



Local Coverage on the latest news



Expert Guides for activities and local initiatives



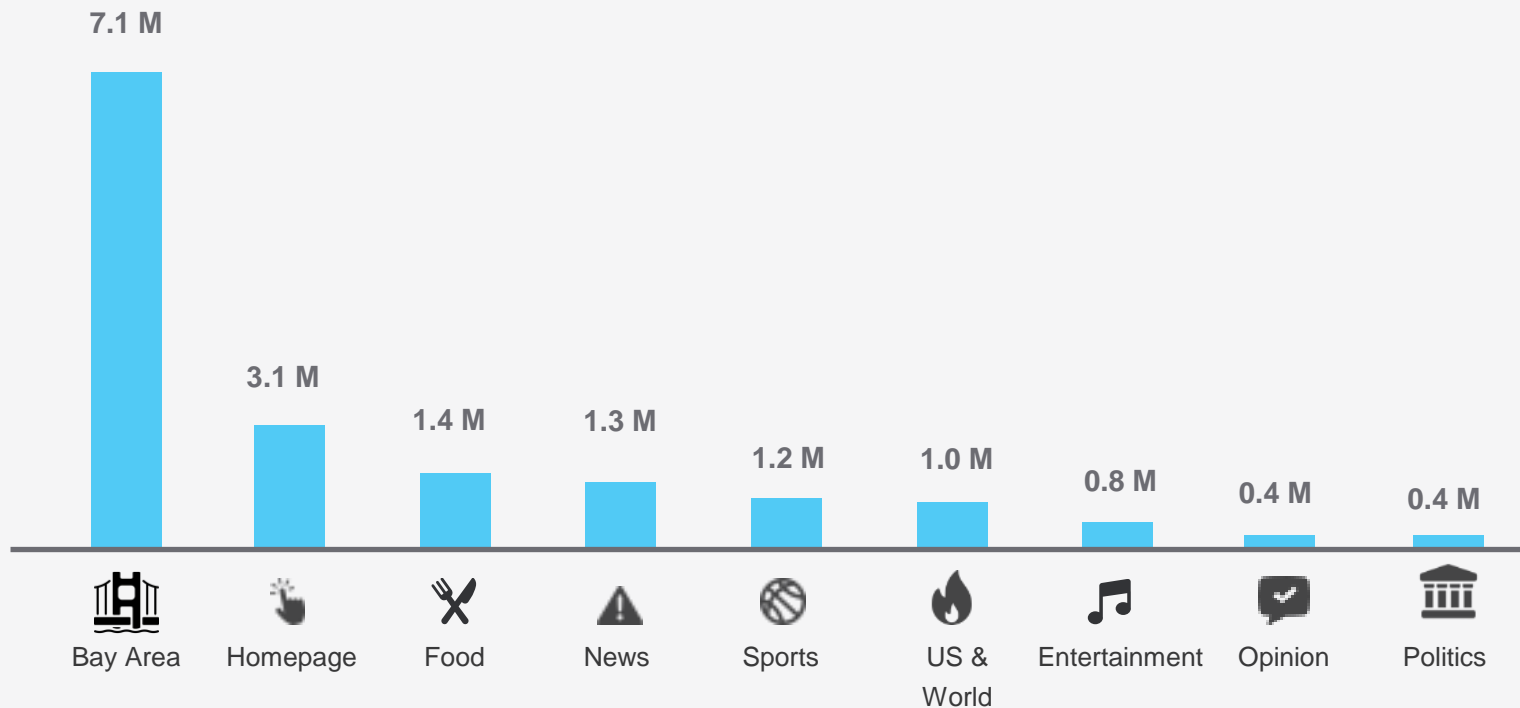
Bookmarkable Trackers for immediate updates



Datebook for curated events



Top Sections For Audience Reach



Source: Google Analytics, monthly average pageviews, Q3 March 2022

Adaptable device
page views for
digital reach.



52%

Smartphone



3%

Tablet



45%

Desktop



5.1M

Google Referrals



263.4K

Facebook Followers



271.3K

Twitter Followers

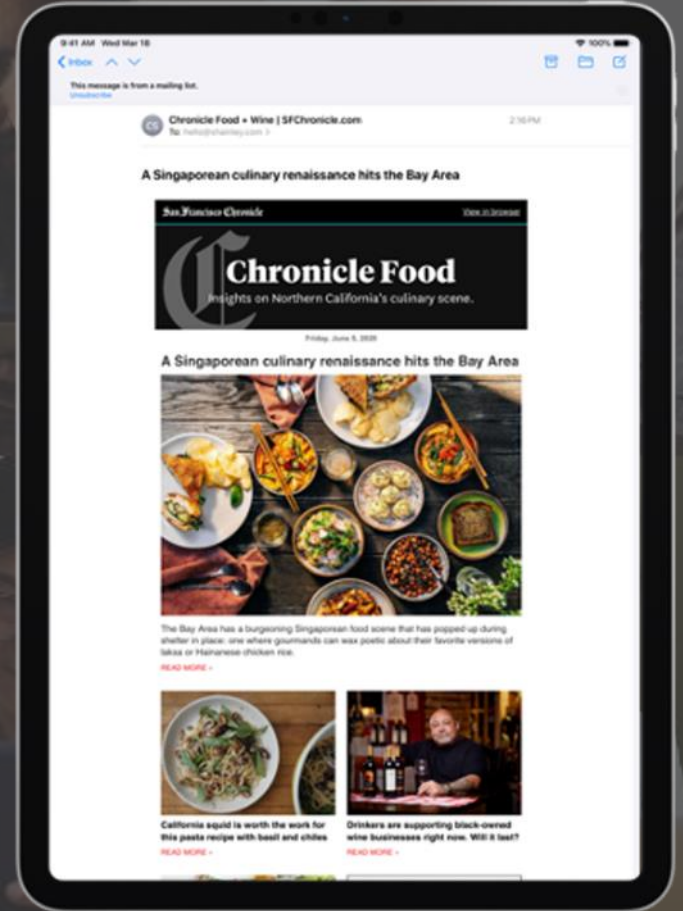
CONTENT CAPABILITIES

Choose Exceptional Ad Placement For Newsletters

Have premium access to our regular newsletters through ad placement and expertly designed email marketing campaigns.

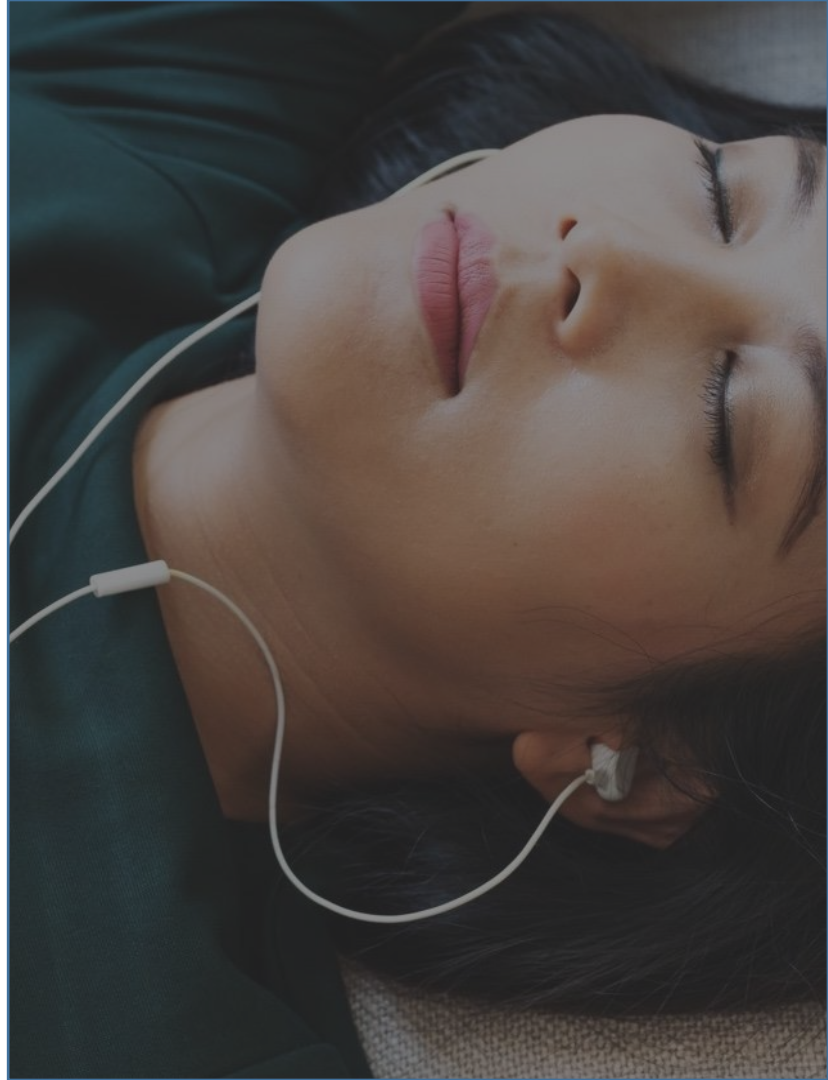
- Bay Briefing
- Morning Fix
- Drinking with Esther
- Bite Curious
- Political Punch
- Chronicle Food
- Sporting Green
- Datebook

And more...



Expand to Reach Your Audience Where They Listen

Audio is becoming a bigger part of everyday life. With more than 162 million Americans listening to podcasts, there is more influence across a range of topics.



INTERACTIVE CONTENT

Customizable Interactives for Immersive Story-telling

Interactives engage new audiences to traverse evolving platforms for meaningful content to match your business's marketing initiatives.

CONTENT CAPABILITIES:



App: iOS and Android



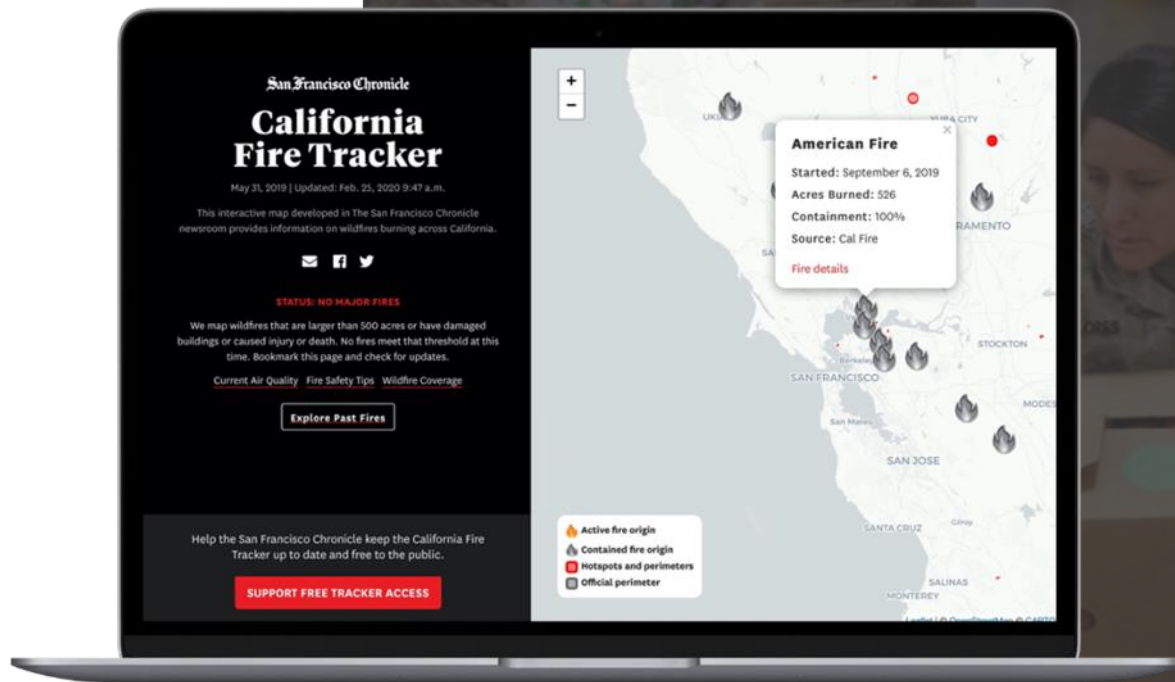
Social Media Channels



Podcasts



Digital Newsletters



Meet Your Audience In Their Daily Routine

Read by more people than any other news source in Northern California, our print media is a daily ritual for millions.



Core Sections

- Main News
- Bay Area
- Business Report
- Sporting Green
- Datebook

Weekday Sections

- Datebook (Thu)
- New Homes (Fri)

Monthly Sections

- SFiS Homes

Special Sections & Magazines

- Destinations
- Sports
- Wine Competition
- Top 100 Restaurants
- Top Workplaces
- Senior Living
- + more

Sunday Sections

- Main News
- Bay Area
- Business
- Sporting Green
- Datebook - T*
- Food & Wine
- Real Estate
- Open Homes
- Culture
- Travel

- Comics
- Insight (+Books) - T*

*T=Tabloid

Multichannel Storytelling For Audience Awareness and Retention

Meet audiences where they are listening, watching, and reading. Choose from multiple avenues for interactive experiences to synchronize your messaging to contribute valuable content to the people, businesses, and communities in the Bay Area.

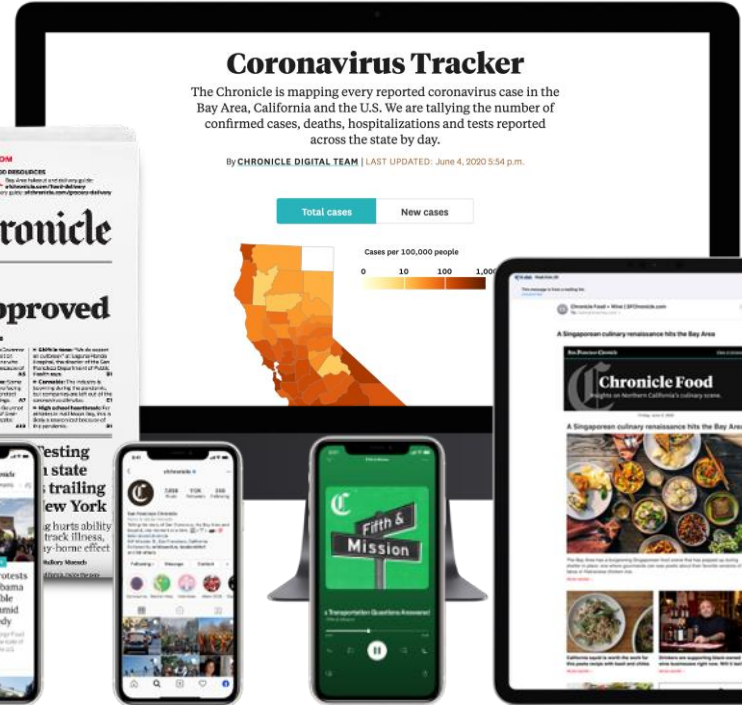
Advance your marketing initiatives through premium content for higher conversion rates.

Newspaper



App (iOS + Android)

Premium Website + Interactives



Social Channels

Podcasts (11+)

Newsletters (15+)



SFGATE

**Must-read coverage for Bay Area locals.
Energetic, unapologetic, edgy.**

A woman wearing a blue surgical cap and a white face mask is operating a professional video camera. She is wearing a teal long-sleeved shirt and a black vest. The camera is mounted on a tripod and has a microphone attached. The background is dark and out of focus.

SFGATE

SFGATE

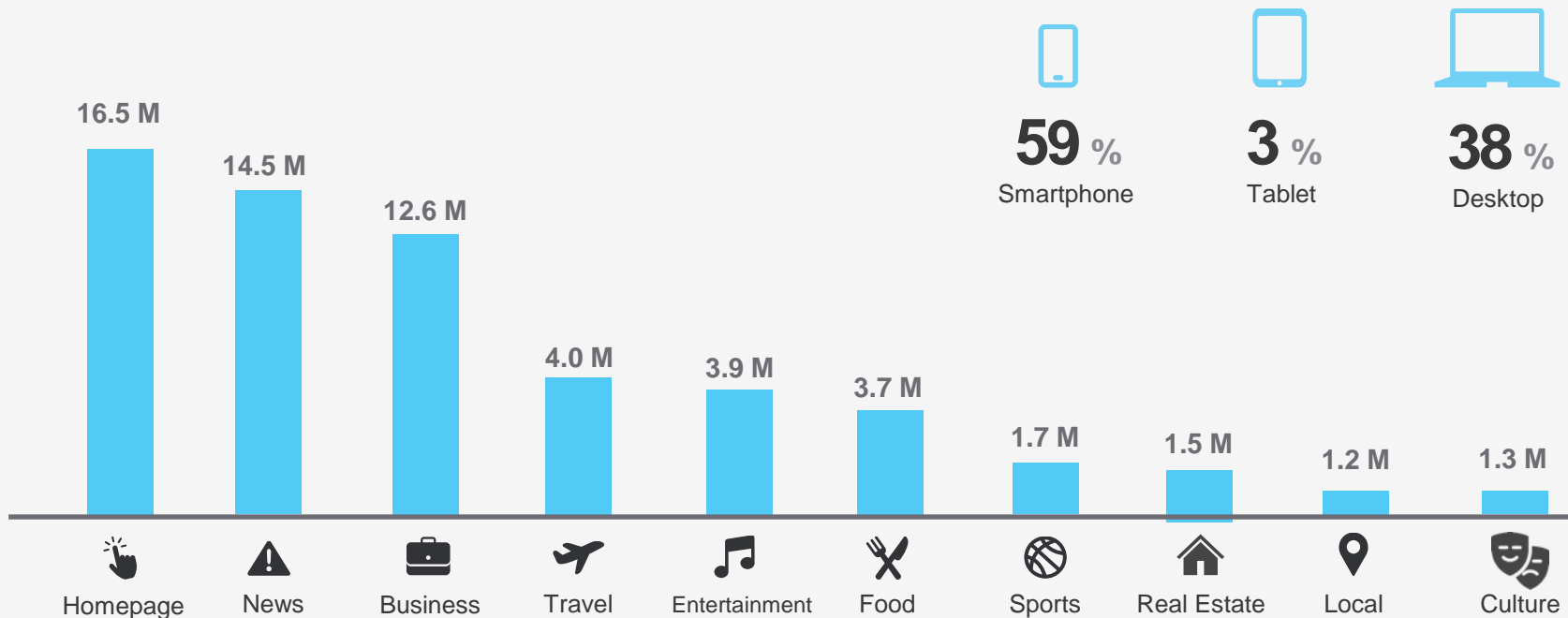
SFGATE is energetic, unapologetic, end edge with must-read coverage about the people, places, and ideas across the San Francisco Bay Area.

#1 Local News Site

#7 National News Site

Connect with engaged voices that are bold and unique within the communities of San Francisco.

Top Sections For Audience Reach



AUDIENCE

SFGATE's Loyalists

The #1 news site in Northern California reaches an educated, affluent and tech-savvy audience that tunes in daily.

EDUCATED

67%

college
graduates

70%

white-collar
workers

AFFLUENT

\$165K

median household
income

72%

peak earners /
buyers (age 25 – 54)

INFLUENTIAL

43

median age

29%

influential millennials
(age 18–34)

AUDIENCE

SFGATE's Massive Scale

SFGATE attracts these audiences in huge numbers on a monthly basis, across platforms.

SITE TRAFFIC

62.2M

page views per month
(SFDMA **23.0M**)

22.0M

unique visitors per month
(SFDMA **2.8M**)

37.8M

unique mobile page views
(SFMDA **10.4 M**)

SOCIAL TRAFFIC

21.1M

referral visits
from Google

498K

Twitter fans &
498K referral visits

598K

Facebook fans &
1.8M referral visits

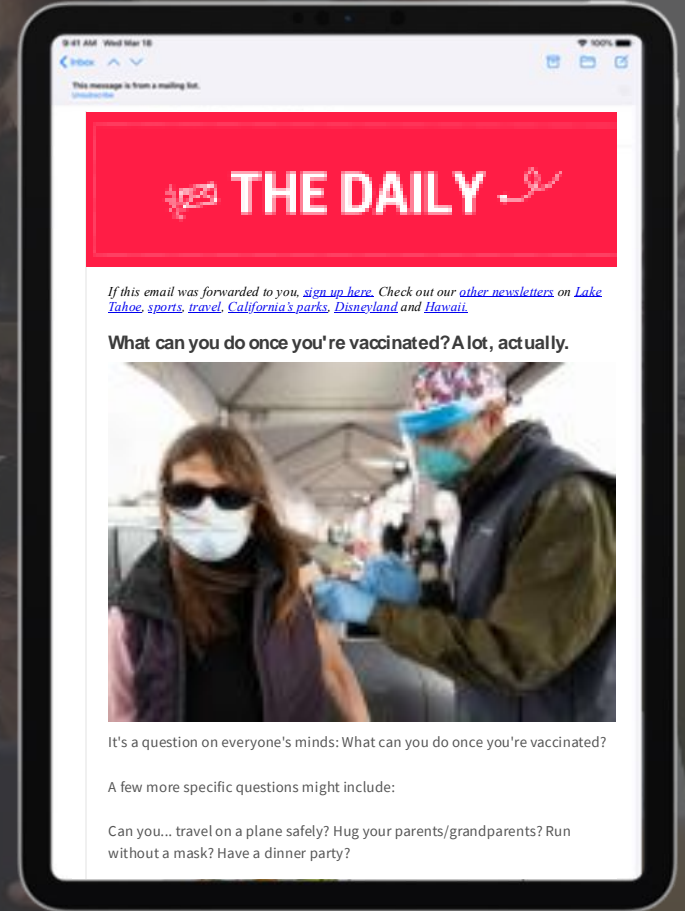
Source: Google Analytics, January – March 2022
Social media: March 31, 2022

Choose Exceptional Ad Placement For Newsletters

Have premium access to our regular newsletters through ad placement and expertly designed email marketing campaigns.

- "The Daily
- The Sunday Read
- TravelSkills
- UnReal Estate
- The Tahoe Report
- California Parklands
- On Hawaii,

And more...



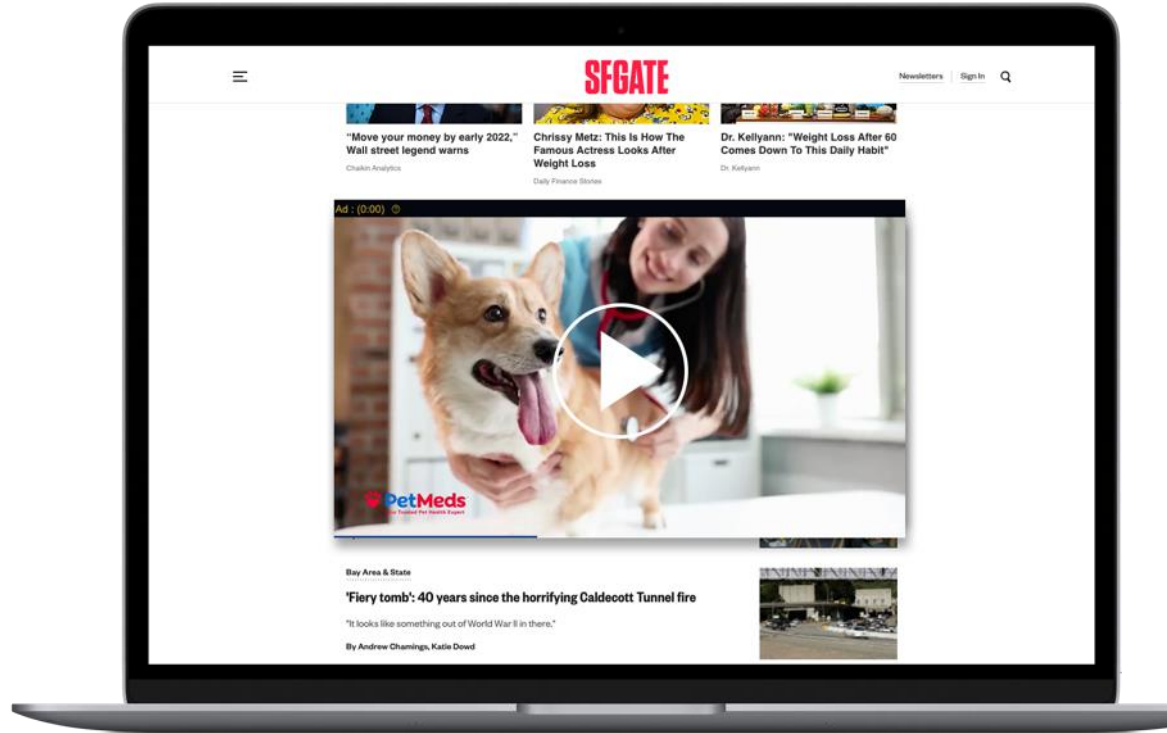
SFGATE PRE-ROLL

Place your video messaging before original SFGATE programming and 3rd-party curated programming.

An average of 5MM+ video assets by targeting SFGATE programming.

Details

- 10-15 second pre-roll for video
UnReal Estate
- Accepted format: VAST 2, VAST 3, mp4 or VPAID
- Maximum file size: 512 MB



Where local businesses go to thrive.

Respected Brands & Quality Audiences

Access the largest and most desirable audiences in California.

Engaging Portfolio

Full suite of multi-media news assets and digital marketing services.

Strategic Planning

Marketing plans infused with local knowledge and industry expertise.

HEARST
BAY AREA

[Contact us today](#) to learn how we can assist your business to expand audience reach, build brand reputation, and increase ROI.