

09 MEDIA GUIDE



High Country News



High Country News 2009 Media Kit

Demographic Overview

High Country News is a 38-year-old, award-winning newsmagazine that is widely considered a leader in environmental and cultural coverage in the American West. It has accomplished this as a nonprofit dedicated to a mission:

To inform and inspire people to act on behalf of the West's land, air, water and inhabitants.
We work to create what writer Wallace Stegner called "a society to match the scenery."

Quick List

WHAT

From California to Colorado, Montana to New Mexico, High Country News covers the most important and compelling issues of the American West, from California to Montana, from New Mexico to Washington state.

WHERE

We have readers in all 50 U.S. states, 85 percent of whom live in the Intermountain West.

HOW OFTEN

22 times a year (twice a month)

HOW MANY

58,000 readers (26,000 distribution)

WHO

Our readers are well-educated, well-read and well-off. They enjoy outdoor activities, work on their homes and are involved in their communities.

2006 Reader Survey Results

Household Income:

Up to \$40,000	18%
\$50,000 or more	11%
\$60,000 or more	10%
\$75,000 or more	19%
\$100,000 or more	30%

Ages:

25-34 years old	12%
35-44 years old	14%
45-54 years old	27%
55-64 years old	26%
65+ years old	18%

Where do you live:

Rural	36%
City	41%
Suburb	23%

Gender:

Female	35%
Male	65%

Pass Along:

Yes, I pass on my copy of HCN to one or more people?	79%
---	------------

Educational Level:

High School/Some College	10%
Bachelor's	23%
Post-Graduate Study	14%
Master's	32%
Ph.D.	21%

Occupation:

Professional	65%
Managerial	11%
Skilled labor	5%
Academic	19%

HOBBIES/PURCHASING

Books:

In the last 12 months, I purchased:	
1-5 books	24%
5-10 books	29%
10+ books	47%

Financial Planning:

"Socially responsible" investing is important to me.

Yes 86%

Leisure Activities:

Outdoor gardening	59%
Overnight camping	67%
Running/Jogging	27%
Bicycling	53%
Backpacking/Hiking	76%
Skiing/Snowboarding	43%
Bird Watching	45%
Rafting/Kayak	30%
Rock Climbing	12%
Hunting	11%
Fishing	26%
Domestic Travel	77%
Foreign Travel	53%
None of these	1%

OPEN QUESTIONS:

Do you read HCN classifieds?
Yes 85%

What form of media advertising do you respond to most:

Online	19%
Newspaper	40%
Magazine	30%
TV	4%
Radio	8%

Advertising Policy

High Country News accepts advertising within the printed pages of the newspaper and on our Web site from individuals, organizations and companies that share our commitment to environmental stewardship, social responsibility and an equitable and healthy workplace. This commitment should be demonstrated through progressive practices, support of nonprofit causes and other tangible means. We believe advertising is a service to our readers, and we seek advertisements from progressive companies and organizations that provide goods and services beneficial to our readership. HCN generally does not take advertising from the manufacturers or purveyors of products that significantly degrade the environment or threaten the social fabric of communities. We also do not accept political advertising that promotes or suggests an action. If there is any uncertainty as to the suitability of an advertiser, HCN's Advertising Committee will convene and make a decision.

High Country News 2009 Media Kit

Print Rates and Mechanicals

CLASSIFIED LINE ADS:

\$1.00 per word (.90 cents per word for HCN subscribers and nonprofits)

EMPLOYMENT AD SPECIAL: 10% discount for two or more insertions, when booked together

STANDARD DISPLAY ADS:

Ad size	Black-and-white rate			2-color rate			4-color rate		
	1x	3x	6x	1x	3x	6x	1x	3x	6x
1/2 page	\$1,134	\$1,022	\$920	\$1,417	\$1,272	\$1,148	\$1,554	\$1,403	\$1,300
1/4 page	\$605	\$550	\$509	\$757	\$688	\$633	\$825	\$757	\$702
1/8 page	\$363	\$330	\$306	\$454	\$413	\$378	\$495	\$454	\$419
1/16 page	\$182	\$165	\$154	\$227	\$207	\$193	\$248	\$227	\$207

Hot off the Press & Green Gift Guide*

Ad size	No multiple insertion discount	
1/2 page	\$625 (black/white)	\$850 (4-color)
1/4 page	\$375 (black/white)	\$519 (4-color)
1/8 page	\$250 (black/white)	\$344 (4-color)
1/16 page	\$125 (black/white)	\$188 (4-color)

The Media Landscape (books, film & music)

Ad size	No multiple insertion discount
Standard*	\$65/title (4-color)

*You provide a 40-word description, a jacket image, specifications including the page count, run time, publisher and date, ISBN#, and contact information. We will design the ad in our standard format.

*HCN offers special sections throughout the year including: Hot Off the Press for book publishers, film makers and music producers; and a holiday Green Gift Guide. (See reverse side for details.)

HCN subscribers and nonprofits receive a 10% discount. Additional 10% discount for 22 insertions. (Discounts do not apply to Special Sections and Web site display advertisements.)

MECHANICALS

1/2 page hort. measures:
8.825" width x 5" height

1/8 page hort. measures:
4.329" width x 2.439" height

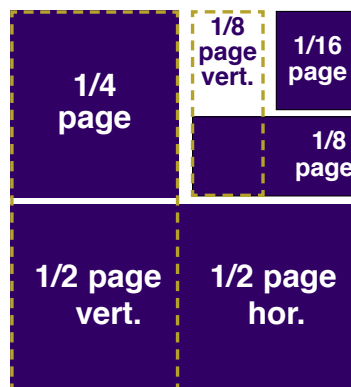
1/2 page vert. measures:
4.329" width x 10.253" height

1/8 page vert. measures:
2.081" width x 5" height

1/4 page measures:
4.329" width x 5" height

1/16 page measures:
2.081" width x 2.439" height

The following digital formats work best:
PDF, EPS, TIFF, JPG.



2009 DATES AND DEADLINES (Special promotion issues listed in red. See reverse for details.)

Issue Date	Deadline	Issue Date	Deadline	Issue Date	Deadline
January 19	January 5	May 25	May 11	September 14	August 31
February 2	January 19	June 8	May 25	October 12	September 28
February 16	February 2	June 22	June 8	October 26	October 12
March 2	February 16	July 20	July 6	November 9	October 26
March 16	March 2	August 3	July 20	November 23	November 9
April 13	March 30	August 17	August 3	December 7	November 23
April 27	April 13	August 31	August 17	December 21	December 7
May 11	April 27				

PROMOTIONS & SPECIAL SECTIONS

Issue Date

January 19
February 2
February 16

Deadline

January 5
January 19
February 2

SAVE 25%

ADVERTISE IN ANY OF THESE ISSUES AND SAVE 25%.

Issue Date

April 13
April 27
May 11

Deadline

March 30
April 13
April 27

Bonus issues

**GET A BONUS DISTRIBUTION TOTALING 5,000
WHEN YOU ADVERTISE IN ALL THREE ISSUES.**

Issue Date

August 3
August 17
August 31

Deadline

July 20
August 3
August 17

Bonus issues

**GET A BONUS DISTRIBUTION TOTALING 5,000
WHEN YOU ADVERTISE IN ALL THREE ISSUES.**

Issue Date

September 14

Deadline

August 31

Special Section

BOOK REVIEW ISSUE: SPECIAL SECTION PRICING (see reverse)

Issue Date

November 9
November 23
December 7

Deadline

October 26
November 9
November 23

Special Section

GREEN GIFT GUIDE: SPECIAL SECTION PRICING (see reverse)

Contact us at 800-311-5852/970-527-4354 or e-mail advertising@hcn.org.

High Country News 2009 Media Kit

Web Rates and Mechanicals

HCN's Web statistics are growing every day. Contact our sales department for current Web statistics. (In March 2009, we recorded more than 200,000 page views per month). Visit www.hcn.org to cruise our Web site.



Head Banner Sponsor
728 pixels x 90 pixels
Appears site-wide
except homepage
\$10 Cost per thousand
page views

FILE FORMAT: JPEG, PDF



Featured Sponsor:
300 pixels x 250 pixels
Appears site-wide
\$10 Cost per thousand
page views

FILE FORMAT: JPEG, PDF

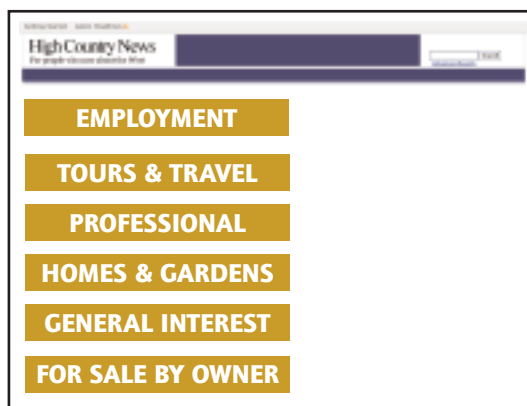
Foot Banner Sponsor
728 pixels x 90 pixels
Appears site-wide
\$7 Cost per thousand
page views

FILE FORMAT: JPEG, PDF



Classification
Banner Sponsor
468 pixels x 60 pixels
Appears classified
advertising page
\$100/month

FILE FORMAT: JPEG, PDF



Text Ads

FEATURED CLASSIFIED

Your classified line ad will be featured site-wide including the homepage (the first ten words of the ad will appear and link back to the full text on the classified Web pages). Only five spaces available, \$25 per slot, two-week posting.

CLASSIFIED

Text ad appears on classified advertising page; thirty cents per word (.25 cents per word for subscribers and nonprofits).

Add a company logo or real estate property photo for an additional \$25.

For immediate posting, add \$15.

SPONSORSHIP OPPORTUNITIES

E-NEWSLETTER (TEXT ONLY):

26,000 subscribers; 25 word maximum with logo, weekly e-mail feed; five slots available. \$2 cost per thousand.

MULTIMEDIA INTRODUCTION (LOGO ONLY):

Company logo permanently imbedded at the introduction of one Web video or slideshow. \$300.

MEDIA LANDSCAPE WEB POSTING

These placements are exclusively for books, music, film, and computer software. A 40-word description plus a cover or jacket image will be posted in the classified Web section under "Media Landscape."

\$37 for a two-week posting.

High Country News 2009 Media Kit

Print, Web & E-mail Bundling Menu

The Full Enchilada

BUY: 1/4 page or 1/2 page print ads
(Twelve or more ads @ 6x rate)

GET: Head Banner (250,000 guaranteed impressions valued at \$2,500); one sponsorship slot that will appear in twelve consecutive weekly e-newsletters (240,000 e-mails valued at \$480); one multimedia sponsorship on hcn.org video or slideshow (value \$300).

*The numbers: 50,000 print readers/issue, 200,000 impressions on hcn.org/month, 20,000 e-mails/week

ADS MUST BE BOOKED AT THE TIME OF ORDER.

Save \$3,280

The Big Burrito

BUY: 1/4 page or 1/2 page print ads
(Three or more ads @ 3x rate)

GET: Head Banner (125,000 guaranteed impressions valued at \$1,250); one sponsorship slot that will appear in six consecutive weekly e-newsletters (120,000 e-mails valued at \$240).

*The numbers: 50,000 print readers/issue, 200,000 impressions on hcn.org/month, 20,000 e-mails/week

ADS MUST BE BOOKED AT THE TIME OF ORDER.

Save \$1,490

The Tasty Taco

BUY: 1/8 page or 1/16 page print ads
(Three or more ads @ 3x rate)

GET: Foot Banner (75,000 guaranteed impressions valued at \$525); one sponsorship slot that will appear in three consecutive weekly e-newsletters (60,000 e-mails valued at \$120).

*The numbers: 50,000 print readers/issue, 200,000 impressions on hcn.org/month, 20,000 e-mails/week

ADS MUST BE BOOKED AT THE TIME OF ORDER.

Save \$645

Nachos Grande

BUY: Three print classified ads of 100 words or more

GET: Exclusive Classified Banner for 1 month (10,000 guaranteed impressions valued at \$100); one of five "featured text ads" that will appear site-wide on hcn.org for one month. (190,000 guaranteed impressions e-mails valued at \$50)

*The numbers: 50,000 print readers/issue, 190,000 impressions on hcn.org/month, 26,000 e-mails/week

ADS MUST BE BOOKED AT THE TIME OF ORDER.

Save \$150

Chips and Salsa

BUY: One Media Landscape print ad (exclusively for books, films, music, and computer software)

GET: One 40-word Web classified ad with cover image for two weeks. (valued at \$37)

*The numbers: 50,000 print readers/issue, 200,000 impressions on hcn.org/month, 20,000 e-mails/week

ADS MUST BE BOOKED AT THE TIME OF ORDER.

Save \$37