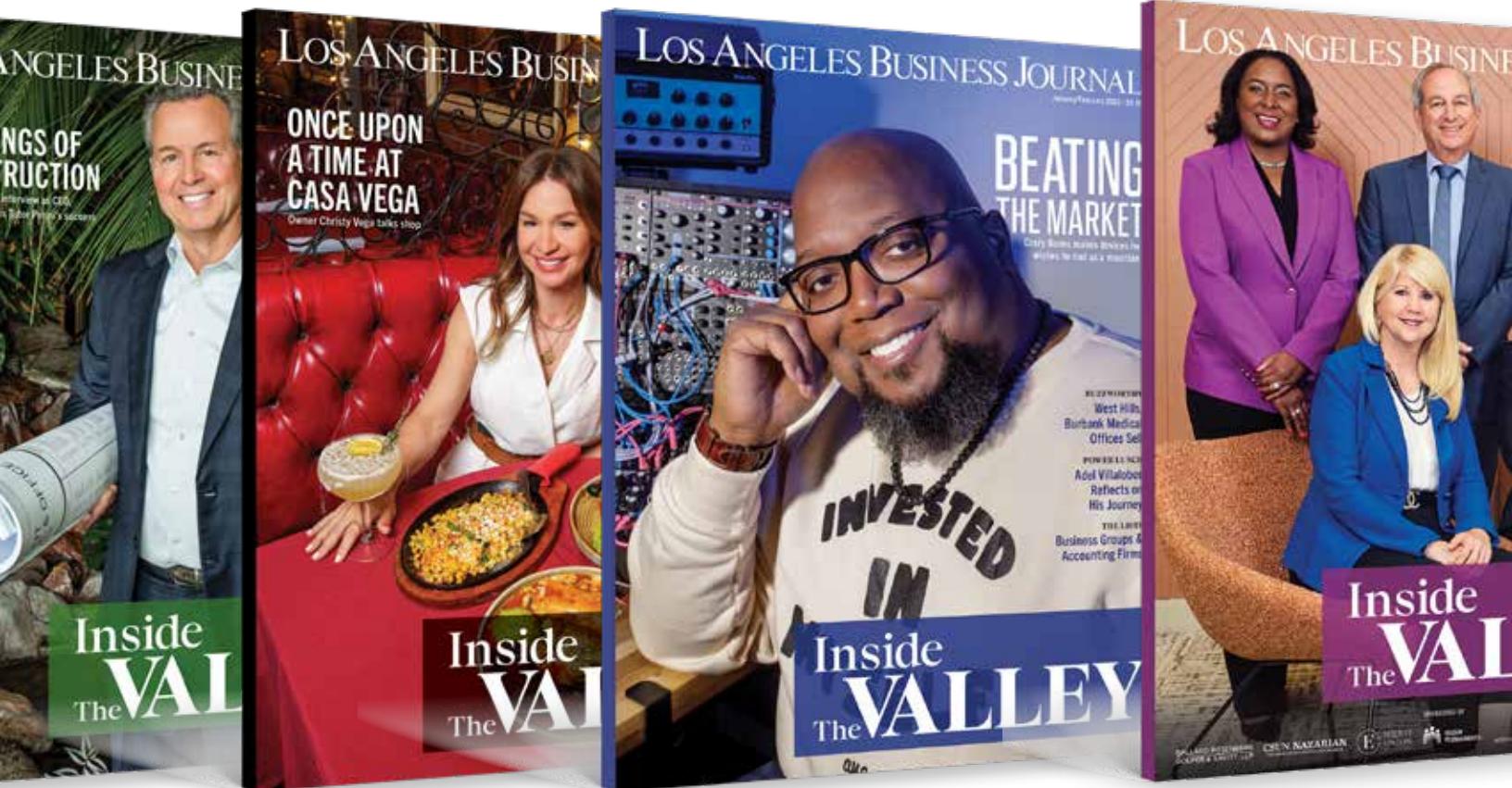


LOS ANGELES BUSINESS JOURNAL

# Inside The VALLEY



# MEDIA KIT 2026

# ASSETS

THE **LEADING** SOURCE FOR BUSINESS NEWS IN THE VALLEY AREA



## IN PRINT: THE MAGAZINE

**ALIGN** your brand with the leaders, companies and industries impacting the region

### DISTRIBUTION:

**PRINT ISSUE** 3,688

**READERSHIP** 12,336

## ONLINE: [VALLEY.LABUSINESSJOURNAL.COM](http://VALLEY.LABUSINESSJOURNAL.COM)

**STAY INFORMED** with up to date news and information from our news team

**MONTHLY UVS** 13,993

**PAGEVIEWS** 23,118

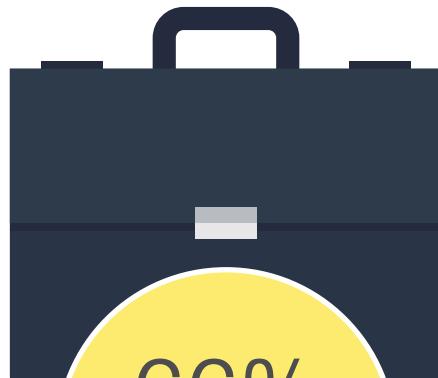
## IN PERSON: EVENTS

**CONNECT** with Valley leaders at awards, panels and receptions

### ANNUAL EVENTS 3

# OUR AUDIENCE

**\$299K**  
AVERAGE  
HOUSEHOLD  
INCOME

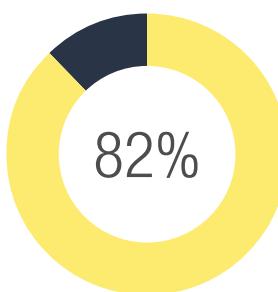


**\$2M**  
AVERAGE  
NET WORTH

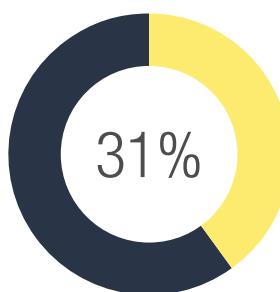


**\$1.6M**  
PORTFOLIO

**66%**  
TOP  
MANAGEMENT



COLLEGE GRADUATES



POSTGRADUATE DEGREE

**43%**  
MILLIONAIRES

**43%**  
MIDDLE MARKET  
& ENTERPRISE COS

**36%**  
WOMEN  
EXECUTIVES

**54**  
AVERAGE  
AGE

**Our readers enjoy business news.** They also subscribe to:

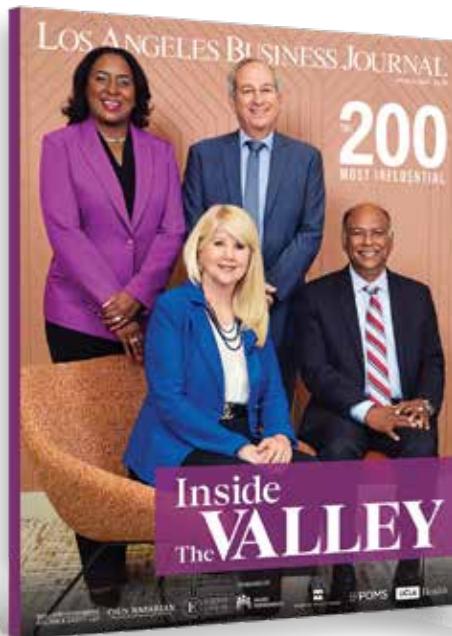
**34%** Wall Street Journal    **13%** Bloomberg Business Week    **12%** Economist

**Our subscribers make decisions.** They personally buy:

**43%** Banking Services    **41%** Computer Services    **33%** Business Insurance

# SPECIAL EDITIONS

## HIGHLY-COVETED **SIGNATURE ISSUES**



THE VALLEY 200  
MAY/JUNE



THE LISTS  
NOVEMBER/DECEMBER

### **THE VALLEY 200 & THE LISTS SPECIFICATIONS**

#### **Spread**

Bleed: 17.25" w x 11.375" h

#### **Full Page**

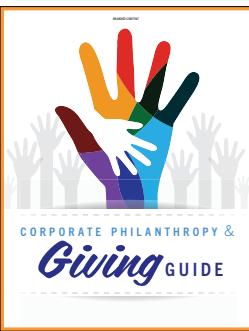
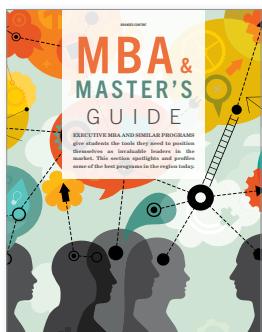
Bleed: 8.875" w x 11.375" h

#### **Half Page horizontal**

7.562" w x 4.875" h

# CUSTOM CONTENT

FOCUSED **BRANDED CONTENT** FROM INDUSTRY EXPERTS



## SAMPLE CUSTOM CONTENT INCLUDES

CORPORATE PHILANTHROPY & GIVING GUIDE

LEADERS TO KNOW: TRUSTED ADVISORS

LEADERS TO KNOW: HEALTH CARE

MBA/MASTERS GUIDE

HEALTH CARE ROUNDTABLE

SMALL BUSINESS ADVISORY ROUNDTABLE

LABOR & EMPLOYMENT ROUNDTABLE

INSURANCE ROUNDTABLE

SPOTLIGHT ON LAW

# DISPLAY ADVERTISING

## RATES AND SPECIFICATIONS

### NET 4-COLOR RATES

**Frequency discounts. Rates per insertion. Bi-monthly.**

Effective January 1, 2025

SIZE	Open Rate	2-3X	4-5X	6X
2-page spread	7,425	6,310	5,565	4,825
Full page	4,125	3,505	3,095	2,680
1/2 page	2,475	2,100	1,855	1,610



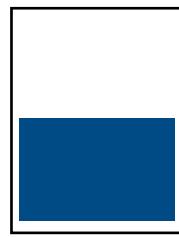
2-page spread  
(w/ bleed)  
Bleed:  
17.25" w x  
11.375" h

### ADVERTISING DIMENSIONS

SIZE	WIDTH	HEIGHT
2-page spread (w/ bleed)	*17.25"	*11.375"
<b>*Spec includes .25" bleed on all sides</b>		
Full page (w/ bleed)	*8.875"	*11.375"
<b>*Spec includes .25" bleed on all sides</b>		
1/2 page (hor)	7.562"	4.875"
1/2 page (vert)	3.5"	9.6"

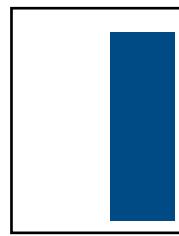


Full page (w/ bleed)  
Bleed: 8.875" w x 11.375" h



1/2 pg (hor.)  
7.562" w x 4.875" h

- Ads must be submitted as high resolution PDFs (300 dpi, PDFx1a preferred).
- Color formatting for ads is CMYK, if color, and grayscale, if black and white.
- Please convert all black text to 100% black.



1/2 pg (vert.)  
3.5" w x 9.6" h

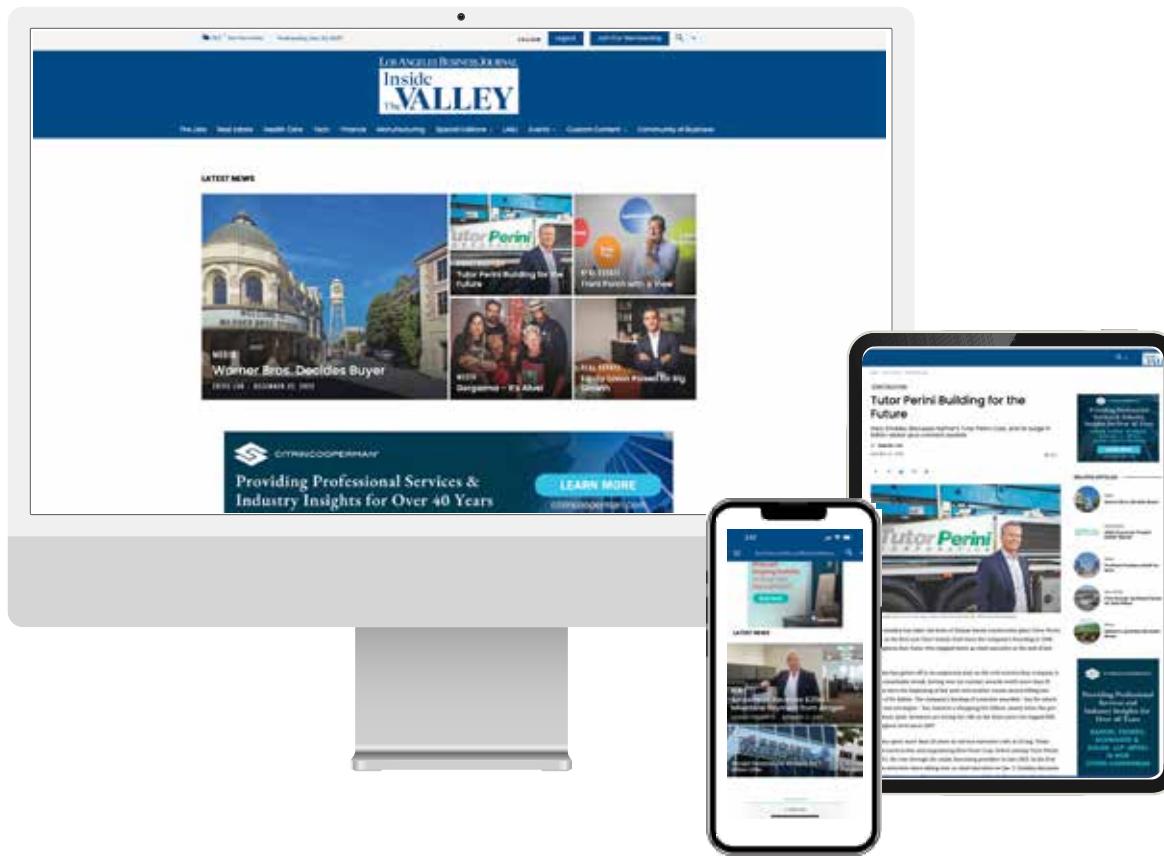
### PREMIUM POSITIONS

**Open rate, no discounts for frequency. Inquire with your rep for specs.**

4-Page Coverwrap	\$10,300	\$8,755	\$7,725	\$6,695
2-Page coverwrap	7,830	6,655	5,870	5,090

# ONLINE

WE CONNECT THE VALLEY'S ENTREPRENEURS



## DELIVER YOUR MESSAGE TO THE VALLEY-AREA BUSINESS COMMUNITY

We help you tailor your digital campaign. Choose from a variety of advertising units.

- Run-of-Site
- Branded content
- Interstitials
- Dedicated Email Marketing
- Homepage Takeover
- Daily Digital Newsletters

# INTERSTITIAL

A **HIGH IMPACT** DIGITAL UNIT THAT LEADS INTO THE EDITORIAL CONTENT



Welcome Interstitial's will preview on desktops and laptops, however, mobile devices are excluded.

- Maximum size: 640 x 480

# Homepage Takeover

SHOWCASE YOUR BRAND ACROSS OUR WEBSITE FOR THE DAY. **100% SOV.**

LOS ANGELES BUSINESS JOURNAL  
**Inside  
The VALLEY**

The City Real Estate Health Care Tech Finance Manufacturing Special Editions Events Custom Content Classifieds

**YOUR AD HERE**  
(970 x 250)

**LATEST NEWS**



**REAL ESTATE**  
Janss Marketplace in Thousand Oaks Receives \$84.7 Million in Refinancing  
MICHAEL AUERBACH - DECEMBER 13, 2022



**TECHNOLOGY**  
Netflix Opens Texas Location



**BUSINESS**  
Amgen to Acquire Horizon Therapeutics in \$27.8



**REAL ESTATE**  
Joint Venture Buys Antelope Valley Mall for



**HEALTH CARE**  
Local Providence Hospitals Recognized for Maternity

**YOUR AD HERE**  
(970 x 250)

**THE CURRENT ISSUE**

LOS ANGELES BUSINESS JOURNAL  
**Inside  
The VALLEY**

**NEWS**  
Business Events Calendar  
MARK WALTER - DECEMBER 14, 2022

Yesterday, Dec. 22, ConnectLabs Lunch Sponsors: 360i Valley Chamber of Commerce (12 p.m.): The Goparikar Bar and Bistro (10 a.m.); Ronald Reagan Presidential Library and Museum (41 Presidential Drive, 10 a.m.); Valley Free (10 a.m.).



Amgen Seeks to Acquire Horizon Therapeutics  
DECEMBER 13, 2022



Connabill, Hemp Testing Company Expands with Von Navy's Location  
DECEMBER 13, 2022



Year in Review: Biggest Deals  
DECEMBER 13, 2022



Year in Review: Warner Media, PS Business Parks Involved in 2022's Biggest Deals  
DECEMBER 13, 2022

**YOUR AD  
HERE**  
(300 x 600)

- 1,156 daily page views

- Limited to one advertiser per day

# BRANDED CONTENT

A COMPLETELY **CUSTOM-BUILT PAGE** WITHIN THE WEBSITE



**BRANDED CONTENT** allows for articles written by your web content experts to appear alongside our editorial headlines.

**Branded Content position includes:**

1. Photo, 2-line Headline and beginning of the article (1 or 2 sentences) will be posted among the editorial well on our Homepage.
2. The Homepage article will click through to a landing page on our website.
3. Campaign will be live for a calendar month.

**Benefits:**

- Only 2 articles per month will appear on our site.
- Your Branded Content article will be searchable, providing opportunities to drive SEO to your company and content.

**Please provide:**

- High-res photo for the Homepage and up to 2 high-res photos for the landing page.
- Submit a 2-line headline (about 7 words) and your article in a word doc (subject to editing by our editorial team).
- We suggest no more than 700 words for your article, so that your author and contact info do not bump to a second landing page.
- Materials are due 12 days prior to the beginning of the month contracted.

**Investment: \$1,500 Net per month**

# DIGITAL NEWSLETTERS

KEEPING THE BUSINESS COMMUNITY UPDATED ON ALL **BUSINESS NEWS** IN THE VALLEY REGION

## TUESDAYS: INSIDE BUSINESS

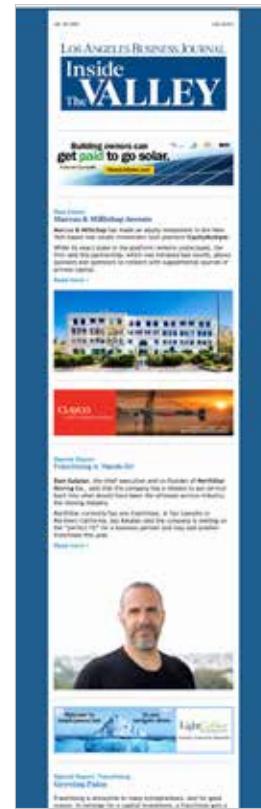
Each Tuesday, the news team of the Business Journal publishes a weekly update including breaking Valley news, top stories of the week, industry activity and announcements, features on Valley leaders and more.

## WEDNESDAYS: INSIDE THE COMMUNITY

Our Wednesday digital newsletters focus on our Community of Business™, providing important information and updates on Business Journal events, calls for nominations for recognition programs and upcoming networking opportunities.

## THURSDAYS: INSIDE TOP VALLEY COMPANIES – THE LISTS

On Thursdays, our editorial research department unveils the List of the Week. For 25 years, The Lists have been a trusted source in the Valley business community - ranking more than 40 industries from health care and technology, to accounting and manufacturing.



## THE LISTS: DIGITAL PUBLICATION SCHEDULE

Jan 1	Business Improvement Districts	Apr 2	Meeting & Banquet Facilities	Jul 2	Women Owned Businesses	Oct 1	Family-Owned Businesses
Jan 8	Franchisers	Apr 9	Law Firms	Jul 9	Largest Public Companies	Oct 8	Charitable Foundations
Jan 15	Franchisers	Apr 16	Law Firms	Jul 16	Highest Paid Executives	Oct 15	Commercial RE Brokerages
Jan 22	Business Associations & Groups	April 23	Insurance Brokers	Jul 23	Aerospace Manufacturing Cos	Oct 22	Commercial RE Brokerages
Jan 29	Property Managers	April 30	Insurance Brokers	July 30	Non-Aerospace Manufacturing Cos	Oct 29	Private Companies
Feb 5	Office Property Managers	May 7	PR Firms	Aug 6	Colleges & Universities	Nov 5	Assisted Living Facilities
Feb 12	Accounting Firms	May 21	Staffing Agencies	Aug 13	MBA Programs	Nov 12	Nursing Homes
Feb 19	Accounting Firms	May 28	Residential Real Estate Brokers	Aug 20	MBA Programs	Nov 19	Banks
Feb 26	Bioscience Companies	Jun 4	Residential Real Estate Brokers	Aug 27	Hospitals	Nov 26	Credit Unions
Mar 5	Bioscience Companies	Jun 11	Private High Schools	Sep 3	Hospitals	Dec 3	Fastest Growing Private Cos.
Mar 12	Private Aviation Companies	Jun 18	Money Management Firms	Sep 10	Private Sector Employers	Dec 10	SBA Lenders
Mar 19	Hotels	Jun 25	Money Management Firms	Sep 17	Public Sector Employers	Dec 17	Nonprofit Organizations
Mar 26	Hotels			Sep 24	Performing Arts Venues		

NET RATES	OPEN	8X	13X	26X
	\$750	\$600	\$565	\$490

# LABJ: Inside The Valley SELECT

## Our Readers. Your Message. Co-Branded.

Co-branding your message to the readership of the **LABJ: Inside The Valley** is one of the most strategic and effective ways to market your products and services. LABJ: Inside The Valley readers are C-Suite executives, top managers, and hold leadership positions in companies of all sizes and industries. Outside of the office, they are also affluent consumers. **ITV Select** allows our marketing partners to reach our audience in a meaningful and impactful way.



Our dedicated email marketing campaigns align your brand with ours – delivering your message directly into their inboxes. Our digital subscribers are never curated through random purchased lists. Our digital readership is comprised of only opt-in subscribers who choose to receive our digital content on their phones, laptops and desktops. They've opted-in because they consider the LABJ: Inside The Valley as their trusted source for business news.

### Guaranteed Delivered Emails:

**3,800+/-**

### Average Open Rate:

**22.5%**

### INVESTMENT

**\$1,200 each**

ITV Select marketing is limited to 2 client emails per week, based on availability

For more information, please email [sfvbj@advertising.com](mailto:sfvbj@advertising.com) or contact your account manager at (323) 549-5225

# DIGITAL ADVERTISING

## NET RATES

### RUN OF SITE

Rates apply to the 970 x 250, 300 x 600, 300 x 250 and 320 x 50 ad units

Advertising Impressions	Month Net Cost
100,000	\$50 CPM
150,000	\$45 CPM
200,000	\$40 CPM

### HIGH IMPACT UNITS

Site Takeover	\$5,000 per day
Homepage Takeover	\$2,000 per day
Interstitial*	\$750 per day

*\*not available on mobile devices*

### BRANDED CONTENT

4-week campaign	\$1,500
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- 700 words
- 2-3 photos
- Format: DOC, JPEG, HTML code

### INSIDE THE VALLEY JOURNAL DIGITAL NEWSLETTERS

NET RATES	OPEN	8X	13X	26X
	\$750	\$600	\$565	\$490

### DEDICATED EMAIL MARKETING

NET RATE: \$1,200

# DIGITAL ADVERTISING

## SPECIFICATIONS

### FILE SIZES: RUN OF SITE

Billboard: 970 x 250; Medium Rectangle: 300 x 250;

Skyscraper: 300 x 600;

Mobile Super Leaderboard: 320 x 50

Maximum Recommended File Size: 150k

### DAILY DIGITAL NEWSLETTERS

Billboard: 970 x 250 ad size only

**We cannot accept any tracking pixels or 3rd party tags for newsletters. Static only (no animation), jpg/gif/png files under 125kb in files size and a click url.**

### INTERSTITIAL

- Maximum size: 640 x 480

### DEDICATED EMAIL MARKETING

- Size: No wider than 800 pixels, length of your choice
- Creative for Body: JPEG, PNG or GIF
- Subject Line: provide text and label it "Subject line" The subject line will appear after the phrase:  
Inside The Valley Sponsored Content: *(Your text here)*
- Materials are due 7 business days prior to blast date
- File Size: Please keep file sizes less than 1MB. Larger files load slowly in your subscribers' inboxes.
- Format: When you save images, use PNG or JPG format. You can use GIF format if you need to retain transparency, but keep in mind that this format supports fewer colors. A GIF can be good for a logo or icon, but stick with PNG or JPG for photos and other images that use a lot of color variety.

### AD FORMAT/CREATIVE TYPES

- No deceptive creative tactics. These include ads simulating computer system warning dialog boxes that lead the viewer to believe their computer, our server or the system is experiencing technical difficulties, or that they need to click on the box (ad) to eliminate the message from their screen.

- If third party served, Flash creative must sniff for the plug-in, and if not present, serve a GIF. Back-up GIFs must always be provided.
- Ads must not modify any elements of a user's browser or computer settings. Ads must not resemble the Inside The Valley's editorial content (exact or close replica). Ads must not include references to the San Fernando Valley Business Journal unless part of previously arranged co-promotion.

### GENERAL GUIDELINES BORDER

If ads are on a white background, they must include black, encasing one pixel rule. The length of the website is 2575 px.

### TESTING

Creative must be delivered 7 days prior to launch for testing and Q&A. All creative must function uniformly on both Mac and PC platforms, as well as multiple versions of all major browsers. Any units not conforming to all outlined specifications will not be placed online and will result in delayed start dates.

### STANDARD CREATIVE

GIF, JPEG, PNG. Third-party internal redirect tags accepted. No INS tags accepted.

### RICH MEDIA

DFA, Atlas, Bluestreak, Eyeblaster, Point Roll

- See Digital Advertising Rates

### RICH MEDIA SPECS

We support rich media advertising (see above for approved rich media). All rich media must be tested and approved before posting. We reserve the right to refuse any rich media that does not meet our standards or function properly. We are not responsible for fixing any coding problems with faulty ads. We require a minimum of 5 business days to production test rich media.

### BRANDED CONTENT

Format: DOC, JPG, HTML code