Dear UC Santa Barbara Supporter,

On behalf of the UC Santa Barbara Alumni Affairs Department, it is our pleasure to share with you the numerous opportunities for sponsorship and advertising with us. UC Santa Barbara has quickly grown into one of the preeminent research universities in the world with its alumni distinguishing themselves in every field of endeavor.

UC Santa Barbara Alumni has a long history of connecting with its graduates. The first alumni activities date back to 1919 while the Association was formally incorporated in 1965. Today, the Alumni Affairs Department is tasked with maintaining contact with the more than 200,000 UCSB alumni. We do this through a range of communications and events, including our award-winning Coastlines Magazine and signature event, the All Gaucho Reunion.

We have many attractive opportunities that range from event sponsorship to print and electronic advertising. We are able to provide discounts for businesses that are interested in advertising in multiple areas.

We look forward to speaking with you further.

Sincerely,

John Lofthus, ’00, ’10
Associate Director
UC Santa Barbara Alumni
805.893.8416

Kelsie Grau
Director of Business Development
UC Santa Barbara Alumni
805.893.2947
I. EVENT SPONSORSHIP
Alumni Awards Dinner
Parents & Family Weekend
All Gaucho Reunion
Holiday Receptions
Exceptional Women, Exceptional Gauchos
Student Events
  Senior Send Off
  Study Break

II. PRINT ADVERTISING
Coastlines Magazine

III. DIGITAL COMMUNICATIONS
UCSBalum.com
Coastlines eNews
@UCSB eNewsletter

Photography: Olivia Hayden ’16/UC Santa Barbara Alumni; Matt Perko/OPAC; UCSB Department of Public Events
UC Santa Barbara
ALUMNI Demographics

- Total UCSB Alumni: 200,000+
- UCSB Alumni Association Members: 22,000+
- 76% live in California (over 151,000 alumni)
- Top Counties in California by UCSB Alumni Population
  - Los Angeles: 34,731
  - Santa Barbara: 19,741
  - Orange: 12,733
  - San Diego: 11,592
  - Ventura: 9,341
  - Santa Clara: 8,167
  - Alameda: 5,422
  - Contra Costa: 5,289
  - San Francisco: 4,241
  - San Mateo: 3,838
  - Sacramento: 3,164
  - Riverside: 2,756
  - Marin: 2,447

ALUMNI By Decade of Graduation

- 1930's-40's: 2.3%
- 1950's: 2.1%
- 1960's: 5.4%
- 1970's: 13.8%
- 1980's: 17%
- 1990's: 17.2%
- 2000's: 24.6%
- 2010's: 14.6%
UCSB has once again placed among the top 10 in the Leiden ranking of 750 major universities worldwide.

UCSB ranks #8 among all public universities in U.S. News and World Report’s 2017 “Best Colleges” guide.

UCSB has been ranked as the No. 1 Green School among public universities by Princeton Review. Bren Hall, which houses the Bren School of Environmental Science & Management, and the Tipton Meeting House at the Sedgwick Natural Reserve, are among the “greenest” buildings in the nation, earning LEED Platinum certification — the highest sustainability rating possible — from the U.S. Green Building Council.

UCSB has once again placed among the top 10 in the Leiden ranking of 750 major universities worldwide.

UC Santa Barbara is the largest employer in the county and a primary engine of economic activity on the South Coast. Almost 60 local companies have been established based on technology developed or discovered at UCSB, and, on average, four to six new companies based on UCSB research are formed every year.

Washington Monthly ranks UC Santa Barbara #9 among public universities and #19 in the magazine’s “Best Bang for the Buck” rankings in the Western Schools category.

UC Santa Barbara is among the institutions that are doing the best job of helping students attain marketable degrees at affordable prices,” said Paul Glastris, Washington Monthly editor-in-chief.

“As students consider UCSB, they can be confident that the institution is committed to serving them — and the nation — well.

Paul Glastris, Washington Monthly editor-in-chief
EVENT DETAILS Since 1960, the UCSB Alumni Association has presented awards of achievement and recognition to outstanding alumni and friends of UC Santa Barbara. The awards program has evolved over the years to honor success, service, and philanthropy. In the last 55 years, the Alumni Association has honored more than 200 individuals. As the excellence of UC Santa Barbara and its alumni has grown, these awards have highlighted the men and women who have brought distinction to their alma mater.

SPONSORSHIP OPPORTUNITIES:

<table>
<thead>
<tr>
<th></th>
<th>Presenting ($5,000)</th>
<th>Gold ($2,500)</th>
<th>Blue ($1,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Table for eight</td>
<td>•</td>
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<td></td>
</tr>
<tr>
<td>Logo on the front of the event program</td>
<td>•</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo inside the event program</td>
<td>•</td>
<td>•</td>
<td>•</td>
</tr>
<tr>
<td>Full page ad on the back of the event program</td>
<td>•</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recognition on screens during event</td>
<td>•</td>
<td>•</td>
<td>•</td>
</tr>
<tr>
<td>Public acknowledgement during program</td>
<td>•</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prominent logo and link in all digital and print communications</td>
<td>•</td>
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</tr>
<tr>
<td>Logo and link in all digital and print communications</td>
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</tr>
<tr>
<td>One full page ad in Coastlines magazine (Winter 2017 edition)</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>One half page ad in Coastlines magazine (Winter 2017 edition)</td>
<td>•</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Two tickets to the event program</td>
<td></td>
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</tr>
</tbody>
</table>
EVENT OVERVIEW  Parents & Family Weekend is a robust and exciting, three-day event created for UCSB families to immerse themselves in the campus and community. Invitations are extended to over 40,000 parents of UCSB students and attendance continues to grow every year. Events during the weekend include tours, lectures, presentations, athletics events and games, and brunch with Chancellor Henry T. and Mrs. Dilling Yang.
EVENT DETAILS  
Publicity for the annual UCSB Parents & Family Weekend reaches the majority of the more than 40,000 parents of current UCSB students. Official weekend attendance stands at over 2,300 people with an estimated additional 1,000 parents and families coming back to campus without officially registering. The Chancellor’s Brunch provides one of the highlights with over 1,200 guests! This fun-filled, three-day adventure is a cherished and popular event every year!

SPONSORSHIP OPPORTUNITIES:

<table>
<thead>
<tr>
<th>SPONSORSHIP OPPORTUNITY</th>
<th>Presenting ($5,000)</th>
<th>Gold ($2,500)</th>
<th>Blue ($1,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Logo on the cover of the event program</td>
<td>●</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Booth at Parents &amp; Family Weekend Registration (over 2,300 attendees)*</td>
<td>●</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo &amp; link on the Parents &amp; Family Weekend Homepage</td>
<td>●</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Half page ad in the event program (preferred placement)</td>
<td>●</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prominent logo printed on family tote bag</td>
<td>●</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Booth at Parents &amp; Family Weekend Chancellor’s Brunch (over 1,200 attendees)*</td>
<td>● ●</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo projected behind the podium during the Chancellor’s Brunch (over 1,200 attendees)</td>
<td>● ●</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Flyer in family tote bag</td>
<td>● ●</td>
<td>●</td>
<td></td>
</tr>
<tr>
<td>Logo and link on confirmation emails to event registrants</td>
<td>● ●</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo and link on email invitation to undergraduate students and parents</td>
<td>● ●</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Quarter page ad in the event program</td>
<td>●</td>
<td>●</td>
<td>●</td>
</tr>
<tr>
<td>Logo &amp; link on the Parents &amp; Family Weekend Accommodations page with top placement by sponsor level (for hotels only)</td>
<td>● ● ●</td>
<td>● ● ●</td>
<td>● ● ●</td>
</tr>
<tr>
<td>Logo on all on-campus advertisements (starting in July): (dining commons and dormitory digital ads and campus-wide poster)</td>
<td>● ● ●</td>
<td>● ● ●</td>
<td>● ● ●</td>
</tr>
<tr>
<td>Listing in the event program with top placement by sponsor level</td>
<td>● ● ●</td>
<td>● ● ●</td>
<td>● ● ●</td>
</tr>
<tr>
<td>Logo &amp; link on the Parents &amp; Family Weekend Sponsors page</td>
<td>● ● ●</td>
<td>● ● ●</td>
<td>● ● ●</td>
</tr>
</tbody>
</table>

*Requires pre-approval
EVENT DETAILS  The All Gaucho Reunion (AGR) is designed to celebrate this incredible university and its accomplishments. The festivities include the local AGR Kick-off Bash, Gaucho Gallop Benefit Race, the Taste of UCSB, Kid’s Festival, Department Open Houses, and much more. Nearly 8,000 UCSB Alumni and friends participate each year. Event publicity will reach the majority of our 200,000 alumni in addition to the 21,685 current UCSB students and the Santa Barbara community. Event sponsorship ensures extensive media promotion including radio, print, and email.

AGR WEEKEND SPONSOR RECEIVES:

<table>
<thead>
<tr>
<th>Description</th>
<th>Premier ($7,500)</th>
<th>GaUCHO ($5,000)</th>
<th>Platinum ($2,500)</th>
<th>Gold ($1,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Logo in all print ads (including the Santa Barbara Independent, Casa Magazine)</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
<tr>
<td>Logo and link on all All Gaucho Reunion emails</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
<tr>
<td>Logo and link on the All Gaucho Reunion homepage</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
<tr>
<td>Booth at the Taste of UCSB</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
<tr>
<td>Shoutout on Facebook/Twitter</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
<tr>
<td>One (1) ad in Coastlines Magazine – Spring 2018 edition</td>
<td>Full page</td>
<td>Full page</td>
<td>Full page</td>
<td>1/2 page</td>
</tr>
<tr>
<td>Logo and link on the All Gaucho Reunion website sponsors page</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
<tr>
<td>One (1) Logo and link in monthly @UCSB eNewsletter</td>
<td>○</td>
<td>○</td>
<td></td>
<td>○</td>
</tr>
<tr>
<td>Complimentary tickets for the Kick Off Bash or Gaucho Gallop</td>
<td>(12)</td>
<td>(10)</td>
<td>(5)</td>
<td>(2)</td>
</tr>
<tr>
<td>Logo and link on the All Gaucho Reunion accommodations page*</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
</tr>
</tbody>
</table>

*Applies only to hotel sponsors
AGR Single Event Sponsorship

- Keynote Presentation
- Gauchos Gallop 5K Benefit Race
- Taste of UCSB
- Kick-off Bash
- Kid's Festival
Regional alumni holiday receptions take place each year at various locations. Past locations include Santa Barbara, Los Angeles, San Francisco, and Orange County. These events are attended by hundreds of alumni and offer an excellent opportunity to showcase your brand to a larger demographic. Sponsorship opportunities are available, and include advertising in print and digital communications!
CELEBRATING UC SANTA BARBARA’S WOMEN OF DISTINCTION:

EVENT DETAILS: This event honors the accomplishments of UCSB’s outstanding female alumnae. In 2017, we honored Rep. Lois Capps with the Lifetime Achievement Award, and Fox Newscaster Harris Faulkner with the Distinguished Alumna Award. A panel discussion and lunch will follow the awards ceremony.

Sponsorship opportunities for this event include event sponsorship and table sponsorship. These opportunities serve as outreach to campus partners, the community, and local businesses. We hope our sponsors see this event as a way to provide exposure to a positive, uplifting event, celebrating women. Many of our table sponsors may wish to invite faculty or students to sit at their tables.
SENIOR SENDOFF, FRIDAY, JUNE 2018

EVENT DETAILS  The SENIOR SEND OFF entertains hundreds of graduating seniors and their families on the Friday night of graduation weekend. Held at the Mosher Alumni House, the event features beverages and appetizers.

TARGET AUDIENCE  Graduating seniors and their families are invited to this special event. Promotion includes a postcard to the parent’s address, email to graduating seniors, and Facebook posts.

PRESENTING SPONSORSHIP  ................................................................. ($5,000)

- Inclusion of Business Name in all written mentions of the event – “Senior Send Off sponsored by (Business Name)”
- Logo on event invitation mailed out to all graduating seniors’ parents (6,000)
- Logo and link on Senior Send Off page

STUDY BREAK

EVENT DETAILS  Held 3 times per year on the Wednesday night of “Dead Week,” Study Break features free refreshments to UCSB students studying for finals. Entertainment includes music and giveaways.

TARGET AUDIENCE  First held in June of 2008, Study Break has quickly developed into a quarterly tradition for current UCSB Students. Approximately 500-700 students participate each quarter. Promotion includes flyers posted around campus and emails to students.

PRESENTING SPONSORSHIP  ................................................................. ($2,500)

- Table to hand out giveaways and brochures at all three events
- Logo on event flyers
- Logo and hyperlink on promotional emails
- Logo and link on Student page on the UCSB Alumni website next to the Study Break Header for the month prior to each event
DETAILS  Coastlines Magazine entertains and informs an affluent, highly educated, professional audience four times a year. Most readers are UCSB alumni, including prominent business, cultural, and academic leaders. Other readers include faculty, staff, major donors to the campus, and campus visitors. Guaranteed circulation is 23,500 of which approximately 21,500 are UCSB Alumni Association members. Readership is estimated at 33,750.

READER DEMOGRAPHICS  Age:  Gender:
Median Age Range 45-55yrs  Male 50.4%  Female 49.6%

READER RATINGS  Rates Coastlines good or excellent: 77%  Reads most of/all of magazine: 83%

CIRCULATION  • Total circulations 23,500  • Distribution: California 18,000  Other states and abroad 4,500

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Coastlines Advertisement Specifications and Rates

<table>
<thead>
<tr>
<th>AD SIZE</th>
<th>SPECS (Width x Height)</th>
<th>1 X RATE PER AD</th>
<th>2X RATE PER AD</th>
<th>3x RATE PER AD</th>
<th>4x RATE PER AD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full page</td>
<td>7.375 x 9.375”</td>
<td>$2,000</td>
<td>$1,800</td>
<td>$1,600</td>
<td>$1,500</td>
</tr>
<tr>
<td></td>
<td>(8.65” x 11.25” with bleed)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Full page - Inside Front</td>
<td>$2,500</td>
<td>$2,300</td>
<td>$2,100</td>
<td>$2,000</td>
<td></td>
</tr>
<tr>
<td>Full page - Inside Back</td>
<td>$2,250</td>
<td>$2,050</td>
<td>$1,850</td>
<td>$1,750</td>
<td></td>
</tr>
<tr>
<td>Back Cover</td>
<td>7.375 x 8.0”</td>
<td>$2,750</td>
<td>$2,550</td>
<td>$2,250</td>
<td>$2,150</td>
</tr>
<tr>
<td>Half Page (Horizontal)</td>
<td>7.375” x 4.5”</td>
<td>$1,000</td>
<td>$800</td>
<td>$600</td>
<td>$600</td>
</tr>
</tbody>
</table>

50% off for UC Santa Barbara Organizations
25% off for Nonprofit Sponsors
DETAILS With over 200,000 alumni, the UCSB Alumni Association provides a strong and targeted base of captive and enthusiastic viewers. Electronic advertising with the Alumni Association exposes your ads to an active audience who believes in the UCSB brand and looks to support companies who partner with it. Whether it is a click ad on our website, a featured ad in our E-Coastlines Magazine, or a showcase in one of our E-Newsletters, we can help you reach a far scope of potential customers or hone in on your target audience to ensure your exposure counts.

ACCEPTABLE MEDIA All advertising materials must be submitted and approved at least one week in advance. Only non-animated ads are accepted. Artwork must be in jpg or png format.

STATISTICS
Top 10 Visited Pages
1. Home Page
2. Alumni Map
3. Gaucho Mail
4. Membership
5. @UCSB Newsletter Archive
6. Coastlines Magazine
7. Alumni Groups
8. Student Groups
9. Scholarship Programs
10. Mosher Alumni House

PLACEMENT
- Does not include the homepage
- All advertising materials must be submitted and approved at least one week in advance of their expected publication date(s)
- Web pages are limited to three static advertisements

RATES & SPECIFICATION
Horizontal Banner (120 X 240)
- Per Quarter: $1,000
- Half-Year: $1,750
- Annual: $2,000
Capitalizing on the Gaucho Communities desire to push green initiatives and ensure a no waste business model, the Coastlines website caters to a fast moving, on the go, and green-friendly audience. As an added bonus to advertising with Coastlines Magazine, our partners can enjoy additional exposure with prominent advertising space on our Coastlines website. Connected with all the great stories and news of the print magazine, the Coastlines website allows targeted messaging to all our advertisers as well as mobile advertising.
COASTLINES EMAGAZINE EMAIL (QUARTERLY)

COASTLINES EMAGAZINE EMAIL – sent 4 times/year

STATISTICS
- # of subscribers – more than 70,000 alumni, students, and friends
- Released four times per year
- 20% Open Rate
- Average of 1,643 Unique Clicks
- Limited to two advertisers per issue/email

RATES & SPECIFICATION
Banner (240 X 120)
We do not accept animated or rich media ads
$500 per email

DIGITAL COMMUNICATIONS
@UCSB ENEWSLETTER (MONTHLY)

@UCSB ENEWSLETTER—sent first Wednesday of each month

STATISTICS
- # of subscribers - more than 70,000 alumni, students and friends
- Released the first wednesday of every month
- 19.8% Open Rate
- Average of 720 Unique Clicks

RATES & SPECIFICATION
Banner (240 X 120)
We do not accept animated or rich media ads
$500 per email

Alumni Spotlight | Arturo Gonzalez Ph.D. '97
His changes are coming in how we use energy, predicts economist Arturo Gonzalez.
Read more here.

News:

Allied for Innovation
UCSB joins new initiative to spur entrepreneurship in SoCal.

Your Board of Directors
UC Santa Barbara Alumni welcomes new members.

Image of the Month

University of California - Santa Barbara
division of California
tanya barton on flickr

For more info about this month's Alumni Spotlight, visit our website at alumni.ucsb.edu.
UCSB Alumni Affairs
Advertising Policy

- All advertising shall be consistent with the business practices of the University of California as established by the Regents of the University.
- Advertising of a controversial or sensitive nature will be accepted at the discretion of the editor and publisher. Political advertising will not be accepted.
- Publication of all advertising (print and electronic) is subject to the UCSB Alumni Affair's approval. Agencies and advertisers will indemnify and hold the publisher harmless from and against any loss for expenses or claims on suits arising from advertising content including but not limited to claims or suits for libel, violation of rights of privacy, plagiarism, and copyright or trademark infringement.
- Publisher shall not be held liable for damages for failure to publish an advertisement.
- Publisher accepts no responsibility for errors in key number or other type set by publisher.
- Cancellation of advertising will not be accepted after closing dates. Early cancellation voids all rate and position protection.
- Publisher reserves the right to cancel or reject any advertising for any reason.

Further information
Kelsie Grau, Director of Business Development
Alumni Affairs Department
UC Santa Barbara
Ph: (805) 893-2947 Fax: (805) 893-4918
kelsie.grau@ucsb.edu