THE ONE-STOP RESOURCE FOR HOME FURNISHINGS PROFESSIONALS

2021

MEDIA PLANNER

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SCRANTON GILLETTE COMMUNICATIONS | WWW.FURNITURELIGHTINGDECOR.COM

COVER IMAGE: GABBY HOME

# smart. stylish. significant.

Well, 2020 has been a year for the record books. When we look back, what will we remember the most? Hopefully, it will include the extra time we spent with family and the decisions we made to enhance our homes. From an industry/ work perspective, there will also be the virtual marketplaces, ZOOM conference calls, masks and, not least, the constant need to "pivot." We've certainly done a lot of that in 2020. While these experiences initially presented some challenges, they have also introduced innovation, shaping how we conduct business, now and in the future.

You see, "business as usual" in this unique environment has pretty much gone by the wayside. Now, the name of the game is: "How are you providing your product or brand message to your audience in the most productive way?" Furniture, Lighting & Decor can help. Throughout the pandemic in 2020 and heading into 2021, we continue to offer relevant content every day and every month through our print and digital platforms — magazine, furniturelightingdecor.com, newsletters, webinars, podcasts and social media. Our audience of 40,000 retailers and designers receive our monthly issues; more than 28,000 unique visitors head to our website each month; and more than 30,000 subscribe to our daily newsletters. Furniture, Lighting & Decor has a robust, well-rounded circulation, which gives us the perfect platform for sharing your news, stories, product introductions and education to those retailers, designers and other home design professionals who interface directly with the consumer.

Our primary editorial focus is providing our readers with content designed to help them make smart business decisions. We use our monthly issues to educate with strategic take-aways, a reason our readers say they hold onto each issue. As they refer back to past issues, your brand message gets seen again and again, giving it more evergreen value. The Furniture, Lighting & Decor website delivers timely industry news and introduces our audience to home furnishings introductions, retail opportunities and the designers and styles that make a difference. It's the perfect fix when we just can't wait for the next issue.

COVID-19 will continue to impact the way we do business as 2021 gets underway. As retailers, designers and industry insiders continue to find new ways to connect, know that Furniture, Lighting & Decor has always delivered opportunities to reach and collaborate with those important retail and designer audiences. In 2021, you will see our cover stories addressing issues that matter to the industry as our brand remains committed to delivering insightful editorial through the voices, expertise, trends and home furnishings products designed to inspire.

We hope everyone remains safe and healthy during these historic times. We look forward to building partnerships and custom programs in 2021 designed to deliver your unique brand message.

> Susan Jones Publisher Furniture, Lighting & Decor sjones@sgcmail.com



Furniture, Lighting & Decor

Furniture, Lighting & Decor is the only comprehensive resource covering the whole home with features and educational content focused on the why behind what's going on in the industry and where we're headed. We connect retailers, designers and smart manufacturers driving the business. We go to markets where the trends start.



Furniture, Lighting & Decor SERVES THE \$110 BILLION HOME FURNISHINGS MARKET.



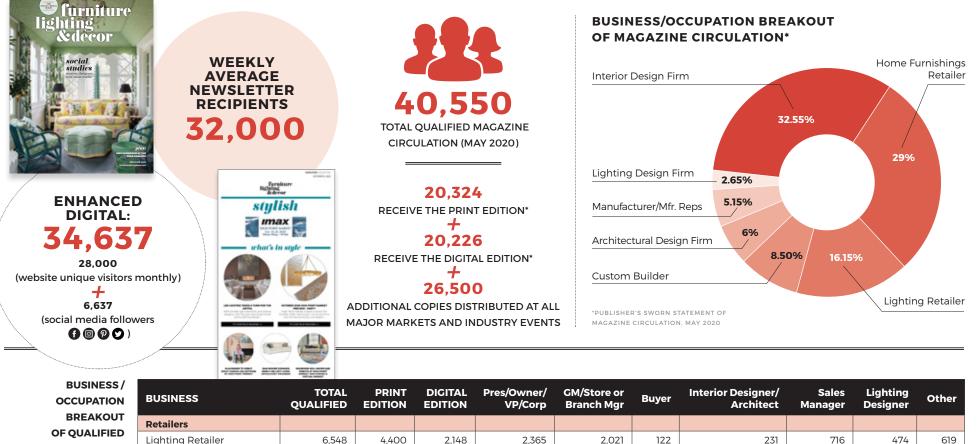
AVAILABLE ON ALL MEDIA PLATFORMS – PRINT, DIGITAL AND IOS APP.

ICONS: FREEBIRD & COLORLIFE - STOCK.ADOBE.COM





## OUR AUDIENCE: EXTENSIVE. EXPERIENCED. ENGAGED.



Lighting Retailer 6,548 4,400 2,148 2,365 2,021 122 231 **CIRCULATION FOR** 9,175 Home Furnishings Retailer 11,773 2,598 5,764 3,498 380 554 1,119 **ISSUE OF MAY 2020** Designers Interior Design Firm 13,197 4234 8,963 6,015 767 281 5.556 211 Lighting Design Firm 1.076 408 668 613 101 8 43 51 CLICK TO VIEW Others AND DOWNLOAD **Custom Builder** 927 2,512 2,953 212 19 70 3,439 120 PUBLISHER'S 7 Architectural Design Firm 2,424 540 1,884 1,048 83 1,200 19 SWORN Manufacturer/Mfr. Reps 1,117 12 STATEMENT 2,093 640 1,453 238 56 343 OF MAGAZINE 40.550 20.324 20.226 19,875 6.920 829 7,760 2.529 Total CIRCULATION

\*PUBLISHER'S SWORN STATEMENT OF MAGAZINE CIRCULATION, MAY 2020

ICONS: FREEBIRD & COLORLIFE - STOCK.ADOBE.COM

24

39

132

5

26

41

741

434

328

128

60

41

286

1,896





# TOTAL AUDIENCE REACH

# Build Your Strategy — use different audiences to achieve different goals

BRANDS SEEK BROAD REACH BY TARGETING THE LARGEST AUDIENCE POSSIBLE, WHILE SEGMENTING TIGHTLY TO A SPECIFIC AUDIENCE DEMOGRAPHIC OR GEO-TARGETED LOCATION FOR CERTAIN CAMPAIGNS. NO MATTER WHAT AUDIENCE IS NEEDED, FURNITURE LIGHTING & DECOR HAS AUDIENCES TO MATCH.



# SUBSCRIBER LIST

40,000 Contacts

6 Verified Data Points Highly Qualified



EMAIL SUBSCRIBER LIST IST PARTY DATA (from print and other digital activities)

45,000 Contacts

6 Verified Data Points Highly Qualified

#### USE THIS FOR:

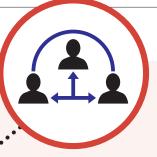
- Email Products
- Social and Programmatic Ads (best if paired with targeted audiences)



WEBSITE RETARGETING AUDIENCE 1ST PARTY DATA + UNKNOWN VISITORS

**165,000+** Demand Side Platform Reach

9,200+ Social Reach Interested/Visited FLD



#### WEB-BASED EXTENSION AUDIENCE 3RD PARTY DATA

Custom extension audiences on programmatic reach and social are available upon request.

Targeted using Furniture, Lighting & Decor's 1st Party Key Data Terms

#### **USE THIS FOR:**

Custom Social/Programmatic
 Ad Campaigns

UTILIZE OUR TURNKEY PRODUCTS TO REACH OUR 1ST PARTY AUDIENCE

Product Name	Audience	Frequency/# of Touches/Month
Breaking News	28,260	On Demand
Friday Finds		Weekly / 148,872
Lighting Doctor Alert	19,211	Monthly / 19,211
Smarts		Weekly / 144,708
Stylish		Weekly / 145,624
The Scoop		Weekly / 156,392
The Scoop: Newsfeed	30,274	Weekly/121,096
Video Alerts	24,727	On Demand

# OUR CONTENT: CONNECTED, CREATIVE, COMPELLING,

furniture lighting &decor

# Inside Every Issue —

#### **TOPICAL FEATURES**

Each month, we talk to retailers. designers, experts and industry leaders to craft articles on topics that have an impact on the home furnishings business.

DESIGN COACHING CENTER Experts share their top advice for moving your business forward.

#### **RETAIL GUIDE**

We share expert strategies, tips and tricks that are designed to help retailers increase sales and grow their businesses.

#### DIGITAL BULLETIN

How to create an online presence with social media. web tools and software.

#### CONSUMER SNAPSHOT

A deep, data-driven dive into how consumers today shop in stores and online, and what they want from retailers.

#### DESIGN STOP

We share the stories of the players who are changing the industry as retail, interior design and product design blend and evolve.

#### **STYLE BOARDS**

Discover the why behind the trends, categories and new products that are driving the home furnishings industry.

#### **PRODUCT GALLERIES**

Each month we drill down to showcase categoryspecific trends impacting home furnishings design.

#### WHERE'S FURNITURE, LIGHTING & DECOR?

Our editors attend markets and events all over the country. Get a behind-the-scenes glimpse of where we are each month.

#### LAST LOOK

Designers share their breathtaking projects, along with inspiration, insights and details for each room's design.

THE SCOOP NEWSFEED (MONDAY) The latest home furnishings industry news, reports, blogs and products

STYLISH (TUESDAY) Trends in lighting, furniture and home decor, with perspectives and projects from designers and industry insiders

SMARTS (WEDNESDAY) Business tips and insights from industry experts, retailers and interior designers, from social media and merchandising to time management and staffing

THE SCOOP (THURSDAY) Short video recaps of industry news, as well as timely articles and social influencer content

FRIDAY FINDS (FRIDAY) A rotation of curated selections of trending topics from our content archive and sponsored content highlighting three businesses.

# Who's Visiting Furniture, Lighting & Decor online?

#### FURNITURELIGHTINGDECOR.COM:

Approximately 28,000 unique visitors a month

**ALSO FIND US ON** C i FACEBOOK | INSTAGRAM | PINTEREST | TWITTER

> Our Audience of engaged iPhone App followers and readers continues to grow.



## **Trusted Advisors ADVISORY BOARD MEMBERS:**

Johne Albanese, Steven Avitable, Patti Carpenter, Kristina Christopher, Dwayne Clark, Mary Liz Curtin, Colleen Daly, Jeff Dross, Bob Gaynor, Shay Geyer, Kerrie Kelly, Julie Messner, Freddie Naimer, Laura Van Zeyl, Comer Wear







# DIGITAL PRODUCTS MENU

#### Marketing Tools to Deliver Your Message

DELIVER YOUR MESSAGE ANY WAY, ANY TIME, ANYWHERE, TO ANYONE YOU CHOOSE. LET US WORK WITH YOU TO OFFER SMART SOLUTIONS TO YOUR BRAND CHALLENGES.



#### **ENGAGEMENT AUTOMATION**

An automated trigger email is sent after a known user engages with a particular content topic or completes a specific task like answering a question.



#### PROGRAMMATIC RETARGETING

Reach a targeted audience as they engage with third party sites and

apps. Our audience's direct engagement with our publication and website varies; however, we can still reach them with content even after they've completed viewing the issue.



#### SOCIAL SPONSORED POSTS

Reach our brand CRM offline audiences, online pixel audiences, brand social followers.

and look-alikes. Ad types include static image, video, carousel and lead generation.



Work with our brand editors to curate several pieces of existing brand

content. This content is sent in an editorial newsletter to a target audience. Opens of that email then trigger advertiser content to be deployed via email 24-48 hours later.



#### SPONSORED TOASTS

Our proprietary audience engagement

platform is integrated with our brand websites and our audience database. Use toasts (pop-ups) to engage our brand site visitors with recommended content, surveys, polls, or to gate content for lead generation.



#### GEOTARGETED ADVERTISING

Using location services on mobile devices, market your

location or presence to targeted audiences while they are nearby. Want to promote your brand's presence at an event or trade show? Geotargeted advertising reaches the right people when they're in the right place.



WEBINAR / LUNCH & LEARN

Present your company's products and services to a qualified audience. We will promote your webinars in print ads and email promotions (time permitting) and post archived webinars for on-demand viewings. Virtual lunch & learn sessions are capped at 40 minutes including Q&A making them ideal for lunch breaks.

**OUR CUSTOM CONTENT DIVISION OFFERS CLIENT SERVICES** IN CONTENT CREATION. **DESIGN, DATA, RESOURCES** AND MARKETING, AND CAN HELP YOU PRODUCE CUSTOM BRANDED **PROJECTS THAT** INCLUDE:



# Let us develop an idea for you:

·	CONTENT DEVELOPMENT	•	WEBSITE/SEO AUDITS
·	EBOOKS	•	GEOFENCING
·	DIGITAL AND PRINT	•	VIDEOS
·	PUBLICATIONS	•	BLOGS
·	SHOW DIRECTORIES	•	BROCHURES
·	EMAIL CAMPAIGNS	•	eNEWSLETTERS
·	TRENDING NOW	•	FOCUS GROUPS
·	NEWSLETTERS	•	ROUNDTABLES
·	CASE STUDIES	•	SOCIAL MEDIA
·	SPONSORED CONTENT		MANAGEMENT
·	PROGRAMMATIC	·	SUPPLEMENTS
	CAMPAIGNS	•	WHITE PAPERS
·	SEO SERVICES	•	SYMPOSIA

To learn more about the ROI a custom branding project can bring to your marketing plan, contact your Integrated Media Consultant or the Custom Content Division.

ICONS: VIKIVECTOR, IIIERLOK\_XOLMS, ZAURRAHIMOV; LIGHT BULB: ALESMUNT - STOCK.ADOBE.COM

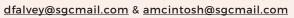
# **2021 EDITORIAL CALENDAR**

furniture lighting &decor

In Every Issue: design notebook, consumer snapshot, retail guide, digital bulletin, design stop, last look

January:	•

Features © Cover Story: Home Buying by Generation © Winter Market Previews © Mattress Evolution © Fixed Lighting Report © Botanicals for the Home	Style Board Furnishings for Work/School and Home Office Spaces	<ul> <li>Product Galleries</li> <li>Bed Frames</li> <li>Table Lamps</li> <li>Top of Bed</li> </ul>	Bonus Distribution Dallas, Atlanta Market	Editorial Materials Due 11/17/2020	Ad Close 11/17/2020	Ad Materials Due
Features * Cover Story: Health & Wellness of Interiors KBIS Preview Sustainable Home Lighting & Health	Staycation: Outdoor Living	Product Galleries <ul> <li>Motion Furniture</li> <li>Sconces</li> <li>Home Fragrance</li> </ul>		Editorial Materials Due 12/28/2020	Ad Close 12/28/2020	Ad Materials Due 01/05/2021
March:         Features            © Cover Story: Smart Home             © Decorative Dining             © Lightovation Preview             © Trends & Tech: Ceiling Fans             © Outdoor Accessories Report	Style Board Kitchens & Bath	Product Galleries  • Bar Stools  • Pendant Lighting  • Mirrors	Bonus Distribution	Editorial Materials Due 01/26/2021	Ad Close 01/26/2021	Ad Materials Due 02/02/2021
April: Features © Cover Story: The Changing Home © Las Vegas Market Preview © Where Needed: Portable Lighting Report © Soft Goods Report	<b>Style Board</b> Above the Chair Rail: Art & Lighting	Product Galleries  • Accent Tables  • Floor Lamps • Sculptural	Bonus Distribution Dallas Design Week, Las Vegas Market	Editorial Materials Due 02/23/2021	Ad Close 02/23/2021 MAIL EDITOR	Ad Materials Due 03/02/2021 IAL SUBMISSIONS:



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# **2021 EDITORIAL CALENDAR**

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May:						Balty good Alterative Reserves Area
Features	Style Board	Product Galleries	<b>Bonus Distribution</b>	<b>Editorial Materials Due</b>	Ad Close	Ad Materials Due
<ul> <li>Cover Story: Resimercial: Keeping It Clean</li> <li>Showtime/HD Expo Previews</li> <li>Does It Swivel? Motion Furniture</li> <li>LED Lighting Report</li> </ul>	Performance Fabrics	<ul> <li>Storage Furniture</li> <li>Chandeliers</li> <li>Wallpaper</li> </ul>	Showtime, ARTS Conference	03/25/2021	03/25/2021	04/01/2021
June:						
Features	Style Board	Product Galleries	<b>Bonus Distribution</b>	<b>Editorial Materials Due</b>	Ad Close	Ad Materials Due
<ul> <li>Cover Story: Made in America, including Canada and Mexico</li> <li>High Point Market Preview</li> <li>Lightovation/ Dallas Market Preview</li> <li>Licensed Lines: Celeb and Designer Intros</li> <li>Showroom of the Year Finalists</li> </ul>	Custom Upholstery	• Dining Tables/ Chairs • Landscape Lighting • Rugs	High Point Market, Dallas Market / Lightovation	04/26/2021	04/26/2021	05/03/2021
July:	Stude Decard	Product Collector				
Features	Style Board	Product Galleries	Bonus Distribution	Editorial Materials Due	Ad Close	Ad Materials Due
<ul> <li>Cover Story: Holiday in July</li> <li>Summer Market Previews</li> <li>Solutions: Purposeful Furnishings</li> <li>Lighting Small Spaces</li> <li>Rug Report</li> </ul>	Small Space Living	• Bar Cabinets/Carts • Ceiling Fans • Pillows & Poufs	Atlanta Market	05/25/2021	05/25/2021	06/01/2021
August:						
Features	Style Board	<b>Product Galleries</b>	<b>Bonus Distribution</b>	<b>Editorial Materials Due</b>	Ad Close	Ad Materials Due
<ul> <li>Cover Story: Taking Design Digital</li> <li>Las Vegas Market Preview</li> <li>Finishing Touches</li> </ul>	Maximalism	<ul> <li>Outdoor Furniture</li> <li>LED Lighting</li> <li>Botanicals</li> </ul>	HD Expo, Las Vegas Market	06/25/2021 E	06/25/2021 MAIL EDITOR	07/02/2021 RIAL SUBMISSIONS:
€ Showroom of the Year Winners				<u>dfalvey@sgcmai</u>	l.com & amcir	ntosh@sgcmail.com





# **2021 EDITORIAL CALENDAR**

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# September:

<ul> <li>Features</li> <li></li></ul>	<mark>Style Board</mark> Luxury Furnishings	<ul> <li>Product Galleries</li> <li>Coffee/Side Tables</li> <li>Smart Lighting/ Ceiling • Fans</li> <li>Sculputural</li> </ul>	Bonus Distribution ALA Conference, Dallas Design Week, Design Chicago, Casual Show	Editorial Materials Due 07/27/2021	Ad Close 07/27/2021	Ad Materials Due 08/03/2021
<b>October:</b> Features © Cover Story: Sourcing 101: Home Furnishings Best Practices © High Point Market Preview © Rug Report © LED Lighting Report	<mark>Style Board</mark> A Style Primer: Blended Design Styles	<ul> <li>Product Galleries</li> <li>Upholstery</li> <li>Outdoor Lighting</li> <li>Wall Art</li> </ul>	Bonus Distribution High Point Market, Lightfair	Editorial Materials Due 08/26/2021	Ad Close 08/26/2021	Ad Materials Due 09/02/2021
November: Features © Cover Story: International Influences © Showtime Preview © Masion et Objet Trend Watch © Lighting: Finishes & Finials © Choosing Hues: How Colors of the Year are Chosen	<b>Style Board</b> Pallettes to Watch in 2022	<ul> <li>Product Galleries</li> <li>Night Stands</li> <li>Lighting as Art</li> <li>Outdoor</li> <li>Accessories</li> </ul>	Bonus Distribution BDNY, Showtime	Editorial Materials Due 09/28/2021	Ad Close 09/28/2021	Ad Materials Due 10/05/2021
December: Features © Cover Story: Looking Ahead to 2022 Success © Take a Seat: Upholstery © Lighting the Outdoors © Pinnacle Winners	<mark>Style Board</mark> Bedding Primer	Product Galleries • Credenzas/Consoles • Task Lighting • Seasonal Accessories	3			Ad Materials Due 11/02/2021 AL SUBMISSIONS: tosh@sgcmail.com



Furniture lighting &decor

ended buy-in



# **OUR DESIGN: ELEGANT. EXCITING. ENLIGHTENED.**

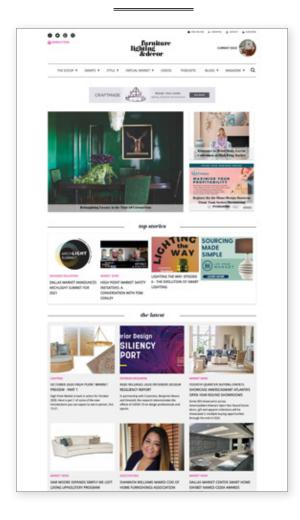
Award-winning designer Kelsey Craig takes

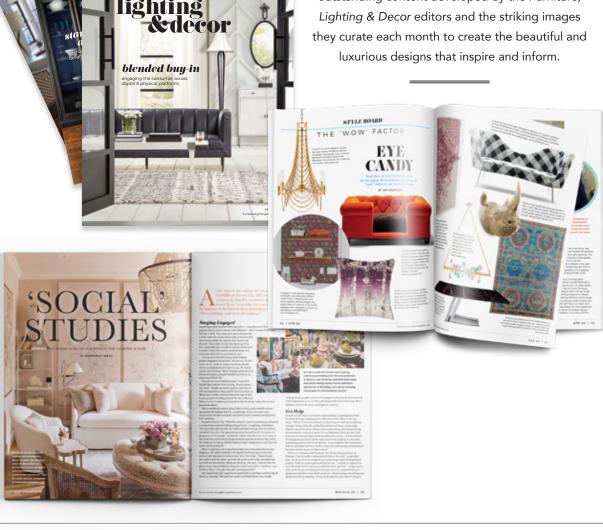
outstanding content developed by the Furniture,





Our website offers the industry's news, education and inspiration in an easy-to-navigate format tailored to the audience's needs.





# furniture lighting &decor

## 2021 RATE CARD

# PRINT SOLUTIONS

#### PRINT ADVERTISING RATES

AD SIZE	١x	4x	12x
2-PAGE SPREAD	\$7,000	\$6,000	\$5,000
FULL PAGE	\$4,000	\$3,500	\$3,000
1/2 PAGE	\$2.600	\$2,200	\$2,000
¼ PAGE	\$1,500	\$1,200	\$975

All ad sizes are included in the digital edition with links.

#### **GUARANTEED POSITION RATES:**

20% premium on the inside front cover, inside back cover and back cover full page ads 15% premium on full page ads on pages 3-12

#### **AD SIZES** (width x height)

2-Page Spread: 20¼" x 12¼" (bleed) Full Page: bleed size: 10¼" x 12¼" | non-bleed: 9¼" x 11¼" 1/2 Page Horizontal: bleed size: 101/4" x 6" | non-bleed: 91/4" x 51/2" 1/2 Page Vertical: bleed size: 5" x 121/4" | non-bleed: 41/2" x 111/4" 14 Page: 4%" x 5%"

#### **ACCEPTED DIGITAL FORMATS**

Press-optimized PDF using Acrobat PDF/ X-1a job option is the required format (300 dpi, CMYK color). PDFs prepared for use on the Web are unacceptable. Offset printer marks outside of artwork for bleed ads.

Any other type of file may require the use of an outside vendor and will result in additional charges.

Unless SWOP ad proof is submitted, publisher will not accept responsibility for the integrity of the ad.

#### **MECHANICAL DATA**

**Publication Trim Size:** 10" x 12" (width x height) Printing: Web offset. Printing is wet, all colors going down simultaneously with one impression. **Binding: Perfect bound** 

Mechanical Requirements: SWOP specifications apply. Magazines are trimmed to 10" x 12" by trimming <sup>1</sup>/<sub>4</sub>" off the head, face and foot. Live matter (text, logos and non-bleed elements) should be kept at least ¼" away from the trim size.

#### AD MAILING INSTRUCTIONS

Advertising material, SWOP proofs, space contracts, insertion orders, correspondence and copy should be addressed to:

Traffic Department, Furniture, Lighting & Decor 3030 W. Salt Creek Lane, Suite 201 Arlington Heights, IL 60005-5025

Ad production is available for a rate of \$75/hour and includes two rounds of revisions.

**UPLOAD PRINT ADVERTISING TO:** www.adshuttle.com/sgc

# DIGITAL SOLUTIONS

#### WEBSITE ADVERTISING RATES

(per month)	1x
Large Leaderboard + Mini Boom for Mobile	\$2,000
Leaderboard + Mini Boom for Mobile	\$1,850
Boom Box	\$1,500
Sponsored Content	\$1,500*

\*Additional costs for content creation

#### AD FORMATS (width x height in pixels)

Large Leaderboard: 970 x 90 px	Boom Box: 300 x 250 pixels
Leaderboard: 970 x 90 px	Maximum file size: 100 KB
Mini Boom: 300 x 100 px	
For leaderboards to render properly	All Digital Ads:
on mobile devices please also include	File formats: GIF, JPG, third party tags,
this size.	HTML 5, Supply URL for link
Maximum file size: 100 KB	

#### **NEWSLETTER ADVERTISING RATES**

	Format	
The Scoop / The Scoop: Newsfeed	500 x 150	\$2,000/month
Smarts	500 x 150	\$1,000/month
Stylish	500 x 150	\$1,000/month
Friday Finds	500 x 150	\$1,000/month
Friday Finds - Sponsored	500-word article + images	\$350/deployment
Eblast / Video Alert	(details below)	\$1,200/per deployment

#### **AD FORMATS**

Newsletter Ad: 500 x 150 pixels (width x height)

Video Alert: Contact your Integrated Media Consultant.

Sponsored Friday Finds: Contact your Integrated Media Consultant. Eblast: If providing materials, this requires a 600-pixel-wide, inline-styled HTML file with images and/or copy supplied in document file; JPG or PNG format images and logos; and links. Please specify email subject line. If needed, we can host your images.

Please contact your Integrated Media Consultant for additional details about specific requirements or if you would like us to custom design your eblast. SUBMIT DIGITAL ADVERTISING TO:

Siobhan Lesniak | 847.318.3414 | slesniak@sgcmail.com

#### **OUR TEAM**



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SENIOR CONTRIBUTING EDITOR Kimberley Wray



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CONNECTING BUYERS AND SELLERS WITH MARKET-LEADING CONTENT AND DATA

www.scrantongillette.com

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**VIEW PRINT & DIGITAL** SPECS HERE