# 2024 MEDIA PLANNER aquaculturenorthamerica.com

# Fish Farming in the United States, Canada & Mexico To the United States of the United States



Photo: AquaBounty

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## **AUDIENCE**

# WHO READS AQUACULTURE NORTH AMERICA?

THE VOICE OF NORTH AMERICA'S AQUACULTURE INDUSTRY FOR OVER 35 YEARS

14,450 PRINT READERSHIP

7,705
RAGE MONTHLY
AVERAGE
ODEN DAT

4,956
ENEWS
SUBSCRIBERS

13,190 AVERAGE MONTHLY PAGEVIEWS

6,684
SOCIAL MEDIA
FOLLOWERS

**AQUACULTURE NORTH AMERICA** reaches an audience of salmon farmers

- trout farmers catfish farmers marine species farmers shellfish farmers
- bass, sturgeon, paddlefish, bait farmers tilapia farmers & commercial aquaponics operators state & federal fish hatcheries scientists, researchers & students fish vets RAS operators government agencies and policymakers aquaculture associations industry suppliers, and more.,

Professionals in North America's aquaculture industry have trusted ANA for over 35 years as their regular go-to news source. Using a multi-media approach, we deliver to our loyal readers six print and digital editions per year, an annual Wall Calendar, a regular weekly eNewsletter supported by a busy news website, social media, industry webinars and events.

#### **REGULAR CONTENT:**

- Fish Farm profiles
- Fish Health
- Offshore Fish Farming
- New Products and Technology
- Feeds & Feeding

- Policy & Regulations
- New Species
- Cage Culture
- Research
- Recirculating Aquaculture Systems



Photo: Newfoundland Aquaculture Industry Association



# **EDITORIAL LINEUP**

#### BOOK 6 ADS FOR BEST RATE

Issue	Content Focus	Feature Item	Bonus Show Distribution	Ad Close Deadline	Ad Copy Deadline	Target Mail Date
	ANA 2024 Wall Calend	ar	Delivered with Jan/Feb 2024 Issue	Oct 20, 2023 or when sold out	Oct 27, 2023	January
Jan/Feb	AQUACULTURE AMERICA 2024 SHOW ISSUE	Fish Farming innovations and technologies	- Aquaculture America 2024, San Antonio, Texas - Ohio Aquaculture Assoc Conf, OH - Indiana Aquaculture Assoc Conf. IN	Nov 24, 2023	Nov 28, 2023	January
Mar/Apr	Shellfish Spotlight	Oyster and mussel farming technologies	- National Shellfisheries Assoc meeting, Charlotte, NC - Ontario Aquaculture Assoc, ON, Canada - NC Aquaculture Development Conf. New Bern, NC	Jan 24, 2024	Jan 26, 2024	March
May/Jun	Salmon Farming in Canada	Training, Education & Careers	- Aquaculture Canada 2024, Charlottetown, PEI, Canada - RASTECH 2024, Charlotte, NC - Aquaculture UK 2024, Aviemore, UK	Mar 20, 2024	Mar 23, 2024	May
Jul/Aug	Seaweed & Kelp culture	Cage culture, containment & offshore tech	- AQUA Next 2024, Stavanger, Norway	May 22, 2024	May 24, 2024	July
Sep/Oct	Women in North American Aquaculture	Trout	- US Trout Farmers Fall Conference - Cold Harvest 2024 (NAIA), NL, Canada - Aquaponics Assoc Conference - Seagriculture USA 2024 - AQUA 2024, Copenhagen, Denmark	Jul 24, 2024	Jul 26, 2024	September
Nov/Dec	Salmon Farming Year in Review	Wellboats, Barges, Service vessels	- Northwest Fish Culture Concepts, Pacific Northwest, USA	Sep 25, 2024	Sep 27, 2024	November
	ANA 2025 Wall Calend	ar	Delivered with Jan/Feb 2025 Issue	Sep 29, 2024	Oct 18, 2024	November

RATES	1X	3X	6X			
Full Page	\$2885	\$2650	\$2395			
2/3 page	\$2360	\$2215	\$2065			
Half Page	\$2030	\$1905	\$1760			
1/3 page	\$1655	\$1545	\$1430			
1/4 page	\$1115	\$1040	\$940			
1/6 page	\$555	\$510	\$465			
SPECIAL POSITIONS						
2-page spread	\$5400	\$5025	\$4540			
Outside Back Cover	\$3240	\$3025	\$2700			
Inside Front Cover	\$2965	\$2790	\$2595			
Inside Back Cover	\$2760	\$2630	\$2515			
Page 4 (FP ad opp Editor welcome)	\$3085	\$2835	\$2560			
Page 3 (Contents page) Vertical Half Page ad only	\$2230	\$2095	\$1935			

## **ANNUAL WALL CALENDARS**

Inquire for more information

- Single ad \$835
- Double ad \$1660
- Corner ad \$1000

Regular topics covered include feeds and feeding, alternative proteins, fish health & welfare, research, govt policy, technologies for offshore, inshore and land based fish farming systems, plus updates on species such as salmon, trout, caffish, shrimp, and various cultured freshwater, marine, and finish and shellfish species.
Planned content and show distribution subject to change at Editor/Publisher's discretion.

Photo: Newfoundland Aquaculture Industry Association



## **AD SPECIFICATIONS**

# **PRINT DISPLAY ADS**

## REGULAR EXPOSURE TO NORTH AMERICAN AQUACULTURE PROFESSIONALS

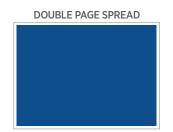
#### **AD SPECIFICATIONS**



LIVE AREA/NO BLEED 7.875 (w) x 10.625 (h)

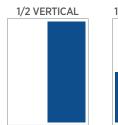
TRIM SIZE 8.875 x 11.625

**BLEED SIZE** 9.125 x 11.875



LIVE AREA/NO BLEED 16.75 (w) x 10.625 (h)

TRIM SIZE 17.75 x 11.625 **BLEED SIZE** 18 x 11.875

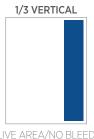


1/2 HORIZONTAL

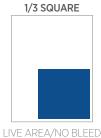
LIVE AREA/NO BLEED LIVE AREA/NO BLEED 3.875 (w) x 10.625 (h) 7.875 (w) x 5.25 (h)



LIVE AREA/NO BLEED 5.1875 (w) x 8 (h)



LIVE AREA/NO BLEED 2.5 (w) x 10.625 (h)



5.1875 (w) x 5.25 (h)

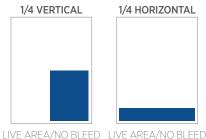


LIVE AREA/NO BLEED 5.1875 (w) x 10.625 (h)





3.875 (w) x 5.25 (h) 7.875 (w) x 2.625 (h)







2.5 (w) x 5.25 (h)



WALL CALENDAR ADS:

Single: 73mm x 73mm Corner: 73mm x 73mm Double Vertical: 73mm x 157mm Double Horiz: 157mm x 73mm

Photo: ©bildlove/Adobe Stock

## **FILE TRANSFER OPTIONS**

- 1: www.Annexprod.loadingdock.ca
- 2: wetransfer.com Send to production@annexbusinessmedia.com

**FILE FORMAT** CMYK, 300 dpi, PDF

aquaculturenorthamerica.com

# **HIGH-IMPACT PRINT ADVERTISING**

SEE THE WONDER THAT IS SPECIALTY PRINT ADVERTISING

# **USING OUR IN-HOUSE PRINTING FACILITY,** we

can work with your team to produce innovative print ideas – belly bands, cover wraps, French door covers, gate folds – that will take your marketing efforts to the next level and will raise your brand above the crowd. Call us today to learn more about how our high-impact print tactics can elevate your brand to our targeted and qualified magazine subscribers.

CLICK HERE TO VIEW SPECS AND VIDEO EXAMPLES.

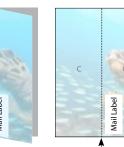


#### **BELLY BAND**

The first item readers see when they pick up our magazine

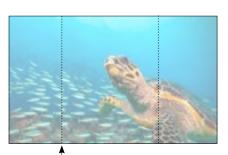


# Great opportunity to communicate bold ad messages



Fold (Spine of magazine)

# COVER WRAP Highly visible ad unit offering great design potential

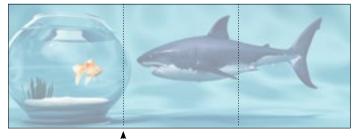


Fold (Spine of magazine)

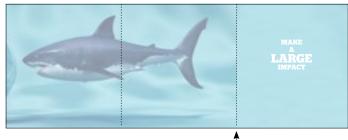
#### FRENCH DOOR COVER

High-impact advertising unit with maximum visibility

Fold (Spine of magazine)



Fold (Spine of magazine)



#### **6 PAGE GATEFOLD**

Oversized page that is perfect for promoting important brand information

Photo:: Mowi Canada West



# **AVERAGING OVER 13,000 WEB PAGE VIEWS PER MONTH**

# **WEB DISPLAY**

**TOP BILLBOARD** 970x250px, Less than 1MB 320x50px, Less than 1MB

**LEADERBOARD\*** 

728x90px, Less than 1 MB

320x50px, Less than 1 MB

Fixed & Exclusive position

Includes mobile sticky banner

Specs provided at time of purchase

\$1710/month

**\$855/month** 

WALLPAPER

\$1655/month

## DRIVE ENGAGEMENT AND NAME RECOGNITION WHERE AND WHEN NEEDED

## **VIEW SAMPLES** OF ALL OUR WEB DISPLAY ADS NATIVEL' **IN-BROWSER**

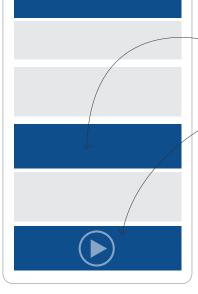


#### **INLINE BILLBOARD**

Appears within article pages 970x250px & 300x250px (desktop/mobile) Less than 1 MB \$995/month

#### **INLINE VAST**

Appears within article pages Mobile responsive 3rd party VAST tags required \$1575/month



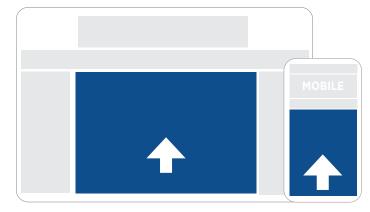
#### **MOBILE BANNERS**

320x50px, Less than 1MB Required for Leaderboard, Wallpaper and Top Billboard



## **INTERSCROLLER AD**

1200x1000px, Less than 1 MB Safe Area: xq003x008 \$2100/month



**BIG BOX/** 

**BIG BOX VIDEO\*** 

**\$855/month SUPER BIG BOX ~** 

\$1045/month

300x250px, Less than 1 MB

300x600px, Less than 1 MB

#### **MOBILE INTERSCROLLER**

850x1000px, Less than 1 MB Safe Area: 360x500px



<sup>\*</sup> Three advertiser rotation. Creative due three business days before start date. 10% additional charge will be added to any web display campaign with rotating/multiple creatives. 10% additional charge will be added to any web display campaign requesting postal code geotargeting.

## **KEEPING OUR AUDIENCE INFORMED**

# **eNEWSLETTERS**

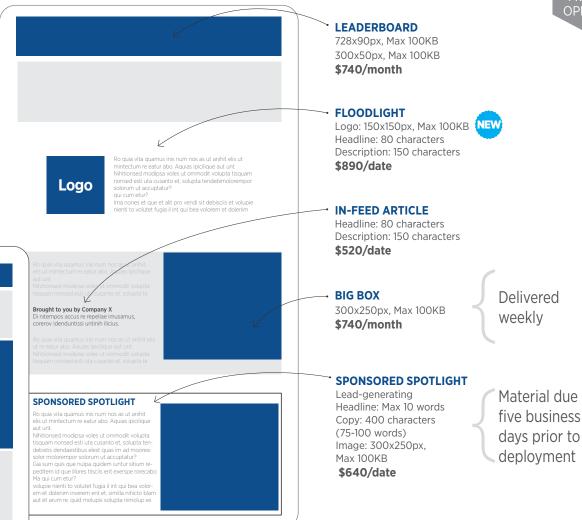
COST-EFFECTIVE, CASL-COMPLIANT\*, BRAND-SAFE EMARKETING

4956 SUBSCRIBERS

56% AVERAGE OPEN RATE

**REACH A PRECISELY TARGETED AUDIENCE** while they engage with a trusted source sharing timely content.

Keep your business top-of-mind with our **NEW** Floodlight position, or update potential buyers of new insights with an In-Feed sponsored article. For high-impact branding, consider the leaderboard, big box or the sponsored spotlight for lead-generating opportunities.



<sup>\*</sup> We're more than compliant... We're CASL Certified!

Annex Business Media and its properties are the first (and so far the only) media company to undergo a third party Canadian Anti-Spam Law (CASL) audit for certification. Find out more at <a href="maintenant-spam-law">annexbusinessmedia.com/CASL</a>

## TARGETED SOLUTIONS

# **ePRODUCTS**

YOUR STORY, DIRECT TO OUR AUDIENCE

**SEND YOUR EXCLUSIVE MARKETING MESSAGE** to our target list of CASL-compliant subscribers, consisting of aquaculture professionals throughout North America. Target our audience with an eye-catching product promotion, a shareable video or pdf. Lots of options and we can provide useful metrics. Create. Deliver. Engage.

# EBLAST/VBLAST **eBLAS**

Subject line: 50 characters max Headline: 8-12 words Content: 200 words max eBlast Poster Image: 558px x variable height Accepted formats: .GIF, .JPG, .PNG vBlast Poster Image: 558x350 Video play button required on image

\$1655 net each



eBLAST
4907
SUBSCRIBERS

54%
AVERAGE
OPEN RATE



Photo:: ©Ana/Adobe Stock



# **SPONSORED CONTENT**

## SHARE YOUR COMPANY'S THOUGHT LEADERSHIP AND MARKET KNOWLEDGE

**TODAY'S MARKETING HAS TO BE MORE STRATEGIC,** which is why good content marketing works. The form it takes – and the audience it's placed in front of – makes it even more elective. Position your company as an industry expert and provide producers with information they need to make well-informed buying decisions. Content has a long shelf life and increases brand awareness, while building trust and loyalty. Work with Amplify, our content studio, to create brand stories that prioritize your customers' needs and drive growth through credible content.





#### **DIGITAL SPONSORED CONTENT**

#### **PREMIER PACKAGE - Created by Amplify**

Our in-house storytelling experts will create a custom article featuring third-party sources for a trustworthy content experience. A multi-channel digital marketing program will promote and drive traffic to your article.

#### \$5000

#### Includes:

- Custom article written by Amplify (1,000-1,200 words)
- Article hosted on aquaculturenorthamerica.com
- Article pinned on homepage for 2 weeks with brand recognition
- 1x Content eBlast promoting article
- 1x eNewsletter Floodlight promoting article
- 1x social media post per platform promoting article on aquaculturenorthamerica.com

#### **ELITE PACKAGE - Client-supplied**

Supply your own branded article and *Aquaculture North America* will help promote to key decision makers.

#### \$3500

#### Includes:

- Client-supplied article (Up to 1,000 words)
- Article hosted on aguaculturenorthamerica.com
- Article pinned on homepage for 2 weeks with brand recognition
- 1x Content eBlast promoting article
- 1x eNewsletter In-Feed Sponsored Article
- 1x social media post per platform promoting article on aquaculturenorthamerica.com

#### INTEGRATED SPONSORED CONTENT

Ask about our Integrated Sponsored Content program to include your custom article in a print issue of *Aquaculture North America* magazine.

#### **A-LA-CARTE SPONSORED CONTENT**

- eNewsletter Floodlight: The most exclusive content marketing position available within our leading eNewsletter. This unit is designed to capture the attention of readers with its strategic placement at the top of the eNewsletter.
- eNewsletter In-Feed Sponsored Article: A true native content opportunity positioning your branded content in line with our top news stories with brand recognition.
- **3. eNewsletter Sponsored Spotlight:** A proven lead-generating position that allows for middle ground between branding and content marketing.
- **4. Custom content:** Create a unique content experience with Amplify by Annex, our in-house content studio. Work with our team to determine the best form your content should take an article, blog, social media campaign, video, podcast, eBook or infographic? The possibilities are endless.
- Custom stand-alone print issue or direct-mail piece: Become a thought leader on a topic that your target audience cares most about.

## **TURNKEY SOLUTION**

# **WEBINARS**

## DEMONSTRATE YOUR THOUGHT LEADERSHIP TO OUR AQUACULTURE AUDIENCE

#### WEBINARS BY ANNEX ARE POSITIONED TO DELIVER RELEVANT AND TIMELY INFORMATION

to the audience with convenience and affordability for all. Webinars give your company the opportunity to encourage real-time conversation with current and potential clients. Webinars also allow the conversation to continue, reaching registrants, attendees and potential customers long after the live broadcast is over by creating an on-demand version accessible to your targeted audience. We'll help host, promote and execute – leaving you to be the thought leader.

- Align your brand with one of our topical, educational sessions or create a branded webinar by providing the topic, speaker and presentation
- Aquaculture North America hosts, promotes and moderates
- Aquaculture North America provides all promotion, logistics and technical support to run the webinar, including setting up the registration page and developing a marketing campaign that will run for up to six weeks across our advertising channels
- Lead-generation and performance report provided to sponsor following the webinar
- Archived version of the webinar hosted on aquaculturenorthamerica.com and shared with all registrants by email



**PACKAGES START AT \$5245** 

# WE TAKE CARE OF IT ALL

# **PODCASTS**

## LISTEN TO INDUSTRY INSIDERS DISCUSS TOPICAL TRENDS

#### EFFECTIVE PODCASTS BEGIN WITH ENGAGING AND TRUSTED CONTENT.

Aligning your brand with thoughtful, insightful and actionable content can help you stand out from the competition and encourage listeners to build a relationship with your brand.

Secure your company's annual sponsorship of our popular Salmon Farming Inside & Out podcast series about current issues and developments in the salmon farming industry. Listen to previous episodes at www.aquaculturenorthamerica.com/topic/sfio-podcast/ and contact our team to find out details of this exclusive sponsorship.



# PRESENTING SPONSOR

Includes a pre- and post-roll sponsor script read by the host, and logo recognition among podcast promotions (eBlasts, eNewsletters, social media and website).

\$15,750 total / year

#### **MID-ROLL ADVERTISER**

a 15-30 second advertising script included during an episode of Salmon Farming Inside & Out

\$1575 / episode

# CUSTOM SEGMENTS

Sponsor what your customers want to hear about. Work with us to be part of a special episode or series interviewing multiple guests about a topic of importance to the industry.

# AUDIO FROM A TRUSTED SOURCE

Industry influencers known for their knowledge and insight. Connect with engaged listeners in a brand-safe, low ad-clutter environment. With limited ad spots available, your message will stand out and drive brand recall – no matter the location of the listener.

## INFORM. ENGAGE. ACQUIRE.

# TARGETED AUDIENCE

## DELIVERING YOU A TARGETED AND RELEVANT AUDIENCE

## **OMNICHANNEL**

Looking to motivate and measure in-market audiences as they look to buy your products and services?

Our Omnichannel platform uses proven digital marketing tactics to ensure your ad is delivered to the right person at the right time as they surf the internet. We will help your company reach customers already searching online for businesses like yours. It is simple: you tell us about your business and who you want to reach with your online ads, and we do the rest. Omnichannel guarantees a minimum number of impressions, with audiences developed through our exclusive first-party data, programmatic and social media advertising, and site and search engine retargeting.

In-depth reports provide key metrics and insights into your campaign's performance and success. We take the lead and walk you through everything that needs to happen to make sure your Omnichannel campaign is as successful as possible.

## **OMNICHANNEL+**

With Omnichannel+, you receive all the benefits of our Omnichannel marketing solution PLUS the additional benefits of a personalized landing page, with gated access, which provides your sales staff with scored leads to follow up on during and after the campaign.





## **LEAD DRIVER**

Lead Driver is your way to inform, engage and acquire our trusted and loyal audience through compelling content.

Using an automated multi-channel marketing approach, we share your content, marketing message and brand with our audience. From case studies to whitepapers to special product launches and webinars, we take our audience of industry decision-makers through a content journey that, at the end of your campaign, will provide you with a list of scored leads that are prioritized by who was most engaged with your content and digital ads.

## **LEAD DRIVER+**

With Lead Driver+, you receive all the benefits of our Lead Driver marketing solution PLUS the additional benefits of our Omnichannel marketing solution, which amplifies your message to a target audience built from our exclusive first-party data, programmatic and engaged audiences. This combined solution extends your time-in-market, increases the reach of your content and delivers you more qualified leads at the end of your campaign.

# CLICK TO LEARN MORE



# **SOCIAL MEDIA**

Aquaculture North America's strong social media presence can help your company promote its brand, upcoming events, products and services, and even specific content like videos and blogs, to our brands' loyal followers. MORE THAN
6500
SOCIAL
FOLLOWERS

Aquaculture North America uses social media to stay connected with industry members and partners, to regularly share our own original content with members of our online community, and to develop new partnerships with key industry stakeholders, associations and thought leaders.



@AquacultureNorthAmerica



@aquaculture\_na



**Aquaculture North America** 

Sponsored posts are limited to a maximum of two per week. 2024

# AQUACULTURE TECHNOLOGY WEBINAR WEEK

MAY 21 - 24, 2024

**PRESENT YOUR PRODUCTS AND TECHNOLOGY** to our digital audience in our special "Lunch 'n Learn" theme week.

Your expert gets to explain the benefits of your products, offer tips around use and maintenance, and answer any questions - a great chance to connect with customers.

**LIMITED TO JUST 8 PRESENTING PARTNERS OVER** 

**4 DAYS.** Reserve now to guarantee your company exclusivity to present on a certain technology in this week ahead of your competitors!

Plus enjoy a feast of recognition around the week in addition to receiving engagement metrics, sales lead reports and more info as to who is watching your presentation.

book your slot ahead of others industry suppliers!

Contact your rep today for full package details and to

Watch 2023 presentations here





## ON LOCATION (YOURS AND OURS)

# VIDEO PRODUCTION/DISTRIBUTION

## TELL YOUR STORY THROUGH VIDEO AND THEN BLAST IT TO YOUR TARGET AUDIENCE

**VIDEO IS THE HOTTEST TREND IN B2B MARKETING TODAY,** and is one of the best ways to improve user understanding of a product or service. Aquaculture North America can help share your already produced videos with our audience, but we can also help you create videos, too. Whether you want product demos, how-tos, or Q&A interviews with company thought leaders, our in-house video production team can produce compelling videos to tell your story. You can then use these videos to improve customer engagement through your marketing efforts, including vBlasts, social media and posting to our popular industry website.

# TRADE SHOW BOOTH VIDEO

Trade shows and conferences are a great place to show your product with our Booth Video package. Having your influential people on site with your product on display is the perfect opportunity to produce a 1-2 minute video.

On-site interview with company reps

- ▶ On-site product B-roll
- ▶ On-site conference or expo B-roll
- ▶ Use of supplied product photos

# VIDEO INTERVIEW

Produced in our state-of-the-art green screen studio within easy driving distance within the GTA, or as a virtual interview on Zoom, our professional-quality interviews or product showcases will tell your story the way it needs to be told for your audience.

- ▶ Up to 2 interviews with company reps
- ▶ Filmed in our green screen studio or virtually
- ▶ Use of supplied product photos
- ▶ Use of supplied B-roll

# CORPORATE VIDEO

Filmed on location at your office or facility, our corporate video package tells the story of your business in a compelling and dynamic way. Video allows your viewer, or customer, to be informed easier than ever before.

- ▶ Interview with up to 3 company reps
- ▶ Product and facility B-roll
- ▶ Use of supplied product photos
- ▶ One location 44 hours on-site

<sup>\*</sup> Quotes will be supplied on a case-by-case request as location is a determining factor.

## **GET YOUR MESSAGE IN READERS' HANDS**

# **FLYER INSERTS**

# INSERT YOUR COMPANY LITERATURE WITH OUR MAGAZINE DISTRIBUTION

Our print readers are always excited to receive their magazines. Why not provide us with your printed flyers and let us distribute your company message as well? Contact your rep with weight and dimensions of your insert pieces for a quote.

#### **DESIGN & PRINT SERVICE**

Need a postcard or flyer designed and printed up? We can take care of that too. Just let your rep know what you have in mind and we can have our production team work their magic. Why not get some new ads designed at the same time to run across our media? Talk to your rep about a consistent look across all your marketing.

STAND OUT FROM THE CROWD

WITH INSERTED FLYERS, POSTCARDS, RACK CARDS Contact us for pricing

Photo:: © Parilov / Adobe Stock



## 365 DAYS OF EXPOSURE TO YOUR CUSTOMERS

# **ANNUAL WALL CALENDAR**

# INSERT YOUR COMPANY LITERATURE WITH OUR MAGAZINE DISTRIBUTION

Displayed on the walls and doors of fish farms and aquaculture operations throughout the continent, Aquaculture North America's popular annual Wall Calendar is used by industry professionals to plan meetings, events and even staff birthdays!

By advertising on this poster sized publication, your brand and products remain top of mind with customers all year round, so no matter when their next big buying decision will be, you'll be on their radar.

Get 20% off the price of your Wall Calendar ad when you schedule 6 ads in Aquaculture North America.

#### **REGULAR AD SPACE**

\$835

(73mmx 73mm)

#### **CORNER AD SPACE**

\$1000

(73mm x 73mm)

#### **DOUBLE AD SPACE**

\$1660

(Vertical 73mm x 157mm, Horizontal style 157mm x 73mm)

#### **2024 WALL CALENDAR**

#### **Booking:**

As the calendar's 26 ad spaces usually all sell out, to avoid disappointment, we recommend booking your calendar ad as soon as possible.

#### Material Deadline: OCTOBER 20, 2023

Wall Calendars are delivered to readers with their HI Jan/Feb editions



## **CELEBRATING & RECOGNIZING**

# **WOMEN IN NORTH AMERICAN AQUACULTURE**

PROGRAM AND VIRTUAL EVENT

Aquaculture North America continues its "Women In North American Aquaculture" (WINAA) program in 2024 shining a well deserved spotlight on more influential women who continue to inspire, lead and encourage new generations of women entering the industry.

#### **PERSONAL STORIES:**

We'll be profiling more women and sharing their stories across ANA's media channels including our popular dedicated WINAA podcast series.

#### **ANNUAL EVENT:**

Our annual WINAA 2024 event online includes live panel discussions and on-demand sessions exploring topics such as how to foster a diverse and inclusive workforce, actions companies can take to attract women to the industry, how to facilitate the advancement of female employees to leadership positions, and more.

#### **SPONSORSHIP OPPORTUNITIES:**

We offer aquaculture producers and industry suppliers a great way to demonstrate their support for women in aquaculture through multimedia sponsorships. Ask for details and pricing.

