# FARM JOURNAL MAGAZINE MARKETING KIT 2024



Top Producer

SCCOP





## **TABLE OF CONTENTS**

## **Marketing Solutions**

<u>Overview</u>

<u>Content</u>

**Platforms** 

Contact Us

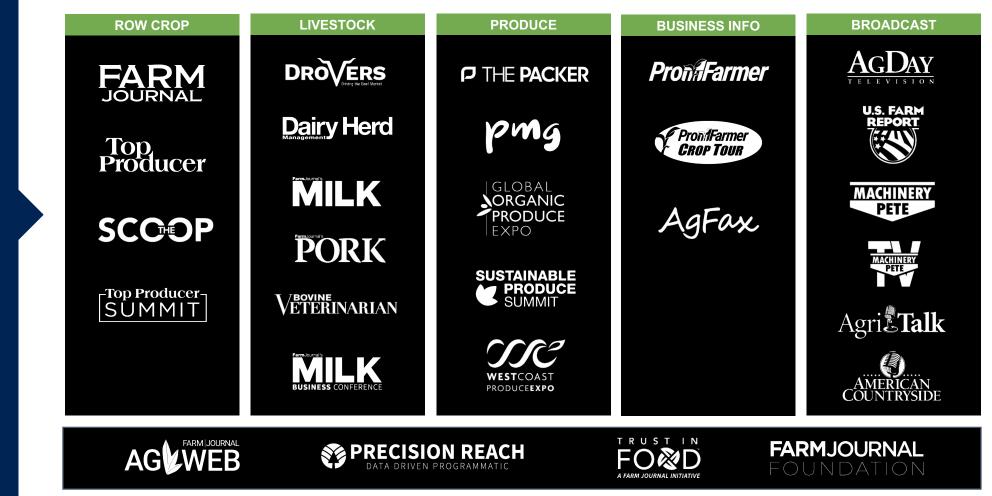
## ABOUT FARM JOURNAL

America's #1 provider of agriculture content, producer insights and business solutions.

Farm Journal's powerful platform and industry-leading database can increase your ability to reach your vital audience with the right message in the right way at the right time. Tap into our first-party relationships and data strategies to connect more deeply with the audience you want to reach.

### FARM JOURNAL BRANDS

As the most trusted name in agriculture, Farm Journal's iconic brands engage every key audience across the industry: row crop farmers, livestock producers, produce packers, equipment dealers, ag retailers, veterinarians, nutritionists and other stakeholders across the food production chain.



## YOUR MARKETING TOOLBOX

MARKETING SOLUTIONS	BRAND AWARENESS	TRAFFIC DRIVING	LEAD GENERATION	SOCIAL ENGAGEMENT	THOUGHT LEADERSHIP
Premium Magazines	$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$
Display	$\checkmark$	$\checkmark$			
Data Driven Programmatic	$\checkmark$	$\checkmark$		$\checkmark$	
Whitepaper	$\checkmark$		$\checkmark$		$\checkmark$
Webcasts	$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$
Targeted E-Mails	$\checkmark$	$\checkmark$	$\checkmark$		
Mobile Text Messaging	$\checkmark$	$\checkmark$	$\checkmark$		
Research	$\checkmark$		$\checkmark$		$\checkmark$
Sponsored Content	$\checkmark$	$\checkmark$		$\checkmark$	$\checkmark$
Dynamic Content Connection	$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$
Video	$\checkmark$	$\checkmark$		$\checkmark$	$\checkmark$
Podcasts	$\checkmark$			$\checkmark$	$\checkmark$
National Syndicated Radio	$\checkmark$	$\checkmark$			$\checkmark$
E-Newsletters	$\checkmark$	$\checkmark$			$\checkmark$
Content Marketing Solutions	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
Awards	$\checkmark$		$\checkmark$	$\checkmark$	$\checkmark$
Events	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$

#### **BRAND AWARENESS**

Put your company's image, message and offer right in front of retailers, consultants and farm managers.

#### **TRAFFIC DRIVING**

Boost visits to — and engagement with — your website and other online platforms.

LEAD GENERATION

Trigger sales leads by finding interested prospects within a targeted audience.

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#### SOCIAL ENGAGEMENT

Expand opportunities for direct engagement with advisers who make trusted recommendations.



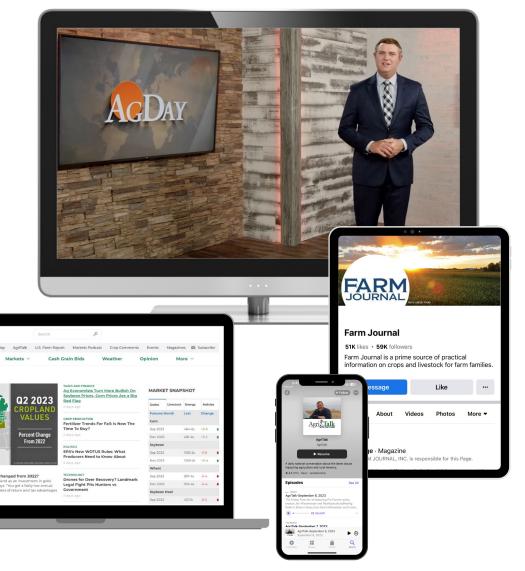
#### THOUGHT LEADERSHIP

Strengthen your brand's reputation for ag industry expertise by communicating it to our audience.

## **AN OMNI-CHANNEL APPROACH**

Through cross-channel engagement with the audience you want to reach, Farm Journal's diverse content team can help you deliver the **RIGHT MESSAGE** to the **RIGHT PEOPLE** at the **RIGHT TIME**.





AGLWEE

## FARM JOURNAL OVERALL DATABASE REACH



## **CROPS DATABASE REACH**



## **MARKETING OPPORTUNITIES**

Align your company with trusted industry information, analysis and expertise, creating greater **BRAND AWARENESS** as well as **THOUGHT LEADERSHIP**.

### Content Marketing

Combating Competitors Package, Education Package, KOL Engagement Package, Perception Change Package, Product Launch Package, Preplant Package

### Custom Publishing

Advertorials, Technical Sheets, Focus Reports, Testimonial Report, Custom Article, Custom Guide, Custom Printing

#### Custom Digital and Broadcast

Social Media, Facebook Live, Custom Blog, Digital Whitepaper, eBook, Training Module, Infographic/Gifographic, Webinar, Custom Website, Campaign Landing Page, Sponsored Topic Webpage, Short- or Long-Form Video, 360-Degree Video, Webisodes, Podcast, Virtual or In-Person Roundtable





February 2023

TREY WASSERBURGER

Gen I Hustles for Their Future + Expert Advice to Build a Business

FARM

A59.5 bu.

3 under 30

insects on the Move in Corn ps. 22 Pare Find: Ice Age Mammonth Sovied

in Michigan Soybean Field #9.36

AcWeb.com

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## TopProducer "I don't quit. I won't quit when I'm tired - I'll quit when it's done."

Elephan



WEAVER FARMS

**GET HARVEST READY** 

wheel Soles EPA for of to Jory of His Peers

Upgrade ideas for combines, grain bins and hybrids



Farm Journal, the only truly national U.S. farm magazine, is a prime source of practical information on crops and livestock for farm families. The magazine emphasizes agricultural production, technology and policy. As the flagship of Farm Journal, Farm Journal magazine has a rich history spanning 145 years of service to U.S. agriculture, quality journalism and innovations in circulation technology with cover-to-cover engagement. Farm Journal was first published in March 1877 for farmers in the bountiful agricultural regions within a day's ride of the publication's office in Philadelphia.

#### THINKING "FARMERS FIRST" SINCE 1877

- Achieving readership and leadership through passionate service journalism and ag advocacy
- Being cutting edge and forward looking, anticipating what farmers will need to know

#### CREDIBILITY WITH PRODUCERS

- Grand Neal Award winner
- Dirty boots and rural roots
- Our editors' offices are their farms
- More full-time editors and staff experts

#### A HISTORY OF INNOVATION

- First in electronic custom publishing
- Oldest database—100 data points
- Only publisher to manage our
  - own test plots
- Renewed focus on smart farming topics





## **AUDIENCE FACTS & FIGURES**

The owner-operators and farm managers you need to reach engage with our content through a **PREMIUM MAGAZINE**.

### SUBSCRIBERS: 310,013







## **FEATURED IN FARM JOURNAL**



The latest dirt road life lesson is found in the Editor's Notebook by **Clinton Griffiths**. Clinton is editor of Farm Journal Magazine and host of AgDay TV.



As Farm Journal Economist and host of AgriTalk, **Chip Flory** helps farmers understand markets and seize opportunities.



Isaac Ferrie works hands on helping to coordinate and implement test plots and other projects in the field research industry.



Tap into the latest from Machinery Pete's Greg Peterson, the most trusted name in farm equipment.



As an independent consultant, **Ken Ferrie** works with farmer clients and fertilizer dealers providing agronomic services and direction.





## **FEATURED IN FARM JOURNAL**



Missy Bauer is a certified crop advisor with a systems approach to farming, gained from working closely with Ken Ferrie.



Steve Cubbage is a precision ag consultant and a farmer from Nevada, Missouri. He is the founder of Longitude 94, an agriculture sustainability and technology consulting business.



Drawing upon his travels and experiences as a farmer and rancher, Andrew McCrea

shares his story through a daily radio segment and weekly podcast.



Dan Anderson uses his hands-on experience with farm machinery repairs, field operations and technology to share practical tricks and fixes.



John Dillard is an experienced USDA and FDA regulatory attorney. He provides knowledgeable and effective regulatory and litigation counsel to clients in the food and agriculture industries.





## **EDITORIAL CALENDAR**

#### **JANUARY**

- Shop and Storage Investments
   With ROI
- Balance Soil Fertility and Vertical Tillage
- Meet a Next-Gen Farmer

#### **FEBRUARY**

#### Yield Issue

- Tips and Strategies for Higher Yields
- How to Implement a Vertical Tillage Program
- Last-Minute Planter
  Performance

#### **MID-FEBRUARY**

#### Technology: Smart Farming

Breaching a yield plateau is the goal at the The smart farm of the future uses technology to improve productivity, efficiency and, ultimately, profitability. Like the "smartphone" and its legions of possibilities, within the decade, a collection of technologies could similarly meld a flurry of seasonal tasks into one decision-making hub for agriculture. Our editors will look at the latest technological advancements, products and solutions for farmers ready to invest.

- Create a Smart Farm Matrix
- The Latest and Greatest Technology in 2024
- Beyond Bleeding Edge: It's Time to Implement This Technology

#### **MARCH**

- Make Spring Cover Crops Work
- Inspirational Women in Ag
- Inputs, Prices and Patience
   During Planting

#### <u>APRIL</u>

- Applying the 4Rs to a Vertical Tillage System
- Early Season Yield Boosters
- Prepare for In-Field Fixes

#### **MAY/JUNE**

#### **Next-Gen Farmer Issue**

USDA defines a young producer as someone 35 or younger and a beginning farmer as anyone who has farmed for fewer than 10 years. The latest Ag Census data available (2017) shows roughly 321,000 young producers in the U.S. However, farmers under the age of 30 in command of an agriculture operation are the rarest breed. Representing roughly 5% of producers, under-30 farmers are the future of this industry. Our editors will profile some of the best in the business and focus the issue on tips and tools for Gen Z.

This issue will include:

- Advice for Next-Gen Farmers
- Business Tools for Young
   Farmers
- Figure the Carbon Intensity Payoff

\*Tentative content and publishing schedule subject to change.



## **EDITORIAL CALENDAR**

#### JULY/AUGUST

- The Evolution of Biologicals
- Novel Nozzles to Try in 2024
- Tank-Mix Tango
- Rural Town Revival

#### SEPTEMBER

#### Seed & Weed Guide Issue

This annual guide focuses on selecting and managing seed as well as the mechanics and chemistries that help to protect crop yields from weed pressure. We'll feature experts who can dive into the latest seed genetics and the constant battle to keep weeds at bay.

#### **OCTOBER**

- This is the Way: Modern Cover-Crop Mixes
- Mental Health at Harvest
- Grain Truck Must-Haves
- Election Preview: Candidate Ag Policy Positions

#### **NOVEMBER**

- Honoring Farmer Veterans
- Last Chance: Tie Up Financial Loose Ends
- Navigate the Machinery Matrix
- Trades: Maximize Your Off-Farm Job

#### **MID-NOVEMBER**

- Grain Bin and Storage Systems
- Update Succession Plans for 2025
- Land Manager Checklist

#### **DECEMBER**

#### State of the Industry Issue

This special issue will break down the current economics and outlook for American agriculture. From commodity markets, to trade, farm income and land availability, this entire issue is focused on setting the foundation and building toward what's next. It's a mid-decade deep-dive into the state of the industry.



## **PRINT PRODUCTION SCHEDULE**

	JAN	FEB	MID-FEB	MARCH	APRIL	MAY/JUNE	JULY/AUG	SEPT	ост	NOV	MID-NOV	DEC
Ad Close	12/1	12/18	1/4	2/1	3/1	4/22	6/20	7/22	8/19	9/13	9/27	10/18
Ad Material Due	12/15	12/29	1/15	2/12	3/13	5/3	7/1	7/29	8/26	9/26	10/9	10/30
Ad Material Extension	12/22	1/5	1/22	2/19	3/20	5/10	7/8	8/5	9/2	10/3	10/16	11/6
Supplied Inserts Due to LSC	1/2	1/16	1/31	2/28	3/29	5/21	7/17	8/14	9/11	10/14	10/25	11/15
Issuance Date (Start Co-mail)	1/17	1/31	2/15	3/14	4/15	6/5	8/2	8/29	9/26	10/29	11/11	12/2
Estimated In-Home Start Date	1/31	2/14	2/29	3/28	4/29	6/19	8/16	9/12	10/10	11/12	11/25	12/6



\*Tentative content and publishing schedule subject to change.



## **PRINT SPECS**

Dimensions	<b>Non-Bleed</b> Width x Height	<b>Bleed</b> Width x Height
2 Page Spread	15" x 10"	16" x 10.75"
Full Page	7.5" x 10"	8.125" x 10.75"
1/2 Page Horizontal	7.5" x 5"	8.125" x 5.375"
1/2 Page Vertical	3.5" x 10"	4.125" x 10.75"
2/3 Page	4.625" x 10"	5.25" x 10.75"
Junior Page	4.625" x 6.75"	5.125" x 7.0625"
1/3 Page Vertical	2.25" x 10"	2.75" x 10.75"
1/3 Page Square	4.625" x 5"	5.125" x 5.375"
1/4 Page Vertical	3.5" x 5"	
1/4 Page Horizontal	4.625" x 3.75"	
1/6 Page Vertical	2.25" x 5"	
1/6 Page Horizontal	4.625" x 2.5"	

Magazine Trim Size: 7.875" x 10.5" Printing Process: Web Offset Binding Method: Saddle-stitched File Format: PDF/X-1a Spreads: Spread format is acceptable with center crop marks indicated. Photos and Graphics: All images within ads should be high-resolution (300 dpi). Fonts: Fonts must be embedded in file. Submit Files To: Michelle Bauer, *mbauer@farmjournal.com* Printed inserts should be sent to: LSC Communications Attn: Rodney Johnson 3201 Lebanon Road Danville, KY 40422 Phone: (859) 238-2339

Right reserved to crop up to .1875" from either side of a page to compensate for variations in trimmed page size depending upon page position in the magazine and the shingling effect of saddle stitch binding. Keep essential live matter at least .625" from bleed page width dimension at trim side of an ad. Keep type matter .25" from center fold in all gutter bleeds and .5" from bleed page depth dimension at head and foot of ad. For black & 1 color ads, the second color should be a process color or simulated using process colors. Matched colors are available by special arrangement.

Use caution for facing page spreads. Slight variations in gutter alignment occur. Therefore, it is essential that reader matter, lettering, rules and detail images which may spread across gutter be avoided when possible.

\*All rates are net full run and subject to change.

## **PRECISION PRINT**

### TARGET AND CONNECT WITH YOUR AUDIENCE LIKE NEVER BEFORE

Put your brand into the hands of a critical audience of ag advisers through Precision Print.

- Revolutionary high-impact print product
- Patented, market-exclusive platform
- Targeted delivery via The Scoop creates thousands of impressions
- QR codes provide groundbreaking insights and drive one-to-one interactions

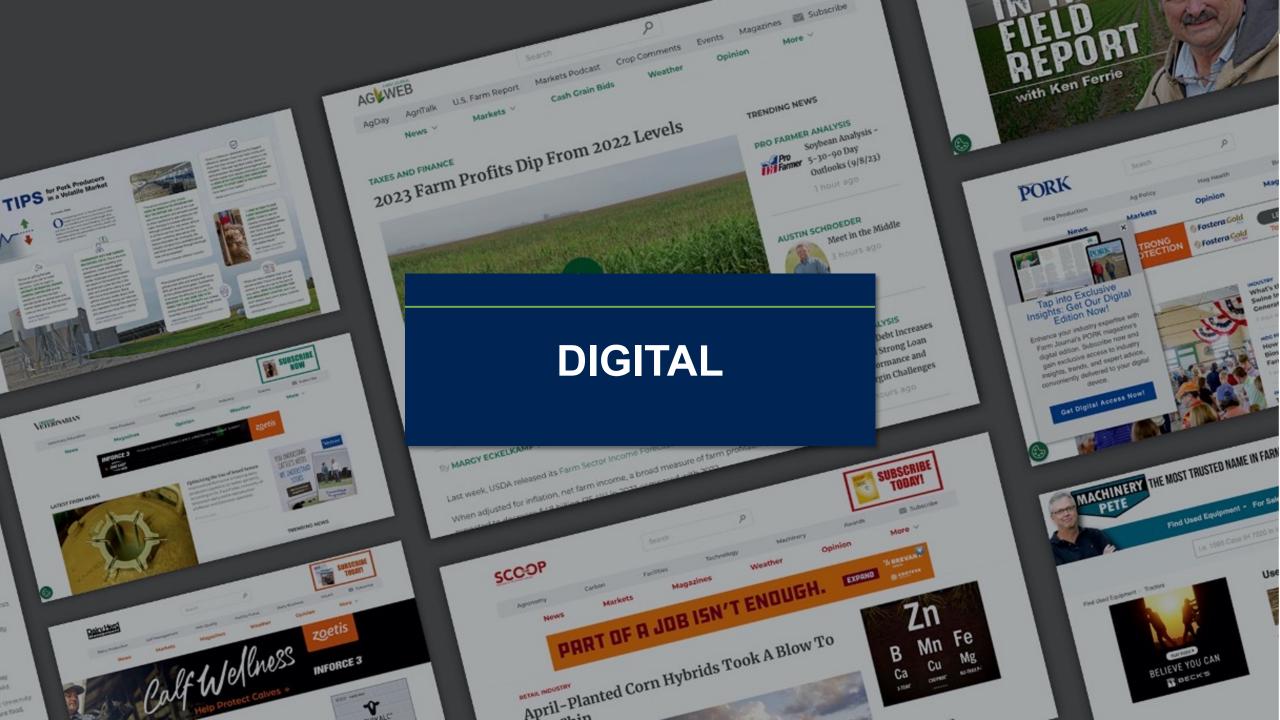
Each Precision Print QR code is unique to the individual user and generates valuable metrics that enable you to identify and connect with them.











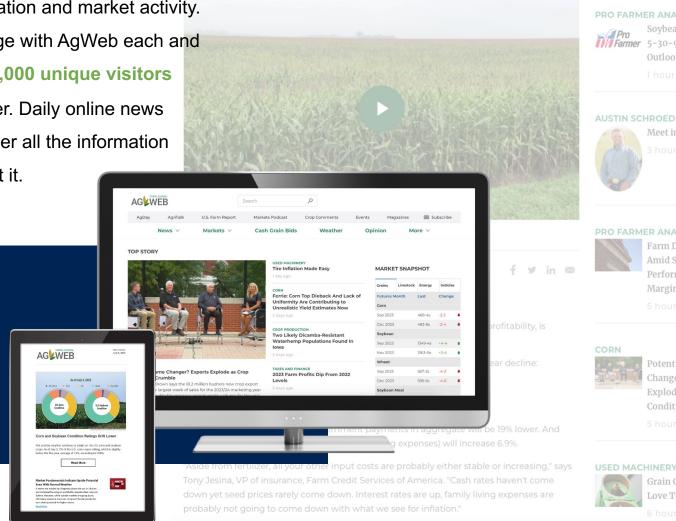




#### **TAXES AND FINANCE**

2023 Farm Profits Dip From 2022 Levels

TRENDING NEWS



According to USDA data, net farm income in 2023 will be 22.6% above its 20-year average

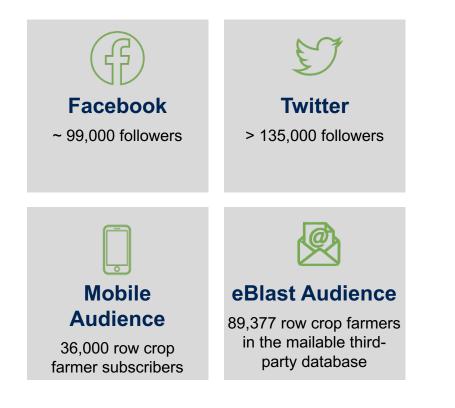
*AgWeb.com* is agriculture's No. 1 website for industry information and market activity. In fact, farmers who control a combined 80 million acres engage with AgWeb each and every day. With more than 2.2 million pageviews and 440,000 unique visitors each month, AgWeb also is a powerhouse content provider. Daily online news and information from various Farm Journal properties deliver all the information farmers want, when and where they want it.

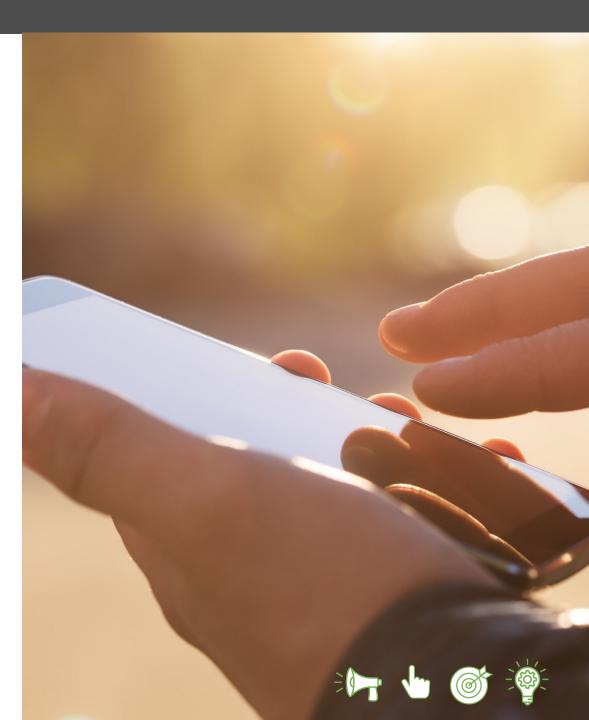
### **AGWEB:**

Average Monthly Pageviews: **2,267,261** Average Monthly Users: **444,628** AgWeb Daily eNewsletter\_Subscribers: **17<u>3,171</u>** 

# AG WEB

The owner-operators and farm managers you need to reach engage with our content through **MULTIPLE DIGITAL MEDIUMS** through high impact editorial experiences.





## **SOCIAL PLATFORMS**

We communicate directly and daily through our vibrant, active Facebook and Twitter pages. As one of the best ways Farm Journal readers engage with the brand, **ADVERTISERS CAN TAP INTO THAT ENGAGEMENT TO BUILD AWARENESS AND TRUST FOR THEIR BRANDS**. Social media develops meaningful

connections and enables a real and authentic conversation with their desired audience in real time.



Top Producer SCOOP ACDAY

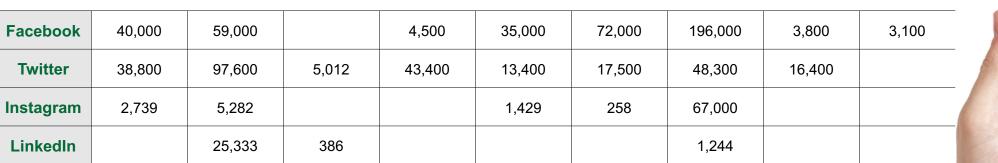




MACHINERY

AMERICAN COUNTRYSIDE

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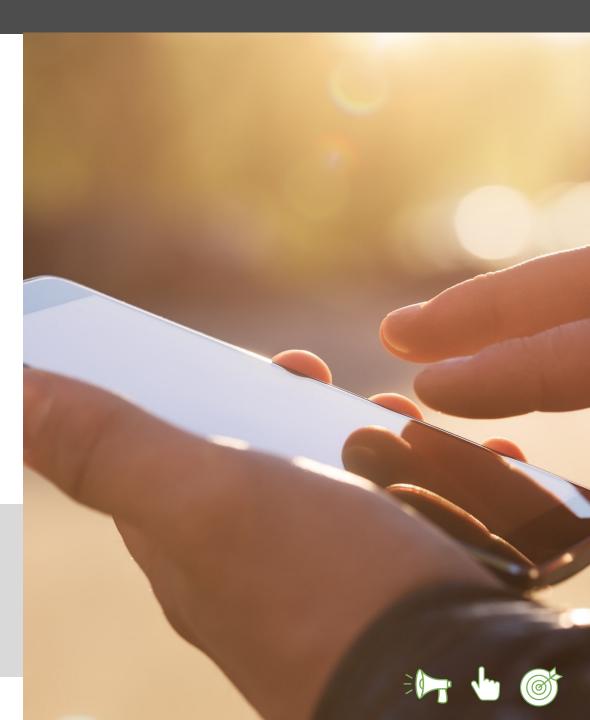
## **MOBILE SUBSCRIBERS**

Mobile messaging is the quickest and most direct ways to connect with your audience wherever they are – in the field or at their desk.



### 36,000 SUBSCRIBERS

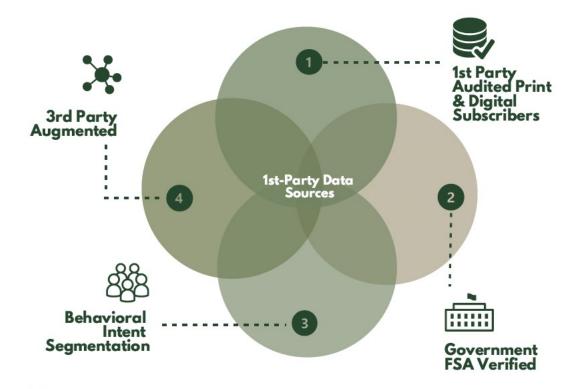
in the mobile database for crops





### **Robust First-Party Agriculture Database**

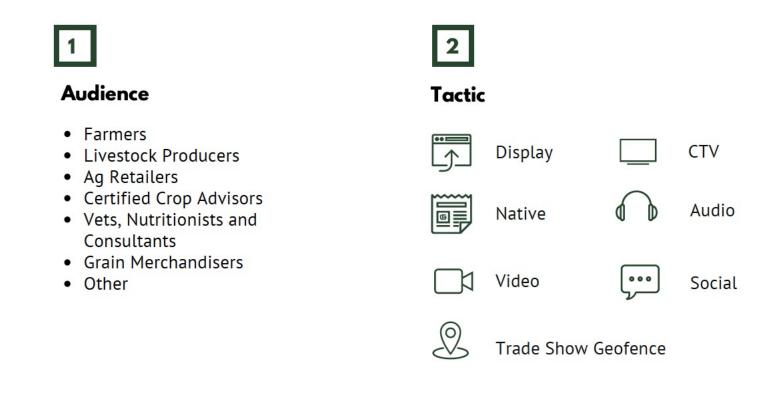
Partnering with Farm Journal's Trusted Intelligence Program provides Precision Reach access to the largest, richest and most accurate dataset across the entire ag value chain, allowing you to precisely reach the optimal audience for maximum efficiency and ROI. For companies looking to digitally target unique agriculture audiences, Precision Reach has a segmentation that's right for you, connecting your ads to farmer audiences across all devices wherever they go online.





### **Ag-Centric Digital Strategies**

Maximize your marketing dollars with a high frequency advertising solution, choosing your audience and tactics.



## BROADCAST

AgriETall

AGDAY

rjETalk

MARKETS I

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SCCHOP PODCAST

FARM DOU

DE

With Michell



**Host: Clinton Griffiths** 

### **RATINGS: 250,500**

#### **DISTRIBUTION:**

Affiliates: 112 Stations in 39 States RFD-TV: 7:30 AM Central, M-F SiriusXM/Rural Radio: 3x daily M-F

DIGITAL: Average Monthly Views: 15,910 Average Monthly Users: 3,566





- 1. **Timeliness:** Agriculture's "Newscast of Record" since 1982
- 2. Original Reporting: 260 original 30-minute episodes annually
- 3. Big Reach: The Ag to Consumer Connection

**FARM** JOURNAL



### Host: Tyne Morgan

### **RATINGS: 424,000**

#### **DISTRIBUTION:**

Affiliates: 129 Stations in 43 States

**RFD-TV:** 9 AM Central, Saturday 3 PM Central, Sunday

SiriusXM/Rural Radio: 6 PM Central Saturday 6 AM Central Sunday

DIGITAL: Average Monthly Views: 9,557 Average Monthly Users: 3,843



- 1. Impact: Single biggest reach platform in all of agriculture
- 2. Original Content: 52 original 60-minute episodes annually
- 3. On the Road: Live Tapings, College Roadshow, From the Farm



FARM JOURNAL 2024 FARM JOURNAL MAGAZINE MARKETING SOLUTIONS KIT



### **Host: Greg Peterson**





### **RATINGS: 150,000+**

#### **DISTRIBUTION:**

Affiliates: 50+ Stations in 24 States

**RFD-TV:** 4 PM Central, Tuesday 12:30 PM Central, Saturday



- 1. Price Discovery: The industry's most trusted source for equipment values
- 2. Story Telling: The emotional connection to iron
- 3. Important Business Applications: 100% focused on farm equipment

#### FARM



Host: Chip Flory

AgriTalk AM: airs 10 AM Central, M-F AgriTalk PM: airs 2 PM Central, M-F

#### **DISTRIBUTION:**

Affiliates: 100+ Stations in 19 States

SiriusXM/Rural Radio: AgriTalk AM, 2x daily, M-F AgriTalk Podcast: 200,000+ downloads monthly

### DIGITAL:

Average Monthly Views: 9,557 Average Monthly Users: 3,843





### WHY FARMERS & RANCHERS LISTEN:

- 1. Attitude: Agriculture's only talk show ... 520 original 60-minute episodes annually
- 2. The Farmers' Voice: We ask questions they would ask!
- 3. More than Sound Bites: Heavy conversations, serious analysis



Host: Andrew McCrea



#### **DISTRIBUTION:**

Affiliates: 114 Stations in 18 States

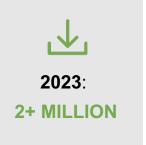
SiriusXM/Rural Radio: 2x daily M-F

- 1. Appointment Listening: "The Rest of the Story"
- 2. Compelling Stories: "A person you've never heard of with a story you'll never forget"
- 3. A Helping Hand: Tips & insights in to how to make your farm, business and community more productive and successful



## **STREAMING AUDIO OPPORTUNITIES**

### **Network Monthly Downloads**





#### 200,000+ Monthly Downloads

AgriTalk covers farm production, policy and technology along with a heavy dose of market analysis.



5,000+ Monthly

### **Downloads**

The definitive policy podcast for agriculture with Chip Flory & Jim Wiesemeyer.



4,000+ Monthly

#### **Downloads**

A podcast to let farmers share their story. What they did right, what they did wrong and how it impacted their operation.



4,000+ Monthly

#### **Downloads**

Hosted by Andrew McCrea – 5th generation grain and livestock farmer from Maysville, Mo. A proven interview talent with track record in creating great content.



### 700+ Monthly Downloads

The Scoop Podcast with Margy Eckelkamp is the only podcast focused on serving farmers' trusted advisers. Interviews include the must-know professionals influencing on-farm decisions.





A FARM JOURNAL EVENT

#### THE TOUR

- A news event generating the most viewers, listeners and online traffic of the year
- Highly anticipated from-the-field reports watched closely by farmers and traders
- August ritual covering seven Midwestern states
- A proven history of engagement

### August 19-22, 2024

DATE	EASTERN TOUR	WESTERN TOUR		
Monday, Aug. 19	Westfield, IN	Grand Island, NE		
Tuesday, Aug. 20	Bloomington, IL	Nebraska City, NE		
Wednesday, Aug. 21	Iowa City, IA	Spencer, IA		
Thursday, Aug. 22	Tour Finale: Rochester, MN			





#### 2024: BEST OF BOTH WORLDS

**A Hybrid Event:** 

- Return of in-person meetings including 90-minute stand-alone happy hour & welcome reception separate from dinner venue
- Nightly LIVE simulcasts connecting both legs of the tour
- "Watch parties" across farm country

#### **Benefits:**

- National reach combined with the intimacy
  - & impact of in-person meetings
- Both legs of the tour are united throughout entire tour
- Farm Journal talent bench fully utilized



## **CONTENT TEAM**

With unsurpassed expertise, our team produces trusted, timely content respected by the audience you want to reach.

Katie Humphreys, Content Manager Producer Media **Clinton Griffiths**, Farm Journal Editor & AgDay TV Host Margy Eckelkamp, Top Producer & The Scoop Brand Leader Tyne Morgan, U.S. Farm Report Host & Executive Producer Chris Bennett, Technology and Issues Editor Greg Peterson, Machinery Pete Chip Flory, AgriTalk Host Michelle Rook, National Farm Journal Broadcast Reporter Cheyenne Kramer, Associate Editor Joelle Orem, Digital Content Producer Ken Ferrie, Farm Journal Field Agronomist Isaac Ferrie, Farm Journal Field Agronomist Missy Bauer, Farm Journal Field Agronomist Darrell Smith, Content Contributor

Greg Henderson, Drovers Editorial Director Karen Bohnert, Dairy Editorial Director Jennifer Shike, Farm Journal's PORK Editor Rhonda Brooks, Content Projects Manager & BoVet Editor Taylor Leach, Digital Content Producer Paige Carlson, Digital Content Producer

Lori Hays, Art Director Lindsey Pound, Art Director Megan LaManna, Proofreader & Copy Editor Marge Kulba, Broadcast Producer

## **CONTACT US**

Find out more about how we help you connect with the audience that's most crucial to your company's success.



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