an alternative voice—for the community to partake of. With the consolidation of mass media today by vast corporate interest, these independent voices are all the more necessary if real knowledge and accurate information is to flourish. Without them, the world would be a poorer place.

-STEVE MOSS, FOUNDER (1948-2005)



# **WE'VE GOT YOU COVERED**

#### **Print**





Local news, arts, and entertainment weekly newspaper covering San Luis Obispo County published every Thursday





Local news, arts, and entertainment weekly newspaper covering Northern Santa Barbara County published every Thursday





The Central Coast guide to all things food and drink covering both San Luis Obispo and Northern Santa Barbara Counties





The Central Coast guide to all things outside covering both San Luis Obispo and Northern Santa Barbara Counties

# **Ticketing**







Online ticketing portal and media support dedicated exclusively to Central Coast events

## **Additional print**

#### FRONT COVER STICKY NOTES

Get your message on the front cover of New Times and the Sun

#### **INSERTS**

Insert your postcard, flyer or multipage inserts into New Times and the Sun

#### **CLASSIFIEDS**

Largest reach on the Central Coast for your real estate, business services, employment, and legal notice advertising

#### **SHOP LOCAL** (SUN)

Full color back page placement every week to promote your business

# **Digital**

#### **WEBSITE ADS**

NewTimesSLO.com and SantaMariaSun.com

#### **E-NEWSLETTERS**

Your opportunity for the premium spots on our five weekly e-newsletters

**My805Tix TICKET WIRE** 

**New Times NEWS WIRE** 

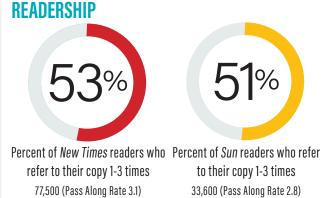
**Sun NEWS WIRE** 

**New Times** EVENTS WIRE

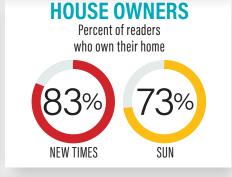
**Sun EVENTS WIRE** 

# ARGEST NEW TIMES MEDIA GROUP

# LARGEST REACH ON THE CENTRAL COAST



# Percent of readers with college or advanced degree 76% 63% NEW TIMES SUN







... prefer to shop at locally-owned businesses ... dine in or get take out from restaurants 1-3 times a week

#### **WEBSITE STATS**

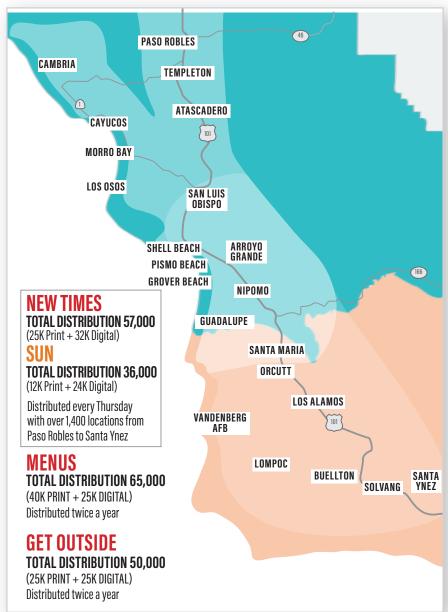
NewTimesSLO.COM - Sessions 59K · New Users 44K · Page views 102K
SantaMariaSUN.COM - Sessions 19K · New Users 16K · Page views 24K
Website statistics reflect monthly average audience overview for 2021.
Results provided by Google Analytics. Additional report information available upon request.

#### E-NEWSLETTERS (SUBSCRIBER NUMBERS AS OF JANUARY 2024)

New Times NEWS WIRE (approx. 16K subscribers) • New Times EVENT WIRE (approx. 16K subscribers)

Sun NEWS WIRE (approx. 12K subscribers) - Sun EVENT WIRE (approx. 12K subscribers)

My805Tix TICKET WIRE (approx. 72K subscribers)





1010 Marsh Street San Luis Obispo, CA 93401 fax: (805) 546-8641 NewTimesSLO.com

**SUN** (805) 347-1968

801 South Broadway Santa Maria, CA 93454 SantaMariaSun.com

# **YOU LOOK GOOD**

# We offer award-winning graphic design and production totally free to our clients

#### **CAMERA READY ARTWORK**

Camera ready ads are print-ready advertisements, supplied by the client, built to NTMG guidelines that do not require any adjustments.

#### **FORMAT**

Camera-ready ads should be built to the specified NTMG ad size and submitted in PDF file format. For best print quality, all advertisements should be at least 300 dpi. We do not accept Publisher files, Quark files, Word files, or Freehand files. All fonts should be embedded, outlined, or converted to paths. All links should be embedded in the PDF file.

#### **AD ELEMENTS**

(Logos / Photos / Images / Text)

For best print quality, all logos and supplied images should be at least 300 dpi. Images taken from the web are not acceptable (aside from legality issues, they are generally not high enough resolution to reproduce well).

#### **GETTING ARTWORK TO US**

Ad elements and camera-ready ads can be submitted to NTMG digitally via e-mail, Dropbox, flash drive, or CD. Please send your artwork directly to your sales rep.

#### **DEADLINES**

Deadline for ad elements is **Friday by 3:30pm** prior to publication. Camera ready ads are due **Monday by 4pm** prior to publication.









# **2025 AD PLANNER**

#### **NEW TIMES MEDIA GROUP**

JANUARY				
2				
9 • VOLUN	TEERS			
16	<b>GET OUTSIDE</b> DEADLINE MLK, JR. DAY-MON 1/20			
23				
30				

FEBRUARY			
6	GET OUTSIDE PUBLISHED IN FEB		
13 • HEALT	TH & WELLNESS		
13	VALENTINE'S DAY-FRI 2/14		
	PRESIDENTS' DAY-MON 2/17		
20	BEST OF SLO BALLOT		
27 ● WEDD			
	BEST OF SLO BALLOT		

MARCH	
6	BEST OF SLO BALLOT
13	
20 ★ SPRING ARTS	MENUS DEADLINE
27	THE SUN'S 25TH BDAY 3/31

APRIL	
3	MENUS PUBLISHED IN APR
10	
<b>★</b> STRAWBERR	Y FESTIVAL
<b>17</b> s:	TRAWBERRY FESTIVAL 4/25-27
24	WINNING IMAGES ENTRY
MAY	
1 • BEST OF SLO	COUNTY  WINNING IMAGES ENTRY
8	WINNING IMAGES ENTRY
	MOTHER'S DAY-SUN 5/11
15	
15 22 ★ SUMMER GUI	MOTHER'S DAY-SUN 5/11
→ CHWWED CHI	MOTHER'S DAY-SUN 5/11

JU	NE	
5	• PRIDE-TBD	BEST OF NSBC BALLOT
12	FAT	HER'S DAY-SUN 6/15 BEST OF NSBC BALLOT
19	WINNING IMAGES JUNETEENTH-THUR 6/19	<b>GET OUTSIDE</b> DL Best of NSBC Ballot
26		

JU	LY GET	OUTSIDE PUBLISHED IN JULY
3	★ SB COUNTY FA	R SB COUNTY FAIR 7/9-13
10	★ CA MID-STATE	FAIR CA MID-STATE FAIR 7/16-27
17		NTMA ENTRY
24	• 55 FICTION	NTMA ENTRY
31		NTMA ENTRY
<b>A</b> l	JGUST  • EDUCATION TO	DAY NEW TIMES' 39TH BDAY-8/13
14		
21	BEST OF NSBC	
28		PET PHOTO ENTRY Labor Day-mon 9/1
SE	PTEMBE	R

	HATION
24 • 55 F	TCTION NTMA ENTRY
31	NTMA ENTRY
<b>AUGU</b>	ST
7 • EDU	CATION TODAY  NEW TIMES' 39TH BDAY-8/1
14	
21 • BEST	OFNSBC
28	PET PHOTO ENTRY Labor day-mon 9/
SEPTE	MBER
4	PET PHOTO ENTRY
11 ● STUD	ENT GUIDE PET PHOTO ENTRY  CAL POLY WEEK OF WELCOM
18	
25 <b>★</b> AUT	UMN ARTS

OCTOE	BER
2	MENUS DL & PUBLISHED IN OCTOBER
9	COLUMBUS DAY-MON 10/13
16	
23 • PET	
30	HALLOWEEN-FRI 10/31 ELECTION DAY-TUES 11/4
NOVEN	/IBER
6	NTMA SHOWCASE-FRI 11/7 VETERAN'S DAY-TUES 11/11

6	NTMA SHOWCASE-FRI 11/7 VETERAN'S DAY-TUES 11/11
13	
20	★ HOLIDAY GUIDE
27	THANKSGIVING-THURS 11/27

DECEMI	BER
4	
11	
18	
25 • YEAR	IN REVIEW CHRISTMAS-THUR 12/25
	NEW YEAR'S DAY-THUR 1/1/26

**NEW TIMES & SUN PUBLICATION NEW TIMES ONLY PUBLICATION SUN ONLY PUBLICATION SPECIAL GLOSSY MAGAZINE** 

★= PULL OUT ISSUE = THEMED ISSUE

55 Fiction entries due: Mon, June 16 NTMA entries due: Mon, August 4 Pet photo entries due: Mon, Sept. 15





# **LOCAL TICKETING SOURCE**



My805Tix is an online ticket portal dedicated exclusively to Central Coast events. We provide organizations with access to the entire New Times and Sun audiences.

#### **WHAT WE OFFER**

- Media support
- Full page print ads in *New Times* and *Sun* weekly publications
- Promotion on NewTimesSLO.com, SantaMariaSun.com, and My805Tix.com
- Promotions via Ticket Wire e-newsletter and social media posts reaching thousands of people who love the Central Coast
- Box office to answer calls, process phone orders, and hand out tickets
- Customer data, reports, and tracking
- A highly-competitive credit card processing rate that you can pass along to the ticket buyer if you choose
- Online ticket sales from a trusted resource
- 30% off all NTMG print and digital products

#### **KEY FEATURES & BENEFITS**

**ONE-PAGE CHECKOUT** - reduce cart abandonment

**TIME-ENTRY UPDATES** - space out check-in by venue, date, and time.

**SERIES EVENTS** - manage ticket inventory and packages across a series of events or reoccurring events

**SPONSORSHIP INVENTORY** - more branding opportunities than any other platform (brand tickets, logos, and links on checkout page, lead gen, etc.)

**UPSELL AT CHECKOUT** - create a pop-up during checkout when a ticket is added to the cart



#### FEATURED EVENTS

**VIRTUAL EVENTS** - embed a live stream or pre-recorded video to a new landing page that is gated by ticket type or activity

**MERCHANDISE** - include a merchandise section at checkout to add new revenue pre-event

**TAP TO REDEEM** - fans can now tap their tickets or activities to redeem for a completely contactless check-in

**DEDICATED CLIENT SERVICES TEAM** - training, building events, on-site support, strategic consulting

**MULTI-LANGUAGE** - build event details in two languages for fans to toggle between based on preference, like English and Spanish

## **DIGITAL ADVERTISING**

#### ADS

**NewTimesSLO.com** and **SantaMariaSun.com** offer a unique online branding opportunity. Our digital advertising packages provide your business daily exposure throughout both websites.



#### **NewTimesSLO.com or SantaMariaSun.com**

**LEADERBOARD** (728 x 90) **RECTANGLE** (300 x 250)

\$12 per 1,000 (10,000 minimum)

**BILLBOARD** (2000 x 500)

NewTimesSlo.com - \$1800/month SantaMariaSun.com - \$1200/month

#### **NEWSLETTERS**

Our weekly emailed newsletters feature premium leaderboard spots. Give your business optimum exposure in the limited premium space!



#### New Times NEWS WIRE (Thursday)

(approx 16,000 subscribers - size: 640x200)

1x=\$280 4x=\$252 8x=\$238 13x=\$210

#### **New Times EVENT WIRE** (Friday)

(approx 16,000 subscribers - size: 640x200)

1x=\$280 4x=\$252 8x=\$238 13x=\$210

#### Sun NEWS WIRE (Thursday)

(approx 12,000 subscribers – size: 640x200)

1x=\$280 4x=\$252 8x=\$238 13x=\$210

#### Sun EVENT WIRE (Friday)

(approx 12,000 subscribers - size: 640x200)

1x=\$280 4x=\$252 8x=\$238 13x=\$210

#### **NEWSLETTER TAKEOVER**

2 spots on ALL 4 Newsletters 1x=\$950 4x=\$855 8x=\$808 13x=\$713

#### **MY805TIX TICKET WIRE NEWSLETTER**



#### **My805Tix TICKET WIRE**

(Wednesday)

(approx 72,000 subscribers - size: 500x380)

1x=\$455 4x=\$410 8x=\$387 13x=\$341

#### **My805Tix TICKET WIRE BUNDLE**

Print and Digital New Times
1x=\$625 4x=\$563 8x=\$531 13x=\$469
Print and Digital SUN

 $1x = $600 \ 4x = $540 \ 8x = $510 \ 13x = $450$ 

# **RATE CARDS**

3/4 Page

(V) 7.5"w x 12.75"h

(S) 10.125"w x 9.5"h

Full Page

10.125"w x

12 75"h

Junior Page

7.5"w x 9.5"h

1/2 Page

(H) 10.125"w x 6.25"h

(V) 5"w x 12.75"h

#### **NEW TIMES MEDIA GROUP**

Print & D	igital BUNC	DLES*			New Times
SIZE	1X	13X	26X	52X	COLOR
FULL	\$1,597	\$1,287	\$1,195	\$1,117	\$200
3/4	\$1,203	\$972	\$903	\$846	\$200
JR	\$932	\$756	\$703	\$659	\$200
1/2	\$848	\$688	\$641	\$601	\$150
3/8	\$677	\$551	\$514	\$483	\$150
5/16	\$603	\$493	\$459	\$432	\$150
1/4	\$496	\$407	\$380	\$358	\$75
3/16	\$394	\$326	\$305	\$288	\$75
1/8	\$283	\$236	\$222	\$211	\$50
1/16	\$184	<sup>\$</sup> 158	\$149	\$143	\$25
Print ONLY*					
SIZE	1X	13X	26X	52X	COLOR
		<b>13X</b> \$1,237	<b>26X</b> \$1,145	<b>52X</b> \$1,067	COLOR \$200
SIZE	1X				
<b>SIZE</b> FULL	<b>1X</b> \$1,547	\$1,237	\$1,145	\$1,067	\$200
SIZE FULL 3/4	<b>1X</b> \$1,547 \$1,153	\$1,237 \$922	\$1,145 \$853	\$1,067 \$796	\$200 \$200
SIZE FULL 3/4 JR	\$1,547 \$1,153 \$882	\$1,237 \$922 \$706	\$1,145 \$853 \$653	\$1,067 \$796 \$609	\$200 \$200 \$200
SIZE FULL 3/4 JR 1/2	\$1,547 \$1,153 \$882 \$798	\$1,237 \$922 \$706 \$638	\$1,145 \$853 \$653 \$591	\$1,067 \$796 \$609 \$551	\$200 \$200 \$200 \$150
SIZE FULL 3/4 JR 1/2 3/8	\$1,547 \$1,153 \$882 \$798 \$627	\$1,237 \$922 \$706 \$638 \$501	\$1,145 \$853 \$653 \$591 \$464	\$1,067 \$796 \$609 \$551 \$433	\$200 \$200 \$200 \$150 \$150
FULL 3/4 JR 1/2 3/8 5/16	\$1,547 \$1,153 \$882 \$798 \$627 \$553	\$1,237 \$922 \$706 \$638 \$501 \$443	\$1,145 \$853 \$653 \$591 \$464 \$409	\$1,067 \$796 \$609 \$551 \$433 \$382	\$200 \$200 \$200 \$150 \$150
FULL 3/4 JR 1/2 3/8 5/16	\$1,547 \$1,153 \$882 \$798 \$627 \$553 \$446	\$1,237 \$922 \$706 \$638 \$501 \$443 \$357	\$1,145 \$853 \$653 \$591 \$464 \$409	\$1,067 \$796 \$609 \$551 \$433 \$382 \$308	\$200 \$200 \$200 \$150 \$150 \$150 \$75

3/16	\$344	\$276	\$255	\$238	\$75		3/16	\$240
1/8	\$233	\$186	\$172	\$161	\$50		1/8	<sup>\$</sup> 166
1/16	<sup>\$</sup> 134	\$108	\$99	\$93	\$25		1/16	\$91
*Insertions must be we	ekly to qualify for frequenc	y discounts. Rates are pe	er insertion.			:	*Bundles include 5,000	impressions per week with
PRINT AD	SIZES							
	(S)	(H	)	(V)	(S)	(V) (V)	(S) (S)	(H)
	(V)		(V)	(1	⊣) (	H) (H)	(H)	(V) 1/16s

3/8 Page

(H)10.125"wx4.625"h

(S) 7.5"w x 6.25"h

5/16 Page

(V) 5"w x 8"h

(H) 7.5"w x 4.625"h

1/4 Page

(H) 10.125"w x 3"h

(V) 2.375"w x 12.75"h

(S) 5"w x 6.25"h

3/16 Page

(H) 7.5"w x 3"h

(V) 2.375"w x 9.5"h

(S) 5"w x 4.625"h

3/8 Page

(V) 5"w x 9.5"h

Print & D	igital BUND	LES*			Sun
SIZE	1X	13X	26X	52X	COLOR
FULL	\$1,083	\$877	\$815	\$763	\$200
3/4	\$825	\$670	\$623	\$585	\$200
JR	\$635	\$518	\$483	\$454	\$200
1/2	\$590	\$482	\$449	\$422	<sup>\$</sup> 150
3/8	\$472	\$388	\$362	\$341	<sup>\$</sup> 150
5/16	\$407	\$336	\$314	\$296	<sup>\$</sup> 150
1/4	\$339	\$281	\$264	\$249	\$75
3/16	\$290	\$242	\$228	\$216	\$75
1/8	\$216	\$183	<sup>\$</sup> 173	\$164	\$50
1/16	<sup>\$</sup> 141	\$123	\$118	\$113	\$25
<b>Print ONLY*</b>	•				
SIZE	1X	13X	26X	52X	COLOR
FULL	\$1,033	\$827	\$765	\$713	\$200
3/4	\$775	\$620	\$573	\$535	\$200
JR	\$585	\$468	\$433	\$404	\$200
1/2	\$540	\$432	\$399	\$372	<sup>\$</sup> 150
3/8	\$422	\$338	\$312	\$291	<sup>\$</sup> 150
5/16	\$357	\$286	\$264	\$246	<sup>\$</sup> 150
1/4	\$289	\$231	\$214	\$199	\$75
0 /10	\$240	\$192	<sup>\$</sup> 178	\$166	\$75
3/16	240				
1/8	\$166	\$133	\$123	\$114	\$50
		\$133 \$73	\$123 \$68	\$114 \$63	\$50 \$25

ith both leaderboard and medium rectangle web ads.

1/8 Pg. (H) 5"w x3"h (V) 2.375"w x 6.25"h

1/16 Page

(S) 2.375"w x 3"h

#### **ADDITIONAL PRINT INFO**

#### **PLACEMENT**

When available, specific page position is guaranteed with a 15% placement charge. Minimum ad size: 3/16. Back page: 20% additional charge.

#### FRONT COVER STICKY NOTES

\$70 per 1,000 includes printing. Rates are net. Minimum 12,000 per publication. Deadline is three weeks prior to publication date

Insert rates \$50 per 1,000 for 12,000; \$45 for up to 37,000. Minimum inserts: 10,000. Call for multiple-page insert pricing.

## **RATE CARDS**



# IN ENUS

#### THE CENTRAL COAST GUIDE TO ALL THINGS FOOD AND DRINK

The premier food and drink guide to the Central Coast with 65,000\* copies distributed every six months throughout San Luis Obispo and Northern Santa Barbara Counties

\*40,000 print • 25,000 digital



#### **RATES**

#### **FRONT COVER**

Includes consult, photoshoot, front cover, full page ad, and 1/2 page written feature story \$3800

#### PREMIUM PAGE PLACEMENT

Inside front cover, inside back cover, or back cover 3x - \$1663 - 2x - \$1954 - 1x - \$2111

# FULL PAGE AD + 1/2 PAGE FEATURE STORY

3x - \$1964 - 2x - \$2331 - 1x - \$2625

# 1/2 PAGE AD + 1/2 PAGE FEATURE STORY

3x - \$1399 - 2x - \$1649 - 1x - \$1895

#### **FULL PAGE AD**

3x - \$1386 - 2x - \$1628 - 1x - \$1759

#### 1/2 PAGE AD

3x - \$821 - 2x - \$966 - 1x - \$1029

#### **DIGITAL/WEB ADS**

Add digital for \$12 per 1,000

(10,000 impressions)

#### **PUBLICATION DATES:**

April & October 2025

#### **PRINT AD SPECS**

FULL PAGE = 8.625" x 11.125" (includes 0.25" bleed) Image Area = 8.375" x 10.875" (trim size) Live Area = 8.125" x 10.625"

**1/2 PAGE VERTICAL** (no bleed) = 3.75" x 9.75"

#### **DIGITAL/WEB ADS (PIXELS)**

**Leaderboard** =  $728 \times 90$  **Rectangle** =  $300 \times 250$ 

# PICK UP POINTS THROUGHOUT THE CENTRAL COAST:

Hotels · Wineries · Shopping Centers · Chambers of Commerce Corporations · High-traffic areas including many *New Times* and *Sun* newspaper racks.

# **RATE CARDS**



#### THE CENTRAL COAST GUIDE TO EVERYTHING OUTSIDE

**Get Outside** is a full-color glossy magazine with a print circulation of 25,000 and 25,000 digital copies. It is distributed throughout San Luis Obispo and Northern Santa Barbara Counties. Pickup points include chambers of commerce, hotels, college campuses, corporations, shopping centers, and other high-traffic areas, including many *New Times* and *Sun* newspaper racks.



#### **RATES**

#### **FULL PAGE AD**

3x (30% OFF) - \$1075 2x (20% OFF) - \$1228 1x - \$1535

#### 1/2 PAGE AD

3x (30% OFF) - \$578 2x (20% OFF) - \$660 1x - \$825

#### 1/4 PAGE AD

3x (30% OFF) - \$339 2x (20% OFF) - \$387 1x - \$484

#### **BUSINESS DIRECTORY**

3x (30% OFF) - \$129 2x (20% OFF) - \$140 1x - \$165

#### **PUBLICATION DATES:**

February & July 2025

#### **PRINT AD SPECS**

FULL PAGE = 8.625" x 11.125" (includes 0.25" bleed) Image Area = 8.375" x 10.875" (trim size) Live Area = 8.125" x 10.625"

#### **1/2 PAGE**

**VERTICAL** = 3.75" x 9.75" **HORIZONTAL** = 7.625" x 4.8125"

1/4 PAGE = 3.75'' x 4.8125''

**BUSINESS DIRECTORY** =  $2.5'' \times 2.4''$